

Value-Added Analysis Of Cashew Processing Business In Watulea Village, Gu Sub-District Central Buton District

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Abstract

This study aims to evaluate the value added generated from the processing of cashew nuts in Watulea Village, Gu District, Central Buton Regency, as well as to analyze the costs, revenue, and profits associated with the processing. This research is a case study. Respondents in this study are business owners, employees, and consumers of the cashew nut processing business. Data collection techniques were done through observation, interviews, and documentation. There are two types of data used in this study: qualitative descriptive and quantitative descriptive. The data analysis methods used are qualitative and quantitative methods. The qualitative method is conducted through descriptive analysis to understand the processing of fried cashew nuts. The quantitative method is conducted through financial analysis to determine the level of costs and value added in the processing of fried cashew nuts. Based on the research, it can be concluded that the Household Industry in the cashew nut business in Watulea Village, Gu District, Central Buton Regency, generates an average daily revenue of Rp 3,900,000 with a total daily cost of Rp 2,975,967, resulting in an average daily profit of Rp 924,033. Furthermore, the value added generated from the Household Industry Production of cashew nuts is Rp 4,750 with a ratio of 25.333%, indicating a high value added from the processing of cashew nuts.

Keywords: Value added; Cashew nut processing; Household industry; Costs; Revenue; Profits

INTRODUCTION

Cashew (*Anacardium Occidentale* L) is one of the plantation crop commodities that has economic significance and potential because its production can be used as raw material for the

food industry. Cashew entrepreneurs have strategic value, especially for marginal land utilization, rescue and preservation of development resources because cashew is a marginal or dry and critical land conservation plant. Such cashew characteristics make farmers in Indonesia interested in cultivating cashew to increase farmers' income. The income of cashew farmers is very lucrative due to high market demand (La Ola, 2012).

In Southeast Sulawesi, has become the foundation of people living in rural areas in fulfilling their survival (survival), as well as making a better life (a better living). As a commercial commodity, cashew produced by farmers in Southeast Sulawesi is intended to meet the raw material needs of downstream industries. Plantations in Southeast Sulawesi reached 169,926.34 ha or 30.3% of the total cashew land in Indonesia with production in 2018 40,325 tons (BPS Southeast Sulawesi, 2019) and 2021 Directorate General of Plantations, released Southeast Sulawesi is the province with the largest land area and the second highest production after East Nusa Tenggara Province, with a land area of 115,698 ha and a total production of 49,143,000 kg. The resulting production achievement is an accumulation of various districts in Southeast Sulawesi and one of them is Central Buton Regency.

Table 1 Development of Land Area, Production and Productivity of Cashew in Central Buton Regency in 2019-2021

Year	1	2	3	4	5
2019	1.947,00	8.776,00	2.380,00	99.850,00	11.37
2020	823,00	2.127,00	2.912,00	2.117.876	995.71
2021	2.461,00	8.331,00	2.416,00	2.572.001	308.72
Description:					
1 : immature plants;		4 : Production (kg)			
2 : producing plants;		5 : Productivity (kg/ha)			
3 : non-producing plants.					

Source: Central Buton District Agriculture Office

Central Buton Regency is one of the cashew production centers in Southeast Sulawesi Province. Cashew production in Central Buton Regency in 2019 was 7,208 tons and 2,456.73 tons (34.08%) of the total production was produced by cashew farmers in Gu Sub-district (Central Bureau of Statistics of Buton Regency, 2020). In addition, the sub-district is the center of cashew nut processing in Central Buton Regency. The cashew nut processing business is carried out using kacic equipment to split cashew seeds. Based on observations in the field, the



use of this equipment resulted in the splitting/crushing of some of the cashew nuts produced, so that the cashew nuts could not be sold. These conditions result in the number of cashew nuts produced by processing farmers that can be sold being low and this in turn has an impact on the low added value obtained by cashew nut processing farmers. According to Mulyono and Djayeng (2001), the use of simple kacic tools still causes high cashew nut splitting, which is around 40%.

