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The Influence of Entrepreneurial Spirit towards Farm Performance of Fish Cultivation Nile Tilapia, Sleman Regency, Indonesia

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Abstract: Farmers' entrepreneurship is very important as a new approach to improving farm performance is based, among others, on entrepreneurial characteristics. Entrepreneurship is the ability to create and provide value-added products. Fisheries are increasingly in demand because people are becoming aware of the many benefits of fish, especially for health. The objective of this research was to determine the performance of fish cultivation in Nile Tilapia farming. The research location is determined purposively and the total sample is 150 respondents. This methods of data analysis is using analysis of SEM (Structural Equation Modeling). The results showed that Entrepreneurial spirit influences farm performance, so it can develop a tilapia cultivation business as well as income, profits, business feasibility. Members of tilapia aquaculture groups on average have high income and profits, so this business is worthy of the effort.

Keywords: Entrepreneurial Spirit, Farm Performance, Fish Cultivation, Structural Equation Modeling

1. Introduction

Fisheries are increasingly in demand because people are starting to realize the many benefits of fish, especially for health. The fisheries sector has enormous business opportunities, ranging from hatcheries, aquaculture, to post-harvest. This is because the fisheries sector is renewable, so if it can manage it well, it can get good profits as well. Fishery business is also quick to produce, meaning that the market demand for fish and other related matters is always high, ranging from fish products, cultivation processes (training and tourism), processed fish products, and fishing equipment such as aquariums, nets, and so on. One of the successes of aquaculture development can be seen through the growth of aquaculture business areas that are able to implement a competitive and sustainable business system, and are inseparable from the support of various parties.

Yogyakarta Special Region Province has four districts and one city. Fisheries data in 2014 recorded that fishery production reached 67,687.5 tons or increased by 12.39 percent compared to 2013 recorded at 60,226.6 tons. About 95.98 percent of total fishery production is the result of inland aquaculture and the remaining 4.02 percent is the result of marine fisheries (BPS, 2014). The largest production of inland fisheries comes from aquaculture in ponds which reached 62,238.32 tons (95.80 percent). The value of fisheries production was Rp.1,238.91 billion, or an increase of 53.58 percent compared to the previous year which was Rp. 806.7 billion (BPS, 2014).

During the period of 2010-2015, the availability of fish in Sleman Regency has increased. The availability of fish in 2010 was 26.73 kg / capita / year and the number continues to increase every year. The availability of fish in Sleman Regency in 2015 became 31.24 kg / capita / year, with an average growth of 3.17 kg / capita / year. In the same period, consumption of fish production in Sleman Regency also increased. In 2010 the production of consumption fish was

14,574,680 tons with an area of 629.13 ha of ponds, and in 2015 the number of consumption fish production was recorded at 36,627.00 tons with a pond area of 960.2 ha. The average increase is 16.67% annually for consumption fish production and pond area.

The entrepreneurial spirit is predicted to be able to improve farm performance among community members in an institution. With an attitude of trust, networking, norms, education, mutual cooperation, and high kinship can create a distinctive image which certainly affects the results of the business that is run by the group (beginner, intermediate, primary). A good business if a fishery business is well managed and in accordance with the principles and based on an entrepreneurial spirit will provide optimal economic results, so as to improve the performance of community farming. Actually performance (performance) has a broader meaning, not only the results of work, but including ongoing work processes. Performance is the result of work that has a strong relationship with the organization's strategic objectives, customer satisfaction, and contributes to the economy (Armstrong and Baron in Sapar, 2011). The performance in question is the performance of the farm that is income, profits, and business feasibility.

The failure and success of farming is influenced by how much the farmer's ability to manage and create the controlled factors of production into an effort that brings profit and business sustainability. That ability is what came to be called an entrepreneurial ability. Hisrich and Peters (1992) define entrepreneurship as a dynamic process and is always influenced by environmental factors. Priyanto (2008) states that farmer entrepreneurship needs to be continuously developed to deal with the pressure of a market environment that is not conducive. In this study the commodity chosen for research was tilapia. As the number of pokdakan increased, aquaculture and seed fisheries production also increased. Improving the performance of fisheries groups requires the institutional role of farmer groups both beginner, intermediate, and primary. For this reason, a study entitled "The Effect of Entrepreneurial Soul on Tilapia Farming Performance in Sleman Regency".

