

Research Article

The Effectiveness of Farmer Group Institutions in Increasing the Income of Rice Farmers in Sananrejo Village, Malang District

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Abstract: *This study aims to analyze the institutional activities of farmer groups in increasing the income of rice farmers in Sananrejo Village, Turen District, Malang Regency. The research method employed is a quantitative approach, utilising descriptive analysis through scoring using the Likert scale and farm analysis, which includes calculations of costs, receipts, income, and business feasibility. The results of the study indicate that the Sidomukti farmer group institution has been effective in carrying out its organizational functions, providing tangible benefits in the form of production facilities, access to information, and technical support for members. The level of institutional effectiveness is reflected in the high level of farmer satisfaction with the role of groups in supporting cultivation activities. However, institutional effectiveness does not guarantee equitable income growth, as individual circumstances and external factors continue to influence the results obtained. Cost structure analysis shows that rice farming in the Sidomukti farmer group is efficient, with variable costs of IDR 52,514,000 and fixed costs of IDR 89,006,800, with fertilizer and seeds being the largest components. The farming business generates gross income of IDR 798,810,000 and net income of IDR 657,149,200 with a profit margin of 82.3%. The R/C Ratio of 5.64 confirms that rice farming is very feasible and profitable. The average productivity of 6,445 kg/ha is also higher than the national average (5.2–5.5 tons/ha). These findings confirm that the role of farmer group institutions is very strategic in increasing farmer productivity and income. However, efforts are still needed to distribute the benefits evenly among all members.*

Keywords: *Farmer Group Institutions, Effectiveness, Rice Farming, Income.*

I. INTRODUCTION

Indonesia's agricultural land is due to its tropical climate, which helps the process of rock weathering to occur perfectly, making the soil fertile. Indonesia is one of the largest archipelagic countries in the world, with 17,508 islands and a land area of 1,922,570 square kilometres, which provides Indonesia with the opportunity to become the world's largest agricultural country. Agriculture is one of the country's economic sources and can meet the basic needs of the community. Coupled with the increasing population, this certainly leads to an increase in food demand (1).

Subsectors, including the forestry and livestock subsectors. The agricultural sector has been proven to provide employment for the community, supply industrial materials, and generate foreign exchange for the country. Therefore, the government must utilize the agricultural sector to the fullest extent possible, as it has been proven to have a positive long-term impact on the government and the community. One of the agricultural subsectors that the people of Indonesia widely cultivate is rice, because the majority of Indonesians eat rice as their staple food every day. This shows that rice cultivation not only generates economic value but also has good long-term prospects (2)

Farmer institutions are organizations formed by, for, and of farmers to fight for and strengthen farmers' interests, including farmer groups, agricultural commodity associations, farmer group associations, and national agricultural councils. Strengthening these institutions is crucial for the protection and empowerment of farmers [3].

A farmer group is an association of farmers, ranchers, and planters based on common interests, social and economic conditions, commodity similarities, and familiarity, aiming to improve and develop the businesses of its members [3]. In the Minister of Agriculture Regulation No. 67/Permentan/SM.050/12/2016, farmer groups have the following functions: a.) Learning class, where farmer groups serve as a learning forum for members to enhance their knowledge, skills, and attitudes, enabling them to grow and develop into independent farmers, thereby increasing productivity, income, and overall quality of life. b.) A vehicle for cooperation, where farmer groups serve as a platform to strengthen cooperation, both among fellow farmers within



the group and with other stakeholders, enabling more efficient farming operations and better preparedness to face threats, challenges, and expectations. c.) A production unit where the farming operations of each member of the farmer group can be developed collectively to achieve a scale of operation that maintains quantity, quality, and continuity.

For farmers to benefit from their participation as members of farmer groups, effective farmer groups are needed so that they can improve their farming activities. The effectiveness of farmer groups is a measure of the extent to which the group's objectives can be achieved. In addition, the effectiveness of the group can be achieved if the factors that influence the effectiveness of farmer groups are mutually supportive. In achieving the objectives of a farmer group, a very influential internal factor is the involvement of members of the farmer group in group activities. The effectiveness of farmer groups is crucial so that they can function properly, thereby providing benefits to their members and the broader community [4].