The results of Sujarnih's research (2008) in Watulea Village, Gu Sub-district, Central Buton Regency showed that 1 kilogram of cashew kernels produced 0.219 kg of cashew nuts, while according to the Southeast Sulawesi Provincial Plantation Office (2000), 1 kg of cashew kernels if split can produce 0.25 kg of cashew nuts. This data shows that the physical conversion of cashew logs into cashew nuts is still low. This can result in low added value obtained by cashew nut processing farmers.

According to Sudiyono (2004), the amount of added value of cashew nut processing is determined by technical factors, including: the production capacity of the business unit, the amount of raw materials used, the labor deployed, and economic factors including: output prices, labor wages, raw material prices (cashew logs), and other input prices. In cashew nut processing activities, processing farmers must be able to manage and organize these various factors effectively and efficiently in order to increase the added value of cashew nut processing businesses. However, so far the analysis of the influence of these various factors is still very minimal, so it is important to conduct an early analysis in order to obtain data and information on the influence of technical and market factors on increasing the added value of cashew nut processing.

The amount of added value and income of cashew nut processing farmers also depends on the cashew nut marketing channel through which the farmers operate. In general, the community markets their cashew nut processing to consumers involving several marketing institutions, namely local intermediary traders at the village level, district traders to provincial traders in Kendari City. Local traders generally only perform the functions of purchasing, drying, sorting and selling, while traders such as those in Central Buton District and provincial traders in Kendari City carry out additional treatment by packaging cashew nuts and processing cashew nuts into processed products that are ready for consumption, such as sweet fried cashew nuts to be further marketed to consumers. The development of cashew cultivation in Gu Sub-district still experiences several obstacles due to the ignorance of the farmers. Weeding, pruning, fertilizing as well as controlling pest attacks and plant diseases are still not adequately mastered by cashew farmers, which has an impact on the imbalance of land area and cashew production.



Furthermore, this has an impact on farmers' income which is decreasing. On the other hand, cashew farmers also have limited experience in cashew marketing. Farmers are more likely to sell their production to middlemen, without processing it first.

Based on this background, researchers are interested in examining "Analysis of the added value of cashew processing businesses in Watulea Village, Gu District, Central Buton Regency" to be used as a consideration for improving the cashew processing system in case studies in Watulea Village, Gu District, Central Buton Regency in order to improve the economic level of cashew farmers.

METHOD

This research is a case study, which is research conducted in depth, detail, and detail of a particular business so that the objects in this study are the parties involved in the activities of the "cashew processing business" in Watulea Village, Gu District, Central Buton Regency. Respondents in this study were business owners and workers and consumers of cashew processing businesses.

Data collection techniques that will be used in this research are using interviews, and documentation. There are two types of data used in this research, namely descriptive qualitative and descriptive quantitative. The data analysis methods used are qualitative and quantitative methods. The qualitative method was carried out with descriptive analysis to determine the processing of fried cashew nuts in "Watulea Village, Gu District, Central Buton Regency". Quantitative methods are carried out with financial analysis to determine the level of costs, and added value of fried cashew nut processing.

Table 2 Value-Added Analysis Framework

No.	Variables	Value
	Output, Input, and price	
1	Output (Kg)	(1)
2	Raw Material (Kg)	(2)
3	Labor (HOK)	(3)
4	Conversion factor	$(4) = (1) / (2)$
5	Labor coefficient (HOK/Kg)	$(5) = (3) / (2)$
6	Output Price (IDR)	(6)
7	Average labor wage (IDR/HOK)	(7)
	Revenue and profit	
8	Raw material price (Rp/kg)	(8)

9	Other input contribution	(9)
10	Output value (Rp/Kg)	(10) = (4) x (6)
11a	Value added (Rp/Kg)	(11a) = (10) - (9) - (8)
B	Value-added ratio (%)	(11b) = (11a/10) x 100%
12a	Labor cost (IDR/Kg)	(12a) = (5) x (7)
B	Labor share (%)	(12b) = (12a/11a) x 100%
13a	Profit (Rp/kg)	(13a) = (11a) - (12a)
B	Profit rate (%)	(13b) = (13a/11) x 100%

Source: Hayami, et.al,. in Baroh 2007

RESULTS AND DISCUSSION

This research has been conducted in Watulea Village, Central Buton Regency, with the main objective to determine and analyze the added value generated from cashew processing in the region. In addition, this study also aims to determine the amount of costs, revenues, and profits obtained from cashew processing in Watulea Village, Gu District, Central Buton Regency.

