

THE CONTRIBUTION ON OF THE SWALLOW'S NEST BUSINESS TO FAMILY INCOME IN OGOAMAS VILLAGE SOJOL UTARA DISTRICT DONGGALA REGENCY

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Abstrak

Keywords:

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Family Income,
Swift's Nest

This study aims to find out how much the income of the swallow's nest business is and to find out the contribution of the swallow's nest business to family income in ogoamas village, north sojol Utara district, donggala regency. This research was carried out in the village of Ogoamas in March-April 2023. The method used was a survey method by taking a direct approach with the community in the location of the swallow's nest business. This type of research is descriptive quantitative. The source of the data used in this study is primary data obtained from direct interviews with the owner of the swallow's nwst in the secondary data is data from the village office, books and research. Data analysis used is descriptive statistical techniques which function to describe or give an overview to the object studied through the data sample and population. The annual income of the swallow's nest business in Ogoamas Village, North Sojol District, Donggala Regency is Rp. 127,326,391/year with a contribution of 85.85%. It can be concluded that the swallow's nest business contributes to family income, which is above 50%.

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INTRODUCTION

Farm is activity look after animal cattle For cultivated and obtained profit from activity said. Subsector farm hold role important as one of the source growth, especially for sector agriculture and in general for Indonesian economy. Subsector farm as the part that is not inseparable from development sector agriculture prioritized For fulfil food and nutrition through business coaching regions production that has been There is as well as development regions new (Rasyaf, 2002).

Bird swiftlets is bird eater insects that are air space and likes glide. Bird This colored dark, flying fast with size body medium / small, and have wing shaped narrow, pointed sickles, two her feet are very small, as well as the beak and type bird This No Once perched on a tree. Bird swiftlets have habit dwelling in caves or enough houses damp, dim until dark and using palate For stick nest as place rest and grow breed (Budiman, 2008).

The price of swallow's nests tends to rise every year. This is closely related to increasing demand without a corresponding stable production, even though the swallow's nest business is still relatively bright. In 2023, swallow's nests are very attractive. Previously, the price of export-quality swallow's nests with clean bowls was around IDR 7,000,000/kg. Now, the price has risen to IDR 10,000,000/kg. Many residents of Ogoamas Village are competing to build swallow's nest buildings. However, many residents still haven't been able to build a swallow's nest building because, as we know, it requires a large capital investment of approximately IDR 150,000,000. The standard price of swallow's nests is determined by their color, size, cleanliness, and weaving structure, with the quality of swallow's nests varying quite a bit. This is what causes the price differences.

The swallow's nest business has a significant impact on the local economy, offering potential for development due to its high sales value and high demand. Besides meeting domestic demand, it also offers significant export opportunities. This business generates substantial profits and serves as a source of income for many rural communities, particularly in Ogoamas Village, North Sojol District, Donggala Regency.

In general, the physical conditions in Ogoamas Village, North Sojol District, Donggala Regency, are suitable for a swallow's nest business due to its proximity to the mountains and the abundant availability of food sources. This significantly impacts production, as the swallows are more stimulated to produce saliva, mate, and lay eggs.

The swallow's nest business influences the household income of farmers in Ogoamas Village, North Sojol District, Donggala Regency because it has potential for development. Over time, it is possible that the swallow's nest business run by entrepreneurs in Ogoamas Village could become a primary source of income. Researchers do not yet know the extent of its contribution. Therefore, to determine the contribution of the swallow's nest business to family income in Ogoamas Village, North Sojol District, Donggala Regency, a study was conducted on the contribution of swallow income to family income.

In relation to the above problems, this study is entitled "The Contribution of Swallow's Nest Business to Family Income in Ogoamas Village, North Sojol District, Donggala Regency." Then based on the background of the problem, the formulation of the problem in this study is how the swallow's nest business generates income and how much income from the swallow's nest business contributes to family income in Ogoamas Village, North Sojol District, Donggala Regency.

RESEARCH METHODS

Place and Time of Research

Study This has held in Ogoamas Village Subdistrict North Sojol Regency Donggala in March -April 2023.

Research methods

Methods used in study This is survey method with do approach direct with communities located in the swallow's nest cultivation business location.

Types of research

The type of research used in this study is quantitative descriptive, namely a method that aims to create a picture or description of a situation objectively using numbers, starting from data collection, interpretation of the data as well as the appearance and results (Arikunto, 2006).

