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Factors Affecting Commodity Transfer Coffee Plants Become Vegetable Plants (Case Study of Masalle Village, Masalle District, Enrekang Regency)

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Abstract

This study aims to 1) determine the types of plants cultivated by farmers after switching from coffee plants in Masalle Village, Masalle District, Enrekang Regency, and 2) determine the factors that influence the conversion of coffee plant commodities to vegetable crops in Masalle Village, Masalle District, Enrekang Regency. This research was conducted from January to February 2022. The population in this study were all farmers who converted commodities from coffee to vegetable crops, namely 30 farmers. The determination of the sample was carried out by census where the entire population was used as the research sample so that the number of samples in this study totaled 30 farmers who had transferred commodities from coffee plants to vegetable crops. Data were analyzed using qualitative descriptive analysis. Qualitative descriptive methods regarding situations and events, and used multiple linear regression analysis to describe the effect of the independent variables on the dependent variable. The results showed that 1) there were four types of vegetable commodities cultivated by farmers in Masalle Village, Masalle District, Enrekang Regency after switching from coffee farming, namely tomato plants (33.33%), cabbage plants (26.67%), chili plants (23 .33%), and shallots (16.67%), and 2) the factors that influence the transfer of commodities from coffee plants to vegetable crops indicate that the price variable has no significant effect on the commodity transfer with a significance value of the price variable (X1) of 0.080 or > and used multiple linear regression analysis to describe the effect of the independent variables on the dependent variable. The results showed that 1) there were four types of vegetable commodities cultivated by farmers in Masalle Village, Masalle District, Enrekang Regency after switching from coffee farming, namely

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tomato plants (33.33%), cabbage plants (26.67%), chili plants (23 .33%), and shallots (16.67%), and 2) the factors that influence the transfer of commodities from coffee plants to vegetable crops indicate that the price variable has no significant effect on the commodity transfer with a significance value of the price variable (X1) of 0.080 or > and used multiple linear regression analysis to describe the effect of the independent variables on the dependent variable. The results showed that 1) there were four types of vegetable commodities cultivated by farmers in Masalle Village, Masalle District, Enrekang Regency after switching from coffee farming, namely tomato plants (33.33%), cabbage plants (26.67%), chili plants (23 .33%), and shallots (16.67%), and 2) the factors that influence the transfer of commodities from coffee plants to vegetable crops indicate that the price variable has no significant effect on the commodity transfer with a significance value of the price variable (X1) of 0.080 or >α(0.05). Swhile the income and production variables have a significant effect on commodity transfer with a significance value of the income variable (X2) of 0.019 <α (0.05), while the production variable (X3) has a significance value of 0.039 <α (0.05).

Keywords: Commodity Transfer; Coffee Plants; Vegetable Plants

INTRODUCTION

Indonesia is an agricultural country where agriculture plays an important role in the national economy. To keep pace with the increasingly rapid pace of population growth in Indonesia, it is necessary to encourage advanced agricultural businesses throughout Indonesia's agricultural areas. In an effort to develop Indonesian agriculture so that the quality and quantity of agricultural products can be increased, the role of the government is needed in terms of agricultural policy to achieve even distribution of food self-sufficiency (Sadiago, 2009)

Advances in agricultural technology are also urgently needed to encourage increased agricultural output, both in quality and quantity. It is not surprising that agricultural systems are constantly changing, as farmers' knowledge of various fields related to agriculture increases, population increases or decreases, new opportunities and aspirations emerge, and the natural resource base worsens or improves. Efforts are constantly being made to adapt to new conditions. Many agricultural societies have survived, and in some cases thrived, by exploiting the natural resource base that has been exploited by their ancestors from one generation to another.(Purwati et al., 2018).

According toAstira (2016), agricultural development is an important part and cannot be separated from national development. This is based on the fact that most of the Indonesian

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people depend on the agricultural sector, both in the plantation, food crops, livestock and fisheries sectors. As one of the agricultural sectors, the plantation and food crops sub-sectors provide a sizeable contribution to the country's foreign exchange, while also playing a role in improving the standard of living of farmers.

Coffee is a plantation crop that has long been cultivated. Aside from being a source of income for the people, coffee is a mainstay of export commodities and a source of foreign exchange earnings. Nonetheless, coffee commodities often experience price fluctuations as a result of an imbalance between demand and supply of coffee commodities on world markets(Rahardjo, 2012). There are two species of coffee plants developed in Indonesia, namely Arabica coffee and Robusta coffee. Arabica coffee is a traditional type of coffee, considered to have the most delicious taste and Robusta coffee which has a higher caffeine content, can be grown in an environment where Arabica coffee cannot grow, with a bitter and sour taste.