Cashew Manufacturing Process

The cashew-making process involves various stages that differ between harvest and non-harvest seasons. During the non-harvest season, the selection of cashews does not involve water soaking and long drying because the cashews purchased are already dry from the collecting traders. The drying of the cashews is done for only about 4 hours, while during the harvest season, the drying can be done for 1-2 days. The process starts with the purchase of dried cashew logs from the collecting traders, then drying them for 4 hours to reduce the water content so that they can be easily chopped. The cashews are then left for a while to cool down before being divided for outside labor and family labor. The process of peeling the cashews is done carefully using a kacic tool, because cashews have a hard skin. The peeled cashews are then pecked to produce the inner shell cashew kernels. The peeled cashew kernels can be used as fuel or for tofu processing as they have good heat resistance. After being pecked, the cashew kernels still have an enveloping epidermis, which can be removed by heating the cashew kernels on a hot zinc for about 30 seconds. The next process involves stripping off the epidermis, followed by drying to reduce the moisture content in the cashews. After drying, the cashews are graded into two qualities, A and B, which are then weighed and packed to order. The plastic packaging is tied with raffia to maintain the quality of the cashews during storage and transportation.

Marketing

Marketing of cashews from Watulea Village, Gu Sub-district, Central Buton District, is mostly done in Bau-Bau City and Kendari City, but there are also those who market outside the Province, such as Surabaya. Marketing methods involve selling through intermediary traders, to factories, and to markets. When it is not harvest season, cashews are mostly sold through intermediary traders and to factories due to their high prices. The sales process to intermediary traders is done using the cash method, where traders collect cashews directly from the cashew entrepreneur's house and pay in cash, providing certainty of sale but at a lower price. This makes it easier for cashew entrepreneurs as they do not have to worry about sales and getting prompt payment, but also face the potential for lower earnings. The cashews obtained are then sold outside the region or other cities and even to Java. Apart from being sold through intermediary traders, some cashew entrepreneurs sell their products to factories.

Number and Wages of Laborers

In this study, the cashew processing business into cashew nuts at the Cashew Processing Business has a workforce of 2 people, where the family business owner Mr. and Mrs. as workers. In one production activity carried out by processing is carried out for 1 day by producing 50 kg of cashew nuts from 2 workers, with a range of working hours is 8 hours per day. The results showed that the range of working hours in one cashew processing production was 16 hours or 2 HOK. More details can be seen in the following table

**Table 3 Number and Wages of Labor in One Time Production
at Cashew Processing Business**

1	2	3	4	5	6	7	8
1	50	13.000	65.000	2	130.000	2	65.000
Total	50	13.000	65.000	2	130.000	2	65.000
Average	50	13.000	65.000	1	130.000	3	65.000
Description;							
1 : Production Number				6: Total Worker Wages			
2 : Production Yield (Kg)				7: Working Days (HOK)			
3 : Wages (Rp/Kg)				8: Average Wage (Rp/HOK)			
4 : Total Wage per Worker (Rp/TK)							
5 : Labor (Person)							

The results of the table above show that the results of labor wages in cashew processing businesses into cashew nut products are calculated based on the amount of cashew nut production produced, namely IDR 13,000/Kg for labor. The processing activities carried out by the cashew processing business are able to produce 50 kg of cashew nut products which are carried out during 1 production period for one day. So in one day the labor wage that must be spent by the owner of the cashew processing business is IDR 130,000 with an average labor wage of IDR 65,000 / production process, while the average wage per working day is IDR 65,000 / hk.

