



Cost Efficiency Analysis to Maintain The Sustainability of Tobacco Farming in Grujugan Village, Bondowoso Regency

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ABSTRACT

This study aims to analyze cost efficiency in tobacco farming in Grujugan Village, Bondowoso Regency, and identify the factors influencing the sustainability of such farming practices.

The methodology includes direct observation and interviews with experienced tobacco farmers. The results of the analysis indicate that cost efficiency is a key factor in enhancing profitability and sustainability in tobacco farming. Cost reduction can be achieved through the selection of superior varieties, the implementation of modern technology, and efficient resource management. Additionally, the importance of training for farmers in sustainable agricultural practices is identified as a strategic step to improve productivity. Despite facing climatic challenges, such as extreme dry seasons, the combination of these approaches can help tobacco farmers in Grujugan Village maintain and improve their farming outcomes, while also ensuring local economic sustainability.

INTRODUCTION

Tobacco farming in Grujugan Village, Bondowoso Regency, is one of the agricultural sectors that is a focal point of the local economy. Tobacco has high economic value and plays an important role in maintaining the income of farmers in the area. However, amid the challenges of fluctuating tobacco prices in the global market, rising production costs, and climate change affecting crop quality, farmers are faced with significant challenges in sustaining their farming businesses (Herminingsih & Rokhani, 2014). Additionally, the increasing excise tax year after year has caused cigarette prices to rise (Afif & Sasana, 2019). On the other hand, farmers find it difficult to source materials to be sent to companies due to the limited production of tobacco farming materials (FR & Fadli, 2023). With this phenomenon, researchers are interested in understanding the process of tobacco farmers in managing their tobacco farming, which begins from seedlings to becoming cigarettes that are now very popular among men.

In tobacco farming, cost efficiency is a key factor determining business sustainability (Putri et al., 2015). Inefficient production costs can lead to losses and even decrease farmers' competitiveness in the market. Therefore, an in-depth analysis of cost efficiency throughout the production process, from seed procurement, maintenance, to harvesting and selling tobacco products, is necessary. Through this analysis, farmers are expected to find optimal strategies for managing available resources, reducing waste, and improving their profit margins. Cost efficiency in tobacco farming is an important issue, especially due to high production costs and fluctuating selling prices (Putri et al., 2015). Several studies reveal that many factors influence cost efficiency in tobacco farming, including input prices such as seeds, fertilizers, pesticides, and labor costs (FR & Fadli, 2023).

The sustainability of tobacco farming is not only determined by farmers' ability to manage production costs but is also closely related to external factors such as government policies, access to modern agricultural technology, and support from the financial sector (H.S et al., 2020). Therefore, this cost efficiency analysis is expected to provide a comprehensive picture of the steps that tobacco farmers in Grujugan Village need to take

to maintain the sustainability of their businesses in the long term.

Tobacco is a plant whose leaves are primarily used for making cigarettes, cigars, and various other tobacco products such as chewing tobacco and pipe tobacco (Fauziyah et al., 2010). This plant belongs to the Solanaceae family and is typically cultivated in tropical and subtropical climates. Tobacco agriculture plays a strategic role in Indonesia's economy, especially in Grujugan Village, Bondowoso Regency. This village is known as one of the significant tobacco production centers. However, in facing market dynamics and environmental changes, tobacco farmers in Grujugan Village are confronted with various challenges, including intense competition and fluctuating tobacco prices. The researcher chose this research location because the climate and weather in Bondowoso are very cool, which greatly assists farmers in managing tobacco that would die in hot seasons; however, local residents still have a limited understanding of their cost efficiency.

Tobacco prices can be very volatile, influenced by global market demand, changes in government policy, and weather conditions (Nur & Apriana, 2013). This price instability can affect farmers' income and complicate financial planning. Additionally, competition in the tobacco market is very tight, both from local farmers and from outside the city. This pressures tobacco selling prices and reduces profit margins for farmers (Nur & Apriana, 2013).

Government policies regulating the tobacco industry, such as high taxes, strict regulations, and anti-smoking campaigns, can influence tobacco demand (Hadi & Friyatno, 2016). These policy changes are often unpredictable and can directly impact farmers' income. Climate change can also affect tobacco yields. Changes in weather patterns, such as irregular rainfall, droughts, or extreme temperatures, can damage crops and reduce the productivity and output of tobacco farming (Herminingsih & Rokhani, 2014).