East Java Province is the largest rice-producing province in Indonesia, as evidenced by the area of rice fields and the capacity of rice production. Based on data obtained from the Indonesian Central Statistics Agency in 2022, the area of rice fields was 1,693,210.70 hectares with a rice production of 9,526,515.67 tons. Malang Regency is one of the regencies located in the province of East Java. Based on data obtained from the East Java Provincial Statistics Agency, in 2022, the area of rice fields in Malang Regency was 47,821.21 hectares with a rice production capacity of 283,895.29 tons. Malang Regency is divided into several subdistricts, one of which is Turen Subdistrict, comprising 17 villages. Almost every village cultivates rice. Among the villages in Turen District, the village with the largest rice harvest area and production is Sananrejo Village, covering an area of 407 hectares and producing 2,829 tons. This data shows that Sananrejo Village is a potential rice-producing village in Turen District.

The village of Sananrejo has five farmer groups, consisting of one intermediate group and four beginner groups. Of these, four groups are under the auspices of the Sidomukti Group and one is a semi-sustainable group, with a total of 317 members. The establishment of farmer groups in Sananrejo Village aims to support farming activities in the village, improving human resources, innovation, technology, and skills, while also supporting the infrastructure needed by rice farmers. This effort is designed to enhance the quality and production capacity of rice farmers.

Given the large number of farmer group members, researchers wanted to determine the effectiveness of the farmer group in terms of productivity and member satisfaction. If the group is effective, it will have an impact on its members, thereby contributing to agricultural progress, particularly by increasing the income of rice farmers in Sananrejo village. Increased farmer income will certainly improve the welfare of farmers.

Based on the above background, the author is interested in conducting research entitled "Analysis of the Effectiveness of Farmer Groups in Increasing the Income of Rice Farmers in Sanan Rejo Village, Turen District, Malang Regency."

II. LITERATURE REVIEW

Effectiveness is a measure of how well an individual or group completes a task to produce the expected output. If a task can be completed as expected, it can be considered effective. A group can run smoothly and effectively if its objectives are achieved. The expected impact of achieving the group's objectives is added value, which leads to the satisfaction of group members, so it can be said that the group is running effectively [5].

Indicators of group effectiveness include the productivity level of group members, group member satisfaction, and group morale [5]. In this study, the measure of farmer group effectiveness is limited to group productivity and group member satisfaction.

A) Group Productivity

Group productivity, in a narrow sense, refers to the output of a group per unit of time. In a broader sense, it encompasses the ability to produce group quality and efficiency in achieving its goals. Technically, productivity is a comparison between the results obtained (output) and the resources required (input).

B) Group Member Satisfaction

Group member satisfaction can be observed in the level of happiness and pleasure felt by group members towards the goals, processes, and results achieved collectively, as well as their freedom to participate. Satisfaction is the level of a person's feelings when comparing the results of their work or efforts with their expected results.

A farmer group is a forum for people involved in agriculture, consisting of adult farmers, both men and women, of all ages, who are informally bound by commonality and shared needs, live in the same environment, and have a leader [6].

The formation of farmer groups is based on the awareness of the members without coercion from any party. By forming farmer groups, the members hope to be able to help in the field of agriculture, provide maximum results, and provide prosperity

for these farmers. Based on the above description, it can be seen that farmer groups have functions that can be described in the following activities [7]:

1. Procuring infrastructure to support farming activities by collectively purchasing to obtain affordable prices.
2. Providing high-quality seeds to meet the seed needs of farmer group members.
3. Seeking solutions and taking joint action to overcome pests and diseases.
4. In an effort to increase farmers' yields, members jointly provide good infrastructure to support agricultural activities.
5. To maximize yields, it is necessary to provide direct examples starting from planting, maintenance, post-harvest, and overcoming pests and diseases.
6. To obtain good processing results, this should be done collectively, and in marketing the harvest, this should also be done collectively to obtain uniform prices.

Revenue is all income generated from production factor costs and from the output produced from all production activities in an economy within a certain period of time [8]. Revenue is the positive difference obtained from the sale of products or services that are sold at a higher price than the cost of those products or services. Basically, to obtain maximum income, the issues of sales, competition, and pricing cannot be separated. Income is the ability of a business to meet its material needs within a certain period of time. Income can be measured in rupiah received from buyers and consumers [9].