Enrekang Regency is one of the coffee-producing areas in South Sulawesi which is spread over various villages, one of which is Masalle Village, the type of coffee produced is Arabica coffee. This is based on the consideration that the area has a height of 1100 meters above sea level (MDPL) which is very suitable for planting coffee plants, where coffee plants will thrive at an altitude of 800-1500 MDPL. In addition, coffee is resistant to leaf rust disease and does not require difficult growing and maintenance conditions and high production is obtained.

Based on the initial survey at the research location, the decrease in the harvested area of coffee plants was due to the large number of coffee farmers who switched commodities to vegetable crops. Coffee farmers switch commodities due to decreased coffee production, decreased coffee prices, old coffee plants, coffee plants attacked by pests, the length of the first and subsequent harvest cycles (one harvest a year) and cropping patterns. The falling price of coffee reduced people's interest in cultivating coffee plants so that it was no longer profitable and could not be used as a mainstay as a source of livelihood for the family. This has caused farmers to switch commodities from coffee plants to vegetable crops. In addition, vegetable crops, whose post-harvest processing is simpler, many farmers replace coffee plants with vegetable crops.

The post-harvest processing of coffee is considered by farmers to be more difficult than that of vegetables. The length of the first and subsequent harvest cycles, coffee harvest time once a year while the vegetable harvest can reach three to four times a year and in three months can be harvested several times depending on the period of the vegetable crop. Vegetable plants can get more yields compared to coffee plants which only harvest once a year. Based on the background phenomena above, the authors are interested in conducting research with the title

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"Factors Influencing the Transfer of Coffee Commodities to Vegetables in Masalle Village, Masalle District, Enrekang Regency".

RESEARCH METHODS

This research was conducted in Masalle Village, Masalle District, Enrekang Regency. The location selection was made purposively (purposive) with the consideration that there are many farmers who switch commodities from coffee to vegetable crops. This research was conducted from January 2022 to February 2022. The population in this study were all farmers who traded commodities from coffee plants to vegetable plants in Masalle Village, Masalle District, Enrekang Regency, namely a total of 30 farmers. Sampling was carried out using saturated sampling technique (census). The sampling technique used was the census method, namely the number of samples to be taken in this study were 30 farmers who had transferred commodities from coffee to vegetable crops.

Data analysis used to answer the first problem uses descriptive qualitative analysis.MethodQualitative descriptive is a method that intends to make processing (description) regarding situations or events. In this method, the author will describe what vegetable crops are cultivated by farmers after switching from coffee plants.Furthermore, to analyze the factors that influence the conversion of coffee plant commodities into vegetable crops using multiple linear regression analysis, namely a multiple test method to describe the effect of independent variables on the dependent variable. The multiple linear regression formula is as follows:

$$Y = a + b1X1 + b2X2 + b3X3 + e$$

Information:

Y	= Area of land converted to commodification (Ha)
a	= Constant
b1, b2, b3	= Regression Coefficient
X1	= Price (IDR)
X2	= Total Production (Kg)
X3	= Income (Rp)
E	= Errors

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RESULTS AND DISCUSSION

Characteristics of Respondents

1. Age

Soehardjo and Patong (1984) classified the productive age ranged from 15-54 years. Respondents of productive age farmers are assumed to enter the workforce as breadwinners. The productive age population is also assumed to bear the lives of other non-productive age residents. This means that someone who is of productive age bears his own life individually and also bears the lives of other people who are non-productive (Yuzzar, 2008). More details can be seen in Table 1.

Table 1. Age of Respondents in Masalle Village, Masalle District, Enrekang Regency, 2021

Age (Years)	Number of people)	Percentage (%)
< 15	0	0
15 – 54	27	90
> 54	3	10
Total	30	100

Source: Primary data processed, 2022

Respondents of productive age are more than those of unproductive age. This is because people prefer to work at an easy age rather than continue their education. Young workers have more energy to increase the productivity of companies or government agencies that need unskilled workers or laborers. This productive age allows farmer respondents to have good physical abilities to work compared to non-productive ages whose physical abilities are decreasing/weakening.

2. Education

The level of education is the level of development and willingness to excel and develop. Education is also one of the determinants of success in improving the quality of human resources. In this study, the formal education of the respondents was devoted to the levels of Elementary School (SD), Junior High School (SMP), High School (SMA), and Diploma/Bachelor Degree. Characteristics of farmer respondents based on education level can be seen in Table 2.