To optimize the results of tobacco farming, a comprehensive analysis of cost efficiency and profits that can be generated by farmers is needed (Wuysang & Pusung, 2019). Case studies are a relevant approach to evaluate the productivity and financial aspects affecting the economic performance of tobacco farming at the local level,

particularly in Grujugan Village.

In Grujugan Village, Bondowoso Regency, agriculture, especially tobacco farming, is a primary livelihood for the community. The tobacco produced in Bondowoso has good quality and is an important commodity in both local and national markets. The cost efficiency of tobacco farming in Grujugan Village, Bondowoso Regency, can be viewed from various aspects, such as the use of agricultural inputs, land quality, and the application of appropriate cultivation techniques. Additionally, the management of natural resources such as water and soil quality is also a key factor in the efficiency of tobacco farming in Bondowoso Regency.

Through this analysis, the researcher will uncover critical factors influencing cost efficiency in tobacco farming, such as production costs, land productivity, pest and disease control, climate and weather conditions, and labor. Similar to the research by Halili Santoso titled “Analysis of Factors Affecting Tobacco Farming Income (*Nicotiana tabacum*) in Konang Village, Galis District, Pamekasan Regency,” the results indicate that factors significantly influencing the income of tobacco farmers in Konang Village, Galis District, Pamekasan Regency, are fertilizers, pesticides, and labor. This shows that the extent of fertilizer, pesticide, and labor usage affects the quantity of production and the income of tobacco farmers, while land area and seedlings do not significantly affect farmers’ income.

Moreover, a deeper understanding of productivity and finances can provide a foundation for developing more effective strategies to increase farmers’ income while maintaining the sustainability of tobacco farming amidst environmental and market changes. This research is also expected to contribute valuable knowledge in the context of local tobacco agriculture development and may serve as a reference for policymakers in designing sustainable agricultural development programs.

LITERATURE REVIEW AND HYPOTHESIS DEVELOPMENT

This literature review discusses the analysis of cost efficiency in maintaining the sustainability of tobacco farming in Grujugan Village, Bondowoso Regency. Cost efficiency is a measure of a business’s ability to maximize output while minimizing

input. In the context of agriculture, cost efficiency is crucial as it directly affects profitability and the sustainability of farming operations. According to Putri et al. (2015), cost efficiency includes the analysis of the use of inputs such as seeds, fertilizers, pesticides, and labor. Inefficiency in the use of inputs can lead to high production costs, which in turn reduces farmers’ competitiveness in the market.

Tobacco farming in Indonesia, particularly in Grujugan Village, faces various challenges, including fluctuating tobacco prices, rising production costs, and climate change affecting crop quality. Herminingsih and Rokhani (2014) indicate that these challenges can threaten the sustainability of tobacco farming, requiring farmers to adapt to dynamic market conditions. Additionally, the increasing excise tax imposed by the government impacts cigarette prices, subsequently affecting farmers’ incomes (Afif & Sasana, 2019).

Government policies also play a significant role in determining the sustainability of tobacco farming. Hadi and Friyatno (2016) note that strict regulations and high taxes can influence tobacco demand. Therefore, understanding these policies is crucial for farmers to manage risks and adapt to changing circumstances. Government support in the form of training and access to modern agricultural technology can enhance cost efficiency and productivity (H.S et al., 2020).

Based on the literature review above, the following hypotheses can be developed: First, there is a significant positive effect of cost efficiency in the use of inputs (seeds, fertilizers, pesticides, and labor) on the sustainability of tobacco farming in Grujugan Village, Bondowoso Regency. Second, fluctuations in tobacco prices and rising production costs negatively affect the income of tobacco farmers in Grujugan Village. Third, government policies that support agriculture and the efficient management of natural resources contribute to the improvement of cost efficiency and the sustainability of tobacco farming in Grujugan Village. Fourth, there is a positive relationship between farmers’ understanding of cost efficiency and the application of appropriate cultivation techniques on the productivity of tobacco farming.

The analysis of cost efficiency is a crucial aspect of maintaining the sustainability of tobacco farming in Grujugan Village, Bondowoso Regency. By

understanding the factors affecting cost efficiency, it is hoped that farmers can take strategic steps to enhance their productivity and profitability.

RESEARCH METHODS

The research method used in this study is descriptive qualitative research, which is one of the methods to obtain truth and is categorized as scientific research built on the basis of theories developed from controlled empirical research. This type of research is a case study, meaning it is a qualitative approach that explores real life, constrained by time and place, through the collection of detailed and in-depth data involving various sources of information such as observations, interviews, documents, and various reports. The research is located in Grujugan Village, Bondowoso Regency.

