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Partnership model in improving the welfare of corn farmers in Indonesia

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Abstract: Indonesia is known as an agricultural country with the majority of its population working in the agricultural sector, but the welfare of farmers is still far from expectations. One of the ways to improve the welfare of farmers is through the concept of agribusiness partnerships. The pattern of cooperation in the form of agribusiness partnerships is very important as an alternative program to increase people's income. The writing method used a qualitative research which is a literature study by examining the partnership model in an effort to improve the welfare of corn farmers in Indonesia. The results of this study showed that the nucleus-plasma partnership model with private companies is widely applied in Indonesia. Focus on mutually beneficial and strengthening partnerships, providers of production facilities, technical guidance and marketing of products, as well as production of plasma smallholders by core companies with the aim of increasing income. The existence of a source of income and an increase in farmers' finances will have a positive correlation with increasing farmers' welfare.

Keywords: partnership model, farmer welfare, corn farmers, nucleus-plasma pattern

1. Introduction

Indonesia is known as an agricultural country with the majority of the population working in the agricultural sector. The results of a survey conducted by the Central Statistics Agency (BPS) in 2020 recorded as many as 88.57% of informal workers in the agricultural sector in Indonesia (BPS, 2021). The agricultural sector has an important role as the main source of income for farming communities. This is because in general, farmers produce agricultural products to meet their daily needs (Phahlevi, 2007 in Rifai et al., 2020).

The income of farmers in Indonesia is currently relatively low so that it affects the welfare of farmers. This is indicated by the results of the BPS survey, which recorded that 49.41% of poor households depended on their livelihood or the main source of livelihood from the agricultural sector (BPS, 2021). According to Hernanto, the amount of income that will be obtained from a farming activity depends on several influencing factors such as land area, production level, entrepreneur identity, planting, and efficient use of labor (Hernanto, 1991).

Corn is one of the main commodities of food crops, which has a strategic role in agricultural development and the national economy. This commodity has a multipurpose function, namely the staple food after rice, the main raw material for the feed industry, and the food industry. Almost all parts of the corn plant have potential economic value and allow it to increase farmers' income (Cristoporus & Sulaeman, 2009).

Corn production in Indonesia is still relatively low and has not been able to meet consumer needs which tend to continue to increase. Corn production has not been able to keep pace with the demand driven by the development of the feed and food industry (Herry Setyawan et al., 2019). The low corn production is caused by various factors, including lack of farming technology, lack of readiness and skills of corn farmers, inadequate provision of production facilities and lack of capital for the production process to marketing the results (Budiman & Samani, 2021).

Attention to improving the welfare of corn farmers is considered very important in an effort to improve economic development in Indonesia. One of the indicators/measurements used to assess the level of farmers' welfare is the Farmer's Exchange Rate (NTP) by measuring the amount of income and its balance with expenditure. If the income of farmers is greater, the welfare of farmers will also increase. In order for the welfare of farmers to be better they need to earn more income. In carrying out farming activities, farmers hope to increase their income so that their daily needs can be met (Soekartawi, 2007).

One of the ways to improve the welfare of corn farmers is the agribusiness partnership concept. The application of the agribusiness partnership pattern aims to encourage and guide farmers to be able to cooperate in the economic field in groups that can increase the amount of income. One of the patterns of partnership can be seen is the nucleus-plasma pattern with the company as the nucleus while the farmers are the plasma. The company fosters and develops small businesses that become its plasma in providing land, providing production facilities, providing technical guidance on business and production management, acquiring, mastering and improving technology needed to increase business efficiency and productivity (Pennatasai, 2003).

Based on this background, it is necessary to conduct further studies and analysis of the problems that occur with the title: Partnership Model in Improving the Welfare of Corn Farmers in Indonesia (Daroini & Talhah, 2019).