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Table 2. Respondents' Education in Masalle Village, Masalle District, Enrekang Regency, 2021

Education	Number of people)	Percentage (%)
Graduated from elementary school/equivalent	10	33,33
Graduated from Middle School/Equivalent	8	26,67
Graduated from high school/equivalent	9	30.00
Diploma/Bachelor Degree	3	10.00
Total	30	100

Source: Primary data processed, 2022

The majority of respondents in Masalle Village took formal elementary education (SD). The classification of education levels is in accordance with the statement according toSoehardjo and Patong (1984)which states that the education level of the community is divided into five sections, namely very low education i.e. no school/no education (TS), low education (graduation of elementary school), moderate education (graduation of junior high school), and higher education (graduation of high school) and very high education (College).The level of education greatly influences a person's ability and level of confidence in doing his job.

3. Number of Family Dependents

Based on the number of household members, household size is grouped into three, namely small, medium and large households. Small households are households with less than or equal to four members. Medium households are households with between five and seven members, while large households are households with more than seven members. The characteristics of respondents according to the number of family members in Masalle Village, Masalle District, Enrekang Regency can be seen in Table 3.

Table 3. Number of Respondents' Family Dependents in Masalle Village, Masalle District, Enrekang Regency, 2021

Dependents (person)	Number of people)	Percentage (%)
1 – 5	14	46,67
> 5	16	53,33

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Total	30	100

Source: Primary data processed, 2022

Farmer family members in Masalle Village are small households. According to Nasir (2005), the number of dependents in a farmer's household influences a person's decision to determine the type of work, if the number of dependents in the household is large, the individual chooses the type of work with certainty in income and the certainty of this income is usually obtained in the type of work in non-agricultural activities.

4. Experience in Doing Business

Soehardjo and Patong (1984) categorize experience in tryingA farmer is said to be inexperienced if he has been in his field of work for <5 years, he is said to be quite experienced if he has worked for 5-10 years, while he is said to be experienced if he has been in his field of work for >10 years. Information about the experience of farming coffee farmer respondents in Masalle Village, Masalle District, Enrekang Regency can be seen in Table 4.

Table 4. Respondents' Experience in Masalle Village, Masalle District, Enrekang Regency, 2021

Experience (Year)	Number of people)	Percentage (%)
< 5	0	0.00
5 – 10	17	56,77
> 10	13	43,33
Total	30	100

Source: Primary data processed, 2022

It can be seen that the coffee farmer respondents in Masalle Village fall into the quite experienced and experienced category. It can be seen that as many as 17 people have been in their jobs for 5-10 years, and the respondents who have worked as coffee farmers for more than 10 years are as many as 13 people. With this experience, respondents are required to be able to overcome various problems they face and make effective decisions in an effort to develop their businesses to improve the welfare of their families.

Coffee Farming Conditions

1. Coffee Production

Production is a process of empowering available resources, where it is hoped that more

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results will be realized from all the sacrifices that have been given. Farmers who carry out vegetable farming activities after switching from coffee plants want high production so that their income also increases. Therefore, it takes hard work from farmers so that production is maximum and stable (Hermanto, 1994).The condition of coffee farming based on the amount of production per season is presentedin Table 5.

Table 5. Average Coffee Production in Masalle Village, Masalle District, Enrekang Regency, 2017 – 2019

Year	Average Production (Kg/Year)
2017	8,710
2018	8,620
2019	5.020
Average	7,450

Source: BPS Masalle District, 2021

The average coffee production within three years is 7,450 kg/year. The difference in the amount of production per year obtained is caused by the area of land and the different abilities of farmers, both in cultivation techniques and the operational use of coffee plants. The relatively low production of coffee compared to the production of cultivated vegetable crops illustrates that vegetable commodities are more profitable from an economic standpoint. The difference in the amount of production is one of the reasons the farmers in Masalle Village shifted commodities.

2. Pest attack

Pests are one of the main factors for farmers to switch to vegetable crops, which determine farmers' crop productivity. The most common pests and diseases that attack coffee plants in the field are aphids and stem borer pests.Aphids usually appear and attack new shoots during the rainy season. Aphids absorb cell fluids from young shoots and cause damage to growing shoots. Coffee farmers in Masalle Village control aphids by using neem oil at a rate of 10 – 20 ml, and adding 7 g/l of laundry soap or detergent.

