

THE PERCEPTION OF COCOA FARMERS ON ROLE OF AGRICULTURAL EXTENSION WORKERS IN DESA TANJUNG GUNUNG KECAMATAN LAUBALENG KABUPATEN KARO

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ABSTRACT

An extension help farmers in their efforts to increase production and quality of their products in order to improve their welfare. Therefore, the extension has many roles, among others as a mentor farmer extension, organizer, coach technicians and a bridge between family farmers and research institutions in agriculture because of the existence of agricultural extension field is important for farmers. Extension activities in the desa Tanjung Gunung one of which was given to cocoa farmers. The purpose of this study was to determine how the cocoa farmer perception of the role of agricultural extension workers in desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo. The number of respondents in this study as many as 27 people cocoa farmers in the cocoa farmer groups Tanjung Gunung and follows the field school activities. Data analysis method used is descriptive statistical analysis. The results showed that the cocoa farmers' perception of the role of the agricultural extension workers as a mentor was very good with the average response of respondents 4.46, the perception of cocoa farmers on role of agricultural extension workers as an organizers was good with an average response of respondents 3.83, the perception of cocoa farmers the role of agricultural extension workers as technical trainers is very good with the respondent's average response of 4.55 and the perception of cocoa farmers on role of agricultural extension workers as facilitators is good with the average response of respondents 3.7.

Keywords: Perception of Farmers, Role Of Agricultural Extension Workers, Cocoa

A. INTRODUCTION

Background

Indonesia has a comparative advantage as an agricultural country and maritime. The comparative advantage is economic fundamentals continue to be utilized through the development process into a competitive advantage. With such an approach, which was developed in the Indonesian economy has a strong foundation that is on domestic resources, and has a high competitive ability (Nurmala, 2012).

Based on information obtained from the Strategic Plan Ministry of Agriculture Year 2015-2019 agricultural sector remains an important sector in the national economic development. The strategic role of the agricultural sector are illustrated in the contribution of the agricultural sector in the provider of food and industrial raw materials, contributor to GDP, foreign exchange earnings, the main employer, the main source of income for rural households, a provider of feed ingredients and bioenergy, as well as play a role in efforts to reduce emissions greenhouse. Agricultural development is expected to improve the income of the population equitably and sustainably, because most of the population of Indonesia livelihood in the agricultural sector. In line with the main targets of the Ministry of Agriculture 2010- 2014 include: (1) the achievement of self-sufficiency and sustainable self-sufficiency; (2) increasing diversification; (3) increasing value added, competitiveness and exports; (4) improving the welfare of farmers. The strategy will be implemented are to revitalize agriculture with a focus on the seven basic aspects: (1) land; (2) Germination and seedling; (3)

infrastructure and services; (4) human resources; (5) the financing of farmers; (6) institutional farmers; (7) technology and downstream industries.

According to the regulations the minister of agriculture of the republic of Indonesia number 47 2016 on guidelines for the preparation of agricultural extension program, which referred to the agricultural extension is a learning process for the main actors and businesses so that they are willing and able to help and organize themselves in accessing market information, technology, capital, and other resources, in an effort to improve productivity, business efficiency, income and welfare, as well as raise awareness in environment conservation. In accordance with the mandate of Law Number 16 of 2006 on the Extension System of Agriculture, Fisheries and Forestry, agricultural extension sub-systems integrated with agricultural development programs,

Krisnawati et al. (2013) states that the role of agricultural extension is important to help farmers, therefore the government adopts draft National Competence Indonesia agricultural sector field of agricultural extension in 2010 that became the standard work competence of national Indonesia that reflects professionalism an agricultural extension and is one of a form of government interest in realizing the revitalization of agriculture through the development goals of developing a sustainable farming system which focused on the institutional arrangement of agricultural extension, increasing the quantity and quality of agricultural extension, an increase in institutional and leadership of farmers and increase agricultural extension delivery system.