2. Methodology

The research method used is a qualitative research that is library research which uses books and other literatures as the main object (Hadi, 2000); (Bito et al., 2021). The type of research used is qualitative, namely research that produces information in the form of notes and descriptive data contained in the text under study (Mantra, 2007). The data used in this research is secondary data. Secondary data was obtained from the relevant agency, namely the Central Statistics Agency in 2021. In this study, data analysis techniques were used in the form of content analysis. Content analysis is a scientific analysis of the message content of a data (Muhadjir, 2000).

3. Research Results

Implementation of the partnership of PT. Advanta Seed Indonesia with sweet corn farmers in Panti District, Jember Regency has an average income of sweet corn seed farmers and the use of sweet corn seed farming costs is efficient. Based on calculations through analysis of sweet corn farming income, the results were Rp. 8,890,029.50/ha. The average revenue (TR) obtained by farmers in sweet corn farming in 2013 was IDR 18,508,134.23/ha. The R/C ratio value of 2.16 indicates that every one rupiah spent by farmers will provide an additional profit of Rp. 1.16 (Januar & Kuntadi, n.d.).

Research conducted by Hafid & Nangameka (2019) supports partnerships as an alternative to improving community welfare with the maize seedling partnership pattern of PT Bisi Internasional Tbk with farmers for corn farming in Bondowoso Regency there is an increase in the average profit for farmers of Rp. 2,662,775 per ha with analysis of the R/C ratio of 1.6 (Hafid & Nangameka, 2019; Hastuti & Setyawan, 2021).

Dermawan showed the results of research on the role of field officer PT Vasham Kosa Sejahtera in a partnership program with corn farmers in Ketapang District, South Lampung Regency, the average productivity of corn farming and corn farming income of partner farmers was higher than non-partners, namely 6,684.66 kg/ ha/season with 6,043.66 kg/ha/season (Dermawan et al., 2020).

Hamyana et al., showed that the results of the research on the impact of the partnership program on the feasibility of farming and the income of maize farmers in Sumberpucung District, East Java, showed that the income of maize farmers with the partnership pattern with PT Sygenta was Rp. 18,543,000/ha, while the non-partnership was only Rp. 10,970,000/ha. or lower IDR 753,000/ha (Hamyana et al., 2021).

Jakvar and Vebriyanto in 2021 showed that the results of research on the existence of partnerships were very beneficial for Madura Corn 3 farmers in the form of market guarantees, namely the price received by farmers was the purchase price of corn complete with corn cobs of Rp. 2500/kg at the time of the study. Madura 3 maize income is 27.45% higher than other hybrid maize farmers and 237.63% higher than local maize farmers' income ((Jakfar & Vibriyanto, 2021; Setyawan, 2015).

The results of the exchange rate index survey of food crop farmers by BPS in 2019, 2020 and 2021 are presented in table 1 below:

No	INDEKS NTPP	2019	2020	2021
	PRICE INDEX FARMER RECEIVED			
a.	Palawija	106.29	107.43	110.23
	PRICE INDEX FARMER RECEIVED		PRICE INDEX FARMER RECEIVED	
1.	**Household Consumption Index**	103.24	106.03	108.06
	Food, Drinks And Tobacco	103.03	106.57	109.15
	Clothing And Footwear	105.14	108.23	110.83
	Housing, Water, Electricity And Other Fuels	101.68	102.62	103.66
	Fixtures, Equipment And Routine Household Maintenance	104.42	107.05	109.01
	Health	105.27	107.57	109.18
	Transportation	103.19	104.06	104.76
	Information, Communication, and Financial Services	102.65	103.65	104.05
	Recreation, Sports and Culture	105.10	107.53	108.97

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	Education	102.30	103.22	103.35
	Food and Beverage/Restaurant Provision	104.14	106.29	107.7
	Personal Care And Other Services	104.81	108.53	110.49
2.	**Index BPPBM**	103.07	105.17	107.47
	Seeds	101.37	102.9	104.58
	Fertilizer and Pesticide	101.76	103.2	106.64
	Rent and Other Expenses	102.77	104.56	105.97
	Transportation And Communication	103.32	104.79	105.84
	Capital goods	102.85	105	106.62
	Labor Wages	104.26	106.84	109.45
	EXCHANGE RATE OF FOOD CROPS FARMERS	101.72	101.43	97.75