The stem borer pests that attack farmers' coffee plants in Masalle Village are adult insects in the form of black beetles (Xyleborus compactus) and white beetles (Xyloasandrus morigerus).Generally, coffee stems that have been affected by stem borer pests, coffee plant leaves will wilt and slowly the nutrients from the roots will be hampered. Eventually, the coffee

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plants dry out and die. The thing most often experienced by coffee farmers is that these pests often attack the fruiting coffee stems, eating away at the stems from the inside, so that the stems become brittle and dry. So far, the only way to deal with it is by cutting off the stems that have been affected by pests and making sure there are no more holes in the other stems, then clearing the ground around the coffee plants that are affected by pests. However, this step is considered unable to overcome the coffee stem borer to the fullest.

3. Price Changes

Determining the price of coffee to farmers in Masalle Village encountered several obstacles, so that price regulations were created. The price regulation in question is the regulation of the prices of goods carried out by the government. This regulation aims to maintain honesty and the possibility of the population fulfilling their basic needs as well as fairness between the various parties conducting transactions. This is what causes farmers' dissatisfaction in getting income which is only once a year, farmers change their cultivation to a different type such as vegetables.

Farmers in Masalle Village no longer rely on harvesting coffee only once a year. Farmers switched to utilizing the land they owned with vegetable crops. It is hoped that by planting vegetables, farmers will be able to think that their economic needs can be better. The importance of this is due to the coffee farmers who have small arable land, low coffee production, low coffee selling prices, coffee harvests once a year, low coffee farmer income and a large number of family dependents.

4. Harvest Frequency

The frequency of harvesting carried out by farmers in Masalle Village, Masalle District, Enrekang Regency is 6-7 times in tofu. The harvesting process is carried out in stages with a grace period of 14-15 days and can be harvested again. The beginning of the harvest is in March and in June or in July, this depends on the condition of the coffee plants and the influence of rain, because with rain the coffee cherries will turn red quickly. Meanwhile, for off-harvest processing, most of the coffee farmers in Masalle Village do the processing. Off-harvest processing is carried out using the dry processing method.

5. Post Harvest Process

The coffee farming community in Masalle Village carries out the harvesting process by picking directly from the trees and when the coffee cherries are fully red. The existence of a

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definite quality assurance, availability in sufficient quantity and timely supply and sustainability are some of the requirements needed so that people's coffee beans can be marketed at a more favorable price level. To meet the above requirements, postharvest handling of people's coffee must be done in a timely manner, in the right way and in the right amount, just like other agricultural products.

Sometimes there are farmers who estimate their own harvest time and pick ripe and immature fruit from the tree simultaneously. The branches are shaken by hand so that the fruit falls into a basket or onto a tarpaulin spread under the tree. This method is indeed faster, but produces lower quality coffee beans.

Harvested coffee cherries need to be processed immediately into a more stable final form so that it is safe to store for a certain period of time. For this reason, a reference is needed as a guide for farmers/processors in producing products required by the market. Along with the increasing demands of consumers for products that are safe and environmentally friendly, the standard reference must accommodate the principles of good and correct postharvest handling (Mawardi et al., 2019).

Substitute Crop (Vegetable) Farming Conditions

Vegetable planting season which reaches 3-4 times a year can get more results compared to coffee plants which only once a year. This is one reason why farmers switch to growing vegetables. Yudohusodo (1999) states that the area of Masalle District with agro-climatic diversity allows the development of various types of vegetable crops. There are four types of vegetable commodities cultivated by farmers from Masalle Village, Masalle District, Enrekang Regency after switching from coffee farming. The vegetable commodities are presented in Table 6 below.

Table 6. Transfer of Commodity Types of Vegetables Cultivated by Farmers in Masalle Village, Masalle District, Enrekang Regency in 2022

Commodity Type	Number of people)	Percentage (%)
Chilli	7	23,33
Red onion	5	16,67
Cabbage	8	26,67
Tomato	10	33,33
Total	30	100

Source: Primary data processed, 2022

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There are four types of vegetable commodities that are cultivated by farmers in Masalle Village as a commodity exchange from coffee plants, where the dominant tomato plant is cultivated. Due to the high dominance of tomato cultivationthe development of horticultural products such as tomatoes is a product that is needed in a sustainable manner by farmers, especially after switching from coffee plants. Especially at this time the tomato commodity already has a good position, although it has not been evenly used in the menu or public nutrition. Besides having a delicious taste, it turns out that tomatoes also have a fairly complete and good composition of substances, especially levels of vitamin A and vitamin C (Ashari, 2000).

