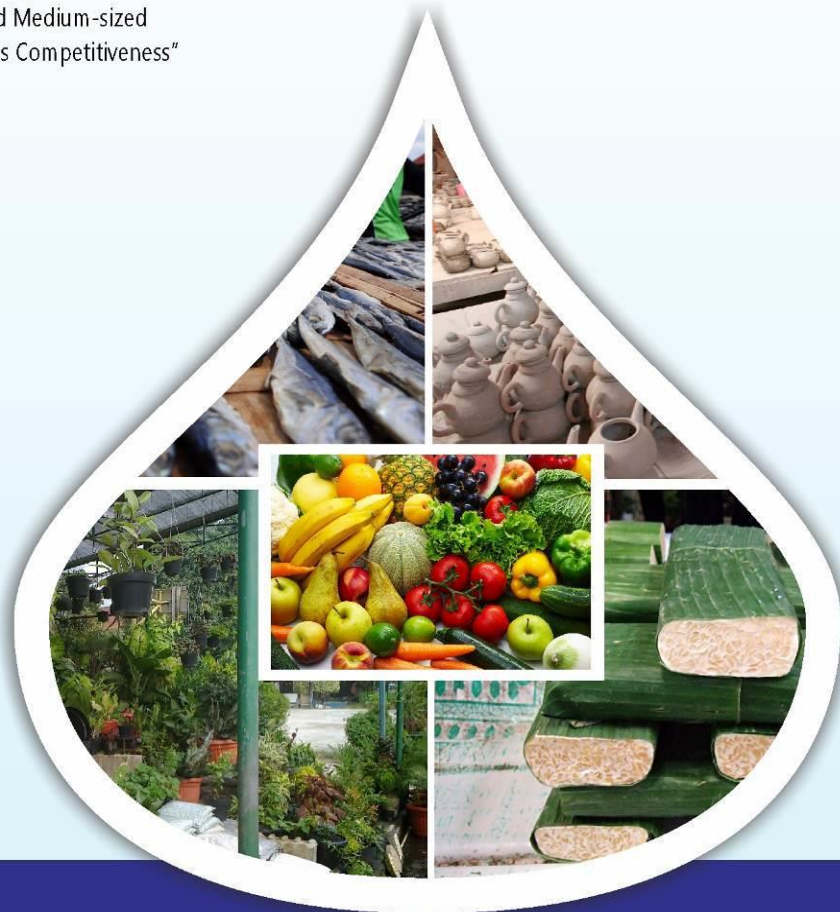




2016

"Small and Medium-sized  
Enterprises Competitiveness"

ISBN 978-602-7577-70-1



# PROCEEDING

## INTERNATIONAL CONFERENCE

Agribusiness Development for Human Welfare



**UMY**

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Muhammadiyah  
Yogyakarta

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Organized by:

Department of Agribusiness, Faculty of Agriculture  
Universitas Muhammadiyah Yogyakarta

Supported by:



# PROCEEDING INTERNATIONAL CONFERENCE

AGRIBUSINESS  
DEVELOPMENT FOR  
HUMAN WELFARE

*“Small and Medium-sized  
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Agribusiness Development  
for Human Welfare

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## **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.

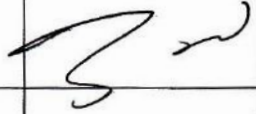
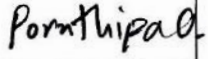


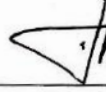

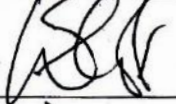
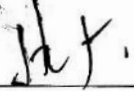
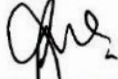

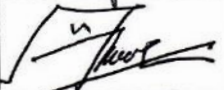
May 30, 2016

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11	Ir. M. Kismuntono	LIPI	

## 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.

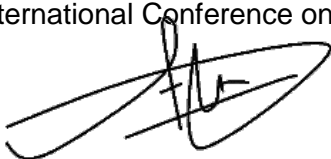
Especially, we are grateful to invited speakers, Prof. Zainal Abidin Mohamed and Asist. Prof. Pornthipa Ongkunaruk, for their willingness to share information and thoughts in this conference. As a bit report, that this conference has been attended by 85 speakers coming from five countries.

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.

