

# **THE PERFORMANCE OF AGRICULTURAL EXTENSION IN DEVELOPING BALI COW BUSINESS IN MUNA REGENCY OF SOUTHEAST SULAWESI TENGGARA**

A. M., Sari<sup>1)</sup>, N. K., Nuraini<sup>2)</sup>, I. N., Suparta<sup>3)</sup>

*1) Magister of Agricultural Student of Udayana University*

*2) Extension Lecturer of Agricultural Faculty of Udayana University*

*3) Extension Lecturer of Agricultural Faculty of Udayana University*

Email: [awalmaulidsari\\_udayana@yahoo.com](mailto:awalmaulidsari_udayana@yahoo.com)

## **ABSTRACT**

The aims of this study is to know the performance of agricultural extension in term of developing Bali cow business and the success of farmers in developing Bali cow business in Muna regency. Those respondents in this study determined by classified random sampling by proportional technique namely 10% performance of agricultural extension taken by census. Based on result the agricultural extension categorize as good (69,13%), whereas the successful of farmer in term of Bali cow production categorized as less success (53,02%), There is unreal relationship between the performance of agricultural extension and success of farmer, whereas knowledge, skill, motivation, act, range of place of living relate real positive toward the performance of agricultural extension. Conclusions of this study are performance of agricultural extension workers in this area is included in good category, and success of farmer categorize as less success. Performance of agricultural extension relates unreal positive success of farmer. Whereas knowledge, skill, motivation, act, range of place of living relate real positive toward the performance of agricultural extension

**Keywords: performance of agricultural extension, success of farmer.**

## **INTRODUCTION**

### **Background**

Bali cow business is one of the most important of economic sector in Muna regency, because bali cow business is one of the income and work field source to part of Muna citizen in the future time. Therefore, bali cow business hoped able to expand some working field.

In conducting bali cow business in this area, it is experience some various problem: (a) system of maintaining bali cow traditionally; (b) the lack of technology

advantage like insemination; (c) the lack of advantage area to be planted some green plants as farming food source which affected the food available; and (e) farmer does not mastering the marketing way well.

The unsuccessful development in sub sector of farming, beside influenced by those problem, it is caused by the low performance of agricultural extension. Hence, study of the performance of agricultural extension in developing bali cow business in Muna regency of southeast Sulawesi need to conducted soon.

The aim of this study are: (a) to know performance of agricultural extension in developing bali cow business; (b) to know the success of farmer in developing bali cow business; (c) analyze the relationship between the performance of agricultural extension to the success of farmer in developing bali cow business; and (d) analyze the relationship of each factor: knowledge, skill, motivation, act, range of place of living and facility to the performance of agricultural extension in developing bali cow business in Muna regency.

## **MATERIAL AND METHODE**

### **Population**

Population of this study are all agricultural consultants and farmers that present in 15 areas belonging to bali cow population namely Watopute district 433 farmers (2.748 of bali cows), Kontunaga district 141 farmers (710 of bali cows), Kusambi district 758 farmers (4.294 of bali cows), Napano Kusambi 4 district 12 farmers (2.151 of bali cows), Barangka district 295 farmers (2.068 of bali cows), Sawerigadi district 538 farmers (2.948 of bali cows), Lawa district 354 farmers (2.229 of bali cows), Wadaga

district 182 farmers (898 of bali cows), Kabangka district 531 farmers (2.172 of bali cows), Kabawo district 326 farmers (1.673 of bali cows), Parigi district 742 farmers (3.808 of bali cows), Central Tiworo district 805 farmers (3.986 of bali cows), Tiworo Kepulauan district 590 farmers (3.424 of bali cows) , South Tiworo district 428 farmers (1.724 of bali cows) dan north Tiworo district 61 farmers (350 of bali cows). So that, the total of farmer population as many as 6596 farmers.

### **Sample**

Determining some respondents of this research conducted by classified random sampling to entire farmer in study area which have bali cow population in Muna regency. Respondent of agricultural extension determined by applied census method. Respondent for the farmer used in this study determined as proportionally namely taken by 10 % from each observation district. Total of sample determined by Slovin pattern (Consuelo, 1993).

