Kompartemen: Kumpulan Orientasi Pasar Konsumen
Vol. 2, No. 1, April 2024
DOI: https://doi.org/10.56457/kompartemen.v2i1.539

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EFFICIENCY OF VARIETY OVEN TOBACCO FARMING 88 IN JEROWARU DISTRICT, EAST LOMBOK DISTRICT

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Accepted: February 26, 2024 Published: April 26, 2024

ABSTRAK

Penelitian ini dapat menentukan jumlah pendapatan yang diterima oleh petani tembakau varietas 88 oven di Desa Jerowaru, Kabupaten Lombok Timur, rata-rata sebesar Rp 36.257.950. Jumlah pendapatan yang diterima sebanding dengan biaya yang dikeluarkan dalam budidaya tembakau oven varietas 88. Budidaya tembakau oven varietas 88 di Kecamatan Jerowaru, Kabupaten Lombok Timur, relatif efisien, hal ini ditunjukkan dengan nilai Rasio R/C sebesar 1,9, dengan kata lain R/C > 1. Ini berarti bahwa budidaya tembakau varietas 88 di Kecamatan Jerowaru efisien atau layak untuk diimplementasikan atau dilanjutkan. Hambatan yang dihadapi dalam budidaya tembakau oven varietas 88 adalah modal, karena modal merupakan salah satu faktor penentu keberhasilan dalam melaksanakan kegiatan budidaya tembakau oven varietas 88. Selanjutnya, terdapat kendala ketersediaan pupuk yang relatif tinggi harganya, sementara hambatan terakhir adalah faktor cuaca yang akhir-akhir ini tidak menentu. Hal ini akhirnya menjadi ancaman yang menyebabkan gagal panen pada budidaya tembakau, sehingga menyebabkan kerugian besar bagi para petani tembakau.

Kata kunci: Pendapatan, Efisiensi.

ABSTRACT

This research can determine the amount of income received by farmers of variety 88 oven tobacco in Jerowaru Village, East Lombok Regency, on average Rp. ,36,257,950,- The amount of income received is proportional to the costs incurred in cultivating oven tobacco variety 88. Farming oven tobacco variety 88 in Jerowaru District, East Lombok Regency, the implementation of farming is relatively efficient, this is indicated by the R/ C Ratio value of 1 .9, in other words R/C > 1. means that cultivating tobacco varieties 88 in Jerowaru District is efficient or feasible to implement or continue. The obstacle faced in cultivating variety 88 oven tobacco is capital, because capital is one of the determining factors for success in carrying out variety 88 oven tobacco farming activities. Next, there is the obstacle of the availability of fertilizer which is relatively high in price, while the final obstacle is the recent uncertain weather factor. Finally, this has become a threat that causes tobacco farming harvests to fail, causing huge losses for tobacco farmers.

Keywords: Revenue, Efficiency

INTRODUCTION

The agricultural sector has an important role in the national economy, because business in the agricultural sector is a very promising business because business in agriculture never dies (Zuhda H, et al. 2023). Tobacco cultivation in Indonesia has been known for a long time and continues to experience very rapid development from year to year. In 2021, Indonesia's tobacco production will reach 236.90 thousand tons. West Nusa Tenggara is one of the largest tobacco producers in Indonesia with production of 53.10 thousand tons, after East Java with 110.80 thousand tons and Central Java with 57.60 thousand tons. (BPS, 2021).

One of the sub-districts in East Lombok Regency which has the largest planting area and also the largest tobacco production is Jerowaru Sub-district (BPS, 2022). Jerowaru District is located on the southern side of East Lombok Regency. To the north it borders Keruak, to the west it borders Central Lombok Regency, to the south it borders the Indian Ocean, to the east it borders the Alas Strait. Jerowaru District has an area of 142.78 Km2 and has 15 villages. The climate in Jerowaru District is very suitable for tobacco development, because the soil composition and rainfall are relatively lower than in other districts in East Lombok Regency.