The high domestic market demand for vegetable products must be utilized by the farmers in Masalle Village. In addition to the high demand which reaches around 2 tons, its cultivation also does not require large areas of land and is a distinct advantage. Types of vegetables cultivated by farmers as a commodity transfer from coffee plants in Masalle Village aside from being used for household consumption also have economic value.Cultivating vegetable commodities by farmers in Masalle Village is not too difficult and does not require high costs, but there are several factors that affect the quality and quantity of vegetable crop production.

1. Vegetable Production

Production is a process of empowering available resources, where it is hoped that more results will be realized from all the sacrifices that have been given. Farmers who carry out vegetable farming activities after switching from coffee plants want high production so that their income also increases. Therefore, it takes hard work from farmers so that production is maximum and stable (Hermanto, 1994).Conditions of vegetable farming based on the amount of production per season presentedin Table 7.

Table 7. Average Vegetable Production of Farmers in Masalle Village, Masalle District, Enrekang Regency in 2022

No.	Commodity Type	Average Land Area (Ha)	Average Production (Kg/season)
1	Chilli	2.75	3,986
2	Red onion	3	3,880
3	Cabbage	2,5	10,500
4	Tomato	2,3	7,470

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Source: Primary data processed, 2022

The highest average production of vegetable commodities in Masalle Village was obtained by farmer respondents after switching from coffee plants, namely cabbage, while the lowest average production was shallots. The difference in the amount of production obtained is caused by the area of land and the different abilities of farmers, both in cultivation techniques and in the operational use of vegetable crops. Production of vegetable crops tends to be high supported by casesa pandemic that hit Indonesia several years ago which disrupted many sectors that support people's lives, including the agricultural sector.

2. Care and Cultivation

Farmers in Masalle Village cultivate vegetablesafter they are 3-4 weeks old or already have 4-5 leaves the plants can be moved to the prepared land with a spacing of 20x20, depending on the variety of vegetable crop, the taller the variety planted the wider the spacing. Watering is done every day until the vegetables grow normally, then repeated as needed.

The pests that often attack vegetable crops include armyworms and aphids. While diseases include white rust disease caused by Albugo ipomoea reptans. For control, pesticides that are safe and easy to decompose such as biological pesticides, vegetable pesticides or fungicides are used. The use of pesticides by farmers is carried out correctly both in the selection of types, doses, volume of spray, method of application, interval and time of application.

3. Post Harvest Process

Post-harvest technology is the action or treatment given to each vegetable commodity from harvest until it arrives in the hands of consumers. Post-harvest technology is a major requirement in maintaining and increasing product selling prices. Harvesting is done after +25 days after planting, by uprooting the plants by the roots or cutting at the base of the plant about 2 cm above the ground. Post-harvest is primarily directed at maintaining the freshness of vegetables, namely by placing freshly harvested vegetables in a shady place or soaking the roots in water. The beginning of the harvest is in March and in February, depending on the state of the vegetable crop and the influence of the climate.

Factors Affecting Commodity Transfer

1. Price

Price is something that is given in exchange for getting something good or service (Lamb,

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2001).The price variable in this study is the selling price of coffee and vegetable commodities in one growing season.

Table 8. Average Selling Prices for Coffee and Farmers' Vegetables in Masalle Village, Masalle District, Enrekang Regency in 2022

No.	Commodity Type	Price (Rp/kg)
1	Coffee	6,800
2	Chilli	17,000
3	Red onion	18,200
4	Cabbage	3,412.5
5	Tomato	5050

Source: Primary data processed, 2022

Shallots are a type of vegetable plant cultivated by farmers in Masalle Village with a relatively high selling price compared to other vegetable commodities.The price of vegetable crops affects the level of wages, rents and profits. In other words, prices are the basis of the farming household economic system, because prices affect the allocation of production factors such as labor, land, and capital.

2. Income

The income referred to in this study is the amount of money earned in vegetable farming after switching from coffee plants which is calculated in one growing season. Details are shown in Table 9.

Table 9. Average Income of Farmers in Masalle Village, Masalle District, Enrekang Regency in 2022

No.	Commodity Type	Income (Rp/Year)
1	Coffee	13,152,426
2	Chilli	56,205,361
3	Red onion	59,323,378
4	Cabbage	28,219,708
5	Tomato	30,334,071

Source: Primary data processed, 2022

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Table 9 shows thatCommodity red onion is a plant with the highest source of income, while cabbage is the commodity with the lowest source of income. The income of vegetable farmer respondents is strongly influenced by the amount of production and the high and low selling prices in the market. The more production that is produced, of course the income that will be obtained by respondents will be even greater.

