



## FEASIBILITY ANALYSIS OF SALT FARMERS BUSINESS IN WINI VILLAGE, INSANA UTARA DISTRICT, TIMOR TENGAH UTARA REGENCY

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### ABSTRAK

Indonesia dikenal sebagai negara maritim dengan potensi sumber daya kelautan yang sangat besar, baik hayati maupun non hayati. Salah satu kekayaan sumber daya kelautan non hayati yang dimiliki Indonesia adalah garam. Sebagai negara maritim dengan wilayah yang sebagian besar berupa lautan, Indonesia memiliki banyak potensi ekonomi yang bersumber dari kekayaan laut. Ironisnya, Indonesia masih menjadi pengimpor garam yang cukup besar, terutama garam beryodium dan garam industri. Salah satunya adalah Desa Wini yang merupakan daerah penghasil garam di Kota Kefamenanu yang memiliki peran penting dalam perekonomian yang diarahkan untuk meningkatkan pendapatan dan produksi. Penelitian ini bertujuan untuk mengetahui pendapatan dan kelayakan usahatani garam di Desa Wini Kecamatan Insana Utara. Penelitian dilaksanakan pada bulan Juli hingga Agustus 2020. Lokasi penelitian berada di Desa Wini, Kecamatan Insana Utara. Penentuan sampel dilakukan dengan menggunakan metode pengambilan sampel (Random Sampling), sebagai dokumentasi pelaksanaan dan pendekatan responden melalui observasi, wawancara, kuesioner dimana jumlah sampel yang digunakan dalam penelitian adalah 68 responden dari populasi di Desa Wini sebagai sebanyak 70 petani garam. Analisis yang digunakan dalam penelitian ini adalah Analisis Pendapatan dan Kelayakan. Hasil analisis pendapatan yang diperoleh menunjukkan bahwa rata-rata pendapatan petani garam di Desa Wini adalah Rp. 6.912.300 ton/ha. Hasil analisis kelayakan yang diperoleh menunjukkan nilai Return Cost Ratio (R/C-ratio) sebesar 2,5 yang menunjukkan R/C >1.

**Kata Kunci:**  
Pendapatan,  
kelayakan,  
petani

### ABSTRACT

Indonesia is known as a maritime country with enormous potential for marine resources, both biological and non-biological. One of the wealth of non-biological marine resources owned by Indonesia is salt. As a maritime country with an area that is mostly ocean, Indonesia has a lot of economic potentials that comes from the wealth of the sea. Ironically, Indonesia is still a fairly large salt importer, especially in iodized salt and industrial salt. One of them is Wini Village is a salt-producing area in Kefamenanu City, which has an important role in the economy which is directed to increase income and production. This study aims to determine the income and feasibility of salt farmers in Wini Village, North Insana District. The research was carried out from July to August 2020. The research location is in Wini Village,

**Keywords:**  
Peincome,  
eligibility,  
farmer

*North Insana District. Determination of the sample is done by using the sampling method (Random Sampling), as documentation of the implementation and the respondent's approach through observation, interviews, questionnaires where the number of samples used in the study was 68 respondents from the population in Wini Village as many as 70 salt farmers. The analysis used in this research is Income and Feasibility Analysis. The results of the analysis of the income obtained show that the average income of salt farmers in Wini Village is Rp. 6,912,300 tons/ha. The results of the feasibility analysis obtained show the Return Cost Ratio (R/C-ratio) value of 2.5 indicating  $R/C > 1$ .*

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## INTRODUCTION

Indonesia is known as a maritime country with enormous potential for marine resources, both biological and non-biological. One of the wealth of non-biological marine resources owned by Indonesia is salt. As a maritime country with an area that is mostly ocean, Indonesia has a lot of economic potentials that comes from the wealth of the sea, ironically, Indonesia is still a fairly large salt importer, especially in iodized salt and industrial salt (Soekartiwi, 2010).

Salt is a strategic commodity as a raw material for industry and food that is very much needed by the community, but nowadays the state of salt farmers' businesses, as in the life of coastal communities in general, is facing various problems that cause poverty. They depend on their livelihoods from the use of marine and coastal resources which require large investments and are highly dependent on the existing climate. Climate and weather that often change, will be fatal for salt farmers where the price mechanism and salt market which tend to be impartial will make the salt farmer's business covered with great risk which will bring losses to salt farmers in Indonesia (Widodo and Ihsannudin, 2010).

