

# Analysis Of Coffee Farmers' Income (Case Study Of Makarti Boga Farmers' Group) Watutau Village, Poso District

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## ABSTRACT

This research aims to analyze the business income of the Makarti Boga farmer group. The method used in this research describes income obtained by coffee farmers with the approach studies case, with Approach quantitative descriptive. The results of this study show that the Business income of coffee farming groups in the village of Watutau Regency Poso obtained the following conclusions Farmer Coffee, especially the Makartiboga Farmers Group in the town of Watutau, try to minimize the costs that must be incurred to obtain The profit is proven by the total cost value amounting to IDR 79. Two hundred ninety-two thousand eighty-two of the total costs of all respondents. Revenues from the Makartiboga farming business group in Watutau Village are very high compared to the total costs of IDR 310,200,000 from all respondents' receipts. The results of summarizing all the total costs and business revenues of the Makartiboga farmer group, the researchers obtained the net income from all respondents was IDR 230,907,918.

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## 1. INTRODUCTION

Income is all cash and non-cash receipts, which are the results and sales of goods or services within a certain time. Income is compensation for providing services to other people. Meanwhile, personal income is all types of income, one of which is earned without doing anything, which is received by residents of a country (Bahasoan et al., 2024).

The agricultural sector is very important in supporting the country's economy and development in Indonesia. Most of Indonesia's population uses the agricultural sector as a source of livelihood. One of the agricultural subsectors that has an important role in the economy is the plantation subsector. Nationally, coffee plants are an agricultural commodity that has the potential to continue to be developed. Let's look at Indonesian statistical data for 2017. It shows that in 2015, smallholder coffee farming land was ranked 5th largest after oil palm, coconut, rubber and cocoa, with a total land area of 1,183.2 Ha. Therefore, coffee is also an important plantation commodity in the national economy. This can be addressed by the role of the plantation sector in providing employment opportunities, community income and sources of foreign exchange through exports. The total area of Indonesian coffee plantations for 2012-2016, processed from 2017 Indonesian statistical data, shows that from year to year, the area of coffee plantations moves dynamically with an average

of 1,233 Ha. Indonesian statistical data also shows that people manage larger coffee farming businesses compared to large plantation businesses by companies (Ngaku et al., 2024).

Watutau Village is one of 5 villages in the Lore Peore District area. Watutau Village is the capital of Lore Peore District, with an estimated area of 39,142 ha. Watutau Village is the village with the largest area in Lore Peore District. Watutau Village has 4 hamlets and has the following village boundaries, in the north, it borders Siliwanga Village and Maholo Village. In the South borders Betue Village and Torire Village in the West borders Lore Lindu National Park. The East borders Sanginora Village. Watutau Village is located in the Lore Lindu National Park conservation area with an average altitude of 1200 above sea level, which makes the air in Watutau Village quite cool, which is very strategic for planting coffee plants.

The Makarti Boga farmer group is a farmer group that cultivates coffee plants which consists of 20 people, where each member has a variety of coffee land. This farmer group not only focuses on cultivating coffee but also tries to produce coffee products from coffee fruit through innovation outreach regarding coffee fruit. This research aims to analyze the net income of the Makarti Boga farmer group in Watutau village, Poso Regency.

## 2. RESEARCH METHODS

This research was conducted in Watutau Village, Poso Regency. The selection of the research location was carried out purposively, considering that Watutau Village is a coffee-producing village. The research method used is a descriptive quantitative method, which describes income obtained by coffee farmers with the approach studies case. Approach studies case included in quantitative research descriptive.

Data analysis uses quantitative methods to explain the description of farmer group income, data obtained from farmer samples namely through the results of interviews, questionnaire data collected and tabulated according to the type.

The variables observed in this research include costs, namely the sacrifices incurred to produce something production and valued in rupiah units. Costs can be divided into two. Namely, Fixed Costs *are* costs whose size is not influenced by the size of output, variable costs are costs that are large *or* small influenced by the size of production. Revenue, namely the amount of production results multiplied by the unit price Total production is assessed in rupiah units and expressed in rupiah units per one production process (Rp/ one production process ). Income is the difference between revenue and production costs, expressed in rupiah units. For research questions regarding levels of income, the method used descriptive calculated using the formula as follows:

$$1. \text{ Income } (\pi = \text{T.R.} - \text{T.C.})$$

Information :

$$\pi = \text{Income Farmer group per individual (Rp)}$$

$$\text{T.R.} = \text{Total Revenue / Total Receipt (Rp)}$$

$$\text{T.C.} = \text{Total Cost / Total Cost (Rp)}$$

$$2. \text{ Cost } (\text{TC} = \text{TFC} + \text{TVC})$$

Information :