Pattern of slovin: 
$$n = \frac{N}{1 + N\alpha^2}$$

Where:        N        = Total of sample  
                    $\alpha$        = Mistake chance (10%)  
                   N        = Total of sample

### **Data and Data Resource**

Data collection conducted in January till March 2013. Primer data collected by agricultural consultant (15 respondents) and farmer (99 respondents) with interview by using some questionnaire full validity requirement, reability and able to responsible refer to rule (Singarimbun dan Effendi, 1995). For the other data resource like farming department obtained by deep interview characterized as supported data.

## Data analyses

There are relationships between performance of agricultural extension to the success of farmer and to the knowledge, skill, motivation, act, range of place of living and facility performance of agricultural extension each of them tested by using coefficient correlation of ladder spearman. Correlation spearman usually called as ladder correlation ( $r_s$ ) the using is to able in measuring the level of tight relationship between two variables or free variable with the trussed variable ordinal scale (Riduwan, 2010).

## FIND AND THE DISCUSSION

### The Performance of Agricultural Extension in Developing Bali Cow Business

The result of analysis obtained that rate of Agricultural Extension achievement Performance based on personality character is 34,13 or 68,26 % from ideal maximal score 50 (included in fair category). For the performance based on result namely obtained mean of The Performance of Agricultural Extension achievement is 35 or 70 % from the ideal maximal score 50 (included in good category). By merger, The Performance of agricultural extension achieves 63,13 % from the 100% maximal (included in good category). For further complete data can be shown in table 1.

**Table 1. The Performance of agricultural extension based on character of personality and result**

Performance by	Mean	Score presentation (%)	Category
Personality	34.13	68.26	fair
Result	35	70	good
Merger of performance extension consultant ( personality and result character)	69.13	69.13	good

Where:            > 84-100%    = Excellent  
                     > 68-84%     = Good  
                     > 52-68%     = Fair  
                     > 36-52%     = Poor  
                     > 20-36%     = So poor

The performance of agricultural extension based on personality character included in fair category in developing bali cow business, this case caused by the lack of big responsibility owned by agricultural consultant. The form of responsibility owned by the agricultural consultant in this area namely agricultural consultant effort to find the main solution faced by farmer of bali cow.

Beside that farmer should be able to have an innovative character. The form of innovate conducted by them with applying new technology like insemination. The new technology should be applied by agricultural consultant are insemination, controlling bali cow illness and good marketing system for bali cow business. Byword is the most important factor to improve the performance of agricultural extension in this area. The example farmers should like give the good example in farming of some bali cow, hardworking, self confidence and the desire to go further to be a better one.

The performance of agricultural extension based on result categorized good in developing bali cow business, this is caused by agricultural consultant always conducting communication and visiting to the farmer to look bali cow business. Then, relationship between communications of agriculture consultant to farmer well done. According to Van den ban Hawkins (1999), agricultural extension is somebody who are doing some communication of information aware with purpose to help eachother by giving opinion so that obtained good decision.

The activity in the performance of agricultural extension of bali cow, agricultural consultant in this area always convey the appropriate material based the farmer practice need. By those agricultural extension activity, the farmer of bali cow able to overcome the problem of bali cow business. Beside, agricultural consultants in conducting the activity of performance of agricultural extension, agricultural extension for the first arrange the program of agricultural extension. It conducted with aimed able to know the need of bali cow farmer.

In merger, the performance of agricultural extension categorized good in developing bali cow business, this is caused by agricultural consultant who have good performance in this area supported by the high level of education. Majority of consultant (60 %) have bachelor degree level and minority (7%) have senior high school level.

Beside of agricultural consultant who has good performance because supported by the long working period here is 17 years. Working period relate to working experience. Hickerson and Middleton (1975) states that generally worker specified for the promotion because of the working experience and given higher position because of the experience itself, age or the ability of worker.

**The relationship of Factors to the performance of agricultural extension and the relationship of performance toward farmer success in bali cow business.**

Factors relate to the performance of agricultural extension in developing bali cow business like knowledge, skill, motivation, attitude, range of living, facility of agricultural extension and the farmer success in bali cow business. Result of data analysis by using coefficient correlation level spearman testing showed that factors relate real positive the performance of agricultural extension in developing bali cow business (  $p < 0,10$  ) namely

knowledge, skill, motivation, attitude, range of living, facility of agricultural extension performance in developing bali cow business. Each Skill and attitude have relate real positive (  $p < 0,05$  ) to agricultural extension performance in developing bali cow business. For the facility relate unreal (  $p > 0,10$  ) to agricultural extension performance in developing bali cow business

Personality and result unreal (  $p > 0,10$  ) with success of farmer in bali cow business. For the complete description of data analysis by using coefficient correlation level of spearman shown in table 2.

