

# Economic Growth, Increasing Farmer Institutional Productivity and Its Sustainability

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**Abstract.** Community empowerment is an effort that needs to be carried out on an ongoing basis so that community businesses can develop, so as to improve their welfare. The objectives of the research are (1) how is the institutional description of corn farmers in Tasiwalie Village (2) how is the productivity pattern of farmer groups (3) how is the economic growth effort of farmer groups (4) how is the effort to empower farmer groups (5) how is the pattern of farmer institutional performance, and (6) what is the model for the sustainability of the farmer's business. We used a qualitative research design through observation and in-depth interviews as well as documentation. The results show that the performance and sustainability of farmer institutions is supported by the skills of farmer resources, the use of technology and innovation, openness, cooperation with providers of farmers' needs, maintaining communication and maintaining consumers, and good administrative and financial governance and the role of the government in supporting and build farmer groups.

**Keywords:** Empowerment of Farmer Groups, Institutional Management, Productivity Improvement, economic growth

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Date of Submission: 12-11-2021

Date of Acceptance: 28-11-2021

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## I. Introduction

The Kedaireka program is very much in line with building optimism in the world of work that has various problems and needs, so that it can meet the world of higher education which has various solutions to solve problems and is also based on the Merdeka Campus concept which is a new program in the Higher Education learning system. With the new program, Merdeka Campus provides a form of flexible learning because it can create a learning culture that is no longer monotonous but is an innovative learning according to the needs of students and students because they can collaborate or collaborate with the industrial sector to create an opportunity to develop new technology in improve management, production and marketing governance with the hope that the two industries can compete both at domestic and global levels (Maching Fund, 2021). In line with the vision of the University of Bosowa Makassar, which is to give birth to a national figure who is entrepreneurial, IT-based and has a global perspective. Mission Organizing the Tri Dharma program for Higher Education based on Information Technology (IT), Developing Science, Technology and Arts (IPTEKS) that are beneficial to humanity, implementing cooperation with government agencies and the business world both domestically and abroad to develop the quality of human resources ( HR) who are smart, religious, entrepreneurial and have a global perspective. Hamali (2016), human resources is a strategic approach to the skills, motivation, development and management of labor organization. Furthermore, the government is also expected to encourage and educate farmers and provide assistance that can be directly felt by farmers. I Putu Ivan, Ni Nyoman Yuliarmi, (2019) stated that in order for farmers to get optimal results and be able to maintain their productivity, the government has the role of providing facilities and infrastructure, supervising the distribution of subsidized fertilizers according to the farmers' land area, supervising land management and cultivation techniques, forming groups and maintain the selling value of the harvest so that the purchase price is not cheap, including educating the public.