Other *Input* Contributions

Cost of auxiliary materials

The auxiliary materials in question are materials outside the main raw materials, which contribute to forming the product in this case is cashew nut products. The cost of auxiliary materials used in the process of processing cashews into cashew industry business products on a household scale in Watulea Village District, Gu District, Central Buton Regency can be seen in the following table

Table 4 Costs of Auxiliary Materials Used by Cashew Nut Processing Businesses in Watulea Village, Gu Subdistrict, Buton Regency One Time Production

No.	Auxiliary Materials	Physical	Price (Rp)	Amount (Rp)
1	Fuel - Charcoal/ cashew skin (Kg)	150	1.000	150.000
2	Packaging Materials - Plastic (Kg)	2	2.500	5.000
Total				155.000

Source: Primary Data

Table 4 shows that the average cost of Auxiliary Materials incurred by household-scale cashew entrepreneurs in Watulea Village District, Gu Sub-district, Central Buton Regency for one production is Rp 155,000. The use of the cost of these auxiliary materials is influenced by the amount of cashews to be produced. The most widely used cost of auxiliary materials from the household-scale cashew industry business comes from the cost of charcoal / cashew skin. The average packaging costs incurred by cashew entrepreneurs in running a household-scale cashew industry business in Watulea Village, Gu Subdistrict, Central Buton Regency for one

production is IDR 10,000. The average plastic requirement per day is 2 plastics and the average plastic price is IDR 5,000/plastic. The packaging used is plastic with a size of 25kg/plastic. The average fuel cost incurred from the household scale cashew industry business in one production is IDR 100,000. The fuel used in the production process activities of the household-scale cashew industry business is using the outer skin of cashew nuts. The average amount of charcoal used in one day is 100 kg with a charcoal price of Rp 10,000/kg for one day. The need for fuel depends on the amount of cashews produced because the price of charcoal is cheaper than kerosene and charcoal is more easily available in the market.

Equipment Depreciation Cost

Planning for the procurement of equipment from effective and efficient raw materials can make production activities run smoothly and can increase yields and profits for cashew processing businesses into cashew nut products owned by household-scale cashew industry businesses in Watulea Village, Gu District, Central Buton Regency can be seen in Table 5.

Table 5 Average Depreciation Cost of Cashew Processing Business Equipment in Watulea Village, Gu Sub-district, Central Buton Regency

No.	1	2	3	4	5	6	7
	Kacip		100.000	200.000	5	40.000	2.667
	Wok		60.000	60.000	5	12.000	4.800
	Spatula		6.000	12.000	2	6.000	750
	Containers		6.000	12.000	2	6.000	750
	Furnace		150.000	150.000	5	30.000	12.000
Total				322.000		94.000	20.967
Description							
1 : Tool Type				5 : Economic Life (Years)			
2 : Quantity (Unit)				6 : Residual Value			
3 : Price (IDR)				7 : Depreciation (Rp/Month)			
4 : Total Cost (Rp)							

Source: Primary Data

Table 5 shows that the total cost of equipment incurred by household-scale cashew industry processing businesses is 322,000, with equipment depreciation costs in one month amounting to Rp20,967/month. The depreciation of equipment used during the production process that has the greatest value is the furnace at a cost of Rp. 12,000/month and the lowest

value of equipment depreciation is a spatula at a cost of Rp. 750 / month. The amount of depreciation depends on the price of the equipment used and the economic life of the equipment.

Raw Materials

Based on the results of interviews with respondents, it can be seen that cashew processing is carried out every day with cashew raw material requirements of 200 kilos per day, the size of the total cost of raw materials managed depends on the size of the raw material, the greater the need for raw materials, the greater the total cost required and the smaller the need for raw materials, the smaller the total cost required. In detail the use of cashew raw materials can be seen in Table 6.

Table 6 Total Raw Material Cost per Production

Description	1	2	3
Mete Ose	14.000	200	2.800.000
Description: 1 : Raw material price (Rp) 3: Total cost of raw materials (Rp/day) 2 : Total raw materials (kg/day)			

Source: Primary data processed 2024

Based on Table 6, it can be seen that this industry uses cashew raw materials per day as much as 200 Kg. One kilo of cashew guava costs Rp.14,000, so the total cost of raw materials in each production cost incurred for raw materials is Rp. 2,800,000.

Cost Production

The average total cost for the cashew production process during one production can be seen in Table 7.

Table 7 Average Total Cost of Cashew Industry Business Watulea Village Gu Sub-district
Central Buton Regency one time production.