The determination of research subjects uses a purposive technique, which means the selection of informants based on certain considerations. Purposive is a data source selection technique based on specific objectives or considerations. These considerations include choosing individuals who are deemed most knowledgeable about the information needed or who are the right and complete figures for data exploration. In this study, the research subjects or informants involved are tobacco farmers in Grujugan Village, Bondowoso Regency.

Data collection methods are crucial in research as they are the strategies used to gather the necessary data. The data collection methods utilized in this study include several approaches. First, observation or systematic observation of phenomena is conducted. During this observation, the researcher examines the research location to gather information and notes relevant issues related to the research phenomena, without being involved in the daily activities of the observed individuals (non-participant observation). Second, interviews are conversations with specific purposes carried out by the interviewer who poses questions to the interviewee who provides answers. This research uses semi-structured interviews, meaning the researcher has prepared written guidelines for the interview while allowing for open-ended discussions. The informants involved in this study are Juma'i (60 years old, 30 years of farming), Asmad

(55 years old, 25 years of farming), Hawafi (43 years old, 20 years of farming), Hannan (57 years old, 28 years of farming), and Jalil (73 years old, 45 years of farming). Third, documentation is a data collection technique obtained through documents such as books, mass media articles, diaries, manifestos, laws, minutes, blogs, web pages, photographs, and others. In this research, the documentation method uses interview records and photographs of activities during the observation.

In the section on research stages, the researcher will outline the process of conducting the research from beginning to end. The first stage is the pre-field stage, where the researcher prepares the research plan, starting from collecting issues to be raised as research titles, submitting the title, preparing a mini-proposal, and disseminating the proposal. Subsequently, the researcher selects the research location in Grujugan, Bondowoso, and chooses and utilizes informants considered to provide relevant information. The researcher also prepares the necessary equipment, such as notebooks, stationery, reference books, and others.

The implementation stage involves conducting observations with several informants, specifically tobacco farmers in Grujugan Village, Bondowoso, to obtain the required data. The final stage is the completion stage, where the researcher organizes the analyzed data and concludes the research results in the form of a scientific work that complies with applicable standards.

RESULTS AND DISCUSSION

Results

The level of cost efficiency in tobacco farming in Grujugan Village, Bondowoso Regency, considering its productivity aspects.

Based on observations and interviews, the researcher found that tobacco farming in Grujugan Village, Bondowoso Regency, is one of the important sectors in the local economy. In line with the statement of Mr. Juma'i, a resource person, who said:

"I have been in the tobacco business for 30 years with a land area of 750 meters. The price of seeds per 1000 seeds is 50k. In my opinion, the way to manage tobacco is to take care of the soil first. The initial capital usually comes from people selling their assets, such as cows or seeking loans. The residents here dare to take such big steps because

tobacco farming promises good returns. So far, complaints have been experienced when the dry season often causes the tobacco to die of drought.”

He also explained the cost efficiency in tobacco, stating that:

“Tobacco farming in Grujugan Village, Bondowoso Regency, is indeed one of the most promising agricultural sectors for the local community. Many farmers depend on tobacco plants as their main source of income. This is due to several key factors. First, the climate and soil conditions in Grujugan Village are suitable for tobacco plants. Tobacco grows optimally in areas with warm temperatures and moderate rainfall, which characterizes the climate in Grujugan. The soil in this village is also fertile and nutrient-rich, supporting the growth of tobacco plants very well. These natural factors give a competitive advantage to tobacco farmers in the village. Second, high productivity. Tobacco grown in Grujugan is known for its good yields, even surpassing other crops also planted in this village. This makes tobacco farming more profitable compared to other commodities. Many farmers who have long been involved in this business have the knowledge and experience to manage tobacco plants, thus producing high-quality tobacco that has a good market value. Additionally, the high market demand for tobacco, especially the Virginia type widely grown in Grujugan, keeps the selling price relatively stable, providing significant profits for farmers. These factors together make tobacco farming in Grujugan Village the primary choice for local farmers to maintain and improve their economic status. Overall, the combination of supportive natural conditions, strong local knowledge, and good market demand keeps tobacco farming in Grujugan a promising and profitable sector.”