Agricultural extension officers who are change agents is directly related to the farmer. One of the functions of agricultural extension officers to invite farmers to undertake actions that are beneficial to his efforts. Extension officers stationed in the village served as the supervisor of the farmer, the coach of the farmers, technicians, organizer and dinamisator farmer groups, people to contact farmers in agriculture and agricultural development agency (Krisnawati et al., 2013)

According to Salmon Padmanagara, former Head of Education, Training and Guidance Department of Agriculture, agricultural extension is defined as a system of education outside the school (non-formal) for farmers and their families (mother farmer, farm youth) in order that they are able, capable and self-sufficient repair / improve own welfare and society. (Suhardiyono, 1992)

Development of education programs for farmers, AT Mosher stated there are eight conditions that must be met is to be provided in the farmers themselves, on their farms and in their villages; must be distinctive in accordance with the needs of farmers and the attention now, such as how to increase production and productivity, increasing the difference in reception and production costs; should be noted that farmers are adults, have to use special methods; must be adapted to the times farmers are not too busy so it does not interfere with their work; things that are taught are mainly ways and new methods and methods that have been corrected / amended; must be accompanied and giving farmers the opportunity to immediately try the new methods being taught;

An extension help farmers in their efforts to increase production and quality of their products in order to meningkatkan their welfare. Therefore, the extension has many roles, such as supervising farmer extension, organizer and motivator, coach technicians and a bridge between family farmers and research institutions in the field of agriculture (Suhardiyono, 1992) further by van den Ban and Hawkins (1999) the role of agricultural extension is to help farmers form an opinion of healthy and make good decisions with the way we communicate and provide the necessary informationfarmers. Besides agricultural extension also serves to help farmersincrease in farming.

Agricultural extension workers who carry out his role with good will certainly make the farmers have good perception towards agricultural extension workers. Sugihartono et al. (2007) suggests that perception is the ability of the human brain in translating the stimulus or stimulus. Perception is the process to translate stimulus received human locomotion. Humans in responding to or see something definitely have viewpoints there that perceives something that good or the perception of a positive as well as negative

perceptions that will affect human action that looks or real.

Cocoa plant is one kind of annual crops being grown by farmers in desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo. Various problems often faced by cocoa farmers about their crops such as pest and plant diseases and other problems. Extension activities is one way that may help farmers to solve their problems as well as technicians are also expected to be able to improve cocoa farmers' knowledge in order to further increase the amount of production of cocoa plants. In desa Tanjung Gunung extension services to cocoa farmers usually done once a week. Extension Agent is spearheading directly related to the expected farmers were able to overcome all the problems faced by farmers which will impact on how the farmer's perception of the role of educator. Therefore, it is necessary to conduct research on perception of cocoa farmers on role of agricultural extension workers in desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo.

Formulation of the problem

Based on the above background, it can be formulated problem of how is perceptions of cocoa farmers on role of agricultural extension workers in desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo?

Research purposes

To know and analyze the cocoa farmer's perception of the role of agricultural extension workers desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo.

Benefits of research

As an input for those who need information on agricultural extension.

B. METHODS

Location and Time Research

This research was conducted in desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo. The location determination is done purposively set deliberately because in this village are quite many cocoa farmers. This study was conducted from May 2018 - July 2018.

Population and Sample

The population in this study is a cocoa farmer groups in desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo totaling 27 people. The samples or respondents in this study is saturated samples where the sample is whole population.

Method of collecting data

The data used in this study are primary data and secondary data. Primary data were obtained from the sample (respondents) through

interviews and distributing questionnaires to the respondents, farmers in the desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo. While the secondary data obtained through books, journals, internet and literature related to this research.

Data analysis method

To find the perception of cocoa farmers on role of agricultural extension workers in desa Tanjung Gunung kecamatan Laubaleng kabupaten Karo used descriptive analysis. According Sugiyono (2006) Descriptive statistics are statistics used to describe or give a picture of the object under study through a data sample or population as is, without making conclusions apply generally.

Based on the understanding of data analysis using quantitative descriptive approach aims to provide an understanding of the current situation or apply to the object of research. In general, the object of which is described to be depicted in the form of tables, graphs, charts / piktodiagram, accompanied by a simple statistical analysis such as frequency, measures of central tendency (mean, median, mode) and others of the variables observed in the object.