**Table 2. The Relationship Among Some Factors To The Performance of Agricultural Extension And The Relationship Between The Performance Toward Farmer Success In Developing Bali Cow Business**

No	Variable	Respondent n = 15	
		rs	t hitung
1	Knowledge	0,372	1,444 <sup>n</sup>
2	Skill	0,471	1,925 <sup>n</sup>
3	Motivation	0,424	1,687 <sup>n</sup>
4	Attitude	0,448	1,806 <sup>n</sup>
5	Range of living place	0,387	1,513 <sup>n</sup>
6	Facility	0,283	1,063 <sup>tn</sup>
.	.		
.	.		
.	.		
.	.		
7	Success of farmer	0,211	0,778 <sup>tn</sup>

Where:      rs      = coefficient of correlation       $t_{0,01}$  db 13 = 2,650  
               sn      = so real                                       $t_{0,25}$  db 13 = 2,160  
               n        = real     $t_{0,05}$  db 13 = 1,771  
               tn        = unreal                                          $t_{0,10}$  db 13 = 1,350

Knowledge have real positive relationship (  $p < 0,10$  ) toward the performance of agricultural extension in developing bali cow business. It is caused by a lot of training

conducted by agricultural consultant. According to Bahua (2010) states that training conducted as the media to support learning process, so that, competence added by improved knowledge, skill and attitude in certain field supported the duty.

The high knowledge level of consultant can cause the improving of consultant so that able to understand consultation method. According to Thoha (2003) states that ability is one of things related to the knowledge and skill which gotten by education training and experience.

Attitude relates to real positive ( $p < 0,05$ ) with the performance of agricultural extension in developing bali cow business. The positive attitude owned agricultural consultant in this area namely consist of consultant hospitality attitude in helping and always to send the time to bali cow farmer in developing bali cow business.

The formulation of positive attitude of agricultural consultant in this area comes naturally, the positive attitude formed by working experience and boarding knowledge owned by agricultural consultant. According to Azwar (1988) states that factors influenced attitude formulation are knowledge, working experience, another cultural, mass media, education centre and emotion factor inside individually.

The skill relates real positive ( $p < 0,05$ ) to the performance of agricultural extension in developing bali cow business. This case caused by a creative consultant in running performance as agricultural extension. One of the creativity is applied new technology appropriate with farmer practice need. These technology conducted and needed by farmer are preventing illness, transportation of farm and marketing of farm.

Motivation relates real positive ( $p < 0,10$ ) to the performance of agricultural extension in developing bali cow business. This case caused by enough income which

can support them in conducting their duty in the field. High motivation owned by agricultural consultant supported by good interpersonal relationship among agricultural consultant and the boss and the member of agricultural consultant.

Beside by good interpersonal relationship among agricultural consultant and the boss and the member of agricultural consultant, The form of interpersonal relationship conducted by agricultural consultant always make a good communication with the boss, with member of agricultural consultant and farmer. Padmowihardjo (1994) states that interpersonal relationship is individual need, because on the principle human have instinct to make a group of another one. Slamet (2010) states that, in extension activity, a good consultant should build a relationship to another man so that it will be created a good communication, where a good communication is kind of communication appears feedback of relationship.

Place of living range relate real positive to the performance of agricultural extension in developing bali cow business ( $p < 0,10$ ) agricultural consultant (93,3%) majority choose the nearest place here is 1-10 kilometer and minority (6,7%) choose range of 10-20 kilometer.

As nearest of agricultural consultant place of living toward farm it will become good, so that they will be able to do observation to location of farming. Visiting done by the consultant need to the bali cow farmer because it can easily for finding the solution of some problems created by bali cow business.

Facility related unreal ( $p < 0,10$ ) the performance of agricultural extension in developing bali cow business. This is reasoned by observation result and interview in the field related same of that facility owned by agricultural consultant. They are motor

vehicle and operational cost. Facility owned by agricultural consultant namely 12 people who have official motor vehicle of agricultural department. The other facilities that belong to the main need of agricultural consultant in this area are computer, OHP, and slide projector.