The interview explained that Grujugan Village, Bondowoso Regency, is suitable land for farming. This was further clarified by Mr. Asmad’s statement that:

“Tobacco farming in Grujugan Village is developing quite well. Tobacco is the main commodity in this village, and many

farmers depend on tobacco farming for their livelihoods. The climate and soil conditions here greatly support the growth of tobacco, as tobacco needs rainwater so it does not dry out before harvest, and after the harvest, it requires sunlight.”

The resource person is a local resident who has been engaged in tobacco farming for 40 years. The area of land he owns is 2500 meters or 3000 seeds. In the interview, he explained that the complaints experienced occur when there is no rain or during the dry season.

Moreover, productivity and cost efficiency in farming must also be considered. This is influenced by various productivity aspects, including variety selection, soil management, water management, sustainable farming practices, agricultural technology, pest and disease management, labor management, product harvesting and processing, product diversification, and performance analysis and measurement. Mr. Jalil also explained that:

“The level of cost efficiency here varies considerably, depending on several factors such as the selected tobacco variety, land management methods, and the technology used. Generally, farmers who apply modern and sustainable practices tend to have higher cost efficiency.”

Mr. Juma’i also stated that:

“There are several key factors that significantly affect cost efficiency in tobacco farming in Grujugan Village. These factors include variety and seed selection, soil management, water management, the application of modern agricultural technology, pest and disease control, and labor management. Each of these factors plays a significant role in determining the productivity and efficiency of tobacco farming.”

To understand the cost efficiency of this farming effort, it is necessary to analyze several productivity aspects that influence the final output and profitability of tobacco farmers. As stated by Mr. Asmad:

“Cost efficiency in tobacco farming is influenced by several interrelated aspects. The selection of superior varieties and seeds is crucial because quality seeds can produce plants that are more resistant to pests and diseases, thereby reducing maintenance costs. Soil management also plays a significant role, where practices such as appropriate fertilization and the addition of organic materials can enhance soil fertility, thus reducing the need for additional fertilizers. Water management through efficient irrigation systems helps prevent resource wastage, which in turn lowers production costs. Additionally, sustainable farming practices such as using natural pesticides and compost not only maintain soil and plant health but also reduce long-term costs. Modern agricultural technology, such as automated tools for processing and drying tobacco, can potentially reduce dependence on manual labor and improve operational efficiency. Good pest and disease management is also important to minimize crop loss and reduce control costs if pests do invade. In terms of labor, efficient management can minimize large costs often spent on labor wages. Timely harvesting and processing of products also directly affect the quality of tobacco, thereby increasing its market value. Product diversification is another important aspect, where developing derivative products from tobacco can expand income sources and reduce dependence on a single commodity. All these aspects are interconnected and contribute to cost efficiency, enhance productivity, and strengthen the profitability of tobacco farming.”

He also explained that:

“Variety and seed selection are very important because superior varieties are usually more resistant to pests and diseases and are more suitable for local climate and soil conditions. Good varieties can increase yields and the quality of tobacco, thereby improving farmers’ income and cost efficiency.”

The interview was also reinforced by Mr. Juma’i’s statement that:

“Choosing the right variety and seeds is very important because superior varieties can yield better harvests and be more resistant to pests and diseases. Varieties suitable for local climate and soil conditions also minimize the risk of crop failure. By selecting the right variety, farmers can enhance plant productivity and the quality of tobacco leaves, ultimately improving cost efficiency.”

Both resource persons explained that there are several aspects that can influence cost efficiency, one of which is the selection of varieties and seeds. Additionally, soil management is also an important aspect that can influence cost efficiency, as explained by Mr. Hawafi, who stated that:

“Soil management is also important, such as land preparation, the appropriate use of fertilizers, and good soil cultivation techniques. We as farmers strive to maintain soil fertility by using organic fertilizers and rotating crops. Healthy and fertile soil is very important for supporting optimal tobacco growth.”

Mr. Hawafi explained that in tobacco farming, soil management must also be considered. Mr. Jalil also stated that:

“Good soil management involves optimal land preparation, appropriate fertilizer use, and correct soil cultivation techniques. We use organic fertilizers to maintain soil fertility and rotate crops to avoid soil degradation. Healthy and fertile soil supports optimal plant growth, thereby increasing productivity and lowering production costs, which improves cost efficiency. Additionally, efficient water management is very important to ensure that plants receive enough water supply without wastage. Good irrigation systems, such as drip irrigation, help save water and ensure each plant gets enough water. Good water management also reduces operational costs and increases yields, positively impacting cost efficiency.”

