



Determinant of Cocoa Farming Production in Subah and Pecalungan, Batang

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Abstract

The aim of this study is to analyze the influence of fund, land area, farming experience, and number of labor on a cocoa production which is moderated by a farming motivation in Subah and Pecalungan, Batang. It is a quantitative descriptive research study. A random sampling technique was used in the sample selection of simple random sampling. The data collection method was using questionnaires. The data were analyzed by a path analysis with moderated regression analysis. Results of the study shows that fund influenced the cocoa production which is moderated by the farming motivation for 0.4976 or 49.76%, land area influenced the cocoa production which is moderated by the farming motivation for 0.4853 or 48.53%, farming experience did not influence on the cocoa production which is moderated by the farming motivation for -0.0151 or -1.51%, and number of labor influenced the cocoa production which is moderated by the farming motivation for 0.5177 or 51.77%. Suggestion for the next researcher is to analyze on another variables that influence the cocoa production, for instance; amount of the productive cocoa trees, weather, and farming technology.

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INTRODUCTION

Regency of Batang is one of the cocoa production center in the Central Java. Cocoa farming conditions in Batang has not given an optimal results, this can be seen from cocoa productivity and low selling prices, which are only around 23,000-25,000 rupiahs per kg in Central Java. The average productivity of cocoa continues

to decline every year in Batang. As an effort to increase the cocoa production, farmers need to have a high farming motivation so that they can increase the cocoa production in the district of Subah and Pecalungan, Batang. According to the data on cocoa production in Batang, Subah and Pecalungan have always decreased from 2015-2020 as shown in the following data :

Table 1. The Land Area and Cocoa Farming Production of People in Subah and Pecalungan, Batang in 2015-2020

No	Year	Land Area and Cocoa Production			
		Subah		Pecalungan	
		Planting Area (Ha)	Production (Kw)	Planting Area (Ha)	Production (Kw)
1	2015	171,90	342,11	85,30	257,88
2	2016	171,90	360,56	85,30	273,84
3	2017	169,70	386,51	85,30	276,52
4	2018	203,50	332,42	87,30	297,89
5	2019	195,30	330,12	86,30	296,89
6	2020	193,30	330,21	82,20	296,89

Source: Statistics centre 2021

On table 1, it shows that the planting area of cocoa in Subah and Pecalungan has always decreased. The planting area of cocoa farming in Subah in 2018 was 203.50 ha and continued to decline until 2020 as much as 193.30 ha, while the amount of cocoa production always decreased in 2015 as much as 342.11 quintals to 330.21 quintals in 2020. The planting area of cocoa farming in Pecalungan in 2015 was 85.30 Ha and continued to decline until 2020 as much as 82.30 Ha while the amount of cocoa production always decreased in 2018 as much as 297.89 quintals to 296.89 quintals in 2020. The number of cocoa farmers in Subah and Pecalungan is also decreasing every year as shown in table 2 below:

Table 2. The Amount of Cocoa Farmer in Subah and Pecalungan, Batang in 2015-2020

Year	The Amount of Cocoa Farmer
2015	277
2016	264
2017	253
2018	176
2019	163
2020	138

Source: Department of Agriculture and Plantation in Batang, 2020

Based on table 2, it can be seen that the number of cocoa farmers in Subah and Pecalungan has always decreased in 2015 as many as 277 people and continued to decline until 2020 as many as 138 people.

Results of the research by Sapar, Rismawati and Adrian (2015) stated that the modifier of capital performance with a coefficient of -0.131 had no significant and significant effect on the competence of cocoa farmers (cocoa production) in Luwu. The research of Yani, Kasimin and Indra (2017) shows that capital has an effect on cocoa production with a coefficient of 0.700 at the significance level (0.000) in Bandar Baru, Pidie Jaya.

Research by Luttiyana, and Hariyati (2019) shows the regression coefficient for the variable land area is 0.685, this value indicates the elasticity of production of inputs or factors of production. An increase of 1% of land will increase production by 0.685 percent. The results of individual testing of land area variables using t test = 3.343 > t table = 2.030, meaning that the effect of land area on production is real at the 95% confidence level on cocoa production in Udanawu, Blitar.