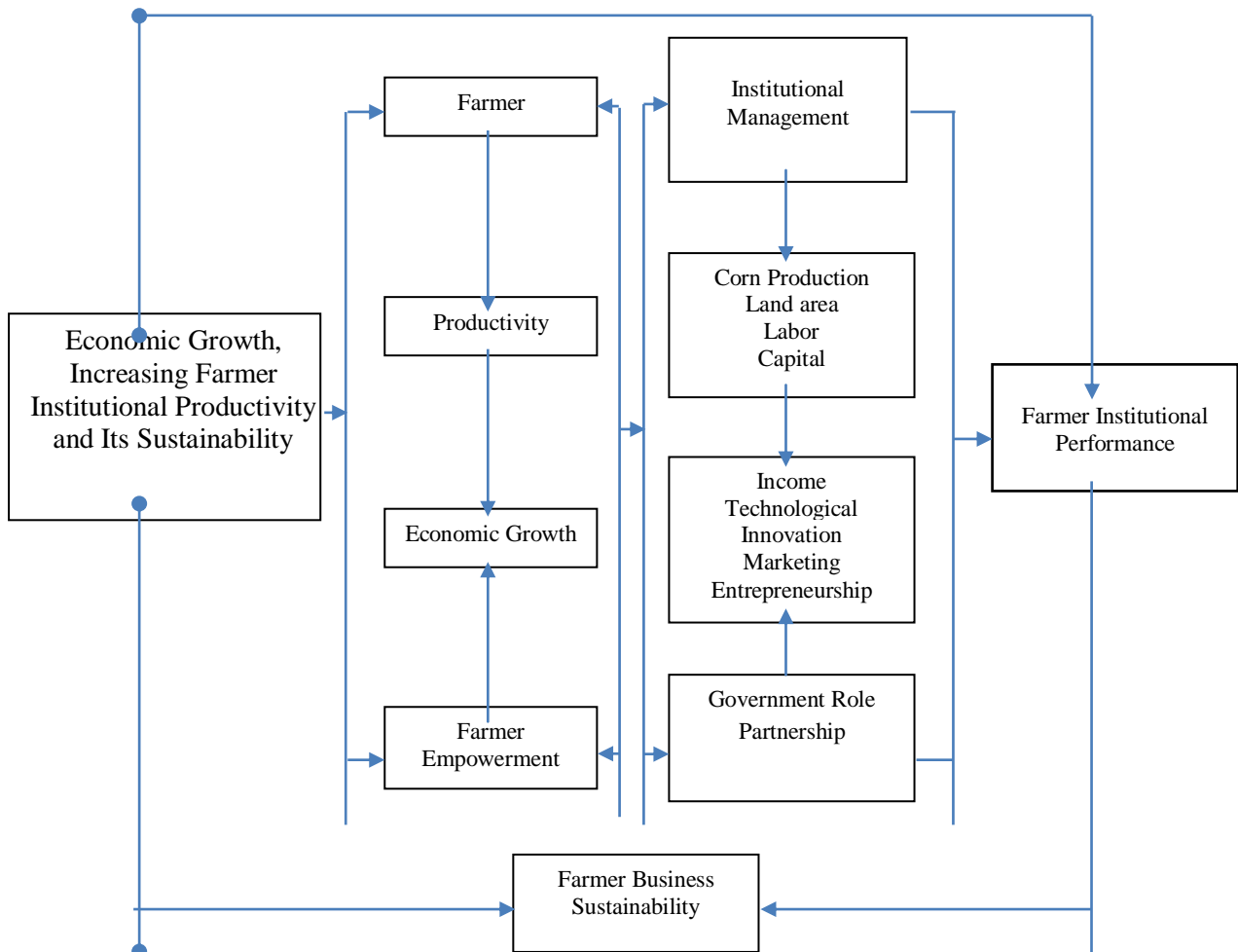
The Tokoreka program is very much in line with building optimism in the world of work that has various problems and needs, so that it can meet the world of higher education which has various solutions to solve problems and is also based on the Merdeka Campus concept which is a new program in the Higher Education learning system. With the new program, Merdeka Campus provides a form of flexible learning because it can create a learning culture that is no longer monotonous but is an innovative learning according to the needs of students and students because they can collaborate or collaborate with the industrial sector to create an opportunity to develop new technology in improve management, production and marketing governance with

the hope that the two industries can compete both at domestic and global levels (Maching Fund, 2021). In line with the vision of the University of Bosowa Makassar, which is to give birth to a national figure who is entrepreneurial, IT-based and has a global perspective. Mission Organizing the Tri Dharma College program based on Information Technology, Developing Science, Technology and Arts that are beneficial to humanity, carrying out collaboration with government agencies and the business world both domestically and abroad to develop the quality of human resources who are smart, religious, entrepreneurial and global perspective. Hamali (2016), human resources is a strategic approach to the skills, motivation, development and management of labor organization. Furthermore, the government is also expected to encourage and educate farmers and provide assistance that can be directly felt by farmers. I Putu Irvan, Ni Nyoman Yuliarmi, (2019) stated that in order for farmers to get optimal results and be able to maintain their productivity, the government has the role of providing facilities and infrastructure, supervising the distribution of subsidized fertilizers according to the farmers' land area, supervising land management and cultivation techniques, forming groups and maintain the selling value of the harvest so that the purchase price is not cheap, including educating the public.