3. Production

Production is defined as the end result of a farming process or activity by utilizing several inputs or inputs.The production referred to in this study is the amount of production of vegetable crops in one growing season. More details regarding the production of coffee and vegetable commodities for farmers in Masalle Village, Masalle District, Enrekang Regency are shown in Table 10.

Table 10. Average Coffee and Vegetable Production of Farmers in Masalle Village, Masalle District, Enrekang Regency in 2022

No	Commodity Type	Price (Kg/Year)
1	Coffee	3,260
2	Chilli	3,986
3	Red onion	3,880
4	Cabbage	10,625
5	Tomato	7,470

Source: Primary data processed, 2022

Table 10 shows thatCommodity red onion is a plant with the highest production, which reaches 10,625 kg/season. In this case, production discusses how to use inputs to produce a certain amount of output. The relationship between inputs and outputs, such as those produced in a number of production of vegetable commodities per season, is known to increase the input proportionally and can produce a number of outputs in the form of certain vegetable commodities (Pindyck and Robert, 2007).

Multiple Linear Regression Analysis

The independent variables observed in this study areprice(X1), income (X2) andproduction (X3). While the dependent variable used is the transfer of commodity (Y). The

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results of multiple linear regression analysis can be seen in Table 11.

Table 11. Multiple Linear Regression Results

Coefficientsa						
Model No		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	std. Error	Betas		
1	(Constant)	5546623	1193,480		4,647	.000
	Price	.294	091	1,580	3,229	003
	Income	-5,429,335	.000	-.664	-1,925	.065
	Production	094	.120	.216	.781	.442
a. Dependent Variable: Commodity Transfer						

The significance value of the price variable (X1) is 0.003 or <α 0.05, so it can be said that the price variable has a real influence on commodity transfer. The significance value of the income variable (X2) is 0.065 > α 0.05, so it can be said that the income variable has no significant effect on the transfer of commodities. The production variable (X3) has a significance value of 0.442 > α 0.05, or has a significant effect on commodity transfer.

1. Effect of Prices on Commodity Transfer

Based on the results of multiple linear regression analysis, the significance of the price variable is 0.003 <α 0.05, or has a significant effect on commodity transfer. This is because the selling price of coffee plants and vegetables is of course a consideration for farmers and consumers in the marketing process. The selling price of coffee and vegetable plants set by farmers basically remains the same as the level of demand for both products. Therefore price is always an important part in marketing decisions.

This is different from the research conducted by Syaleh (2017) which found that the price variable did not have a significant effect on the decision to purchase organic vegetable products at CV. Gemilang Hydroponics, Bantul District. While the product, promotion and distribution variables have a positive and significant effect on the decision on organic vegetable products in CV. Gemilang Hydroponics, Bantul District.

2. Effect of Income on Commodity Transfer

Based on the results of multiple linear regression analysis, significant results were

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obtained for the income variable of 0.065 > α 0.05, or did not have a significant effect on commodity transfer. The level of income of farmers, although not much different after switching commodities, was able to encourage farmers in Masalle Village to use the land to cultivate vegetables. Commodity transfer from coffee plants to vegetable plants is influenced by high income and the amount of production per season compared to cultivating coffee plants. The more production produced, of course, the income earned by respondents will be even greater.

3. Effect of Production on Commodity Transfer

The results of multiple linear regression analysis show that the significance value of the production variable is 0.442 > α 0.05, or has no significant effect on commodity transfer. This is because the production of vegetable crops by farmers in Masalle Village can be influenced by the area planted, the intensity level represented by the dose of fertilization, soil fertility and agro-climatic conditions in the Enrekang Regency area. Farmers have a long record of adapting to changes in rainfall and temperature over time. High levels of production are also related to the regular involvement of farmers in activities in the agricultural sector, especially in vegetable farming such as spraying, preparation and equipment for spraying, including mixing pesticides, washing equipment used when spraying,

CONCLUSION

Based on the research results, it can be concluded that:

1. There are four types of vegetable commodities cultivated by farmers in Masalle Village, Masalle District, Enrekang Regency after switching from coffee farming, namely tomato plants (33.33%), cabbage plants (26.67%), chili plants (23.33%), and shallot plants (16.67%).
2. Factors that have a significant effect on the transfer of commodity from coffee to vegetables are income and production, and factors that have no significant effect on the transfer of commodities from coffee to vegetables are prices.

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