The results of Langi, Sudarajat and Astuti study (2019) shows a factor that did not

significantly affect the production of shallots, one of which was land area with a coefficient of 143,255 in the Karangrejo Farmers Group, Gadingharjo, Sanden, Bantul. Awoyemi A.O.'s research results and Aderinoye-Abdulwahab S.A (2019) implies that most of the farmers have sufficient experience about their agricultural activities and may have acquired the knowledge overtime required to manage cocoa farming which has a significant positive effect on increasing cocoa production.

The research of Kusumasari and Rustiana (2019) shows that based on the results of hypothesis testing using the Sobel test, a t-count of 1.727 was obtained greater than t-table which is 1.671 with a significance level of 0.05 which means H₈ which states that there is a positive and significant relationship between OJT experience on student work readiness through achievement motivation of class XII students of Office Administration in *SMK Negeri 1 Boyolali* is accepted. The results of the study stated that the direct effect of OJT experience on job readiness was smaller than the indirect effect through achievement motivation. So that achievement motivation can mediate the effect of OJT experience on student work readiness. Based on the calculation, it is known that the effect of OJT experience on work readiness through student achievement motivation is 10.9%. The magnitude of this indirect effect is greater than the direct effect which is only 3.3% and is not significant. This increase in influence shows the form of perfect mediation by achievement motivation as an intervening variable, which means that achievement motivation is able to perfectly mediate the effect of OJT experience on students' work readiness. This is because the OJT experience of class XII AP SMK Negeri 1 Boyolali students has a small and insignificant effect on students' work readiness so that the emergence of achievement motivation is needed as an intervening variable.

The results of the study by Managanta, Sumardjo, Sadono, and Tjitropranoto (2019) stated that the length of farming (farming experience) indicated a negative indication, which means that the longer the farming period the less competent the farmers (-0.21) so that it affects the decline in cocoa production. This is due to the pattern of farming carried out by farmers from generation to

generation, which is conventional in Central Sulawesi Province. Farmers do post-harvest without fermentation, dry cocoa beans are not separated from the skin dirt and break the fruit skin without using wooden sticks resulting in many seeds being damaged by machetes (machetes). The quality of cocoa beans is not the main goal but the quantity of the number of beans. Another condition is that farmers prefer to sell dry beans to middlemen with low profits due to economic needs that require immediate sale of cocoa beans rather than producing ready-to-eat products such as cocoa powder.

Coulibaly and Erbao's research (2019) conducted in Ivory Coast resulted in a labor coefficient of 1.91 which was negative and significant. Thus, this means that a 1% increase in the workforce can reduce cocoa bean production in Ivory Coast by 1.91% in the long run. The results of research by Sari, Fariyanti, & Tinaprilla (2017) prove that TKDK has a significant effect on increasing cocoa bean production at the 99% confidence level with a coefficient of 0.52. That is, if there is an addition of 10% TKDK, the production will increase by 5.2%, *ceteris paribus*. On the other hand, TKLK has a significant effect on increasing cocoa bean production at the 95% confidence level with a coefficient of 0.02. That is, if there is an additional 10% of TKLK, there will be an increase in production of 0.2%, *ceteris paribus*. The results of the Suhartini study (2019) that motivation does not have a positive and significant effect on work productivity. shows the t-count value of -0.353 this means it is smaller than the t-table value of 2.026 which is obtained from ($n - 3 = 40 - 3 = 37$) with a significance level of = 5%. Then the sig value is obtained at 0.726 which means it is greater than the significance level = 0.05. Therefore, it is concluded that t count < t table ($-0.353 < 2.026$). And the significance level is 0.687 > 0.05, so the decision is H_0 accepted and H_a rejected. This means that the independent variable (motivation) individually has no positive and significant effect on the dependent variable (Employee Productivity of CV Derowak Jaya in Serang, Banten).