Tobacco cultivation has been carried out by the Jerowaru people for generations since ancient times. In fact, it can be said that tobacco farmers are the main livelihood of the people in Jerowaru District in general. Many cigarette companies collaborate with tobacco farmers in the Jerowaru

District area. This collaboration takes various forms, some only take tobacco products from farmers and there are also companies that provide tobacco seeds to the community in addition to obtaining the required tobacco varieties and also to introduce new tobacco varieties to farmers. Apart from that, the company also provides assistance to tobacco farmers in Jerowaru District, especially on how to cultivate tobacco properly and correctly so that the results are maximum.

Currently, tobacco farmers in Jerowaru District are skilled at cultivating tobacco, they are even skilled at making their own seeds from tobacco plants when they see the shape of the plants and the tobacco yields are good. Tobacco farmers in Jerowaru District not only produce tobacco seeds for their own needs but also sell them to other areas on Lombok Island such as Central Lombok Regency, West Lombok Regency, and other sub-districts in East Lombok Regency.

One of the local varieties that is very popular with tobacco farmers is a local variety called tobacco 88. This tobacco is a legacy of a tobacco company that used to collaborate with farmers but has not continued the collaboration for a long time. Farmers who like the characteristics and results of tobacco have developed tobacco plants independently for dozens of years so that in terms of morphology the tobacco plants have adapted to the location of tobacco cultivation, namely Jerowaru District.

Until now, the interest of tobacco farmers in growing local varieties of tobacco known as variety 88 is increasing day by day, there is more and more demand for variety 88 tobacco seeds from farmers in various villages in Jerowaru District, even tobacco farmers in Jerowaru District prefer to buy seeds. variety 88 tobacco itself rather than receiving assistance from other varieties of tobacco seeds provided free of charge by the government.

This phenomenon is certainly very interesting to pay attention to for research. What makes farmers so interested in cultivating local varieties of tobacco? Is it relatively easy to maintain? Is it relatively cheaper in terms of financing? Or is the harvest from tobacco very profitable? This must of course be proven by scientific research. In response to this, the author conducted research entitled "Efficiency of Varieties 88 Oven Tobacco Farming in Jerowaru District, East Lombok Regency".

METHODS

Descriptive is the research method used in this research. This method focuses on studying current problems by collecting data, compiling, analyzing, interpreting data and ultimately drawing conclusions (Surakhmad, 2010).

Data collection techniques were carried out using survey techniques using questionnaires guided by questionnaires or lists of questions that had been prepared through interviews with respondents directly, as well as collecting information from field agricultural instructors and related agencies.

Sample Determination Technique

This research was carried out in Jerowaru District, East Lombok Regency, of the 15 villages in Jerowaru District, 3 (three) villages were designated as research locations, namely Jerowaru Village, Pandan Wangi Village and Wakan Village. Determining the location of this research was carried out using the Purposive Sampling method taking into account that the 3 villages had the largest planting area compared to the other villages.

Determining the number of respondents in this study was carried out using the quote sampling method, namely 30 people. For 30 respondents, Accidental Sampling was determined, namely taking respondents from any farmer of variety 88 oven tobacco in Jerowaru District, East Lombok Regency in the research location who met the requirements to be a respondent.

Data Types and Sources

In this research, two types of data were used, namely qualitative data and quantitative data. Qualitative data includes: name, address, gender, etc. Meanwhile, qualitative data includes: number of workers, land area, labor wages, length of work, etc.

Data sources are obtained from Primary Data and Secondary Data. Primary data was obtained directly from respondents through interviews guided by a list of questions that had been prepared to find out the respondent's identity, land area, costs used in the production process, receipts and income, etc. Secondary data is obtained from other pre-existing sources and processed and then

presented in various forms such as data from village offices, sub-district heads' offices, as well as related agencies such as the Central Statistics Agency (BPS) which includes data on general location conditions and socio-economic data and Department of Agriculture.