Analysis of the data used is descriptive analysis using the average value category of respondents that viewed from the long interval class. The length of the interval by Sudjana class (2000) obtained by perthitungan as follows:

$$\text{The length of the interval class: } \frac{\text{Range of Values}}{\text{Many Class Intervals}}$$

Where:

range of values : The highest value-lowest value

Many grade interval : 5

Based on the above formula, then the length of the interval classes are as follows:

$$\text{The length of the interval class: } \frac{5-1}{5} = 0.8$$

Category average value of the respondents can be seen in Table 1.

Table 1 Category average value of respondents

Value	Information
1.00 to 1.80	Very No Good
1.81 to 2.60	Not good
2.61 to 3.40	Not good
3.41 to 4.20	Good
4.21 to 5.00	Very good

Operational definition

1. Perception is one's view of an object.
2. Characteristics farmers are some of the characteristics of farmers, among others, sex, age, status of land ownership and land.
3. The perception of cocoa farmers on role of agricultural extension workers as a mentors was a cocoa farmer's perception of the agricultural extension workers in terms of providing information to farmers and improve the knowledge of farmers.
4. The perception of cocoa farmers on role of agricultural extension workers as an organizers was the perception of cocoa farmers towards agricultural extension workers in terms of the establishment and the liveliness of the farmers group.
5. The perception of cocoa farmers on role of agricultural extension workers as a technical

trainer is the perception of cocoa farmers towards agricultural extension workers in terms of ability or technical skill to the information submitted by the agricultural extension workers.

6. The perception of cocoa farmers on role of agricultural extension workers as a facilitator is a cocoa farmer perception of the agricultural extension workers in terms of connecting farmers with others.

C. RESULTS AND DISCUSSION

Characteristics of Respondents

Characteristics of respondents in this research include gender, age, land tenure and land of the respondents. Characteristics of respondents based on gender can be seen in Table 2 below:

Table 2 Characteristics of Respondents by Gender

No.	Gender	Number of people)	(%)
1	Man	20	74.1
2	Woman	7	25.9
	Amount	27	100

Source: Research Results 2018 (Data Processed)

Table 2 shows that the respondents are male as many as 20 people or about 74.1% of respondents were female and as many as 7 people, or approximately 25.9%. By gender can be seen that the cocoa farmers as participants in extension activities are dominated by men. This suggests that men are more focused on cocoa farming activities.

Characteristics of respondents by age can be seen in Table 3 below:

Table 3 Characteristics of Respondents by Age

No.	Age (Years)	Number of people)	(%)
1	22-36	10	37.03
2	40-53	14	51.86
3	60-65	3	11.11
	amount	27	100

Source: Research Results 2018 (Data Processed)

Table 3 shows that the age of respondents aged 22-36 years as many as 10 people or about 37.03%, age 40-53 year-old respondents as many as 14 people or about 51.86% and the age of respondents aged 60-65 years as many as 3 people or about 11.11%. This shows that all respondents are in the productive age. According to the BPS is the productive age between 15 years to 64 years.

Characteristics of respondents based on the status of land ownership can be seen in Table 4 below:

Table 4 Characteristics of Respondents by Status Land Ownership

No.	Land ownership	Number of people)	(%)
1	Premise / Parents	27	100
2	lease	0	0
	amount	27	100

Source: Research Results 2018 (Data Processed)

Table 4 shows that the ownership of land owned by all respondents is their own land / Parent. That is because cocoa farmers as participants in extension activities were the original inhabitants in the study area.

Characteristics of respondents by area of land of the respondents can be seen in Table 5 below:

Table 5 Characteristics of Respondents by Land

No.	Land (Ha)	Number of people)	(%)
1	≤1	14	51.85
2	> 1	13	48.15
	amount	27	100

Source: Research Results 2018 (Data Processed)

Table 5 shows that the area of land owned by respondents ≤ 1 Ha respondents as many as 14 people or about 51.85% and the area of land owned by the respondent > 1 Ha respondents as many as 13 people or about 48.15%.