The results of Andayaningsih, Rulianty, and Sari's research (2020) show that the influence of

work motivation on work productivity is very high, meaning that the work motivation variable (X) has a positive/significant effect on work productivity (Y) meaning the more motivated employees are in doing work, the higher the employee's work productivity. Conversely, if employees are not motivated in a job, the productivity of employee performance is low. To see the relationship between the work motivation variable (X) and the work productivity variable (Y), it can be seen from the t value for the work motivation variable of 3.606, while the t value of this variable table in the 5% table is 2.042. This means that t arithmetic is 3.606 greater than t table 2.042, so it can be concluded that the work motivation variable has a positive and significant effect on the employee productivity variable at the Sidrap Regency Samsat Office. Based on the background, this study aims to analyze the effect of capital on cocoa production moderated by motivation to farm in Subah and Pecalungan, Batang, analyze the effect of land area on cocoa production moderated by motivation to farm in Subah and Pecalungan sub-districts, Batang district, analyze the effect of farming experience on production. cocoa farming motivation moderated in Subah and Pecalungan, Batang, analyzed the effect of the number of workers on cocoa production moderated by farming motivation in Subah and Pecalungan sub-districts, Batang.

RESEARCH METHODS

The method used in this research was a descriptive quantitative approach that aims to analyze the effect of fund, land area, farming experience, and the number of labor through farming motivation on cocoa production in Subah and Pecalungan, Batang (Sugiyono, 2017). This study used the research design of the Hypothesis Testing Study to examine the effect between the hypothesized variables in the study (Wahyudin, 2015). The research data was taken from the calculation, measurement, and distribution of the questionnaire directly in the field. Data collection was selected using a simple random sampling method.

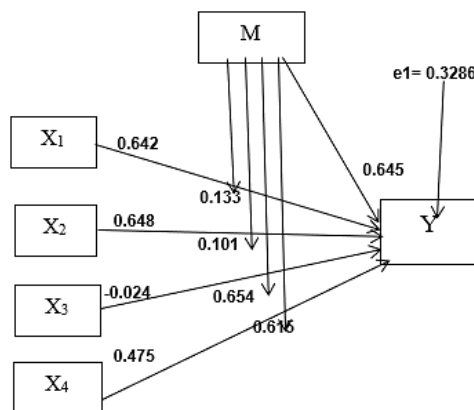
As the unit of analysis in this study, cocoa farmers in Subah and Pecalungan, Batang were taken as the sample. Data analysis in this study was carried out using Path Analysis with an interaction test (moderated regression analysis), namely the application of multiple linear regression where the equation contains an interaction element (multiplication of two or more independent variables). The test instrument in this study is a test of validity and reliability. Validity is a measure that shows the level of validity or validity of an instrument and an instrument is said to be valid if it can reveal the data of the variables studied appropriately. Reliability shows the understanding that an instrument is reliable enough to be used as a data collection tool because the instrument is already good. The validity and reliability tests in this study were carried out on the variable of farming motivation.

Data analysis techniques in this study are descriptive analysis, classical assumption test, and hypothesis testing. Descriptive analysis was carried out so that the raw data obtained from the respondents had meaning and significance. The classical assumption test carried out is 1) Normality test to see whether the data is normally distributed or not, 2) Multicollinearity test to test whether the regression model has found a correlation between independent variables, namely work group variables, mixed experiences, and market access, and 3) heteroscedasticity to test whether in the regression model there is an inequality of variance from the residual of one observation to another observation.

The hypothesis tests carried out are 1) Multiple regression test, 2) F test and 3) t test to see the effect simultaneously or simultaneously between independent variables on the dependent variable and t test to see the effect of the variable partially. 4) Test the coefficient of determination to see the related effect of the independent variable on the dependent variable. 5) Path analysis test with interaction test (moderated regression analysis) to see the path or coefficient value of the independent variable moderated by the variable (M) whether it can strengthen or weaken the influence of the independent variable on the dependent variable (Ghozali, 2018).