Income Analysis

To determine the level of income from farming the 88 variety oven tobacco commodity in Jerowaru District, East Lombok Regency, income analysis was used (Soekartawi, 2002) with the following formula:

Pd = TR - TC

Pd =Income
TR =Total Receipts
T.C =Total cost

Acceptance Analysis

Farming revenue is the multiplication of production and selling price, revenue analysis uses the following formula (Soekartawi, 2002):

TR = Py . Y

TR =Revenue
Py = PriceProduction (Price)
Y =Total Production (Yield)

Feasibility Analysis

To see the relative profit of a business in one period relative to the costs used in farming activities, the R/C (Revenue of Cost Ratio Analysis) formula is used, where R/C shows the amount of revenue obtained from each rupiah spent. (Soekartawi, 2006).

$$\mathbf{R/C} = \frac{TR}{TC}$$

TR =Total Revenue (Total Revenue)
T.C = TotalCost (Total Cost)

With the following conditions:

a. If R/C > 1, then the farm experiences a profit because revenue is greater than costs.
b. If R/C = 1, then the farming business has no profit and no loss/break even because revenue is the same as costs.
c. If R/C < 1, then the farming experience is experiencing losses because revenues are less than costs.

Analysis of Constraints

Cross Tabulation (Crosstab) is a method of analyzing data categories that uses nominal, ordinal, interval data and combinations of them. The cross tabulation procedure is used to count the number of cases that have different combinations of values for two variables and calculate statistical values and tests. Cross tabulation is used to present data in tabulated form, which includes rows and columns. The characteristic of cross tabulation is that there are two or more variables that have a descriptive relationship and the data presented is in the form of qualitative data, especially on a nominal scale (Ghozali, 2006).

$$x^2 = \sum \frac{(O - E)^2}{E}$$

Where:
f0 = observed frequency
fe = expected frequency
fe = (total row ix total column j) / total amount.

RESULT AND DISCUSSION

One of the sub-districts in East Lombok Regency as the highest tobacco producer is Jerowaru Sub-district. Jerowaru District has an area of 142.78 Km2. The height of Jerowaru District above sea level is between 13 – 89 meters. Jerowaru District consists of 15 villages and most of the agricultural land is rain fed. The irrigation system used is to build reservoirs to collect rainwater and be used when the dry season arrives. Jerowaru District has boundaries to the north of Keruak District, to the west of Kab. Central Lombok, south of the Indonesian Ocean, and east of the Alas Strait (BPS 2021).

Figure 2. Map of the Jerowaru District area, East Lombok Regency (BPS 2021).

Resident

The population in Jerowaru District is quite dense, spread across 15 villages with a total population of 63,168 people, 31,487 men and as many women. 31,681 people. The total population is divided into several groups, including 18,094 people aged 0-14 years, 42,001 people aged 15-64, 2,263 people aged >65. (BPS 2021).

Characteristics of Respondent Farmers Based on Age

In general, the age of the respondent influences performance in production, respondents who are younger usually have a stronger physique at work. However, this does not have a significant effect on tobacco farming because tobacco farmers employ farm laborers to run their business. Based on the questionnaire that was distributed to respondent farmers, the results of the characteristics according to age groups in the research area were as follows: 4 people aged 31-40 years (13.33%), 16 people aged 41-50 years (53.33%), There were 10 people aged >51 (33.33%) and the average age of variety 88 tobacco farmers in Jerowaru District was 48.2 years.

Based on this data, it is known that those interested in tobacco farming are dominated by farmers aged 41-50 years as many as 16 people (53.33%), while millennial youth are less interested in tobacco farming, this is because according to their understanding, being a farmer is synonymous with heat. dirty and poor.

Table 1: Characteristics of Respondents Based on Age, 2023

No.	Age Range (Year)	Number of Respondents (People)	Percentage (%)
1	31 – 40	4	13.33
2	41 – 50	16	53.33
3	> 51	10	33.33
	Amount	30	100

Source: Primary data processed.

Characteristics of Respondent Farmers Based on Education

Based on the results of research on respondent farmers, the distribution of education of 88 variety tobacco farmers at elementary school level was 3 people (10.00%), at junior high school level was 7 people (23.33%), at high school level was 17 people (56.67%), S1 level as many as 3 people (10.00%). Based on Table 2. Below, all respondents have taken formal education, but there is an opinion from respondents that they do not consider education as a priority that must be improved to support the development of tobacco farming, especially variety 88 tobacco.