## **II. Conceptual Framework**

The existence of farmer groups in Tasiwali Village, Suppa District, needs to be encouraged in a sustainable manner so that they are able to develop and manage their production. For that we need a novelty and innovation so that the business can develop. Johannessen, Olsen, and Lumpkin, (2011), the ability to innovate is the ability of members to generate creative ideas or ideas that are embodied in the form of innovation that is novelty. Thus, organizations are required to have good performance. Moehariono, (2012), Performance is a description of the level of achievement of the implementation of a program of activities or policies to realize the goals, objectives, vision and mission of the organization as outlined through strategic planning. To be able to increase farmers' income, farmer groups need to be empowered because farmer groups are the main development resource, for that it is necessary to provide learning, innovation and information and communication technology. Nia Desiana, Atik Aprianingsih (2017). Arinya that the economic development of the community is a process of continuous improvement as a whole towards a better life. Desy Gigih Pratiwi, et al. (2018) states that in order for the farmer empowerment program to run effectively and efficiently, it is necessary to design a new program model based on the right goals and objectives towards the rural Agribusiness Development (PUAD) program in solving farmers' problems. Eko Murdiyanto, Budiarto, Vandrias Dewantoro, (2020) explained that in order for farmer groups to improve their welfare, they are not only solid and independent in capital but also require cultivation techniques, post-harvest handling, distribution, institutions and various other forms of business, so support is needed. from stakeholders in this case organizational development and human resources. Nasikh., et.al., (2021), explains the need to maintain and increase the comparative advantage of agricultural production and expand agricultural activities, agricultural development is directed at increasing business efficiency, improving science, technology, and the quality of agricultural human resources so that food crops commodities In the midst of the Covid-19 pandemic, Indonesia continues to maintain food security. Thus, institutional development that has certain functions has certain and directed development goals and objectives, and in its implementation will involve interaction between the main sector and supporting sectors in the form of interconnection and interdependence that is more intensive and responsive, thus providing a more impactful development multiplier. area for the growth of the region whose benefits are felt for the economic and social welfare in general as well.

Thus, Tasiwalie Village has a lot of potential that can be developed, such as a plantation business because the potential for developing a business is quite a lot. In Tasiwalie Village, Suppa Subdistrict, Pinrang Regency, there is a farmer group that manages corn crops which are quite large  $\pm$  60 ha owned by the Samaturue farmer group and produce 4-7 tons of corn in one hectare. Corn production potential can still be increased if handled properly and can be obtained 7-9 tons per hectare.



**Figure 1.** Research Framework for Farmer Business Performance and Sustainability. Source: Author's Elaboration.

### III. Methods

The participants in this study were the farmer group "Samaturue" who were members of the corn farmer group in Tasiwalie Village, Suppa District, Pinrang Regency, South Sulawesi. This research was conducted in August – December 2021. This research method uses a qualitative approach (postpositivism), interpretive method because the research data is more related to the interpretation of the data found in the field, Sugiyono (2012). The subjects in this study were administrators and members of farmer groups and village heads. Data collection methods were obtained through observation, in-depth interviews and Focus Group Discussion (FGD). Data analysis used the model of Miles and Huberman (1984), namely data reduction, display and conclusion or verification.

#### 3.1. Research Design

This qualitative research was conducted in stages which include (i) a description of the research design (ii) a literature review (iii) the instruments used (iv) data collection (v) the validity of the data. At the research description stage, researchers identify farmer groups in this case farmer institutions that need to be supported by increasing business productivity, coaching, business assistance, technological innovation, administrative and financial governance, capital, marketing of business products. The assumption here is how the role of government, stakeholders and partnerships will support increasing institutional and business productivity for economic growth in Tasiwalie Village, Suppa District, Pinrang Regency. In addition, when entering the research area, researchers first establish communication with the local government and farmer groups. The aim is to improve the relationship between the researcher and the subject under study, so that the follow-up process goes well.

### 3.2. Study Area

This research was conducted in Tasiwalie Village, Suppa District, Pinrang Regency through the farmer group "Samaturue". The selection of the farmer groups was based on the considerations (1) farmer institutions need better management governance (2) farmer institutions require guidance and development in technology, marketing, financial aspects, and (3) farmer groups require added value development from corn production business.

### 3.3. Data Collection

In this study, data were obtained through field observations, Focus Group Discussions, in-depth interviews and documentation. The participants in this study were the farmer group "Samaturue" who were members of the corn farmer group in Tasiwalie Village, Suppa District, Pinrang Regency, South Sulawesi. This research was carried out in August – December 2021. Observations were made to see the characteristics and potential of farmer institutions and farmer group behavior both individually and in groups and to note important things to support the coaching process. From these findings will be described and interpreted events that occur in the field by using reference theory as a follow-up.

### 3.4. Deep interview

In this study, the main subjects in in-depth interviews were farmer groups and village government which aimed to build an understanding of the institutional reality of farmer groups. Interviews using a tape recorder and interview guides are equipped with notes to trace data on activities carried out so far related to institutional management, corn cultivation, technology utilization, including the role of the government so far.

