

ANALYSIS OF THE CONTRIBUTION OF PINEAPPLE FARMING INCOME TO HOUSEHOLD INCOME IN JANGA-JANGAN VILLAGE, PUJANANTING DISTRICT, BARRU REGENCY

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ABSTRACT

This study aims to determine the income of pineapple farming and its contribution to the household income of farmers in Janga-Janga Village, Pujananting District, Barru Regency. The research was conducted in November-December 2025 with a descriptive quantitative method and a sample of 25 farmers selected by simple random sampling. The results of the study show that the average net income of pineapple farming is IDR 8,936,797/month, with an income of IDR 12,209,000/month and production costs of IDR 3,272,203/month. Additional income from other activities averages IDR 1,560,000/month, so that the total household income reaches IDR 10,496,797/month. The contribution of pineapple farming to household income is 65% and is relatively high, so it plays an important role in improving the welfare of farmers.

Keywords: Farmer households, pineapple farming, income, income contribution.

INTRODUCTION

Pineapple (*Pineapple comosus (L.) Merr.*) is one of the leading commodities of fruits that are widely cultivated in Indonesia. In 2015, the area of pineapple reached 14,694 hectares with a production of 1,729,600 tons (Ministry of Agriculture, 2017). Based on the Center for Agricultural Data and Information Systems (2016), pineapple production is in third place after bananas and mangoes. In addition to having many benefits, pineapples are also a priority in the development of the processing industry because they can be consumed fresh or processed into various products such as jams, syrups, and canned fruits (Syah et al., 2015).

Pineapple is one of the fruits that can grow and develop well in Indonesia's tropical climate. This fruit is known to have many benefits and high nutritional value and is in great demand by the public both at home and abroad. In addition, pineapple plants are also relatively strong because they are able to withstand various pests and diseases in various seasons (Harahap et al., 2019).

Barru Regency has an area of about 1,174.70 km² consisting of 7 sub-districts, 55 villages, and 14 sub-districts. Its strategic location on the Trans Sulawesi route, between Makassar and Parepare, makes it a cross-provincial area. The topographic conditions, which are mostly hilly and some are flat to sloping, are very supportive of the development of the agricultural sector. The agriculture, forestry, and fisheries sectors are the main sectors that contribute greatly to GDP and play a role in encouraging economic growth and labor absorption in the area.

Most of the residents of Barru Regency depend on the agricultural sector as their main source of income. This reflects the importance of the role of the agricultural sector in the social and economic life of the community. In addition to contributing to GDP, the agricultural sector also plays a role in maintaining food availability, so that its growth greatly affects economic stability and community welfare.

One of the commodities that has great potential in increasing people's income in Janga-Janga Village, Pujananting District is pineapple. This village is known as one of the largest pineapple production centers in Barru Regency, so it has an important role in the development of the commodity.

The data in the table shows that the land area, production, and productivity of pineapples in Janga-Janga Village during the 2018-2022 period have increased. The average land area reaches 4.8 Ha, production is 56 kg, and productivity is 11.41 kg/Ha. This shows that there is a fairly good development in pineapple farming in the region. Source: BPP Pujananting Office (2023).

The increase in land area, production, and productivity of pineapples is influenced by high market demand and relatively good selling prices. This condition provides benefits for pineapple farmers in Pujananting District, Barru Regency, thus encouraging them to continue to develop pineapple farming.

Previously, the people of Jangan-Don Village relied more on rice, corn, and peanut farming as a source of livelihood. However, as the cost of living increases, income from the sector begins to be felt to be inadequate, especially for families who have additional needs such as children's education costs to college.

The development of pineapple cultivation has brought significant changes to the social and economic conditions of the village community. Pineapple farming has proven to be able to make a real contribution in increasing income and community welfare, as well as strengthening the economy at the local level. In meeting the needs of life, farmer households do not only depend on one source of income, but diversify their businesses. The income comes from on-farm, off-farm, and non-farm activities, which together help improve the economic stability of farmers' households.

The increasing public interest in pineapple cultivation has led to a massive shift in making it a major source of income. These changes have a positive impact on the village economy, such as the creation of new jobs and the increase in the ability of the community to meet their living needs, including education costs. However, these changes also still have challenges and risks that need to be considered.

Based on the problems that have been explained above, the purpose of this study is to find out the amount of farmer household income in Jangan-Janang Village, Pujananting District, Barru Regency, and to analyze how much contribution pineapple farming income and farming costs to the total household income of farmers in the region.

