❏   32

Analysis of Influencing Factors Income of Corn Farmers (Zea mays L.) (Case Study in North Tolo Village, Kelara District, Jeneponto Regency)

Huzair Syahran
Fakultas Pertanian, Universitas Hasanuddin, Makassar, Indonesia

Article Info	ABSTRACT
	This study aims to determine the factors that affect farmers' income in the study area. This research was conducted in Keluruhan Utara Tolo, Kecamatan Kelara, Kabupaten Jeneponto from August to September 2012. The aim of the study was to determine the factors that affect the income of corn farmers and to find out how much the average income level is. The first proposed hypothesis; Productivity, price, means of production and land area are factors that affect the income level of farmers. Second; The average income level of corn farmers is low. The research results obtained are: (1) Based on the F test the productivity factors, selling price, production facilities, land area, together have a significant effect on the income level of corn farmers. Meanwhile, from the t-test it is known that productivity, production facilities, land area, each have a significant effect on the level of income of corn farmers and make a positive contribution. While the selling price has no significant effect but has a positive effect on the income level of corn farmers. (2) The average income level per respondent. *This is an open access article under the [CC BY-NC](#) license.*

Corresponding Author:

Huzair Syahran,
Fakultas Pertanian, Universitas Hasanuddin
Jl. Perintis Kemerdekaan No.KM.10, Tamalanrea Indah, Kec. Tamalanrea, Kota Makassar, Sulawesi Selatan 90245
Email: syahranhuzair@gmail.com

1.   INTRODUCTION

Agriculture is the largest sector in almost every developing country's economy. This sector provides food for most of the population and provides employment, and can also be used as Bio-Fuel (BBN). Classical economic growth shows that the successful development of the industrialization sector in a country is always accompanied by improvements in productivity and sustainable growth in the agricultural sector.

In addition to providing food needs for the population and workforce, the agricultural sector is a supplier of raw materials for the industrial sector and a source of foreign exchange, so all activities in the agricultural sector are sought to increase the ability of farmers to produce to meet the needs of their families. to expand employment or employment opportunities as well as increase exports.

development in the agricultural sector is synonymous with efforts to increase people's income and welfare. However, to achieve optimal benefits, it needs to be formulated in an integrated farming pattern and processed from many kinds of input taken from the results of human experience/creative works in the form of technology, both as direct support, which are commercial and non-commercial in nature.

In carrying out farming, one of the objectives of the farmer is to obtain the maximum possible income. Farming income will be affected by farming costs. While the amount of production is always influenced by factors that are external and also influenced by internal factors. To obtain maximum income, farmers must be able to control internal factors in the form of using production facilities, using appropriate technology and using more efficient workforce.

Efforts to increase income are very important but do not work alone. It needs to be accompanied by an overhaul of various aspects of people's lives, so that development also eliminates inequality, reduces inequality and dispels poverty in particular for farmers. Indonesia is a tropical country rich in types of palawija plants. Indonesia's climate allows for the growth of various types of plants, fruits and crops.

Of the many food crops that are much needed by consumers in the market, after rice is corn. Corn is a food crop commodity that is familiar to the community where corn is an alternative food to replace rice, besides that its availability in the market seems to have never been cut off (ends) because it is available throughout the season. Corn has quite bright prospects because market demand is increasing both in quality and quantity. According to the development of the need for animal feed, poultry and consumption in meeting the need for carbohydrates.

2. METHOD

2.1 Types of research
type of qualitative research by processing secondary and primary data. Primary data collected through field observations and direct interviews with farmer respondents using a questionnaire (question list) as well as information obtained directly from key informants.

2.2 Research variable
The variable used is the independent variable with the independent variable being the number of corn farmers that affect farmers' income.

2.3 Research design
Data collection techniques were through observation (direct observation) and interviews with respondents using a list of questions (questionnaire), as well as secondary data obtained from field workers and the Tolo Utara Village office, Office of the Jeneponto Regency Regional Food Security Agency.

2.4 Sampling Locations.
Respondents were taken as many as 71 people using a simple random sampling (Simple Random Sampling).

2.5 Time and Location of Research
This research was conducted from August to September 2012 in Tolo Utara Village, Kelara District, Jeneponto Regency.