He also mentioned that:

“In this village, some farmers have started to apply modern agricultural technology, such as using automatic tools/tractors and soil sensors. This technology helps in managing land and crops more efficiently, reducing operational costs and increasing yields. This certainly has a positive impact on cost efficiency.”

In farming, pests or diseases are unavoidable. Farmers must conduct routine monitoring and apply special treatments to keep tobacco farming free from diseases. As stated by Mr. Juma'i:

“Pest and disease management is done through an integrated approach, including routine monitoring, using disease-resistant varieties, and applying biological control methods. This helps reduce crop losses and control costs, thus improving cost efficiency.”

Mr. Hannan also stated that:

“In any business, there are always profits and losses, so we must be prepared for the consequences. The only way not to depend on tobacco farming is to have other businesses, such as corn, rice, vegetables, etc. This diversification helps to increase income sources and reduce financial risks that may arise from dependence on one type of product.”

Mr. Juma'i also explained that:

“It is essential to frequently evaluate and monitor directly to understand what the business lacks and to find immediate solutions.”

The interview explained that performance analysis and measurement are very important. By conducting regular evaluations, we can understand the factors influencing productivity and profit. This data is used to make appropriate strategic decisions, such as adjusting farming methods or investing in new technologies.

Discussion

Based on observations and interviews with tobacco farmers in Grujugan Village, Bondowoso

Regency, it is known that cost efficiency in tobacco farming heavily depends on the management of various aspects. Three key elements that are often used to enhance efficiency in this area are cost reduction, productivity improvement, and process optimization. Below is a basic understanding of each concept:

1. Cost Reduction

Reducing production costs can be achieved in various ways without compromising the quality of tobacco products. Some approaches that can be applied are:

- a. Use of Quality Seeds: Choosing superior tobacco seeds that are resistant to diseases can reduce expenses incurred for maintenance and pesticides.
- b. Reduction in Pesticide Use: Implementing Integrated Pest Management (IPM) methods can decrease dependence on chemical pesticides. By relying on natural enemies and practicing crop rotation, the cost of purchasing pesticides can be minimized.
- c. Use of Organic Fertilizers: Cheaper and environmentally friendly organic fertilizers can serve as an alternative to reduce reliance on chemical fertilizers. Additionally, organic fertilizers can be produced from agricultural waste.
- d. Process Automation: Using technological tools such as drip irrigation systems can reduce the need for manual labor and improve water efficiency, impacting labor and resource cost reductions.

2. Productivity Improvement

To enhance yields and tobacco quality, several methods can be applied by farmers:

- a. Agricultural Technology: Utilizing technologies such as drones for land monitoring, using sensors to control soil moisture, or farming applications for crop management can help farmers understand optimal land conditions and increase yields.
- b. Efficient Land Management: Optimal land utilization through techniques such as proper fertilization, good soil management, and appropriate irrigation can enhance land productivity.

- c. **Farmer Training and Education:** Providing training to farmers on planting techniques, plant maintenance, and effective harvesting will help them apply best practices that can improve productivity.
3. **Process Optimization**
The processes of planting, maintaining, and processing tobacco can be optimized to increase the efficiency of tobacco farming. Some steps that can be taken include:
 - a. **Proper Scheduling:** Arranging planting, fertilization, and watering schedules according to weather conditions and soil types can reduce resource waste and enhance yields.
 - b. **Use of Data and Analytics:** By utilizing weather data, soil analysis, and harvest predictions, farmers can plan resource use more efficiently.
 - c. **Utilization of Advanced Irrigation Systems:** Employing appropriate irrigation systems, such as drip irrigation or sensor-based irrigation, can manage water use efficiently, thus avoiding excess or insufficient water supply.

CONCLUSION

Tobacco farming in Grujugan Village, Bondowoso Regency, is an important sector in the local economy, with promising profit potential despite facing climate challenges and resource management issues. From observations and interviews with several experienced tobacco farmers, several key points can be concluded regarding cost efficiency and the productivity factors that influence it.

First, tobacco is well-suited to the climate and soil conditions in Grujugan Village, which support optimal plant growth and yield good harvests. However, the dry season poses a major challenge as it can cause tobacco plants to wilt, making water management critically important.

In tobacco farming, a combination of cost reduction, productivity improvement, and process optimization is key to enhancing profitability. The implementation of technology, efficient resource use, and ongoing training will help tobacco farmers run their businesses better and improve the efficiency and profitability of their tobacco farming operations.

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