### 3.5. Documentation

Documentation is secondary data collected by researchers in completing the research results. The data in question is Suppa District in Figures 2021 as well as farmer institutional profiles and other documents related to farmer institutional development, the data is in the category of secondary data.

### 3.6. Research Instruments

The qualitative approach in the study was carried out with the researcher acting as the main instrument in determining the focus of the research, the aim was to understand the situation and institutional conditions of farmers in Tasiwalie Village in the sense that data collection was then assessed, interpreted and concluded. Thus, the researcher adapts to the institutional conditions that have developed so far. In this case, the triangulation method is carried out by combining observations, in-depth interviews and documentation which are used as data sources to be understood and interpreted. This research method uses a qualitative approach (postpositivism), interpretive method because the research data is more related to the interpretation of the data found in the field, Sugiyono (2012). The subjects in this study were administrators and members of farmer groups and village heads. Data collection methods were obtained through observation, in-depth interviews and Focus Group Discussion (FGD). Data analysis used the model of Miles and Huberman (1984), namely data reduction, display and drawing conclusions or verification.

## **IV. Results**

Tasiwalie Village has a population of 2,832 people, consisting of 688 families spread over 3 hamlets, namely: Dusun Kae'e consisting of 158 families, 568 people, consisting of 321 male heads, 237 female residents, 181 houses. and the dasmawisma group consisted of 8 groups. Dusun Sabamparu which consists of 212 families, 952 people, consisting of 520 men, 432 women, 220 houses and the dasa wisma group consists of 11 groups. Dusun Parengki consists of 318 families, 1,312 people, consisting of 442 men, 670 women, 290 houses and the dasa wisma group consists of 16 groups. (BPS, 2020)

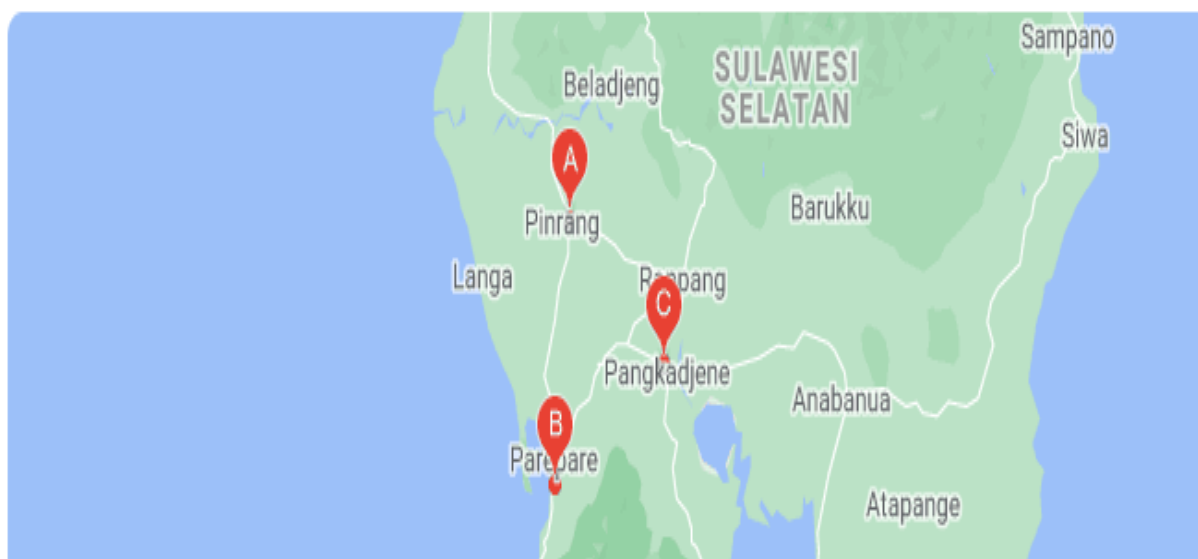


Figure 2: Map of Pinrang Regency, 2021

The research framework and indicators used to answer the existence of farmer group institutions that have developed so far are presented in table 1.