No.	Total Cost Type	Average Total Cost (Rp/day)
1	Fixed Cost - Depreciation Expenses	20.967
2	Variable Cost	

	-Cost of auxiliary materials	155.000
	-Raw Material Cost	2.800.000
Total		2.975.967

Source: primary data has been processed

Based on Table 7, it can be seen that the average total cost incurred from the household-scale cashew industry business in Watulea Village, Gu Subdistrict, Central Buton Regency during one production is Rp 2,975,967. The largest cost incurred in the household-scale cashew industry business comes from variable costs, which amounted to Rp 2,800,000. Variable costs incurred are greater than fixed costs. This is due to the use of variable costs for the purchase of cashew logs is very large because it is adjusted to the amount of cashew production and the price of cashew logs is expensive. The average fixed costs incurred during one production was Rp 20,967. This is influenced by the use of a small amount of depreciation costs, because the amount of fixed costs is not influenced by the amount of production as in variable costs which are influenced by the high cost of purchasing cashew raw materials.

Reception

Revenue from the household-scale cashew industry is the multiplication of the product obtained (cashews) by the selling price of the product (cashews). All cashew production is sold to intermediary traders, factories and to the market so that all cashews are sold as well as cashew shells. Revenue from the household-scale cashew industry business can be seen in Table 8.

Table 8 Average Revenue of Cashew Industry Business in Watulea Village, Gu Sub-district, Central Buton Regency

No.	Type of Receipt	Physical (kg)	Price (Rp)	Average (IDR)
1	Mete Ose	50	75.000	3.750.000
2	Cashew Shells	150	1.000	150.000
Total				3.900.000

Source: Primary Data

Based on Table 8, it can be seen that the average revenue of cashew ose production for one day is IDR 3,750,000 with an average production of cashew ose per day of 50 kg and an average price of cashew ose IDR 75,000/kg. The process of making cashews produces cashew

shells, these cashew shells are used as fuel for frying. The average sales of cashew shells in one day amounted to IDR 150,000 with an average of 150 kg of cashew shells per day and an average price of cashew shells of IDR 1,000/kg. Based on the average cashew production, the number of cashew shells, the average price of cashew use, and the average sales of cashew shells, the average revenue per day can be generated. The average amount of revenue obtained from the household-scale cashew industry business for one day is IDR 3,900,000.

Advantages

The profit obtained from the household-scale cashew industry business is the difference between revenue and total costs. The profit of the household-scale cashew industry in Watulea Village, Gu Sub-district, Central Buton Regency can be seen in Table 9.

Table 9 Average Profit of Cashew Industry Business in Watulea Village, Gu Sub-district, Central Buton Regency 2023

No.	Description	Average (IDR)
1	Revenue (Rp)	3.900.000
2	Total Cost (Rp/day)	2.975.967
	Profit (Rp/day)	924.033

Source: Primary Data.

Table 9 shows that the average revenue of the household scale cashew industry business for one day is Rp 3,900,000 with an average total cost incurred for one day of Rp 2,975,967 so that the average profit earned for one day is Rp 924,033. The profit received by entrepreneurs from the household-scale cashew industry is influenced by the amount of cashews produced and the costs incurred. Although there are cashew entrepreneurs who get small profits, this cashew-making business is still carried out by cashew entrepreneurs. This is because in real conditions many unreal costs are incurred by cashew entrepreneurs, family labor wages. In addition, cashew entrepreneurs also feel that the results of the cashew-making business have been able to increase income.

Calculation of Value added per production of Cashew Nut Manufacturing Industry

According to Zakaria in Santi (2009), value is obtained from the amount of the final value of production minus the value of raw materials and the value of auxiliary materials and other input contributions. The added value measured is the added value generated from processing

cashew nuts into cashew use. The analysis model used to calculate the added value of cashew nut processing is the Hayami model. The following calculation of value added with the Hayami method can be seen in Table 10.