2. Research Methods

The method *mixed methods*, those were a research approach that combines or associate qualitative and quantitative forms, has been used in this research. This study was a research which combining two forms of research that had been existed, those were qualitative research and quantitative research (Creswell, 2015).

The research was conducted in Sleman Regency which was the center of freshwater fish production. Ngemplak and Cangkringan sub-districts selection based on group rank (beginner, intermediate, primary) were selected purposively. The study was conducted from July to December 2016.

The respondent of farmer group was determined by a purposive method that was determining the respondent according to the purpose of research, (Sugiyono, 2012) that was farmer group of fish farmer based on beginner, intermediate, primary class classification from a total of 150 people.

Data Analysis used in this research was to know the influence of institutional, social capital, and entrepreneurship to farming performance which used two approaches that are qualitative and quantitative analysis. Qualitative descriptive used quantitative tools help the score. Scoring by using Likert Scale with Likert scale 5 (five) scores of penelian those were 1 = strongly disagree, 2 = disagree, 3 = neutral, 4 = agree, 5 = strongly agree. The model used in this research was the causality or causality model in the form of structural equation (Structural Equation Model/SEM). Data processing to find SEM equations were using AMOS 16 software.

3. Results and Discussion

A good business if a fishery business is well managed and in accordance with the principles and based on an entrepreneurial spirit will provide optimal economic results, so as to improve the

performance of community farming. Entrepreneurial spirit has a positive effect on farm performance. High entrepreneurial spirit will have an impact on the high performance of farming. The entrepreneurial spirit is predicted to be able to improve farm performance among community members in an institution. Trust, networks, norms, education, mutual cooperation, and high kinship are able to create their own image which naturally influences the results of the business that the group is running (beginner, intermediate, primary). Performance has a broader meaning, not only the results of work, but includes ongoing work processes. Performance is the result of work that has a strong relationship with the organization's strategic objectives, customer satisfaction, and contributes to the economy (Armstrong and Baron, 1998). Hypothesis testing between the influence of the entrepreneurial spirit on farm performance is presented in Figure 1.

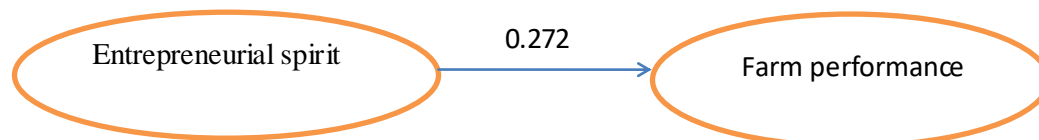


Figure 1. Effect of Entrepreneurial Spirit on Farming Performance

The influence between the spirit of entrepreneurship with farm performance is 0.272 with a p-value of 0.013 and alpha of 0.05. Because the p-value < alpha (0.05) indicates that the effect of entrepreneurial spirit is significant on Farm Performance so that H_a is accepted. The coefficient marked positive indicates a direct relationship. This means that the higher the value of entrepreneurial spirit, the higher the value of farm performance.

This finding is in line with Daryanto's (2009) research that farmer entrepreneurship has a positive effect on farm performance and has an important role in mediating the influence of individual and environmental factors on farm performance. These results provide evidence of the idea that farmer entrepreneurship is something that can be grown and can be considered to be a new approach in improving farm performance. Darmadji (2012) that farmer entrepreneurship in addition to influencing farm performance improvement also affects management capacity and biological technical processes. But in terms of its contribution, the entrepreneurship of chilli farmers gives the biggest contribution to the performance of farming. In contrast, the entrepreneurship of rice farmers provides the greatest contribution to biological technical processes. The difference in the biggest contribution created by the entrepreneurship of chili and rice farmers is related to the characteristics of their farming.

Sadjudi (2009) conducted a study on the effect of entrepreneurship on the performance of tobacco farming in the Subwar District, resulting in the relationship pattern of the influence of the economic environment, physical environment, individual aspects and entrepreneurship on the performance of tobacco farming would be more beneficial. The courage of farmers was to bear the risk of failure in discovering modern technology and technology by their individual behavior. Nugroho (2009) states that community income influenced by entrepreneurship.

4. Conclusions

Entrepreneurial spirit affects the performance of farming. High entrepreneurial spirit can develop tilapia fish farming business so that productivity is high as well as income, profits, business feasibility.

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