$$\text{T.C} = \text{Total Cost / Total Cost (Rp)}$$

$$\text{TFC} = \text{Total Fixed Cost / Cost Fixed (Rp)}$$

$$\text{TVC} = \text{Total Variable Cost / Cost Variable (Rp)}$$

$$3. \text{ Revenue } (\text{TR} = \text{P} \times \text{Q})$$

Information :

$$\text{T.R.} = \text{Total Revenue / Total Receipt (Rp)}$$

$$\text{Q} = \text{Production obtained in a farmer group per individual}$$

$$\text{P} = \text{Production Price (Rp)}$$

## 3. RESULTS AND DISCUSSION

Farmers incur Business costs during the production process of business farmer coffee. Business costs farmer consists of fixed costs and variable costs. Fixed costs are costs whose use does not expire within one production period. Cost remains in farming. This coffee includes a hoe, shovel,

sprayer, sickle, bucket, and bucket. As for the average fixed costs, business farmer respondents can be seen in the table below.

**Table 1. Fixed Cost Recapitulation**

No.	Respondent	Hoe (Rp)	Shovel (Rp)	Spray Tool (Rp)	Sickle (Rp)	Sangku (Rp)	Bucket (Rp)	Bag (Rp)	Amount (Rp)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
1	Paryadi	31,250	42,500	100,000	12,500	25,000	6,667	100,000	317,917
2	Sutari	31,250	42,500	100,000	12,500	25,000	6,667	100,000	317,917
3	Sutrisno	31,250	42,500	100,000	12,500	25,000	6,667	100,000	317,917
4	I Wayan Ade	31,250	42,500	100,000	12,500	25,000	6,667	100,000	317,917
5	Adi Sutrisno	31,250	42,500	100,000	12,500	25,000	6,667	100,000	317,917
6	Kriswanto	31,250	42,500	100,000	12,500	25,000	6,667	100,000	317,917
7	Sulish	31,250	42,500	100,000	12,500	25,000	6,667	100,000	317,917
8	Muslimin	62,500	85,000	150,000	20,833	25,000	10,000	150,000	503,333
9	Fendi Arif Rahmad	62,500	85,000	150,000	20,833	25,000	10,000	150,000	503,333
10	Jaya	62,500	85,000	150,000	20,833	25,000	10,000	150,000	503,333
11	Muh shoim	62,500	85,000	150,000	20,833	25,000	10,000	150,000	503,333
12	I Komang	62,500	85,000	150,000	20,833	25,000	10,000	150,000	503,333
13	Muh Saleh Hadi	62,500	85,000	150,000	20,833	25,000	10,000	150,000	503,333
14	Sulaksono	62,500	85,000	150,000	20,833	30,000	10,000	160,000	518,333
15	Wayan Pica	62,500	85,000	150,000	20,833	30,000	10,000	160,000	518,333
16	I Gusti Made I Made	62,500	85,000	150,000	20,833	30,000	10,000	160,000	518,333
17	Suyogo	62,500	85,000	150,000	20,833	30,000	13,333	200,000	561,666
18	Hariyantok	62,500	85,000	150,000	20,833	40,000	16,667	250,000	625,000
19	Chandra Dwi	62,500	85,000	150,000	20,833	40,000	16,667	250,000	625,000
20	Sugio	62,500	85,000	150,000	20,833	40,000	16,667	250,000	625,000
<b>Total</b>		<b>1,031,250</b>	<b>1,402,500</b>	<b>2,650,000</b>	<b>358,329</b>	<b>565,000</b>	<b>200,003</b>	<b>3,030,000</b>	<b>9,237,082</b>
<b>Average Respondent</b>		<b>51,563</b>	<b>70,125</b>	<b>132,500</b>	<b>17,916</b>	<b>28,250</b>	<b>10,000</b>	<b>151,500</b>	<b>461,854</b>

Source: Data processed

Variable costs are costs that change proportionally with business activities. Variable costs in coffee farming include fuel, breaking down wet, broken dry, fertilizer, herbicide, insecticide, fungicide, and Energy Work. The following average fixed costs for respondents' farming businesses can be seen in the table below:

**Table 2. Recapitulation of Variable Costs**

No	Respondent	BBM (Rp)	Broken Wet (Rp)	broken dry (Rp)	Fertilizer (Rp)	Herbicide (Rp)	Insecticide (Rp)	Fungicide (Rp)	Labour (Rp)	Amount (Rp)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
1	Paryadi	390,000	150,000	150,000	100,000	100,000	120,000	95,000	1,500,000	2,605,000
2	Sutari	390,000	150,000	150,000	100,000	100,000	120,000	95,000	1,500,000	2,605,000
3	Sutrisno	390,000	150,000	150,000	100,000	100,000	120,000	95,000	1,500,000	2,605,000
4	I wayan okay	390,000	150,000	150,000	100,000	100,000	120,000	95,000	1,500,000	2,605,000
5	Adi Sutrisno	390,000	150,000	150,000	100,000	100,000	120,000	95,000	1,500,000	2,605,000
6	Kriswanto	390,000	150,000	150,000	100,000	100,000	120,000	95,000	1,500,000	2,605,000
7	Sulish	390,000	150,000	150,000	100,000	100,000	120,000	95,000	1,500,000	2,605,000
8	Muslimin	390,000	300,000	300,000	200,000	150,000	240,000	190,000	1,500,000	3,270,000
9	Fendi wise Rahmad	390,000	300,000	300,000	200,000	150,000	240,000	190,000	1,500,000	3,270,000
10	victorious	390,000	300,000	300,000	200,000	150,000	240,000	190,000	1,500,000	3,270,000
11	Muh Shoim	390,000	300,000	300,000	200,000	150,000	240,000	190,000	1,500,000	3,270,000
12	I darling	390,000	300,000	300,000	200,000	150,000	240,000	190,000	1,500,000	3,270,000

13	Muh pious	390,000	300,000	300,000	200,000	150,000	240,000	190,000	1,500,000	3,270,000
14	Hadi	390,000	450,000	450,000	300,000	200,000	360,000	285,000	1,500,000	3,935,000
15	Wayan Pica	390,000	450,000	450,000	300,000	200,000	360,000	285,000	1,500,000	3,935,000
16	I gusti made I made	390,000	450,000	450,000	300,000	200,000	360,000	285,000	1,500,000	3,935,000
17	suyogo	390,000	600,000	600,000	400,000	250,000	480,000	380,000	1,500,000	4,600,000
18	Hariyantok Chandra	390,000	750,000	750,000	500,000	300,000	600,000	475,000	1,500,000	5,265,000
19	Dwi	390,000	750,000	750,000	500,000	300,000	600,000	475,000	1,500,000	5,265,000
20	Sugio	390,000	750,000	750,000	500,000	300,000	600,000	475,000	1,500,000	5,265,000
<b>Total</b>		<b>7,800,000</b>	<b>7,050,000</b>	<b>7,050,000</b>	<b>4,700,000</b>	<b>3,350,000</b>	<b>5,640,000</b>	<b>4,465,000</b>	<b>30,000,000</b>	<b>70,055,000</b>
<b>Average</b>		<b>390,000</b>	<b>352,500</b>	<b>352,500</b>	<b>235,000</b>	<b>167,500</b>	<b>282,000</b>	<b>223,250</b>	<b>1,500,000</b>	<b>3,502,750</b>

Source: Processed Data

Total costs are the overall costs incurred by a farming group in producing coffee at a certain output level. Total costs are generated through fixed costs plus variable costs. The following is a recap of the total costs of the farming group:

**Table 3. Total Cost Recapitulation**

No	Respondent	Q (Kg)	TFC (Rp)	TVC (Rp)	T.C (Rp)	AFC (Rp)	AVC (Rp)	air conditioning (Rp)
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
1	Paryadi	150	317,917	2,605,000	2,922,917	2,119	17,367	19,486
2	Sutari	150	317,917	2,605,000	2,922,917	2,119	17,367	19,486
3	Sutrisno	150	317,917	2,605,000	2,922,917	2,119	17,367	19,486
4	I wayan okay	150	317,917	2,605,000	2,922,917	2,119	17,367	19,486
5	Adi Sutrisno	150	317,917	2,605,000	2,922,917	2,119	17,367	19,486
6	Kriswanto	150	317,917	2,605,000	2,922,917	2,119	17,367	19,486
7	Sulish	150	317,917	2,605,000	2,922,917	2,119	17,367	19,486
8	Muslimin	300	503,333	3,270,000	3,773,333	1,678	10,900	12,578
9	Fendi wise	300	503,333	3,270,000	3,773,333	1,678	10,900	12,578
10	Rahmad victorious	300	503,333	3,270,000	3,773,333	1,678	10,900	12,578
11	Muh Shoim	300	503,333	3,270,000	3,773,333	1,678	10,900	12,578
12	I darling	300	503,333	3,270,000	3,773,333	1,678	10,900	12,578
13	Muh pious	300	503,333	3,270,000	3,773,333	1,678	10,900	12,578
14	Hadi Sulaksono	450	518,333	3,935,000	4,453,333	1,152	8,744	9,896
15	Wayan Pica	450	518,333	3,935,000	4,453,333	1,152	8,744	9,896
16	I Gusti made	450	518,333	3,935,000	4,453,333	1,152	8,744	9,896
17	I made yoga	600	561,666	4,600,000	5,161,666	936	7,667	8,603
18	Hariyantok	750	625,000	5,265,000	5,890,000	833	7,020	7,853
19	Chandra Dwi	750	625,000	5,265,000	5,890,000	833	7,020	7,853
20	Sugio	750	625,000	5,265,000	5,890,000	833	7,020	7,853
<b>Total</b>		<b>7050</b>	<b>9,237,082</b>	<b>70,055,000</b>	<b>79,292,082</b>	<b>31,794</b>	<b>241,927</b>	<b>273,721</b>