Table 2: Characteristics of Respondents Based on Education, 2023

No.	Educational level	Number of Respondents (People)	Percentage (%)
1	Finished elementary school	3	10
2	Finished middle school	7	23.33
3	Finished high school	17	56.67
4	Finished S1	3	10
	Amount	30	100

Source: Primary data processed.

Characteristics of Respondent Farmers Based on Family Dependencies

Based on the results of research that has been conducted, the family dependents of farmer respondents are 9 respondents (30.00%) dependent on families of 1-2 people and this includes families in the small family category, family dependents of 3-4 people as many as 17 respondents (56.67%) classified as a medium family, while family dependents of <5 people were 4 respondents (13.33%) and this was classified as a large family. The average number of family dependents per respondent is 3 people and is classified as a medium family.

Table 3: Characteristics of Respondents Based on Family Dependents, 2023

No.	Family Dependents (Person)	Number of Respondents (People)	Family Criteria	Percentage (%)
1	1 – 2	9	Small	30
2	3 – 4	17	Currently	56.67
3	≥5	4	Big	13.33
	Amount	30		100

Source: Primary data processed.

Characteristics of Respondent Farmers Based on Farming Experience

Data from research on farmer respondents showed that there were 19 respondents with farming experience of 10 - 20 years (63.33%), 8 respondents with farming experience of 21-30 years (26.67%), and respondents with 31 years of farming experience. -40 years as many as 3 people (10.00%). From this data, the average respondent tobacco farmer has 22.5 years of farming work experience. Complete data regarding respondents' experiences in running tobacco farming in Jaruaru District, East Lombok Regency is in Table 4 below.

Table 4: Characteristics of Respondents Based on Farming Experience, 2023

No.	Experience (Year)	Number of Respondents (People)	Percentage (%)
1	10 – 20	19	63.33
2	21 – 30	8	26.67
3	31 – 40	3	10
	Amount	30	100

Source: Primary data processed.

Characteristics of Respondent Farmers Based on Land Area

Based on the results of research on respondent farmers, it is known that the area of land planted by 88 variety tobacco farmers is between 0.1 - 0.5 Ha as many as 2 people (6.67%), the land area is

0.6 - 1 Ha as many as 10 people (33.33%), and there were 18 respondent farmers who had a tobacco planting area >1 Ha (60.00%).

Table 5: Characteristics of Respondents Based on Land Area, 2023

No.	Land area (Ha)	Number of Respondents (People)	Percentage (%)
1	0.1 – 0.5	2	6.67
2	0.6 – 1	10	33.33
3	>1	18	60
	Amount	30	100

Source: Primary data processed.

Production cost

Production costs in shallot farming in Kateng Village are grouped into fixed costs and variable costs. (Nirmawati, 2022). Based on the results of research conducted on respondent farmers, data was obtained on the costs incurred by farmers in running variety 88 tobacco farming consisting of fixed costs and variable costs. More details about these two types of costs can be described as follows:

Fixed cost

The land rental costs incurred by respondent farmers for tobacco variety 88 amounted to Rp. 5,333,333,- (50.78%), the position of land rental costs was in first position. This happened because the majority of farmers rented agricultural land to carry out tobacco farming.

Furthermore, the interest on loan capital for the 88 variety tobacco farming business is IDR 4,216,667,- (40.15%) and the cost of this loan capital is in second place after land rental costs, interest on loan capital is still an obstacle for farmers, especially farmers. tobacco to run a tobacco farming business.

The lowest cost component incurred by farmers is Land and Building Tax, which is an average of IDR 32,200 (0.31%) The low cost of land tax is because the agricultural land rented by farmers is generally paid for land and building tax by the land owner. and only a small number of respondent farmers issue taxes on the basis of their own land.

Table 6: Average Fixed Costs of Varieties 88 Tobacco Farming, 2023

No.	Description	Amount (Rp.)	Percentage (%)
1	Land lease	5,333,333	50.78
2	PBB / Other Taxes	32,200	0.31
3	Capital Loan Interest	4,216,667	40.15
4	Tool Depreciation	920.22	8.76
	Amount	10,502,420	100

Source: Primary data processed.

Variable Costs

The variable costs incurred in farming tobacco varieties 88 in Jerowaru District, East Lombok Regency are presented in Table 7 below.