RESULTS AND DISCUSSION

The results of this study will look at the direct and indirect effects between the independent variables on the dependent variable through moderating variables. The path diagram of the moderating variable or with the moderation of farming motivation is as follows:



Picture 1. Results of The Analysis by Moderating Variable or with Farming Motivation Moderation

The population used in this study was 138 cocoa farmers in Subah and Pecalongan Subdistricts, Batang Regency in 2020. Most of the respondents had been in cocoa farming for 15-25 years (49.5%) and the least was cocoa farming, namely for more than 25 and above by (3.90%). The length of time cocoa farming has been carried out by cocoa farmers shows the experience of being a cocoa farmer in Subah and Pecalongan sub-districts, Batang district. Data processing is done using SPSS for Windows version 22.0. Based on the data obtained from 103 respondents of cocoa farmers in Subah and Pecalongan sub-districts, Batang district. Regression analysis calculations regarding capital, land area, farming experience, number of workers on cocoa production moderated by farming motivation obtained the following results:

Hypothesis Test

Normality

The normality test was conducted to determine whether or not the confounding variable or residuals were normal in the regression model. Normality test conducted in this study by looking at the results of the Kolmogorov-Smirnov Test.

Based on the SPSS output above, it can be seen that the significance value of Asymp.Sig (2-tailed) is 0.768, which is greater than 0.05. So it can be concluded that the data is normally distributed. Then the assumptions or requirements for normality in the regression model have been met.

Multicollinearity

Based on the results of the multicollinearity test, the regression model shows that between the independent variables of capital (X1), land area (X2), farming experience (X3), number of workers (X4), farming motivation (M) and cocoa production (Y) there is no multicollinearity. , because the tolerance value of each independent variable is above 0.1 and the VIF value of each independent variable is below 10.

Heteroscedasticity

Based on the output above, it is known that the significance value (Sig.) for the capital variable (X1) is 0.480, then the significance value (Sig.) for the land area variable (X2) is 0.096, then the significance value (Sig.) of the farming experience variable (X3) is 0.738, then the significance value (Sig.) for the variable number of workers (X4) is 0.712 and the farming motivation variable (M) with a significance value (Sig.) of 0.100, the significance value of the independent and moderating variables is greater than 0.05, so it is appropriate Based on the decision making in the Glejser test, it can be concluded that there are no symptoms of heteroscedasticity in the regression model, which means that there are symptoms of homoscedasticity. A good regression model with homoscedasticity or no heteroscedasticity (Ghozali, 2018).

Path Analysis

Path analysis was used to test the effect of the moderating variable. Path analysis is a form of developing multi-regression analysis or using regression analysis to estimate the quality relationship between variables (casual models) that have been determined previously based on theory. Path analysis (path analysis) used in this study is to test the effect of the moderating variable used in this research, namely the interaction test (Moderated Regression Analysis), which is the application of multiple linear regression where the equation contains an interaction element

(multiplication of two or more independent variables)), the following formula is used:

$$Y = a + b_1X_1 + b_2X_2 + b_3X_1X_2 + e$$

In which:

a : constant value

b : variable coefficient value

X1 : independent variable 1

X2 : independent variable 2

X1X2 : moderating variable (interaction between variable X1 and X2)

The Direct Effects of Fund, Land Area, Farming Experience, Number of Labor, and Farming Motivation on Cocoa Production in Subah and Pecalungan, Batang

The results of the regression analysis of the direct influence of the independent variable on the dependent variable, namely the results that the capital variable has a regression coefficient of 7.646 has a positive and significant effect, the land area variable has a regression coefficient of 29.190 has a positive and significant effect, the farming experience variable has a regression coefficient of -97.569 has a negative effect. and not significant, the variable number of workers has a regression coefficient of 40,132 has a positive and significant effect, the motivation variable for farming has a regression coefficient of 22,530 has a positive and significant effect on cocoa production in Subah and Pecalungan sub-districts, Batang district It can also be written with the following equation :

$$Y = 7.646 X_1 + 29.190 X_2 - 97.569 X_3 + 40.132 X_4 + 22.530 M$$

The Effects of Fund, Land Area, Farming Experience, The Number of Labor Moderated by Farming Motivation on Cocoa Production in Subah and Pecalungan, Batang

Fund has a positive and significant effect on cocoa production which is moderated by motivation to farm in Subah and Pecalungan, Batang. The effect of capital on cocoa production partially is 7,646 after testing the moderating interaction, the effect of fund is strengthened or increased to 0.4976 or 49.76% of cocoa production. This means that farming motivation is able to moderate the effect of fund on cocoa production in Subah and Pecalungan, Batang.