Wini Village is a salt-producing area in Kefamenanu City, which has an important role in the economy aimed at increasing income and production. The research considers that the problems faced by salt farmers are due to global climate change which results in a decrease in salt productivity, technology is still quite simple to make low-quality production so that it is very sensitive to market shocks, Limited infrastructure and production facilities and regulations that are not in favour of farmers have resulted in a weak trading system. which is less profitable for salters, the capital side. less supportive,

the source of livelihood for the farming community on the coast other than fishermen is salt farmers in Wini Village, North Insana District, revealed and explained that the current level of salt production tends to decrease from its production to the selling price is not balanced so that the economy of salt farmers business actors is greatly harmed. the role of the hammer city government in increasing economic resources in the salting business sector can provide solutions for salt farmers' businesses in Wini Village, North Insana District. Based on the above background, the researcher is interested in researching 1) Salt Farmer Business Income in Wini Village, North Insana District and 2) Salt Farmer Business Feasibility in Wini Village, North Insana District?

## RESEARCH METHOD

This research was carried out in Wini Village, North Insana District. The location of this research was chosen purposively with the consideration that Wini Village is the only salt-producing area in North Insana District. The research was carried out in July-August 2020. The respondents were determined using the Simple Random Sampling method, namely by taking a sample of 68 people from 70 salt farmers in Wini Village. This is by the opinion of Arikunto, (2002). That for (descriptive) research, the sample size is at least 25% of the total population. The data collection techniques in this study were sourced from primary data and secondary data. Primary data collection is done employing observation, and direct interviews using a list of questions (Questioners),

Analysis of the data used is income analysis and business feasibility analysis of salt farmers related to the problem and research objectives.

### Income Formula

To find out the results in income, the Income Formula can be used as follows:

$$= TR - TC$$

Where :

$$TR = Y \times Py \quad TC = VC + FC$$

Information :

net income of farming (Rp)

TR = Total Revenue (Rp)

TC = Total Cost (Rp)

Y = Production earned (Rp)

Py = Production price (Rp)

FC = Fixed costs (Rp)

VC = Variable Cost (Rp)

Soekartawi, (2010). Stated that the Revenue Cost Ratio analysis is an analysis that looks at the comparison between revenues and expenses.

### Eligibility Formula

Soekartawi, (2010). He further stated that the Revenue Cost Ratio analysis is an analysis that looks at the comparison between revenues and expenses. The aim is to find out whether or not the farming is feasible, by formula :

$$R/C = \frac{TR}{TC}$$

Information :

R/C = Revenue and Cost Ratio (Rp)  
TR = Total Revenue or total revenue (Rp)  
TC = Total Cost or total cost (Rp)

Provided that:

$R/C < 1$ , salt farming is not feasible to work on  
 $R/C = 1$ , Salt farming goes back to principal/break even  
 $R/C > 1$ , salt farming is not feasible to work on

## RESULTS AND DISCUSSION

### Penfarming experience

Performing experience is the length of time a farmer has been intensively involved in carrying out farming activities in Salt. The more experience in farming, the more selective they are to adopt and implement innovation and on the contrary, relatively less experienced farmers will actively seek to seek actual information related to their farming. So the experience of farming is based on the length of time a farmer has in carrying out farming. For more details on the level of farming experience. From the results of the questionnaire, the most farming experience, which is at an interval of 3 - 8 years, is 35 farmers as respondents (51.47%). This is because most of the respondent farmers are young. However, this time interval shows a sufficient level of experience in salt farming. The longer the experience of farmers, the greater the opportunity for farmers to earn greater income. On the other hand, farmers who do not have experience in farming have fewer opportunities to earn salt income.

### To farming

And the area is the amount of land that is managed for farming to produce production. The wider the area of land that is managed and supported by good farming management techniques, the production can still be increased. In this study, the highest land area was 0.2 ha and the lowest was 0.5, he explained, knowing the respondent's land area showed that the overall area of land that was mostly cultivated by salt farmer respondents was 0.2 ha as many as 35 people (51.47 %) and respondents who have land area for salt farming of 0.5 ha as many as 33 people (49.53%). The area of land used in salt farming will affect the amount of income that farmers will get,

### Peruse of labour

One of the supporters of the success of farming is the use of an effective workforce and have the appropriate abilities and skills. Salt farming has the opportunity to be developed because in addition to providing sufficient income it also creates jobs for the local community. The workload of respondents varies from harvesting to transportation. The workforce used comes from family members and wage workers who are paid based on the calculation of Working Operational Days (HOK). Daily labour wage system with wages prevailing at the farmer level of IDR 30,000 / day, The average labour use by respondents as salt farmers in Wini Village, North Insana sub-district is 1 respondent HOKI / 0.2 ha or 0.5 HOK/ha. For IDR 360,000 with an average land area of 12 ha (appendix.)