Table 7: Average Variable Costs of Varieties 88 Tobacco Farming, 2023

No.	Description	Amount (Rp.)	Percentage (%)
1	Production Facilities		
	a. Tobacco Seeds	261,667	0.73
	b. Fertilizer	8,377,500	23.37
	c. Drugs	427,500	1.19
	Total	9,066,667	25.29
2	Labor costs		
	a. Nursery Costs	384,833	1.07
	b. Planting Land Preparation Costs	5,640,000	15.73
	c. Planting and Maintenance Costs	4,192,500	11.69
	d. Leaf Picking / Harvesting	591,500	1.65
	e. Ovening and Sorting	4,986,000	13.91

	f. Transportation Costs	1,813,333	5.06
	Total	17,608,166	49.12
3	Infrastructure		
	a. Plastic cover for seeds	265,667	0.74
	b. Bamboo	83,333	0.23
	a. c. Grilled ham	8,826,667	24.62
	b. Total	9,175,667	25.59
	Amount	35,850,500	100

Source: Primary data processed.

The variable costs incurred by respondent farmers to run a variety 88 tobacco farming business consist of the costs of production facilities, which include the purchase of tobacco seeds, fertilizer and medicines with an average value of Rp. 9,066,667,- (25.29%), the amount of costs Production facilities in the 88 variety tobacco farming business are in third place after the cost of purchasing infrastructure.

Labor costs incurred in farming tobacco varieties 88 amounted to IDR 17,608166,- (49.12%). The high costs incurred for labor are due to the many cost components, including: seeding costs, planting land preparation costs, planting and maintenance costs, harvest costs, oven and sorting costs, and transportation costs.

The last type of variable cost is production infrastructure costs, these costs are categorized as variable costs because this infrastructure can affect the final results and quality of Viarity 88 tobacco products. The amount of infrastructure costs is in second place after labor costs and the amount of variable costs involved. spent by respondents in cultivating tobacco variety 88 was Rp. 9,175,667,- (25.59%).

Total Production Costs

Based on the research results, it was found that the total costs incurred for cultivating variety 88 tobacco were an average of IDR 46,352,920,- with details of fixed costs amounting to IDR. 10,502,420,- (22.66%), and variable costs IDR 35,850,500,-(77.34%), more clearly the total production costs of cultivating 88 varieties of tobacco are presented in Table 8 below.

Table 8: Average Total Production Costs for Tobacco Farming Varieties 88, 2023

No.	Description	Amount (Rp.)	Percentage (%)
1	Fixed cost	10,502,420	22.66
2	Variable Costs	35,850,500	77.34
	Amount	46,352,920	100

Source: Primary data processed.

Production

The production of 88 varieties of tobacco farming produced by respondent farmers varies greatly, depending on natural conditions, land and the treatment of the respondent farmers themselves. More details about the production of variety 88 tobacco farming are presented in Table 9 below.

Table 9: Average Production of Tobacco Varieties 88, 2023

No.	Description	Volume (Kg)	Percentage (%)
1	Leaves 1, 2	360	18.09
2	Leaves 3, 4	558	28.04
3	Leaves 5, 6	669	33.62
4	Leaves 7, 8	403	20.25
	Amount	1,990	100

Source: Primary data processed.

Based on the table above, the total average production of 88 variety tobacco farming is 1,990 kg with details for the average production of leaves 1 and 2 of 360 Kg (18.09%), production of leaves

3 and 4 of 558 Kg (28.04%).), leaves 5 and 6 are the leaf positions with the highest average production, namely 669 Kg (33.62%), and leaves 7 and 8 produce an average of 403 Kg (20.25%). By paying attention to Table 9. above, the highest production produced was in the production of leaves 5 and 6, then respectively the production of leaves 3 and 4; production of 7th and 8th leaves; and the last is the production of leaves 1 and 2.

Production Value

The average total production value of 88 varieties of tobacco farming for respondent farmers for one planting season is IDR. 82,610,870,- . For more details, the production values are presented in Table 10 below.

Table 10: Average Production Value of Varieties 88 Tobacco Farming, 2023

No.	Description	Mark
1	Production (kg)	1,990
2	Price Per kg (Rp)	41,513
3	Production Value (Rp.)	82,610,870

Source: Primary data processed.