2.6 Research procedure
Preliminary data were collected obtained from direct interviews with respondents using a questionnaire (written list of questions) that had been prepared and then the available list was made to collect information about the characteristics of the respondents (age, education, land area, farming experience, number of family dependents, household needs), costs used during the production process to harvest, the amount of production per hectare, and revenue. Then it is processed to produce accurate conclusions.

2.7 Data Analysis.
The analysis to be used for analyzing the data proposed is the first hypothesis, analyzed using the multiple linear regression equation model formula and data analysis using income analysis.

3. RESULTS AND DISCUSSION

3.1 Research result
Farmers are people who do business in fulfilling their needs in agriculture. To obtain information about the farming he cultivates, the identity of the respondent farmer is one of the important things that can help smooth the research process in determining the factors that affect the income of corn farmers such as age, level of education, number of family dependents, land area and length of business.

Table 1. Respondent Farmer Identity Based on Age Group in North Tolo Village, Kelara District, Jeneponto Regency, 2012.

Age (years)	Number of Respondents (People)	Percentage %	Criteria
<15	0	0	Not productive
15 – 55	67	94.36	Productive
>55	4	5.64	Not productive
	71	100	

Source: Primary Data After Processing, 2012.

The results from the respondents that 67 respondent farmers with a percentage of 94.36%, are in the age range of 15-55 years and 4 respondent farmers who are > 55 years old with a percentage of 5.64%. This means that corn farmers in North Tolo Village are generally at a productive age with the lowest age of respondent farmers being 26 years old while the highest age of farmers cultivating rice plants is 65 years. Based on population theory states that a person's productive age is in the range of 15 years to 55 years. Where at that age the ability to think and work a person is relatively productive.

3.1.1   Factors Affecting Farmer's Income

Based on multiple linear regression analysis used to determine the influence of factors on the level of income of corn farmers, among others, age is one of the factors that greatly influences a person's activity in the field of business. In general, someone who is young and healthy has stronger physical abilities than someone who is old. Population theory states that a person's productive age is in the range of 15 years to 55 years. At that age, a person's ability to think and work is relatively productive.

The level of education is one of the factors for the success of farmers in managing their farming business because it can influence the farmer's mindset and better reasoning power, so that the longer a person has received education, the more rational he will be.

The number of family dependents is all family members who live in the same house or not with the farmer or anyone whose living expenses and other needs are borne by the respondent farmer as the head of the family. The large number of family dependents causes a large burden of living costs borne by farmers, but with many family dependents it can affect farmers' motivation to carry out creativity and a number of new innovations in terms of increasing or increasing production and income.

Land area is a factor of farmers in making decisions on the management of their farming. The use of seeds, fertilizers and pesticides is influenced by the area of land owned which will affect the costs that will be incurred during the planting season.

Table 2. Estimation of the Functions of Factors Affecting Income Levels of Corn Farmers in North Tolo Village, Kelara District, Jeneponto Regency, 2012

Independent variable	Regression Coefficient	T-Count	Sig
Income	8.003	3,639	0.001
Age	5417,391	387	0.700
Productivity	918,047	3,133	0.003
Number of family dependents	444583,219	3,649	0.001
Cost of production facilities	1,266	3,869	0.000
Rsquare = 0.614Ttable = 1.705			

Based on the computational results, it shows a coefficient of determination (R^2) of 0.614, which means that 61% of income (Y) is explained by the variables Age, Productivity, Number of Family Dependents, and Cost of production facilities, which means that the close relationship between the dependent variable (Y) and the variable independent (X) together shows a very strong relationship and the remaining 39% is explained by variables other.

3.1.2   Acceptance and Income of Respondent Farmers Farming

In carrying out corn farming activities, farmers incur costs and expect revenue to be obtained from growing corn. The costs incurred by farmers include labor costs, input costs, and equipment depreciation. While farming revenue is the result of selling production obtained which is then sold according to the basic price of corn that applies in the research area. The difference between the two is the income from the farming activities. Farming income is the multiplication of the production obtained by the selling price.

Total production is the result obtained from the branch of farming that is cultivated, while the selling price is the value or price of farming per unit of production. A farm is said to be successful if the income situation meets the requirements, namely enough to pay for all production facilities, to pay labor wages or other forms during the production process.

Table 3. Average Cost Used and Income obtained through Corn Farming One Time Planting in Tolo Utara Village, Kelara District, Jeneponto Regency, 2012.