Table 10 Value Added of Cashew Nut Processing Industry per Production

No.	Variables	Notation	Value
Output, Input, and price			
1	Output (Kg)	(1)	50
2	Raw Material (Kg)	(2)	200
3	Labor (HOK)	(3)	2
4	Conversion factor	$(4) = (1) / (2)$	0,25
5	Labor coefficient (HOK/Kg)	$(5) = (3) / (2)$	0,01
6	Output Price (IDR)	(6)	75.000
7	Average labor wage (IDR/HOK)	(7)	65.000
Revenue and profit			
8	Raw material price (Rp/kg)	(8)	14.000
10	Output value (Rp/Kg)	$(10) = (4) \times (6)$	18.750
11a	Value added (Rp/Kg)	$(11a) = (10) - (8)$	4.750
B	Value-added ratio (%)	$(11b) = (11a/10) \times 100\%$	25,333%
12a	Labor cost (IDR/Kg)	$(12a) = (5) \times (7)$	650
B	Labor share (%)	$(12b) = (12a/11a) \times 100\%$	13,68
13a	Profit (Rp/kg)	$(13a) = (11a) - (12a)$	4.100
B	Profit rate (%)	$(13b) = (13a/11a) \times 100\%$	86,31

Source: Primary Data Analysis (2024)

Based on the calculation of the added value of cashew glass business production above, it is known that the amount of output produced is 50 Kg per cashew nut production using cashew as raw material of 200 Kg. so that the conversion factor obtained is 0.25. This conversion value shows that every processing of 1 kilo of cashew guava will produce 0.25 Kg of cashew nuts. The average labor used is 2 HOK, so the coefficient of labor used to produce 1 Kg of cashew nuts is 0.01 HOK.

The added value obtained from processing 200 kilos of cashew seeds into cashew nuts is IDR 4,750. This added value is obtained from reducing the value of the product by the price of raw materials. The value added obtained is still gross value added, because it has not been



reduced by labor remuneration. The value-added ratio is the ratio between value-added and product value. The value-added ratio obtained is 25.333%. This means that the processing of cashew nuts into cashew nuts provides added value of 25.333% of the product value. From the value obtained, it can be interpreted that cashew nut products produce high added value (25.333% > 15%). So it can be concluded that the added value obtained by the household industry from the processing of cashew nuts is able to provide maximum profit and reach the target.

Cashew nut processing labor remuneration is obtained from multiplying the labor coefficient by the average labor wage of IDR 65,000 per HOK. Labor income is obtained from the labor coefficient multiplied by the labor wage, which is IDR 650 per kilo. The percentage of labor reward to value added is 13.68%. The average value of the labor coefficient of 0.01 indicates that to process 1 kg of cashew requires direct labor of 0.01 HKO. From the value of the labor coefficient, it can be seen whether the household industry has produced efficiently or not. The smaller the labor coefficient value, the more efficient the entrepreneur produces.

The return on capital and profit is derived from subtracting value added from the return on labor. The amount of profit is IDR 4,100 or a profit rate of 86.31% of the product value. This profit shows the total profit obtained from each cashew processing into cashew nuts. The results of this value-added analysis can also show the margin of cashew seed raw materials into cashew nuts distributed to labor rewards, other input contributions, and entrepreneur profits.

Thus, the added value generated from the processing of cashews into cashew ose in the cashew nut Business Household Industry Mrs. Wa Lage amounted to 4,750 per kilo. This value is the added value of processing cashew seeds through the production process so as to provide a greater value than the initial value which was previously the price of raw materials of Rp. 14,000 has gone through the production process, and the value-added ratio of 25.333% This shows > 15%, which is on a high scale in accordance with the criteria of the Hayami et al (1987) model in Baroh (2007).

CONCLUSION

Profits in the cashew nut business in Watulea Village, Gu District, Central Buton Regency, the average revenue of the household scale cashew industry business for one day was Rp. 3,900,000 with an average total cost incurred for one day of Rp. 2,975,967 so that the average profit obtained for one day was Rp. 924,033. The added value generated by the cashew nut production household industry in Watulea Village, Gu Subdistrict, Central Buton Regency is Rp. 4,750 with a ratio of (25.333%), which means that processing cashews into cashew nuts can





provide added value of Rp. 4,750. This means that the added value generated from the processing of cashew seeds into cashew nuts at the household industry scale in Mrs. Wa Ode Lage is classified in a high ratio ($25.333\% > 15\%$).

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