### Production cost

In each of their farming activities, farmers cannot be separated from the production costs that must be incurred in producing a production from one season. The costs that must be incurred in farming activities consist of two types of costs, namely fixed costs and variable costs.

#### 1. Fixed Fee

Fixed costs are costs that are relatively fixed in number and continue to be issued even though the product obtained is large or small. So this amount does not depend on the size of the product obtained. These fixed costs include land tax costs and equipment depreciation costs. The average amount of fixed costs incurred by salt farmer respondents in Kelurahan. Talise is IDR 183,000 / farmer or IDR 153,000 / ha.

#### 2. Variable Cost

Variable costs are costs incurred in farming where the costs are large or small are influenced by the resulting production. Variable costs include labour costs and transportation costs. The average cost incurred by respondents in salt farming activities in Wini Village is Rp. 183,000.00/farmer or Rp. 153,000.00/ha, for one season.

### Pendsalt farming

The analysis used in this study is intended to determine the amount of income received by respondent farmers from salt farming. Farming income is the difference between the recipient and the total expenditure in the form of fixed costs and variable costs in one season. Meanwhile, the feasibility of farming is measured based on the Revenue Cost Ratio (R/C), which is the comparison between revenue and costs. This analysis is for whether salt farming is feasible or not. The average income received by respondents in salt farming for one season is Rp. 2,000,000.00/farmer or Rp. 1,000,000.00/ha.

### Total farming service

To determine the feasibility of salt farming in Wini Village, the Revenue Cost Ratio (R/C) analysis is used, with the following formula:

$$R/C = \frac{TR}{TC}$$

**Keterwish :** R/C = Revenue and Cost Ratio

TR = Total Revenue or total revenue

TC = Total Cost or total cost.

Provided that:

- $P/X < 1$ , σαλτ φαρμινγ ισ νοτ φεασιβλε
- $P/X = 1$ , σαλτ φαρμινγ ρετυρνσ το πρινχιπαλ/βρεακ επεν
- $P/X > 1$ , σαλτ φαρμινγ ισ φεασιβλε το ωορκ ον

It is known that the income of salt farmer respondents in Wini Village is Rp. 2,000,000.00/farmer or Rp. 1,713,000.00/ha for one season. The costs incurred by farmers are Rp. 183,000.00/farmer or Rp. 155,000.00/ha for one season. Thus, the Revenue Cost Ratio (R/C) value is 2.5. This shows that R/C 1, salt farming in Wini

Village is feasible. This means that every IDR 2.5/ha. The production costs generated by the farmers receive an income of Rp. 1,713,000.00. Land area 0.2 ha.

## CONCLUSIONS AND SUGGESTIONS

Based on the results of research on the Salt Making Business in Wini Village, North Insana Subdistrict, it provides several conclusions that the average income obtained by farmers in the salt-making business in Wini Village, North Insana Subdistrict, from that which is cultivated in one production is Rp. 207,369,000/ha, and the feasibility of farming according to the income received by salt farmers in Wini Village is Rp. 2,000,000.00/farmer or Rp. 1,713,000.00/ha for one season. The total cost incurred by farmers is Rp. 12,984,000.00/farmer or Rp. 9,680,000.00/ha from the total arable area of 12.3 ha from the number of respondents during one season. Thus, the Revenue Cost Ratio (R/C) value is 2.5. This shows that the R/C of salt farming in Wini Village is feasible. This means that every 2.5/ha. The production costs generated by the farmers receive an income of Rp. 1,713,000.00. If the farmer spends 2.5, if the farmer spends Rp. 1, he will get Rp. 2.5 and if he spends Rp. 1,000,000.00 capital, he will get Rp. 2,500,000.00 the profit is Rp. 1,500,000.00. For this reason, researchers recommend suggestions for salt farmers to continue to improve the quality of human resources, namely labour and the quality of natural resources, namely salt. So if the quality increases, the selling price will be high, and the results will increase. 00 the profit is Rp. 1,500,000.00. For this reason, researchers recommend suggestions for salt farmers to continue to improve the quality of human resources, namely labour and the quality of natural resources, namely salt. So if the quality increases, the selling price will be high, and the results will increase. 00 the profit is Rp. 1,500,000.00. For this reason, researchers recommend suggestions for salt farmers to continue to improve the quality of human resources, namely labour and the quality of natural resources, namely salt. So if the quality increases, the selling price will be high, and the results will increase.

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