Land area has a positive and significant effect on cocoa production which is moderated by farming motivation in Subah and Pecalungan, Batang. The effect of land area on cocoa production partially was 29,190 after testing the moderating interaction, the effect of land area was further strengthened or increased to 0.4853 or 48.53% on cocoa production. This means that farming motivation is able to moderate the influence of land area on cocoa production in Subah and Pecalungan, Batang.

Farming experience has no significant effect on cocoa production which is moderated by motivation to farm in Subah and Pecalungan sub-districts, Batang district. The effect of farming experience on cocoa production is partially -97.569 after testing the moderating interaction the effect of farming experience is further weakened by farming motivation to -0.0151 or -1.51% so that it has a negative and insignificant effect on cocoa production in Subah and Pecalungan Districts, Batang District. This means that farming motivation is not able to moderate the effect of farming experience on cocoa production in Subah and Pecalungan, Batang.

The number of labours has a positive and significant effect on cocoa production which is moderated by motivation to farm in Subah and Pecalungan, Batang. The effect of the number of workers on cocoa production partially is 40,132 after testing the moderating interaction, the effect of the number of workers is strengthened or increased to 0.5177 or 51.77% on cocoa production. This means that farming motivation is able to moderate the effect of the number of workers on cocoa production in Subah and Pecalungan, Batang. This is in accordance with the theory put forward by Hasibuan (2005), increasing production is only made possible by an increase in efficiency (time, land area and labor) as well as work systems, production techniques and an increase in the skills of the workforce. Accompanied by farming motivation that can create work passion, so as to increase production. Meanwhile, the benefits derived from working with motivated people are: the work can be done correctly. This means that the work is completed according to the correct standard and within the

specified time scale. Something that is done because there is motivation will make people happy to do it. This happens because the work is really valuable for motivated people. Someone will work hard because of the urge to produce a target according to what they have set. This is also in accordance with the motivational goals stated by Dr. Suwatno (2001) includes increasing production, heightening a sense of responsibility towards their duties and increasing efficiency in the use of tools and raw materials (land area).

According to Muchdarsyah (2003), several factors that can affect production are farming skills and experience, capital and motivation. Farming fund and experience accompanied by farming motivation will lead to an impulse of will that affects the behavior of farmers to increase production. If farmers get motivated, it will lead to psychology to increase dedication and take advantage of their potential to increase production. Work motivation is something that plays an important role in increasing a production because people who have high work motivation will try with all their might so that their work can work well and form an increase in production (Hasibuan, 2007). The purpose of production activities is to maximize the amount of output with certain inputs. This is in accordance with the theory of Cobb Douglas (Gupta, 2016) which states that the factors that affect production include capitals (capital), labor (labor), resources (land area), skills (farming experience), technology (technology). accompanied by motivation to farm will increase production. This is also in accordance with the motivational goals stated by Suwatno (2001), among others, to increase production, enhance a sense of responsibility towards their duties and increase efficiency in the use of tools and land area.

According to Anoraga (2009) the factors that influence production include skills or experience, the ability to work together, the environment in which to grow crops, technological sophistication, the availability of adequate production factors, one of which is adequate land area accompanied by motivation to farm will lead to an impulse to desire which affect the behavior of farmers to increase production. If farmers get motivated, it will lead to psychology to increase dedication and take

advantage of their potential to increase production. This is in accordance with the opinion of Hasibuan (2016) which says that farming motivation is important because with this motivation it is expected that every individual or farmer will work hard and be enthusiastic to achieve maximum production. According to Sunyoto (2013), with motivation, it is hoped that every individual or farmer will work hard and enthusiastically to achieve maximum production. A person's behavior is influenced and stimulated by his wants, needs, goals and decisions.