Population and Sample

Population is all values, both the results of calculations and measurements, both quantitative and qualitative, of certain characteristics regarding a complete and clear group of objects (Husaini U, 2006). Population in study This is all over businessman nest bird swiftlets that have building swiftlets in Ogoamas Village Subdistrict North Sojol Regency Donggala totaling 200 entrepreneurs nest bird swiftlet.

A sample is a portion taken from the entire object being studied and is considered to represent the entire population (Soekidjo, N 2005). determine amount sample, so researchers using purposive sampling technique with criteria that have been in business for 3 years or more and have been producing, namely 5 respondents who are in mountainous areas (3 swallow houses), beaches (1 swallow house), villages (1 swallow house).

Data collection technique

The data collection techniques used in this research are:

1. Observation is taking research data through direct observation of the object being studied.
2. Interviews are activities involving conducting direct interviews with respondents about research variables using questionnaires.
3. Documentation is a data collection technique carried out by directly recording events at the research location sourced from relevant books, activity reports and other documentation.

Data Types and Sources

The types and sources of data used in this research are:

1. Primary data is data obtained from direct interviews with swallow house owners using a provided questionnaire consisting of name, age, and gender.
2. Secondary data is data that comes from village offices, books and research reports.

Observed Variables

The variables observed in this study are fixed costs, variable costs, revenue, income and contribution of the swallow's nest business in Ogoamas Village, North Sojol District, Donggala Regency.

Data analysis

The data analysis used in this study uses descriptive statistics. Descriptive statistics serve to describe or provide an overview of the object of study through sample and population data (Sugiyono, 2007). This was conducted by collecting various

opinions from parties related to this study, namely, swallow's nest entrepreneurs in Ogoamas Village, North Sojol District, Donggala Regency. To determine the income of the swallow's nest business, one must first understand the following:

Revenue Analysis

Total cost is the total cost incurred in production, consisting of fixed costs and variable costs. Fixed costs are defined as costs incurred by the entrepreneur that are independent of the amount of output produced. Variable costs, on the other hand, are defined as costs whose size is influenced by the output produced. When added together, these two costs produce the total cost using the following formula:

Formula: $TC = FC + VC$

Note: TC = Total Cost (Rp)

FC = Fixed Cost (Rp)

VC = Variable Cost (Rp)

Reception period that can be seen from amount sold. Revenue earned by businessman nest bird swiftlets furthermore used for cover total costs that have been issued (Pakiding et al., 2016). Revenue is the total income received by swallow's nest entrepreneurs in the form of money obtained from the sales of the products produced. Calculating revenue uses the following formula:

Formula: $TR = Q \times P$

Note: TR = Income from Swallow's Nest Business (Rp)

Q = Production of Swallow's Nest Business (Rp)

P = Selling Price of Swallow's Nest (Rp)

Revenue can be defined as the total income earned over a specific period. Therefore, it can be concluded that revenue is the amount of earnings received by members of society over a specific period as compensation for services or developed production factors (Reksoprayitno, 2004). The revenue of a swallow's nest entrepreneur is the difference between total revenue (TR) and the total costs incurred by the entrepreneur in one go (TC). To calculate the amount of revenue, use the following formula:

Formula: $\pi = TR - TC$

Note: π = Profit (Business income/Rp)

TR = Total Revenue (Business income/Rp)

TC = Total Cost (Total Cost/Rp)

Contribution Analysis

Contribution is a contribution that can be given by something to another thing. The data obtained were analyzed without statistical tests by calculating the amount of money earned from a swallow's nest business activity and the total household income multiplied by one hundred percent. Contribution in the sense of action, namely in the form of behavior carried out by individuals which then have a positive or negative impact on other parties (Ahira A, 2012). To determine how much the swallow's nest business income contributes to the total family income according to Soekartawi (1995), use the following formula:

Formula: X

$KP = \frac{X}{Y} \times 100\%$

Y

Note: KP = Contribution of income from swallow farming to income Family (%)

X = Income from swallow farming (Rp/year)

Y = Family income (Rp/year)

Information, provided that:

- Contribution of Income from Swiftlet Farming Business > 50% High Contribution.
- Contribution of Income from Swiftlet Farming Business < 50% Low Contribution.