Table 1. Indicator of Variables

Variables	Indicators
Farmer	Institutional Management
Productivity	Corn Production, Land area, Labor, Capital
Economic Growth	Income, Technological, Innovation, Marketing, Entrepreneurship
Farmer Empowerment	Government Role Partnership
Farmer Institutional Performance	skilled resources, market access
Sustainability	Transparancy, Relationship with Suppliers, Customers

Source: Author's Identification

Table 1 shows the institutional variables and indicators of farmer groups in Tasiwalie Village, in this case farmers' institutional variables, productivity variables, economic growth variables, institutional empowerment variables, institutional performance, and sustainability. The researcher provides an overview of in-depth interviews comparing the process of shifting from substance that has occurred so far to the process of rationalizing actions related to farmer institutions described in Table 2 below.

Table 2. Comparison of the Shift Process to the Action Rationalization Process

NO	Description	Rationalization Process		Action Rationalization	
		Kecil	Sedang	Kecil	Sedang
1.	Farmer Institutions (administrative governance, finance)	Low	Low	Top	Top
2.	Productivity (corn production, land area, human resources, capital)	Medium	Low	Top	Top
3.	Economic Growth (income, technology, innovation, marketing, entrepreneurship)	Low	Low	Top	Top
5.	Farmer Group Empowerment (government policy, partnership)	Moderate	Moderate	Top	Top
6.	Institutional Performance (skilled resources, market access)	Low	Low	Top	Top
7.	Sustainability (Transparancy, Relationship with Suppliers, Customers)	Low	Low	Top	Top

Source: Researcher Interview Results

Table 2 provides an overview of the comparison of the process of shifting from substance that has occurred so far with the process of rationalizing action. First, farmer institutions in Tasiwalie Village have a relatively low impact on the transformation of administrative governance and financial governance. This

condition is influenced by education level, age and experience. Measures up in relation to actions provide an understanding of how to manage good institutional administration and provide training on how to create or record cash flows in and out using accounting standards. Livia Bizikova, et, all. (2020) support for farmers is needed to obtain benefits, namely increasing the skills and resource capacity of farmers who are marginalized due to poor education, land access, social status, and market accessibility.

Institutional farmers with indicators of farmer institutional management, administrative governance, bookkeeping with accounting standards. From the results of in-depth interviews with the head of the farmer group H. Hamsi stated that so far the farmer institutions in their existence have only run as they are, meaning that they only form groups that are members of one organizational structure, but members do not yet understand their roles and functions, do not understand administrative governance and bookkeeping. Soruma Gerbi, Berhanu Megerssa (2020) explained that the provision of special training, credit services, and farmer response training is the support that needs to be done in supporting farmer institutions. La Sinaini (2018) states that the establishment of agribusiness cooperative institutions at the sub-district and village levels can accommodate the provision of production facilities, corn farming activities, processing and marketing as well as corn cultivation. Tingting Liu. at.all. 2018. The importance of adopting best management practices in the management of agricultural institutions. Thus, farmer institutions, if encouraged continuously, will have high productivity because the resources they have already have the skills.

Second, productivity impacts on corn production, land area, human resources, and capital are still relatively moderate and low. This condition is influenced by the low knowledge of human resources and limited capital. The size up is related to optimal coaching to increase productivity. The head of the farmer group and members stated that farmers' income has been sourced from the land area they have, but access to capital has experienced difficulties and guidance has not been optimal, to increase farmer productivity it needs to be encouraged, so that farmers have additional income. Budi Arif Nugroho (2015) explained that it is necessary to understand farmers about the production function and efficiency of corn farming so that farming growth can increase. Deo Leko Pudaka, Rusdarti, P. Eko Prasetyo (2018) stated that land area, seeds, pesticides, and labor are factors that affect farm productivity. Jules Pretty. Et.all. 2020 states that in addition to support, national and regional policies, it is necessary to increase the productivity of agricultural and land management systems for the restructuring and growth of rural social capital in certain areas. Heni Sulistyyawati, at.,all. (2021). Short marketing channels determine good results for corn farmers and the active role of the government so that farmers have access to marketing and capital strengthening in increasing corn farmer productivity. Haeruddin Saleh, et.all, (2018). Agricultural productivity in agropolitan areas has experienced growth is determined by infrastructure, human resources, institutional and resource potentials and government policies, Tibertius Nempung, (2013) states that efforts to increase farm productivity require a strong work culture and the ability of farmers' resources to work.