RESEARCH METHODS

This research was carried out in Jangan-Janang Village, Pujananting District, Barru Regency for two months, namely from November to December 2025. Sample determination was carried out using a simple random sampling technique, which is random sampling without paying attention to strata in the population (Sugiyono, 2016). The number of respondents in this study was 25 farmers, which is 20% of the total population of 125 farmers, with the criteria of farmers who cultivate pineapple farming as a by-crop.

The data sources used are primary and secondary data. The method of data collection was carried out by means of direct observation at the research site, interviews, using questionnaires and documentation at the research site.

Data analysis uses farming income analysis and contribution analysis. Income Analysis Formula:

1. Total Cost

Soekartawi (2006), stated that farming costs are usually classified into two, namely fixed costs and variable costs. To calculate the total cost of production, it can be calculated using the formula:

$$TC = TVC + TFC$$

Where:

TC = Total Cost

TFC = Total Fixed Cost

TVC = Total Variable Cost

2. Revenue

Net profit or revenue is the difference between total revenue and total cost in one production process. The formula used is according to (Soekartawi, 2006):

$$\pi = TR - TC$$

π = Revenue

TR = Total receipts (Total Revenue)

TC = Total cost (Total Cost)

3. Household Income

Farmer household income according to Patty (2010) can be determined using the formula:

$$Prt = Put + Plut$$

Where:

Prt = Farmer household income

Put = Farming income

Rather = Non-farming income

4. Kontribusi

The contribution analysis was carried out by comparing the percentage of pineapple farming income to the total household income of pineapple farmers, using a formula (Suharyanto et al., 2004).

$$Kp = \frac{Pc}{Prt} \times 100$$

Where:

Kp = Pineapple revenue contribution (Rp)

Pc = Cash pineapple income (Rp)

Domestic Income = Total Household Income (Rp)

RESULTS AND DISCUSSION

1. Cost Analysis

Production costs are the total costs resulting from the fulfillment of production needs in the form of services and goods. The cost analysis of oil palm cultivation includes all costs incurred in one year. Regarding the calculation of costs, according to Soekartawi (2006), cultivation costs are divided into fixed costs and variable costs.

a. Fixed Fees

Fixed costs are the costs or values incurred by farmers to get what is needed in their business, fixed costs are also fixed which do not depend on the size of production in a sense. Fixed costs are not affected by revenue or a decrease in production output based on Table 8.

Table 1. Average Fixed Cost of Pineapple Farming Business per Planting Season in Jangan-Don Village, Pujananting District, Barru Regency 2026

Yes	Fixed fee types	Average (Rp)
1	Hoe	3.953
2	Spayer	6.628
3	Stuttgart	6.838
4	Scythe	2.858
Quantity		20.276

Source: Primary Data 2026

Based on table 8. In the depreciation of equipment in pineapple farming, the average cost of depreciation of tools in pineapple farming (hoe) is Rp 3,953 (spayer), Rp 6,628 (Parang), Rp 6,838 and (Sickle) Rp 2,858 so that the average number of farmers is Rp 20,276/month, this is because farmers use equipment in farming according to the number of jobs they have, the more work they have, the greater the cost incurred for equipment and vice versa.

b. Variable Costs

Variable cost is a cost budgeted by pineapple farmers in farming activities to overcome problems during the production process. Variable costs include maintenance costs, both eradicating pests with pesticides and labor in land provision and others, variable costs greatly affect production, the larger the number of pineapple production, the greater the variable costs are seen in table 9.

Table 2. Average Variable Cost of Pineapple Farming Per Planting Season in Jangan-Don Village, Pujananting District, Barru Regency 2026

Yes	Variable cost types	Average (Rp)
1	Seedlings	2,313.000
2	Pupuk	144.960
3	Pesticides	67.166
4	Workforce	737.600
Quantity		3,262.726

Source: Primary Data 2026

Based on table 9. It can be seen that the variable cost expenditure incurred by pineapple farmers according to needs during the production process starting from land preparation and then land cultivation, nurseries, plant care to harvesting with an average expenditure value of Rp 3,262,726/month, this shows

that depending on the pineapple farming business activities, namely the factors that affect expenditure in production are the area of land cultivated, nurseries, The weather and influence depend on the place of the land where the pineapple is planted and the time of planting.