## **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.



**Gubernur**

**Daerah Istimewa Yogyakarta**

**Sambutan**

**KONFERENSI INTERNASIONAL**

**“AGRIBUSINESS DEVELOPMENT FOR HUMAN WELFARE”**

**Yogyakarta, 14 Mei 2016**

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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**

## TABLE OF CONTENTS

EDITOR FOREWORD .....	i
LIST OF REVIEWERS .....	ii
PREFACE .....	iv
WORDS OF WELCOME .....	v
WELCOME FROM GOVERNOR OF YOGYAKARTA .....	vi
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 Naw, 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 Naw, 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>	

## DEVELOPMENT STRATEGY OF LEADING COMMODITY THROUGH COMMUNITY-BASED ENTERPRISE IN INDONESIA- MALAYSIA BORDER AREA

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### ABSTRACT

Indonesia-Malaysia border area in Sebatik Island is regarded as isolated and underdeveloped area both in social and economic aspects. Most of people in Sebatik Island depend on agricultural sectors. The farmers should sell raw commodity to Malaysia due to the lack of processing technology so they cannot get a higher added value to increase their welfare. This objective of this study is to find a strategy to solve the problem by developing a leading commodity. Leading commodity was identified by using Location Quotient (LQ) method based on secondary data provided by Agriculture Department of Nunukan Regency and Nunukan Central Bureau of Statistic, 2013. LQ analysis result was validated by Focus Group Discussion (FGD) that was held among Sebatik farmers as well as Sebatik and Nunukan government officers. Based on LQ analysis and FGD, the identified leading commodity is banana. The development of leading commodity can be done through the establishment of Community-based Enterprise (CBE). Golden Triangle Strategy that consists of three main components, namely rural agribusiness, community empowerment and the entrepreneurial community will be implemented in developing a successful CBE. These three components must be integrated and worked together to achieve community welfare.

**Keywords:** border area, leading commodity, community-based enterprise, community welfare

### INTRODUCTION

North Kalimantan is an expansion of East Kalimantan. There are two regencies that directly border on North Kalimantan and Malaysia, that are Malinau and Nunukan subdistrict. Uniquely, the ownership status of the island was divided into northern region of the island covering 187.23 km<sup>2</sup> belong to Malaysia, while the southern region is about 246.61km<sup>2</sup> belong to Indonesia. In Aji Kuning village of Sebatik Island (one subdistrict of Nunukan regency) more than 300 householders is in line of Indonesia - Malaysia border (Ningsih, 2015).

Until 2013, agriculture sector is the main livelihood of the most people in the central Sebatik and north Sebatik district, specifically food crops and plantations (Statistics Indonesia, 2015). However, based on the research of Mulyo and Irham

(2015), the analysis of leading commodity financial feasibility of Sebatik Island is shown below:

Table 1. The Analysis of Financial Feasibility of Commodities in Sebatik Island

Commodity	Revenue/Cost	Gross Margin/Cost
Rice	3,812	2,812
Banana	8,866	7,866
Coconut Palm oil	6,135	5,135
Cocoa	7,469	6,469
Chicken	3,236	2,236
Goats	0,000	0,000
Cattle	22,633	21,633

Resource: Secondary data (2015)

Based on the table 1, it is known that almost all of commodities are eligible to developed, except the goats. In another

side, there are two commodities with the higher feasibility level, namely cattle and banana. The obstacle in cattle farming is that only few farmers that raise it due to the prices that are relatively expensive. Meanwhile, although banana commodity has cultivated widely, it has lowest prices because farmers cannot market it. It is supported by Kusri (2006) who stated that Agricultural development in border regions and its industries are not seriously developed. As a result, the added value of agricultural products that are exported to Malaysia become very low, while the products that are consumed by Indonesian people in the border area become industrial products with higher added value.

The agreement in resolving the issues can be done with two options: (1) increasing the added value of local product that will be exported to another country or (2) building up product substitution industry that is imported from another country. If agricultural sector is expected to become strategic sector in the border area, the development of agricultural as well as agribusiness industry is absolutely a must to do. It is also supported by Sabran et al. (2006). In addition, it needs strategy in developing the potential that commonly had by each border area and specifically had by Sebatik Island.

## METHOD

This research was conducted in Nunukan, Sebatik sub district. This research used primary and secondary data. Secondary data in this research were: Statistics Indonesia data of Nunukan Regency, production data, trade data, and leading commodity data. Primary data in this research was collected from *Focus Group Discussion* (FGD). Following Kiser (1992) and Sulisnawati (2012), a Location Quotient (LQ) analysis was implemented to determine which the leading commodity in agriculture sector. According to them, formula to measure LQ is:

$$LQ = \frac{e_i/E}{n_i/N}$$

Where:

$e_i$  = production value of the  $i$ -agricultural commodities produced in Nunukan Regency

$E$  = total production value of all agricultural commodities produced in Nunukan Regency

$n_i$  = production value of the  $i$ -agricultural commodities produced in North Kalimantan

$N$  = total production value of all agricultural commodities produced in North Kalimantan

The criteria to determine whether or not an agricultural commodity as leading commodity (basis sector) is as follows:

$LQ \geq 1$  : the commodities are as a basis commodity

$LQ < 1$  : the commodities are as a non-basis commodity

After the researcher found that basis commodity through analyzing of secondary data, then the researcher conducted *Focus Group Discussion* (FGD) as well as literature study to determine leading agricultural commodity that will be developed in Sebatik district, including its strategy.