Slamet (2001) in his opinion states that lack of consultant ability beside caused by grouping factor in extension body, and caused by the lack of consultant facility for covering farmer. Mardikanto (2009) states that efforts in changing agricultural business conveying by farmer depend on the availability of production media and new tools in number, quality and exact time. If this facility available, so that it can guarantee the success of farmer in developing bali cow business.

The performance of agricultural extension relates unreal ( $p < 0,10$ ) to successful of farmer in bali cow business. This is caused by the less success of the performance of agricultural extension in developing bali cow business. Look by personality aspect, this caused by agricultural consultant not yet having an innovative character namely applying new technology appropriate to farmer need. Look by result of agricultural extension performance, this is caused by majority of bali cow farmer in this area not yet applied improved advance management of bali cow.

Beside looked by the success of farmer in developing bali cow business, the farmer of this area categorized less success. This is caused by bali cow business become part time job, no main job to earn their living. Beside the number of farm ownership of farm in this area with 5 bali cows belonging to this. With this 5 bali cows, it will be able to make inappropriate between income and work load done as farmer.

Farmer in this area seldom in attention the need of food for bali cow farm. Lack of farmer attention to these food, so that influenced no growth of bali cow weight. bali cow can growth well so that certainly it needs a good food. With fulfill of bali cow food hoped able to growth and support development bali cow.

Majority of farmers in this area do not apply appropriate for technology of bali cow business yet. They are insemination, illness handling, distribution and food for bali cow. This is caused by the lack of farmer knowledge about the importance to bali cow business.

Farmers of this area do not able to prevent and controlling infected illness of bali cow fully yet. Farmer only able to ask some help from agricultural consultant for conducting vaccination and separate a sick to health of bali cow. Farmers do not have ability in conducting vaccination schedule regular, keep cage sanitation (clean cage and stuff) and conducting spraying by insecticide to health of bali cow yet. Illnesses ever attack bali cow namely, snort, flatulent, wormy, poisoned, and scabies.

In capital, the farmer in this area doesn't have a great desire and big ability to lend some to bank or some cooperation. This is caused by farmer who doesn't have any dare to lend some fund. Farmer afraid with risk which not able to pay back the fund because do not have a certain fund lend from close family and friend.

Beside that the farmer in this area still experience difficulties in marketing some bali cow. The farmer is only marketing their farm by supplied to the compiler merchant and marketing by their self. This is done by caused the farmer in this area do not have transportation tools like car who can carried out farm in distributing to another area. For the compiler merchant namely marketing of bali cow in Buton, Kolaka, Kendari and

Wakatobi regency of Southeast Sulawesi. Bali cow farming in this area marketed in out or Southeast Sulawesi area here is South Sulawesi.

In finding some information of Bali cow market, the farmer in this area finding some information of Bali cow market by agricultural extension, asking some help to friends and relative of farmer. This is conducted because farmer does not have any ability in access marketing through by internet.

## **CONCLUSION AND RECOMMENDATION**

### **Conclusion**

Based on result of the study and discussion, so it can be conclude that: (a) the performance of agricultural extension in developing Bali cow business in Muna regency categorized good; (b) the success of farmer in developing Bali cow business in Muna regency categorized less success; (c) in developing Bali cow business in Muna regency obtained that there is no relationship between the performance of agricultural extension to the success of farmer; and (d) knowledge, skill, motivation, act, range of place of living relate real positive toward the performance of agricultural extension in developing Bali cow business whereas facility of agricultural consultant relate unreal toward in developing Bali cow business in Muna regency.

## **ACKNOWLEDGEMENT**

The writer would like to express many thanks and appreciation to Rector of Udayana University Prof. Dr. dr. Ketut Suastika, Sp.PD-KEMD, the writer would like to express Special thanks to Prof. Dr. dr. A.A. Raka Sudewi, Sp.S (K) as director of

magister program of Udayana University, Prof. Dr. Ir. G. A. M. Kristina Dewi, MS as the head of magister of agricultural , Prof. Dr. Ir. I Nyoman Suparta, M.S., M.M as first consultant and Ir. Ni Ketut Nuraini, M.Agr.Sc as second consultant, Prof. Dr. Ir. Sentana Putra, MS., Prof. Dr. Ir. I Gede Mahardika, MS., Prof. Ir. I Gusti Agung Ayu Ambarawati, M.Ec. Ph.D as member of thesis final examination and La sari (defunct) and Wa Noti, A.Md, as my beloved parents.

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