Third, economic growth has an impact on income levels, mastery of technology and innovation is still relatively low. This condition is influenced by the knowledge that farmer groups do not understand the added value of the economy because so far they have only relied on corn harvests to sell directly, either in the form of easy age or in dry form. The size up is related to the use of technology and innovation, namely part of the corn kernels are processed into flour to be processed into cakes or fodder, so that farmers have additional income besides being sold in the form of seeds. Ikawati Karima, et.al. (2021) stated that social capital, supply chain, and competitive advantage are factors that can increase the income of corn farmers. Suprih Sudrajat, (2020) explained that the management of farming systems, agricultural extension workers and carrying out perfect soil management as recommended will affect production and profit efficiency for farmer institutional management.

Fourth, the empowerment of farmer groups has a relatively moderate impact on village government policies and partnerships. The size up is related to the government's role in encouraging, fostering and monitoring farmer activities as well as farmer groups always establishing partnerships. Bill Vorley (2002). Successful policies for better natural resource management, increased productivity, increased value added, improved technology, improved market access have been achieved through processes that strengthen the bargaining position of farmers with global or national agribusiness, and/or with local and central governments. There are four final recommendations as prerequisites for a coherent policy, namely: (1) negotiate agreement on the functions and objectives of small-scale and family-based agriculture; (2) creating the right environment for farmer organizations and new social movements to become partners in decentralization; (3) agree on the role of NGOs, community groups and the public sector; (4) creating the right environment for fair trade between smallholders and agribusinesses, towards democratic control over markets. On the other hand, private policy can encourage large private sector actors to actively support national agricultural and rural development policies. State and civil society pressure on the private sector, especially large retailers and processors, will be key to effectively engaging companies to assist developing countries to meet their goals of sustainable rural development. Nia Desiana; Atik Aprianingsih (2017) explains that empowering farmers in increasing income is to provide learning and technological innovation as well as information and communication technology.

Fifth, the performance of farmer institutions that have an impact on improving the skills of farmers' resources and wider market access is still relatively low. The size up is related to the improvement of farmers' skills in managing their business and market expansion. Amam, et.al. (2020) stated that economic and social resources are factors that can improve the performance of farmer institutions. Frederick O. Wanyama (2015) as an organization based on values and principles, a cooperative company is basically a sustainable company and a participatory form of business. They place an emphasis on job security and improving working conditions, paying competitive wages, promoting additional income through revenue sharing and dividend distribution, and supporting community facilities and services such as health clinics and schools. Cooperatives foster democratic knowledge and practice and social inclusion. They also have demonstrated resilience in the face of economic and financial crises. Finally, cooperatives also contribute to the creation of an enabling global environment for sustainable development by closing the trade gap between developed and developing countries; stabilize the financial system during the crisis; and provides the basis for worldwide financial deepening. Sustainability is recognized as one of the five pillars of the International Cooperative Alliance Blueprint (ICA) for the Cooperative Decade, which aims to position cooperatives as a builder of economic, social and environmental sustainability by 2020.

Sixth, the sustainability of farmers' businesses has an impact on openness, relationships with suppliers, relationships with customers are still relatively low. The size up is related to the open mindset of farmer groups by increasing access to information that can support business sustainability, including maintaining good relations with suppliers of farmers' needs and always building communication and nurturing consumers. The business sustainability produced by these farmer groups has the prospect of being developed in a sustainable manner. Sally. et.al. (2020) mentions that optimization through training, advocacy, group meetings, technology adoption, and comparative studies are factors that support farmer institutions and their sustainability. Retno Setijowati, (2017) states that the sustainability of agricultural agribusiness microfinance institutions is credit loans, monitoring and assistance. Jyothi, K.C, (2014) stated that promoting agricultural production and agricultural marketing is the goal of sustainable agriculture.

## V. Conclusion

The maching fun program is very helpful for the community, in this case partners, in managing their activities because in addition to direct practice in the field, they are also given education by experts and lecturers according to their fields of knowledge. In addition, students have insight and experience because they are directly involved in the community and clearly see the situation in the field. With this new program, Merdeka Campus provides a form of flexible learning because it can create a learning culture that is no longer monotonous but is an innovative learning according to the needs of students and students because they can collaborate or collaborate with the community. Farmer groups benefit because their insight is helped to create an opportunity to develop new technology in improving management, production and marketing governance in the hope of being able to compete both at domestic and global levels and demonstrate the performance and sustainability of farmers' businesses through institutions.

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