RESULTS AND DISCUSSION

Production Costs of Swallow's Nest Business

Production costs in a swallow's nest business include depreciation and maintenance costs. Depreciation costs consist of equipment depreciation. Maintenance costs include pesticides, feed, and electricity. Production costs incurred by swallow's nest entrepreneurs are shown in Tables 1 and 2.

Table 1. Fixed Costs of Swallow's Nest Business Per Year

Name/Type	Paradise	Dasman	Sea	Julius	Ali	Amount (Rp)
Flash disk	853,200	906,396	746,400	853,200	693,192	4,266,000
Flashlight	375,000	360,000	360,000	375,000	360,000	1,830,000
Tweeter	11,407,200	10,723,200	3,511,200	7,207,200	6,535,200	39,384,000
Ladder	648,000	648,000	288,000	288,000	288,000	2,160,000
Battery	1,950,000	1,950,000	1,950,000	1,950,000	1,950,000	9,750,000
Cable	1,824,000	1,824,000	864,000	2,304,000	2,304,000	9,120,000
Comb board	7,394,000	6,468,000	3,074,000	8,628,984	7,703,268	33,268,252
Sube	21,600	21,600	21,600	21,600	21,600	108,000
Charging tank	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	5,625,000
Bucket	90,000	90,000	90,000	90,000	90,000	450,000
scoop	60,000	60,000	60,000	60,000	60,000	300,000
baking pan	90,000	90,000	90,000	90,000	90,000	450,000
Ampli	3,600,000	3,600,000	3,600,000	3,600,000	3,600,000	18,000,000
Carpet	1,011,432	1,011,432	668,580	-	1,354,296	4,045,740

Total		28,824,432				128,756,992
Average	30,449,43	16,555,580		26,592,98	26,334,564	9,343,046
	2	2,058,888	1,182,542	4	1,881,041	
	2,174,960			2,045,615		

Based on Table 1, it can be seen that the depreciation costs of the swallow's nest business consist of flash drives, flashlights, tweeters, ladders, batteries, cables, comb boards, sube, charging tanks, buckets, scoops, baking pans, amplifiers, and carpets. Therefore, the total fixed costs are Rp. 9,343,046.

Table 2. Variable Costs of Swallow's Nest Business Per Year

Name/Type	Paradise	Dasman	Sea	Julius	Ali	Amount (Rp)
Pest control	540,000	540,000	540,000	540,000	540,000	2,700.00
Feed	480,000	480,000	-	480,000	-	1,440,000
Perfume	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	7,500,000
Electricity	660,000	660,000	660,000	660,000	660,000	3,300,000
Total	3,180,000	3,180,000	2,700,000	3,180,000	2,700,000	14,940,000
Average	795,000	795,000	900,000	795,000	900,000	3,735,000

Based on Table 2, the cost of maintaining a swiftlet nest includes pesticides, feed, perfume, and electricity. The total cost is Rp. 3,735,000.

The production costs of the swallow's nest business include depreciation costs of swallow equipment amounting to Rp. 9,343,046 and maintenance costs of Rp. 3,735,000 in one year. Then, these costs are added together to determine the production cost. Therefore, the total production cost or total cost of the swallow's nest business is Rp. 13,528,046 .

Bird's Nest Business Income

Income is the result of the swallow's nest harvest multiplied by the price of the swallow's nest, so it can be seen that the income from the swallow's nest at the research location in Ogoamas Village, North Sojol District, Donggala Regency, so the average income from the swallow's nest business can be seen in Table 3.

Table 3. Annual Income from Swallow's Nest Business

No	Name	Region	Harvest (ounces)	Price/ounce (Rp)	Amount/month (Rp)	Total Revenue (Rp)
1	Paradise	Mountain	10	700,000	7,000,000	84,000,000
2	Dasman	Mountain	9.4	700,000	6,580,000	78,960,000
3	Sea	Mountain	9.7	700,000	6,790,000	81,480,000
4	Julius	Beach	40	700,000	28,000,000	336,000,000
5	Ali	Village	8.3	700,000	5,810,000	69,720,000

Total	77.4	350,000	54,180,000	650,160,000
Average	15.48	700,000	10,836,000	130,032,000

Based on Table 3. It can be seen that the average income from swallow's nests in one year at the research location in Ogoamas Village, North Sojol District, can be seen that the average income from swallow's nests is IDR 130,032,000 with a price of IDR 700,000/ounce. In Table 3. above shows different harvest results in each region. Mountainous and coastal areas have higher incomes than rural areas, this is due to environmental factors. Mountainous and coastal areas are in accordance with the natural habitat of swallows and there are many food sources such as insects, while rural areas have less income because swallows do not like crowded places and lots of noise.