Description	Value (IDR) average respondent per (0.85 hectare)
Production Amount	4,364
Price	1682
Reception	7,340,248
Variable Cost	444583,219
Production Facilities	1,743,803
Labor Wages	1,421,606
Total Family Variable Cost	
Cost of production facilities	3,165,409
Fixed Cost (FC)	30,767
Depreciation ValueTool	50,704
Land Tax/Retribution	81,471
Total Fixed Cost	3,246,880
Total Cost (TC)	4,093,368
Net income	

3.2 Discussion

Research Knowing the factors that affect the income of corn farmers and To find out how much the average income level. The first proposed hypothesis; Productivity, price, means of production and land area are factors that affect the income level of farmers. Second; The average income level of a corn farmer is low..It is man who comes to control this situation, he tastes the benefits of plant and animal products, he changes the plants and animals and the nature of the soil to make it more useful for him, and the human who does all this is the farmer (Mosher, 1991).

Productivity is a universal concept that aims to provide more goods and services that will be used by more people, using less and less real resources. Basically, productivity is a universal concept that aims to create more goods and services for more people. by using increasingly limited resources (Anonymous, 2000).

Maximum profit is obtained when production per unit area of exploitation can be optimal, which means achieving maximum production by using production inputs in a proper and balanced manner. Therefore, it is necessary to know the influence of the use of production inputs on farmers' income so that farmers can take action to reduce or increase these production inputs.

4.   CONCLUSION

Based on the description of the research results, it can be concluded as follows: 1. Based on the F-test the factors that have a significant effect on the income of corn farmers are age, productivity, number of family dependents, and the cost of production facilities. Meanwhile, from the t-test it is known that productivity, number of family dependents, and costs of production facilities each have a significant effect on the income level of corn farmers and make a positive contribution.

Age has no significant effect but has a positive effect on the income level of corn farmers. 2. The average income level of respondents (per 0.85 hectare) per one planting of corn farming in Tolo Utara Village, Kelara District, Jeneponto Regency is low, namely IDR 4,093,368.

REFERENCES

Agung I Gusti Ngurah, N. Haidy A. Pasay, Sugiharjo, 1994. Teori Ekonomi Mikro Suatu Analisis Produksi Terapan. Lembaga Demografi. Lembaga Penerbit Fakultas Ekonomi Indonesia, Jakarta

Anonim, 2000. Pengertian produktivitas. Diakses melalui www.google.com pada tanggal 05 April 2013.

Arikunto, Suharsimi, 2002. Prosedur Penelitian suatu Pendekatan Praktek Edisi Revisi V. Rineka Cipta. Jakarta.

Endi. 2009. Manajemen Pemasaran. Diakses pada http://go-kerja.com/. Pada tanggal 7 November 2010.

Daniel Moehar, 2004. Pengantar Ekonomi Pertanian. Bumi Aksara, Jakarta

Hernanto. 1996. Ilmu Usahatani. Penebar Swadaya. Jakarta

Mosher, 1991. Menggerakkan dan Membangun Pertanian.CV. Yasaguna. Jakarta Nugraha, Yuni. 2010. Pemasaran. Diakses pada http://yuninugraha.blogdetik.com/. Pada tanggal 4 November 2010.

Nunung dan Daru, 1994. Kebijakan dan Strategi Pembangunan Tanaman Pangan dan Hortikultur. Direktorat Bina Program, Ditjen TPH, Jakarta

Prayitno, 1987, Studi Kelayakan Proyek, Konsep, Teknis, dan Kasus, Damar Mulia Pustaka, Jakarta

Suratiyah Ken, (2006) Ilmu Usahatani. Penebar Swadaya. Jakarta

Soeharjo dan Dahlan Patong, 1986. Sendi-sendi Pokok Ilmu Usahatani. Lembaga Penerbitan Universitas Hasanuddin, Ujung Pandang

Soekartawi, 1995. Analisis Usahatani. Penerbit Universitas Indonesia Press, Jakarta

Wirosuhardjo Kartomo, (2004). Dasar – Dasar Demografi. Lembaga Demografi Fakultas Ekonomi Universitas Indonesia, Penerbitan Lembaga Fakultas Ekonomi Universitas Indonesia, Jakarta.