2. Pineapple Farming Revenue Analysis

The total revenue from pineapple farming activities in Don't-Don't Village is according to the exchange rate with an average of Rp 12,209,000/month. In the receipt of pineapple farming results is very relative because in pineapple farming forcing (forcing flowering) / The pineapple production process greatly affects the receipt, apart from that the input process also affects the amount of production and has an effect on respondent receipts. This shows that the income of each respondent does not always depend on the area of land for maintenance or during the production process.

3. Pineapple Farming Income

Income is the value of money obtained by farmers that has been deducted from expenses during the production process, both fixed costs and variable costs in the sense that income is the difference between the total income of farming and the total costs incurred during the production process. Farming income is the difference between the income from farming less or all the farming costs that have been incurred (Soekartawi, 2006). This is an indication of the respondent's income in his business.

Table 3. Average Pineapple Farming Income per Planting Season in Jangan-Don Village, Pujananting District, Barru Regency 2026

Yes	Description	Average/Month	Average/Monthly
1	Land area (Ha)	0.6	
2	Production (Fruit)	1.542	
3	Price (Rp/Piece)	8.440	
4	Total Receipts (Rp)		12.209.000
5	Fixed costs		
	Hoe (Rp)	3.953	
	Spayer (Rp)	6.628	
	Parang (Rp)	6.838	
	Scythe (Rp)	2.858	
	Fixed fee amount (Rp)		20.276
6	Variable costs		
	Seeds (Rp)	2,313.000	
	Fertilizer (Rp)	144.960	
	Pesticides (Rp)	67.166	
	Workforce (Rp)	737.600	
	Variable cost amount (Rp)		3,262.726
7	Pineapple farming income (Rp)		8,925.998

Source: Primary Data 2026

Based on table 10. It can be seen that income in pineapple farming is obtained from the difference between the revenue and the cost of production. Revenue from pineapple farming amounted to Rp 12,209,000. This value means that every expenditure of IDR 3,283,003 will provide an income of IDR 8,925,998/month, This revenue value shows that pineapple farming activities in the village do not provide real economic benefits for pineapple farmers. In line with the research conducted by Muhammad Alfian and Elinur (2022). Namely the profile of farming in Mundam Village, the average net income obtained is Rp. 50,175,619/MT, obtained RCR (Revenue Cost Ratio) of 3.70, which means that pineapple farming in Mundam Village is feasible to be cultivated.

Contribution to Pineapple Farming Income

Contribution is the percentage of contribution obtained in an activity or work to family income. The contribution of farmers' income from pineapple farming to household income in Jangan-jangan Village, Pujananting District, Barru Regency. The limited income of farmers is a driver for farmers to seek

additional income from various business sources, both those related to agriculture and those not related to agriculture. The types of activities that are the source of income for farmers are divided into three sub-sectors, namely *on-farm*, *off-farm* and *non-farm*. The on-farm and off-farm sub-sectors include sources of income from activities in the agricultural sector. Meanwhile, non-farm is a source of income that has nothing to do with agriculture (Mudatsir, 2021).

Table 4. Contribution of Pineapple Farming Business for the Planting Season in Don't Village, Pujananting District, Barru Regency 2026

Yes	Description	Average Income
1	Pineapple farming income	8,925.998
2	Income <i>on farm</i> , <i>off farm</i> and <i>non farm</i>	1,560.000
3	Total Household income of farmers	10,485.998
Pineapple farming contribution %		37.06%

Source: Primary Data 2026

Based on table 13. The results of the research in Jangan-Don Village are according to data in the field that the contribution of pineapple farming or the percentage of income contribution is greater than pineapple farming with an average income value of 37.06% compared to income outside the pineapple farming sector with a percentage of income of 6.47%. So it can be seen in terms of the contribution of pineapple farming in Kampung Don't have a percentage of contribution from pineapple farming income. This high percentage indicates that pineapple farming has a strategic role in the economic structure of farmers' households. This means that most of the farmers' living needs, both basic needs and other social needs, are more fulfilled from pineapple farming.

CONCLUSION

Based on the results of research in Jangan-Don Village, Pujananting District, Barru Regency, it can be concluded:

1. The income of pineapple farming in Jangan-Don Village, Pujananting District, Barru Regency with an average income value of IDR 8,925,998/month.
2. The contribution of pineapple farming businesses to farmers' household income in Jangan-Jangan Village, Pujananting District, Barru Regency is 37.06% while income outside the pineapple farming sector is 6.47%, so the largest income of respondents is dominated by pineapple farming.

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