Annual Income from Swallow's Nest Business

The income from the swallow's nest business obtained from the income plus the total non-swallow's nest business income at the research location in Ogoamas Village, North Sojol District, Donggala Regency, with the income from the swallow's nest business for each year minus the production costs for each year, can be seen in Table 5.

Table 5. Annual Income from Swallow's Nest Business

No	Revenue (Rp)	Production Cost (Rp)	Amount (Rp)
1	84,000,000	2,969,960	81,030,040
2	78,960,000	2,853,888	76,106,112
3	81,480,000	2,082,542	79,397,458
4	336,000,000	2,840,615	333,159,385
5	69,720,000	2,781,041	66,938,959
Total	650,160,000	13,528,046	636,631,954
Average	130,032,000	2,705,609	127,326,391

Based on Table 5, the total net income from the swallow's nest business is obtained by subtracting production costs from the income minus taxes. This is because the residents of Ogoamas Village who own swallow's nest businesses do not pay taxes. The income and production costs of each sample differ due to the size of the building. The average annual income from the swallow's nest business is Rp. 127,326,391.

Non-Swallow Business Income

Total family income (non-swallow nest business) is the income of a family whose source of income consists of one person, namely the husband of the swallow nest entrepreneur, in the research location, namely Ogoamas Village, North Sojol District, Donggala Regency, in one family they do not employ other people but only the owner himself works, namely the husband. The average income from swallow nests can be seen in Table 4.

Table 4. Average Income from Non-Swallow Business

Name	Type Business	Reception (Rp)	Labor Cost (Rp)	Amount/month (Rp)	Total Income (Rp)
Paradise	garden farmer (chocolate)	1,500,000	700,000	800,000	9,600,000
Dasman	Workshop	2,000,000	1,000,000	1,000,000	12,000,000
Sea	Farmers (rice fields)	3,800,000	1,200,000	2,600,000	31,200,000
Julius	garden farmer (coconut)	1,000,000	500,000	500,000	6,000,000
Ali	Stall	4,000,000	1,500,000	2,500,000	46,200,000
Total		12,300,000	4,900,000	7,400,000	105,000,000
Average		2,460,000	980,000	1,480,000	21,000,000

Based on Table 4, it can be concluded that the non-swallow nest business income generated by families of swallow nest entrepreneurs is obtained from total revenue minus labor costs, as can be seen in the annual income in the table above. Therefore, the average family income is Rp. 21,000,000 per year.

Contribution of Swallow's Nest Business to Family Income

The income contribution provided by the swallow's nest business to family income is seen in Table 6.

Table 6. Contribution of SBW Business to Family Income

No	Description	Amount (Rp)	Contribution (%)
1	Income from swallow's nest business	127,326,391	85.85%
2	Income family	21,000,000	14.15%
	Total	148,326,391	100%

Based on Table 6 above, it can be seen that the swallow's nest business significantly contributes to family income, amounting to 85.85%. This significantly improves family income because the swallow's nest business contributes more than 50%. This is in accordance with Soekartawi's (1995) opinion, stating that if the swallow's nest business contributes more than 50% of income, its contribution is high.

Income contribution is the income provided from the swallow's nest business to family income which can be calculated in contribution units (%).

$$\begin{aligned} \text{Contribution of income from swallow's nest business} &= \frac{127,326,391}{148,326,391} \times 100\% \\ &= 85.85\% \end{aligned}$$

$$\begin{aligned} \text{Family income contribution} &= \frac{21,000,000}{148,326,391} \times 100\% \\ &= 14.15\% \end{aligned}$$

Although the swallow's nest business in the research area is considered a secondary activity, it can actually contribute significantly more income than non-swallow business income, while the agricultural and entrepreneurial ventures they consider their primary businesses generate little income. This is because the swallow's nest business contributes a significant 85.85% (>50%) of income.

CLOSING

income from the swallow's nest business is Rp 127,326,391 and the monthly income is Rp 10,610,532. The swallow's nest business significantly contributes to family income in Ogoamas Village, North Sojol District, Donggala Regency. This is evident in its large contribution of 85.85%.

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