Source: Data processed

Revenue is the amount received from the sale of individual farmer group business results obtained through the production income of the farmer group business multiplied by the production price. The following is a recap of farmer group business revenue costs:

**Table 4.** Revenue of Acceptance Fees

No.	Respondent	Quantity (Q) (Kg/Month)	P (Price)	T.R. (PXQ)
(1)	(2)	(3)	(4)	(5)
1	Paryadi	150	44,000	6,600,000
2	Sutari	150	44,000	6,600,000
3	Sutrisno	150	44,000	6,600,000
4	I wayan okay	150	44,000	6,600,000
5	Adi Sutrisno	150	44,000	6,600,000
6	Kriswanto	150	44,000	6,600,000
7	Sulish	150	44,000	6,600,000
8	Muslimin	300	44,000	13,200,000
9	Fendi wise	300	44,000	13,200,000
10	Rahmad victorious	300	44,000	13,200,000
11	Muh Shoim	300	44,000	13,200,000
12	I darling	300	44,000	13,200,000
13	Muh pious	300	44,000	13,200,000
14	Hadi Sulaksono	450	44,000	19,800,000
15	Wayan Pica	450	44,000	19,800,000
16	I gusti made	450	44,000	19,800,000
17	I made suyogo	600	44,000	26,400,000
18	Hariyantok	750	44,000	33,000,000
19	Chandra Dwi	750	44,000	33,000,000
20	Sugio	750	44,000	33,000,000
<b>Total</b>		<b>7,050</b>	<b>880,000</b>	<b>310,200,000</b>

Source: Data processed

Revenue is the total of all costs incurred directly in producing, marketing and distributing products and services or companies to customers. Revenue is obtained from total revenue minus total costs. Next recapitulation of the income costs of farming business groups.

**Table 5.** Recapitulation of Cost of Income

No.	Respondent	T.R.	T.C	Income Clean
(1)	(2)	(3)	(4)	(5)
1	Paryadi	6,600,000	2,922,917	3,677,083
2	Sutari	6,600,000	2,922,917	3,677,083
3	Sutrisno	6,600,000	2,922,917	3,677,083
4	I Wayan Ade	6,600,000	2,922,917	3,677,083
5	Adi Sutrisno	6,600,000	2,922,917	3,677,083
6	Kriswanto	6,600,000	2,922,917	3,677,083
7	Sulish	6,600,000	2,922,917	3,677,083
8	Muslimin	13,200,000	3,773,333	9,426,667
9	Fendi Arif	13,200,000	3,773,333	9,426,667
10	Rahmad Jaya	13,200,000	3,773,333	9,426,667
11	Muh Shoim	13,200,000	3,773,333	9,426,667
12	I Komang	13,200,000	3,773,333	9,426,667
13	Muh Saleh	13,200,000	3,773,333	9,426,667
14	Hadi Sulaksono	19,800,000	4,453,333	15,346,667
15	Wayan Pica	19,800,000	4,453,333	15,346,667
16	I Gusti Made	19,800,000	4,453,333	15,346,667
17	I Made Suyogo	26,400,000	5,161,666	21,238,334
18	Hariyantok	33,000,000	5,890,000	27,110,000
19	Chandra Dwi	33,000,000	5,890,000	27,110,000
20	Sugio	33,000,000	5,890,000	27,110,000
<b>Total</b>		<b>310,200,000</b>	<b>79,292,082</b>	<b>230,907,918</b>
<b>Average</b>		<b>15,510,000</b>	<b>3,964,604</b>	<b>11,545,396</b>

Source: Data processed

#### 4. CONCLUSION

Based on the results of calculating the income of coffee farmers from the Makarti Boga farmer group, each respondent in Watutau Village, Poso Regency, reached the following conclusions. Coffee farmers, especially the Makartiboga Farmers Group in Watutau Village, minimize the costs they incur to gain profits, as evidenced by the total costs of Rp. 79,292,082 of the total costs of all respondents. The income from the Makartiboga farmer group in Watutau Village is considered very high compared to the total costs of IDR 310,200,000 from the total income of respondents. By recapping all the total and business revenue costs of the Makartiboga farmer group, the researchers obtained data or net income results from the total of all respondents, IDR 230,907,918.

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