## RESULT AND DISCUSSION

### *Location Quotient (LQ) Analysis*

According to Kiser (1992) dan Hendayana (2003), LQ technique is used to classify economy sector in a region into two classifications, namely basis sector and non-basis sector. Basis sector is the economy sector that serves the market both in and out of its relevant area. Non basis sector is economy sector that serve the market only in its area.

The analysis result of leading commodity LQ or basis commodity in Nunukan district can be seen through the table below:



Table 2. The Analysis Result of Leading Commodity (LQ) in Nunukan District

Year	Commodity	LQ grade	Criteria
2013	Peanut	<b>1.308</b>	Basis
	Cassava	<b>1.822</b>	Basis
	Sweet potato	<b>1.207</b>	Basis
	Green beans	<b>1.280</b>	Basis
	Cocoa	<b>2.104</b>	Basis
	Palm oil	<b>2.211</b>	Basis
	Meat	<b>1.552</b>	Basis
	Dug eggs	<b>1.008</b>	Basis
	Coastal fisheries and seaweed cultivation	<b>2.217</b>	Basis

Resource: secondary data analysis, 2015

Referring to Table 2, leading commodity or basis commodity are including peanuts, cassava, sweet potatoes, green beans, cocoa, palm oil, meat, duck eggs and coastal fisheries and seaweed cultivation. Three commodities which occupy three higher basis commodities are coastal fisheries and seaweed cultivation, palm oil and cocoa. It means that nowadays these eighth of commodities becomes the basis sector or having competitive leading. Besides, commodity that has the higher LQ value becomes the main livelihood of the society in Nunukan district, North Kalimantan. It looks the same like in reality life of the society, that the development of seaweed cultivation at the seas of Nunukan district is developed rapidly. Moreover, Nunukan becomes one of the biggest seaweed producers in Indonesia. Palm oil commodity becomes popular in Nunukan in about five years. It was because there was a policy from the government to plant palm oil in large scale. Cocoa commodity also becomes one of the major commodities in Nunukan. Cocoa has long been cultivated in the community, however now it began to decline as it began replaced by palm oil plantation. This phenomenon results the cocoa production decreased from year to year. The development of leading commodity

and another non leading commodity in Nunukan becomes the major part because Nunukan is an area that directly adjacent to other country.

### **Focus Group Discussion (FGD)**

*Focus Group Discussion* (FGD) was held on June 1, 2015 at the regent office of Nunukan, North Kalimantan. It was attended by representative of regent office, Sebatik district, Agriculture department, fishery, and plantation. All the audiences focus on the discussion to understand more about leading commodity which are need to develop. The result obtained from FGD activities are,

#### **1. Banana**

- Potential: Plants that are cultivated by farmers amount to 3,000 hectares because the prices are high and there have been refined products of these commodities.
- Obstacle: The marketing of products is still limited due to packaging and certification.

#### **2. Cocoa**

- Potential: Almost all of the farmers cultivate cocoa plants and has received assistance from the government in its development.
- Obstacle: 1 million of palm oil program make the cocoa plant converted into palm oil plantations and now the cocoa plant are less than palm oil plantations.

#### **3. Palm oil**

- Potential: A lot of farmers have planted palm oil by 1 million palm oil cultivation government program, and now the acreage is about 4,000 hectares.
- Obstacle: Nowadays, a lot of the farmers convert palm oil into banana because its price is more appropriate.

Based on the results of FGD, the commodities that will be developed in Sebatik Island is banana because banana is a plant that is being cultivated by farmers. In addition, the selling price of bananas is high and there have been refined products of these commodities.

## The Strategy of Border Area Development

The border region, study of Sebatik Island, is identical as isolated and underdeveloped regions both socially and economically. This condition occurs as a result of their paradigm in managing of border areas as a "backyard" NKRI area. This paradigm emerged as the political system at the past which centralized and emphasized the security stabilization. As a result, the handling of the border area is dominated by securing the borders area from the potential threaten from the outside (external threat) view and tend to position the border area as a security belt (security belt). The lag of the economy must be pursued to make the people in border areas get thriving and security as they were expected.

Based on the analysis of LQ and FGD and supported by previous research, commodity can be developed in Sebatik Island is banana commodity. The development of these border regions can be done through the development of leading commodity with local economic development in form of Community-based Enterprise. In local economic development through the Community-based Enterprise needs a process in which local governments and community-based organizations involved in encouraging, stimulating and maintaining business activities, especially in the utilization of economic potential in each region based each society resources.