Income

The average total income obtained by respondent farmers in one planting season is a production value of Rp. 36,257,950- with an average value of IDR 82,610,870,- minus the total cost value of IDR1,390,587,600,- with an average value of IDR 46,352,920,-

Table 11: Average Income from Varieties 88 Tobacco Farming, 2023

No.	Description	Amount (Rp)
1	Production Value (Rp)	82,610,870
2	Total Cost (Rp)	46,352,920
3	Income (Rp)	36,257,950

Source: Primary data processed.

R/C Ratio

Based on the results of the analysis, it is known that the average production value obtained by respondent farmers from cultivating 88 varieties of tobacco in one planting season is Rp.82,610,870,- while the total costs that must be incurred by farmers to cultivate tobacco varieties 88 in one planting season is IDR 46,352,920,-. After carrying out calculations using the feasibility formula, the R/C Ratio value is 1.9, meaning that for every 1,000 rupiah spent on cultivating tobacco varieties 88, 1,900 rupiah is obtained, so the criteria obtained are if the R/C value is >1, this is This means that cultivating tobacco varieties 88 in Jerowaru District is declared suitable to be implemented or continued.

Table 12: Feasibility of Varieties 88 Tobacco Farming, 2023

No.	**Description**	**Amount (Rp)**
1	Production Value	82,610,870
2	Total cost	46,352,920
3	R/C Ratio	1.9

Source: Primary data processed.

Constraints in Varieties of Oven Tobacco Farming 88

Based on the results of interviews with respondents, several obstacles faced by farmers were found, and more details are presented in Table 13, below.

Table 13. Constraints in Varieties of Oven Tobacco Farming 88, 2023

No.	Constraint Type	Number of Respondents (org)	Percentage (%)
1	Capital	30	100
2	Fertilizer	30	100
3	Weather	30	100

Source: Primary data processed.

There are three main obstacles faced by respondents in running an oven 88 tobacco farming business in Jarowaru District, East Lombok Regency, including: (1) Capital. The results of the analysis of capital constraints faced by respondents are 100 percent or all respondents are constrained by capital, considering the large number capital that must be prepared/needed in cultivating oven tobacco variety 88. (2) Fertilizer, Fertilizer is also an obstacle in cultivating oven tobacco variety 88, because of the scarcity and high price of fertilizer on the market when it is needed, so it often becomes an inhibiting factor in implementing tobacco farming. (3) Weather, the weather factor is an externality factor which is certainly difficult for humans to overcome because the conditions are always changing and uncertain, which has recently become a threat that causes tobacco farming harvests to fail, causing huge losses for tobacco farmers.

CONCLUSION

After conducting analytical research on the 88 variety oven tobacco farming in Jerowaru District, East Lombok Regency, the following conclusions can be drawn: First, the average income received by farmers of variety 88 oven tobacco in Jerowaru Village, East Lombok Regency, is IDR 36,257,950. The amount of income received is proportional to the costs incurred in cultivating variety 88 oven tobacco. Second, the implementation of variety 88 oven tobacco farming in Jerowaru District, East Lombok Regency, is classified as efficient, as indicated by the R/C Ratio value of 1.9, meaning R/C > 1. This indicates that variety 88 tobacco farming in Jerowaru District is efficient and feasible to implement or continue. Third, the obstacle faced in cultivating variety 88 oven tobacco is capital, as it is one of the determining factors for success in carrying out variety 88 oven tobacco farming activities. Additionally, there is the obstacle of the availability of fertilizer, which is relatively high in price, and the final obstacle is the recently uncertain weather. This has become a threat that causes tobacco farming harvests to fail, leading to huge losses for tobacco farmers.

Suggestions

First, regional governments are expected to provide and facilitate capital lending, especially through banks as capital providers. Second, the government must take more concrete steps to help tobacco farmers deal with fertilizer shortages and high fertilizer prices, and educate tobacco farmers to use organic fertilizers as a substitute for synthetic/chemical fertilizers. Third, it is recommended for farmers to form Farmer Cooperatives, especially for tobacco farmers

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