The exchange rate of food crop farmers as shown in table 1. in 2019, 2020 and 2021 decreased by 101.72, 101.43, and 97.75. This value provides an understanding of deficit farmers. In 2019 and 2020, the NTP value > 100, it means that farmers have a surplus, the price of production increases more than their consumption. Meanwhile, in 2021, NTP < 100, it means that farmers have a deficit.

An important element that is used as an indicator of farmer welfare is the amount of income and its balance with expenditure (Alias et al., 2020; Hanafiah, 2005; Karyoto et al., 2020). One of the measuring tools used is the farmer's exchange rate (NTP). The calculation of NTP is obtained from the comparison of the price index received by farmers to the price index paid by farmers. Farmer's exchange rate describes the level of exchange power or purchasing power of farmers against products purchased or paid for by farmers which includes consumption and purchased production inputs. The higher the farmer's exchange rate, the better the purchasing power of the farmers towards these consumption products and production inputs, and means that they are relatively more prosperous (Rachmat, 2013; Sari & Setiawan, 2021; Silitonga, 1995; Sumodiningrat, 2001; Tambunan, 2003).

Conceptually, the direction of NTP increases or decreases, is the resultant of the direction of each of its constituent components, namely the revenue component which has a positive direction on the welfare of farmers and the payment component which has a negative direction on welfare. If the revenue component rate is higher than the payment rate, the farmer's exchange rate will increase, and vice versa. The movement up or down FTT illustrates the rise and fall of the level of farmer welfare (Rachmat, 2000).

An increase in welfare is identical to an increase in income to increase consumption needs. Welfare improvement is pursued through efforts to increase income. The magnitude of this income level will affect the structure and pattern of household consumption. One of the efforts that can be done in order to improve the purchasing power of farmers is the application of subsidies that can reduce the level of household expenditure, through the provision of direct assistance, selling price subsidies and other relief (Pangan, 2015).

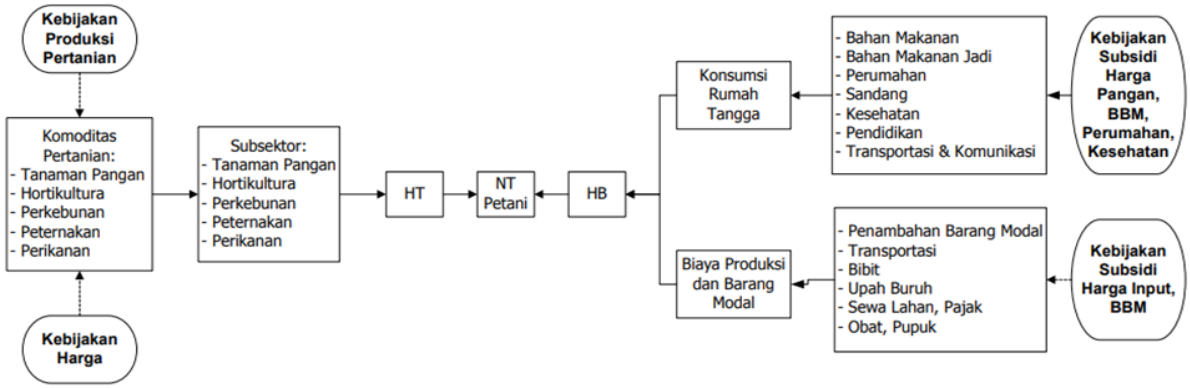

Figure 1. Policy schemes that affect NTP (Rusono, 2020)

Corn is one of the main secondary crops in Indonesia with a relatively wide use, especially for human consumption and animal feed needs. Corn is also a commodity that is in demand in the world market. According to Intan & Said (2004) the agribusiness system consists of the procurement and distribution subsystem of production facilities, primary production subsystem, processing subsystem, marketing subsystem and supporting institutions. In general, the corn agribusiness system implemented by farmers includes: 1) the subsystem for the procurement and distribution of agricultural production facilities, 2) the production subsystem in farming, 3) the harvest processing subsystem, 4) the marketing subsystem for the produce, 5) supporting institutions.