The strategies can be done in the development of the border region is the Golden Triangle Strategy. In this strategy, there are three main components, namely rural agribusiness, community empowerment and the entrepreneurial community. These three components must be integrated and work together for achieving of a prosperous society. This strategy can be described as follows

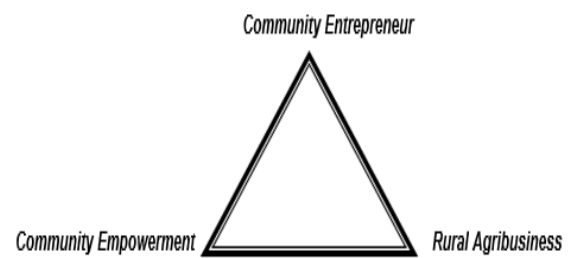


Figure 1. Golden Triangle Strategy  
Source: Mulyo and Irham, 2015

Rural agribusiness becomes a major concern because agricultural sector is still and will still be a pillar of the economic development of rural society. Agribusiness area should be developed in rural areas, especially in small and medium scale by utilizing local agricultural products. According to Rijadi (2002) the development of agribusiness in rural area has a strategic role due to some following reasons: first, agribusiness activity has a strong resource base and diverse, and it is also the basis of broad economic activities; second, agribusiness and agro-industry activities are able to increase the value-added products and absorb a lot of labor and relatively easy to control of environmental pollution; Third, the products produce the commodities that are needed to occupy the people's basic needs as well as export competitively.

The next component in this strategy is the empowerment of the people/ community empowerment. Why should the community empowerment? In the concept of community empowerment is do the economic development that summarizes the social values. According to Chambers (1995) cit. Noor (2011), this concept reflects the new paradigm of development, which is "people-centered, participatory, empowering and sustainable". Empowerment is a process and a goal. As a process, empowerment is a series of activities to strengthen the powers or the existence of vulnerable groups in society. Meanwhile as the goal, empowerment refers to the condition or the results to be achieved from a social change. It can be concluded that the community empowerment is the effort

made through a series of activities to strengthen the empowerment of vulnerable groups in society in order to achieve a better life. The efforts to empower communities covers three aspects: creating an atmosphere or climate that allows the potential of developing societies (enabling), strengthen the potential or the power possessed by the people (empowering) and preventing competition which is not balanced, and the exploitation of the strong over the weak (protecting). Agribusiness rural development should be integrated through community empowerment so that rural/local economic development will be more focused and the limited resources can be utilized optimally. It is expected the growth disparity area between the border area and non-border area can be reduced, creating productive employment and socio-economic conditions of rural society that is sturdy and can grow independently and sustainably. Agricultural area development/rural agribusiness through community empowerment will realize the creation of entrepreneur community. Agribusiness can serve as the motor of the rural economy in a sustainable society with active participation of the community.

## CONCLUSION

Based on the results of the research, leading commodity that can be developed by Community Based Enterprise (CBE) in the Sebatik district is bananas because banana is a plant that is being cultivated by most of farmers. In addition, the selling price of bananas is high and there have been refined products of these commodities. However, the obstacle faced by the marketing of products is due to packaging and certification. Therefore, we need to help the establishment or development of institution, especially in supporting the marketing of banana products. Strategy that can be done in the development of leading commodity in border region is Golden Triangle Strategy through Community-based Enterprise. In this

strategy, there are three main components, namely rural agribusiness, community empowerment and the entrepreneurial community.

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**DISCUSSION FROM PARALLEL SESSION**

<b>PAPER TITLE</b>	Development Strategy of Leading Commodity Through Community-Based Enterprise in Indonesia-Malaysia Border Area
<b>AUTHOR</b>	Jangkung Handoyo Mulyo, Irham, Hani Perwitasari, Fatkhiyah Rohmah
<b>DISCUSSION</b>	
<b>QUESTION</b>	<ul style="list-style-type: none"> <li>- In the LQ ..., ... is not ... → is not the basis</li> <li>- Why banana come out in the FGD? ... leading commodity</li> <li>- Price of Palm Oil ... down and now ... is that change the conclusion</li> <li>- ...</li> <li>- How far your recommendation for the processing of banana?</li> <li>- Why just one commodity?</li> </ul>
<b>ANSWER</b>	<ul style="list-style-type: none"> <li>- The data of banana is not known</li> <li>- The processing of banana require certification like halal, packaging, etc</li> <li>- Because banana is the most in Nunukan</li> </ul>
<b>SUGGESTION</b>	<ul style="list-style-type: none"> <li>- Table 1 may be correlated R/C, gross margin ...</li> <li>- More explanation why banana is not presented in the LQ</li> </ul>



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