Classification of costs according to behavior in relation to changes in activity volume, classification of costs according to company activities, especially for planning purposes. Based on their behavior towards activities, costs can be grouped into [10]:

C) Fixed Costs

Fixed costs are costs that remain constant within a certain range of changes in activity volume. The characteristics of fixed costs are:

- i. Costs that remain constant and are not affected by changes in activity up to a certain level.
- ii. In fixed costs, the unit cost will change inversely with changes in activity volume; the higher the activity volume, the lower the unit cost.

D) Variable Costs

Variable costs are costs whose total amount changes in proportion to changes in activity volume. The higher the activity volume, the higher the variable costs. Variable cost elements consist of: raw material costs, direct labor costs paid per product or per hour, marketing costs, and factory overhead costs. The characteristics of variable costs are that the unit cost is affected by changes in activity volume.

III. RESEARCH METHOD

A) Research Location Determination Method

The location for this research was in Sananrejo Village, Turen District, Malang Regency, East Java Province. The research location was determined using purposive sampling, considering that the majority of the community in Sanan Rejo Village relies on the agricultural sector to meet their daily needs.

B) Sample Collection Method

The number of samples needed in this study was determined using purposive sampling, a technique of collecting data samples based on specific considerations, as described by Suugiyono. In this case, the target sample consisted of members of farmer groups, as they possess in-depth knowledge of farming [11]. To determine the number of samples, the Slovin formula can be used with a population of 287 and a desired error rate of 10%, resulting in a sample size of 74 respondents.

C) Data Analysis Method

The analysis method used to determine the effectiveness of farmer groups employed descriptive quantitative analysis, which was further explored using a Likert scale scoring system. According to Sugiyono (2018:152), the Likert scale is used to measure the attitudes, opinions, and perceptions of an individual or group of individuals regarding social phenomena. To facilitate the assessment of respondents' answers, an assessment criterion of 1-5 was created, ranging from strongly disagree to strongly agree.

The following formula was used to determine the income level of rice farming [12].

$$\pi = TR - TC$$

Explanation:

π : Income

TR: Total revenue

TC: Total cost (consisting of fixed and variable costs)

The total costs incurred can be calculated using the following formula [12]:

$$TC = FC + VC$$

Explanation:

TC: Total cost

FC: Fixed cost

VC: Variable cost

Revenue can be calculated using the following formula [12]:

$$TR = Q \times P$$

Explanation:

TR: Total revenue

Q: Number of products (kg)

P: Product price (Rp)

Table 1. Variables, Definitions, and Indicators of Farmer Group Effectiveness

Variable	Definitions	Indicators
Group Productivity	Group productivity is the ability of a group of people to manage available resources (land, labor, capital, technology, and information) to produce output effectively.	a. Increased productivity b. Fulfilment of infrastructure needs c. Increased revenue Use of science and technology
Member Satisfaction	Member satisfaction is the level of happiness or disappointment that arises after comparing one's expectations with the reality received from an organization, institution, or group.	a. Services provided by administrators to farmer groups b. Programs implemented c. Availability of facilities . Education on rice cultivation

IV. RESULTS AND DISCUSSION

A) General Conditions of the Research Area

a. Geographical Location of the Area

Sananrejo Village is a village located in Turen Subdistrict, Malang Regency, East Java Province. The Sananrejo Village area is located in a lowland area with coordinates between 08 08' 52.6" LS - 112 43'15.9" BT, with an area of 430.5 ha, at an altitude of + 450 m above sea level. The Sananrejo Village administration center is located at Jl. Soekarno Hatta No. 1, Krajan Hamlet, RT 24/RW 06, occupying an area of 750 m².