The Perception of Cocoa Farmers on Role of Agricultural Extension Workers as a Mentors

The perception of cocoa farmers on role of agricultural extension workers as a mentor has five indicators with five statements. The results of descriptive analysis, statement 1) Agricultural Extension Workers always provide information about the cultivation of cocoa is good and true, the respondents' answers indicate that as many as 17 people (63.0%) answered strongly agree, 8 (29.6%) agreed to answer and 2 people (7.4%) answered disagree. The average score in this statement is 4.56 means that are in the very good category; statement 2) Agricultural Extension workers always provide information and suggestions on maintenance (pruning) cocoa is good and right, respondents indicate that as many as 15 people (55.6%) answered strongly agree, 10 people (37.0%) agreed to answer 2 (7.4%) answered disagree. The average score in this statement is 4.48 means that are in the very good category; Statement 3) Agricultural extension workers always provide information about the types of pests on crops as cocoa, respondents indicate that as many as 15 people (55.6%) answered strongly agree, 10 people (37.0%) agreed to answer and 2 (7.4%) answered disagree. The average score in this statement is 4.48 means that are in the very good category; Statement 4) Agricultural extension workers provides information on pest management in the cocoa plant, respondents indicate that as many as 15 people (55.6%) answered strongly agree, 10 people (37.0%) agreed to answer and 2 (7.4%) answered disagree. The average score in this statement is 4.48 means that are in the very good category; Statement 5) Agricultural extension workers provides information on harvesting and harvesting cocoa is good and right, respondents indicate that as many as 12 people (44.4%) answered strongly agree, 12 people (44.4%) answered disagree and 3 (11.1%) answered disagree. The average score in this statement is 4.33 means that are in the very good category. Based on respondents' answers that the perception of cocoa farmers on role of agricultural extension workers as mentors is very good with an average of 4.46 means that respondents educator role as mentor farmer was very well received by farmers which means agricultural extension workers has been doing its role to the fullest. Suhardiyono (1992) stated that an extension is in the farmer's counselors and teachers in informal education. A counselor needs to have a high idea to overcome obstacles in the development of agriculture from farmers

and their families. A counselor should be familiar with the local farming systems and have knowledge of the farm system, was sympathetic to farmers and farmer decision making both in theory and practice. In this study based on the respondents' answers can be seen that the instructor is able to fulfill all of the information needed by farmers.

The Perception of Cocoa Farmers on Role of Agricultural Extension Workers as an Organizers

The perception of cocoa farmers on role of agricultural extension workers as an organizers has five indicators with five statements. The results of descriptive analysis, statement 1) Agricultural extension workers is able to raise awareness and mobilize cocoa farmers to be more active conduct their farm, respondents indicate that as many as 15 people (55.6%) answered agree, 6 (22.2%) answered strongly agree and 6 (22.2%) answered disagree. The average score in this statement is 4.00 means that are in both categories; Statement 2) Agricultural extension workers is able to increase farmer participation in the activities of farmers' groups, respondents indicate that as many as 18 people (66.7%) answered agree, 3 (11.1%) answered strongly agree and 6 (22.2%) answered disagree. The average score in this statement is 3.88 means that are in both categories; Statement 3) Agricultural extension workers is able to increase the reactivation of cocoa farmer groups, respondents indicate that as many as 17 people (63.0%) answered agree, 2 (7.4%) answered strongly disagree, 7 (25.9%) answered disagree and 1 (3.7%) answered no agree. The average score in this statement is 3.74 means that are in both categories; Statement 4) Agricultural extension workers able to direct and foster the activities of cocoa farmer groups, respondents indicate that as many as 17 people (63.0%) answered agree, 2 (7.4%) answered strongly agree and 8 (29.6%) answered disagree. The average score in this statement is of 3.77 means that are in both categories; Statement 5) Agricultural extension workers are able to develop cocoa farmer groups, respondents indicate that as many as 15 people (55.6%) answered agree, 2 (7.4%) answered strongly agree and 9 (33.3%) answered disagree. The average score in this statement is 3.77 it means to be in the good category. Based on the perception of respondents that the cocoa farmers of the role of agricultural extension workers as an organizer is good with average respondents 3.83. That is the role of extension

workers as organizers of well-received by farmers which means agricultural extension workers has done its part in terms of the formation and activity of farmer groups nicely. This is in line with the results of research Gita Smara et al. (2017) which shows that the role of agricultural extension in the manufacture of solid organic fertilizer as organizers obtained either category. Interviews, extension main activities include encouraging togetherness among members, and encouraging activity as a role.