Stimuli arise from oneself (internal) and from outside (external) the environment. This motivation can affect production so that if the motivation is high then production will also increase. Farming motivation is an important element for the continuity of agricultural activities, meaning that every farmer must have motivation. Farmers with good farming motivation will carry out agricultural activities as well as possible and mobilize all their abilities to complete their work. Low or poor farming motivation will harm the farmers themselves because with low farming motivation the achievement of goals or increasing production will be delayed. Therefore, good farming motivation is something important that must be owned by a farmer

CONCLUSION

Based on the results and discussion related to the research model that measures the magnitude of the influence of capital, land area, farming experience, number of workers and farming motivation on cocoa production, it can be concluded that:

Capital has a positive and significant effect on cocoa production in Subah and Pecalungan sub-districts, Batang district. This can be seen from the significance value $0.000 < 0.05$. The t value of the capital variable is $7.089 > t$ table 1.660. Judging from the results, the coefficient value is positive, namely 0.642 with a significance of 0.000 which means that fund has an effect on cocoa production in Subah and Pecalungan, Batang. If capital increases by 1%, cocoa production will increase by 0.642% in Subah and Pecalungan, Batang.

Land area has a positive and significant effect on cocoa production in Subah and Pecalungan, Batang. This can be seen from the significance value $0.000 < 0.05$. Judging from the t value of the land area variable, it is $16,522 > t$ table 1,660. Judging from the results of the path analysis test, it shows that the coefficient value is positive, namely 0.648 with a significance of 0.000, which means that land area affects cocoa production in Subah and Pecalungan, Batang. If the land area increases by 1%, then cocoa production will increase by 0.648% in Subah and Pecalungan, Batang.

Farming experience has no significant effect on cocoa production in Subah and Pecalungan, Batang. This can be seen from the significance value of $0.322 > 0.05$. This means that the third hypothesis is rejected. Seen from the partial t value is -1.083 with a coefficient value of -0.024 which means that farming experience has a negative influence on cocoa production. If farming experience increases by 1%, it will reduce cocoa production by 0.024% in Subah and Pecalungan, Batang.

The number of workers has a positive and significant effect on cocoa production in Subah and Pecalungan Districts, Batang District. This can be seen from the significance value of $0.002 < 0.05$. Judging from the t value of the variable the number of workers is $3.747 > t$ table 1.660. Judging from the positive coefficient value of 0.475 with a significance of 0.002 which means that the number of workers affects cocoa production in Subah and Pecalungan Districts, Batang District. If the number of workers increases by 1%, then cocoa production will increase by 0.475% in Subah and Pecalungan, Batang.

Farming motivation has a positive and significant effect on cocoa production in Subah and Pecalungan, Batang. This can be seen from the significance value $0.000 < 0.05$. Judging from the t value of farming motivation variable is $10,821 > t$ table 1,660. Judging from the results of the path analysis test, it shows that the coefficient value is positive, namely 0.645 with a significance of 0.000 which means that farming motivation has an effect on cocoa production in Subah and Pecalungan Districts, Batang District. If the motivation to farm

increases by 1%, then cocoa production will increase by 0.645% in Subah and Pecalungan, Batang.

Fund has a positive and significant effect on cocoa production which is moderated by motivation to farm in Subah and Pecalungan, Batang. The effect of capital on cocoa production partially is 7,646 after testing the moderating interaction, the effect of capital is strengthened or increased to 0.4976 or 49.76% on cocoa production in Subah and Pecalungan, Batang.

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The number of workers has a positive and significant effect on cocoa production which is moderated by farming motivation in Subah and Pecalungan sub-districts, Batang district. The effect of the number of workers on cocoa production partially is 40,132 after testing the moderating interaction, the effect of the number of workers is strengthened or increased to 0.5177 or 51.77% on cocoa production in Subah and Pecalungan, Batang.

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