B) Respondent Characteristics

The identity of respondents is very important in understanding the background of the farmers who are used as respondents in a study. The identity of respondents in this study includes their age and the area of land they cultivate.

a. Age of Farmers

Based on the age of the farmers in Sananrejo Village, Turen Subdistrict, we can see that the 51-55 age group is the largest, with 20 people or 27%. This indicates that this age group comprises farmers in their productive phase, with extensive experience in farming. The age groups of 46-50 and 66-70 are also significant, with 10 (14%) and 11 (15%) people, respectively, indicating that farmers in these age groups are also productive.

b. Cultivated Land Area

Based on the characteristics of farmer respondents in Sananrejo Village, Turen Subdistrict, in terms of cultivated land area, it can be seen that most rice farmer respondents in Sananrejo Village have a land area of less than 0.5 hectares, with a total of 71 respondents (96%). This indicates that the majority of rice farmers in Sananrejo Village are involved in C. Effectiveness of Farmer Groups.

C) Effectiveness of Farmer Groups

a. Productivity of Farmer Groups

Productivity in a narrow sense is the output of a group per unit of time. In contrast, in a broad sense, it is the ability to produce group quality and efficiency in achieving its objectives [13]. The following table shows the extent to which the group's objectives have been achieved in terms of:

1. Productivity in the Last Planting Season

The following are the productivity results for the last planting season of the Sidomukti farmer group members. It can be concluded that the productivity of rice cultivation in the last season was in the high category, with a presentation of 54% from 40 respondents. In comparison, the medium category had a presentation of (43%) from 32 respondents, and the low category had a presentation of (3% from 2 respondents.

2. Production Facilities and Infrastructure Needs

Farming can run smoothly if the facilities and infrastructure are in good condition, allowing them to support farming activities in Sananrejo Village and yield maximum results. The majority of respondents, 50 people (68%), assessed that the availability of production facilities and infrastructure in Sananrejo Village was high. This shows that most farmers have experienced adequate support in terms of production facilities, both in terms of the availability of fertilisers and seeds, as well as supporting infrastructure such as irrigation channels and agricultural machinery. Meanwhile, 20 respondents (27%) rated the availability of facilities as moderate, indicating that there are still limitations in access or uneven distribution. Meanwhile, 4 respondents (5%) stated that the condition of facilities was low, which could be due to limited capital, market access, or differences in the level of technology utilization among farmers.

3. Income Increase in the Last Season

In terms of income increase in the last season, it appears that most respondents fall into the moderate category, with 35 people or 47%. Furthermore, respondents in the high category reached 34 people or 46%, while the low category was only 5 people or 7%. This data shows that the majority of farmers in Sananrejo Village experienced a relatively good increase in income (moderate to high). However, a small number still experienced a low increase.

4. Use of Agricultural Information and Technology in the Last Season

The use of agricultural information and technology in the last season in Sananrejo Village shows that the majority of respondents (60 respondents or 81%) consider the role of farmer groups in providing information and technology to be high. Meanwhile, 10 respondents (15%) rated it as moderate, and only 2 respondents (4%) rated it as low. This data shows that farmer groups have a real contribution in supporting access to information and the use of technology for rice farmers.

5. Increasing Member Productivity

Regarding the role of farmer groups in increasing the productivity of rice farmers in Sananrejo Village, it appears that most respondents, namely 59 people (80%), rated the role of farmer groups as high. Furthermore, 13 people (18%) rated it as moderate, and only 2 people (3%) rated it as low. This indicates that the majority of farmer group members perceive the real benefits of the group's existence in efforts to enhance the productivity of rice farming businesses.

b. Member Satisfaction

A farmer group can be considered effective if its members feel satisfied that the programs implemented have achieved their expectations. The satisfaction of Sidomukti farmer group members can be seen in terms of:

1. Education on rice cultivation

It is known that 63 respondents or 85% were in the high category with a score interval of 8–10. This shows that the majority of farmer group members gave very positive assessments of the learning facilitated by the farmer group. A total of 9 respondents, or 12% were in the moderate category with a score interval of 5–7, indicating that there are still a small number of members who consider the learning to be quite good but not yet fully optimal. Meanwhile, only 2 respondents, or 3%, were in the low category, with a score interval of 2–4, indicating that very few members were dissatisfied with the learning provided.

2. Programs Implemented

It is known that 59 respondents or 80% were in the high category with a score interval of 8–10. This shows that the majority of Sidomukti farmer group members are very satisfied with the programs implemented by the group. A total of 11 respondents, or 15%, were in the moderate category, with a score interval of 5–7. This indicates that a small number of members considered the program to be good, but there were still aspects that could be improved. Meanwhile, there were 4 respondents or 5% in the low category with a score interval of 2–4, which indicates that there were a handful of members who were dissatisfied with the programs implemented.