The Perception of Cocoa Farmers on Role of Agricultural Extension Workers as a Technical Trainer

The perception of cocoa farmers on role of agricultural extension workers as a technical trainer has four indicators with the four statements. The results of descriptive analysis, Statement 1) Workers of agricultural extension information is able to practice directly (cultivation, maintenance, prevention of pests and diseases, harvest) given to cocoa farmers, respondents indicate that as many as 16 people (59.3%) answered strongly agree and 11 (40.7%) responded to agree. The average score in this statement is 4.59 means that are in the very good category; Statement 2) Agricultural extension workers is able to teach cocoa farmers about the related technical information (cultivation, maintenance, prevention of pests and diseases, harvest) given to cocoa farmers agricultural extension field is able to practice direct information (cultivation, maintenance, prevention of pests and diseases, harvest) which given to cocoa farmers, respondents indicate that as many as 15 people (55.6%) answered strongly agreed, and 12 (44.4%). The average score in this statement is 4.55 means that are in the very good category; Statement 3) Agricultural extension workers as a consulting afford any agricultural problem, respondents indicate that as many as 17 people (63.0%) answered strongly agree, 8 (29.6%) agreed to answer and 2 (7.4%) answered disagree. The average score in this statement is 4.55 means that are in the very good category; Statement 4) Agricultural extension workers capable of resolving the problems being faced by cocoa farmers, respondents indicate that as many as 16 people (59.3%) answered strongly agree, 9 (33.3%) agreed to answer and 2 (7.4%) answered disagree. The average score in this statement is 4.51 means that are in the very good category. Based on the perception of respondents that the cocoa farmers of the role of agricultural extension workers as a technical trainer is very good with an average of 4.55 means that respondents educator role as a technician considered excellent by farmers

because farmers consider that the extension capable of practicing and teaching directly information submitted. Bukhaari (2016) in his research stating that instructor's role as a technician based recapitulation of the distribution of values in all indicators of the role of educator as educator overall category were selected for extension has been instrumental in helping training and provide technical farming is continuous cultivation.

The Perception of Cocoa Farmers on Role of Agricultural Extension Workers as a Facilitator

The perception of cocoa farmers on role of agricultural extension workers as facilitator has four indicators with the four statements. The results of descriptive analysis, Statement 1) Agricultural extension workers always convey information related to the latest price of cocoa, respondents indicate that as many as 15 people (55.6%) answered agree and 1 (3.7%) answered strongly agree agree, 10 people (37.0%) answered disagree and 1 (3.7%) answered disagree. The average score in this statement is 3.59, meaning that are in both categories; Statement 2) Agricultural extension field always deliver the latest information related to the latest technology developments cocoa plant, respondents indicate that as many as 14 people (51.9%) answered agree and 1 (3.7%) answered strongly agree agree, 11 people (40.7%) answered disagree and 1 (3.7%) answered disagree. The average score in this statement is of 3.55 means that are in both categories; Statement 3) Agricultural extension field always deliver the latest information related to the national production of cocoa, respondents indicate that as many as 16 people (59.3%) answered agree, and 10 (37.0%) answered strongly agree agree and 1 (3.7%) answered disagree. The average score was 3.33 at this statement means that are in the unfavorable category; Statement 4) The agricultural extension workers preparing the field required infrastructure cocoa farmers at the time of counseling, respondents indicate that as many as 16 people (59.3%) answered agree, and 10 (37.0%) answered strongly agree agree and 1 (3.7%) answered disagree. The average score in this statement is 4.33 means that are in the very good category. Based on the perception of respondents that the cocoa farmers of the role of agricultural extension workers as a facilitator is good with an average of 3.7 means respondents role as a facilitator peasant farmers were well received by farmers which means agricultural extension field has been doing its role to the fullest. This is in line with research conducted by Wibowo (2018) show that role of agricultural extension workers as a facilitator in

the use of learning methods of adult education in Gapoktan Madani fall into either category.

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