The problems in an effort to increase corn production are summarized from (Suryana et al., 2019) and (Hadijah, 2010), among others: 1) the reduction of technical irrigated rice fields and other agricultural land, especially in Java, 2) increasingly fierce competition in the use of water between the agricultural sector with other sectors that cause the availability of irrigation water to decrease, 3) the high price of high quality seeds, fertilizers and pesticides, 4) the scarcity of productive labor in the agricultural sector due to job opportunities in the non-agricultural sector with higher wages, so that wages in rural areas increase.

Agribusiness partnership is a modernization potential for the agricultural sector that offers many advantages in contributing to sustainable agricultural development, in which smallholders are heavily involved (Budiman & Samani, 2021; Harianto et al., 2020; Rankin et al., 2016). Partnerships are formed based on collective action thinking to fulfill economic functions related to agribusiness production, processing and marketing, as well as non-profit functions, such as capacity building, education, and advocacy. The potential of the partnership is not only limited to financial support. Improving the position of farmers towards the market is also relevant, for example in building direct connections to buyers at large. Partnership activities among developing countries in general have the aim of stabilizing production standardization, improving

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rural livelihoods, and building the capacity of small farmers (Bitzer et al., 2013; Setyawan & Nawangsari, 2021).

The nucleus-plasma agribusiness partnership pattern in Indonesia is built on the large gap in capital, technology, efficiency, and information systems controlled by plasma farmers as suppliers. This pattern is a relationship between farmers, farmer groups, or partner groups as plasma with the core company that has business partners. The core company provides land, production facilities, technical guidance, management, accommodates and processes, and markets the products. The partner group is tasked with meeting the needs of the core company in accordance with the agreed requirements (Sumardjo & Darmono, 2004). Plasma farmers are generally categorized as poor farmers, lack of technology, powerless in the field of capital and organization, and do not yet have a strong farmer organization. Therefore, plasma farmers need to be organized to participate in the partnership program. The opposite understanding is that the core company has good and modern management and organization and controls various access to capital, technology, and information, so companies need to be embraced to help farmers

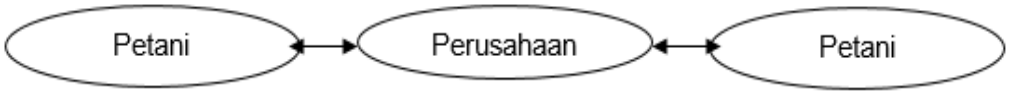

Figure 2. Schematic of the Core-Plasma Pattern (Sumardjo & Darmono, 2004; Sumardjoko, 2010)

The nucleus-plasma partnership approach needs to be developed further, not only making plasma smallholders dependent on all subsystems of the core company, but also developing independent, productive, and quality plasma smallholders (Soeprajitno et al., 2019b, 2019a; Zakaria, 2015). Through a partnership system, it can overcome the problem of lack of market information and risk, can be a solution to overcome product price risk, can increase farmers' income as indicated by high productivity, and have an effect on reducing price risk and production risk (Manalu & Tarigan, 2018; Saptaria & Setyawan, 2021).

5. Conclusion

The partnership model between corn farmers and private companies shows mutually beneficial and mutually reinforcing results, providers of production facilities, technical guidance and marketing of products, and production of plasma farmers by core companies with the aim of increasing partner income. The existence of a source of income and an increase in farmers' finances will be positively correlated to an increase in farmer welfare as indicated by an increase in the value of NTP.

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