3. Management Services for Farmer Groups

It was found that 57 respondents, or 77%, were in the high category, with a score interval of 8–10. This shows that the majority of Sidomukti farmer group members consider the services provided to be excellent. Furthermore, there were 12 respondents or 16% in the moderate category with a score interval of 5–7, indicating that a small number of members felt that the farmer group's services were quite good. However, there was still room for improvement. Meanwhile, only 2 respondents or 3% were in the low category with a score interval of 2–4, meaning that very few members were dissatisfied with the services provided. Overall, these results show that the services provided by the Sidomukti farmer group have been very well received by most of its members.

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respondents, or 3%, were in the low category, with a score interval of 2–4, indicating that very few members were dissatisfied with the learning provided.

D) The Effectiveness of Farmer Groups in Increasing the Income of Rice Farmers in Sananrejo Village, Turen District

The effectiveness of the Sidomukti farmer group in increasing the income of rice farmers showed that all respondents (100%) or 74 farmer group members rated the effectiveness of the institution as high. This can be seen from the group's success in carrying out institutional functions, such as organizing farming activities, procuring production facilities, providing extension services, and coordinating between members in rice farming.

E) Effectiveness of the Institutional Functions of Farmer Groups in Increasing the Income of Rice Farmers in Sananrejo Village, Turen District

It can be seen that the majority of respondents, 60 people (81%), stated that the role of the Sidomukti farmer group in increasing the income of its members was in the high category. Meanwhile, 12 people (16%) stated that it was moderate, and only 2 people (3%) stated that it was low. The distribution of this data shows that most farmers who are members of the Sidomukti farmer group feel the real benefits of the farmer group's existence in increasing their farming income.

F) Analysis of Rice Farming Costs and Income

a. Variable Costs

The total variable costs incurred by farmers who are members of the Sidomukti farmer group, with an average land area of 0.25 ha, amounted to IDR 52,514,000. The largest component of variable costs is the purchase of urea fertilizer, which amounts to IDR 13,375,000 or about 25.5% of total variable costs. This shows that fertilizer is the main input that absorbs the most costs in rice farming. This is followed by Phonska fertilizer at IDR 11,845,000 (22.6%) and rice seeds at IDR 10,305,000 (19.6%). Other significant components are transportation and other needs at IDR 7,580,000 (14.4%). Meanwhile, a relatively small cost is irrigation, amounting to Rp 200,000 (0.4%), because most of the land in the research area already has an adequate irrigation system.

b. Fixed Costs

The total fixed costs of rice farming for members of the Sidomukti farmer group with an average land area of 0.25 hectares reached Rp 89,006,800. In detail, the largest cost was allocated to land cultivation costs of IDR 40,975,000 (46.05%), followed by planting costs of IDR 26,740,000 (30.05%). These two components accounted for the largest portion of the total fixed costs, namely around 76%. Meanwhile, the components with the smallest values are buckets at IDR 75,500 (0.08%) and sickles at IDR 235,600 (0.26%).

c. Farm Income Costs

The total gross income earned by the Sidomukti farmer group, with an average land area of 0.25 hectares, reached IDR 798,810,000. This income was derived from a total dry grain harvest of 114,116 kg at an average selling price of IDR 7,000 per kg. After deducting total production costs of IDR 141,660,800, the net income earned by farmers was IDR 657,149,200 per planting season.

V. CONCLUSION

The Sidomukti farmer group institution has proven to be effective in carrying out its organizational functions and providing benefits to its members. However, this effectiveness does not fully guarantee income equality because internal and external factors still influence the results. The cost structure of rice farming is relatively efficient, with variable costs of IDR 52,514,000 and fixed costs of IDR 89,006,800, mainly for fertilizers and seeds. This farming business generates a gross income of IDR 798,810,000 and a net income of IDR 657,149,200 with a profit margin of 82.3%. The R/C Ratio of 5.64 confirms that this farming business is very feasible and profitable, with a productivity of 6,445 kg/ha, exceeding the national average (5.2–5.5 tons/ha).

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