

## Comparison of Arabica Coffee Farming Income Between Partner Farmers of Koerintji Barokah Bersama Cooperative and Non-Partner Farmers in Gunung Tujuh District, Kerinci Regency

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### ABSTRACT

This study aims to (1) Describe the Arabica coffee farming practices of partner and non-partner farmers of the Koerintji Barokah Bersama Cooperative in Gunung Tujuh District, Kerinci Regency (2) Analyze the income earned by Arabica coffee farmers who are partners and non-partners of the Koerintji Barokah Bersama Cooperative in Gunung Tujuh District, Kerinci Regency (3) Analyze the comparison of farm income between partner and non-partner Arabica coffee farmers of the Koerintji Barokah Bersama Cooperative in Gunung Tujuh District, Kerinci Regency. This research employed a quantitative approach using descriptive analysis and the independent samples t-test. Primary data were collected through a survey involving 94 respondents, consisting of 41 partner farmers and 53 non-partner farmers. The results of the study indicate that Arabica coffee farming in the study area is relatively good, despite differences in management aspects, particularly in the application of fertilizer and pesticide doses as recommended. The average farm income of partner farmers was Rp31,649,663 per hectare per year, while non-partner farmers earned Rp25,575,296 per hectare per year. The t-test results indicated a significant difference in income between the two groups (Sig. 0.018).

**Keywords:** Arabica Coffee, Income, Partnership, Partner Farmers, Non-Partner Farmers

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### INTRODUCTION

Jambi Province is one of the regions known for its diverse plantation crops, cultivated both by smallholders and large estates. In 2022, Jambi ranked 12th nationally in terms of land area and coffee production, with Arabica, Robusta, and Liberica as the main varieties. Among these, Arabica coffee thrives in highland areas such as Merangin, Sungai Penuh, and Kerinci regencies. Kerinci Regency, located at an altitude of 1,400–1,700 meters above sea level, is particularly suitable for Arabica coffee cultivation. The coffee sector contributes significantly to the local economy by providing household income and employment opportunities (Suandi et al., 2020).

Kerinci Arabica coffee is renowned for its unique flavor and balanced acidity, making it one of Indonesia's premium export products. According to data from the Kerinci Plantation and Livestock Service (2024), the area and production of Arabica coffee have shown consistent growth from 2019 to 2023, with an average annual production increase of 41.42%. Gunung Tujuh District serves as the largest Arabica-producing area, contributing 31.02% of total production. The volcanic soil and cool microclimate make this region ideal for Arabica cultivation. Most farmers in Gunung Tujuh manage small-scale farms averaging 0.4–1.5 hectare and rely heavily on family labor. However, in marketing, farmers often face limited price information and low bargaining power due to dependence on middlemen (Fardian et al., 2021). To address this issue, some farmers have joined the Koerintji Barokah Bersama Cooperative (KKBB), which supports marketing, provides production inputs, and offers technical assistance. Koerintji Barokah Bersama Cooperative (KKBB) also collaborates with international institutions such as Rikolto (Belgium) and is the only Arabica coffee cooperative in Jambi with an officially registered Geographical Indication (GI) certification.

Partner farmers receive higher and more stable cherry bean prices compared to non-partners. However, only about 22.46% of Arabica coffee farmers in Gunung Tujuh are cooperative members. This difference in membership affects input usage, pricing, and income levels. Therefore, this study aims to analyze the income

comparison between partner and non-partner Arabica coffee farmers under the Koerintji Barokah Bersama Cooperative in Gunung Tujuh District, Kerinci Regency.

## RESEARCH METHOD

This research was conducted in Gunung Tujuh District, Kerinci Regency from January to February 2025. The research location was selected purposively, as Gunung Tujuh District is recognized as the largest center of Arabica coffee production in Kerinci Regency. This area is also home to the Koerintji Barokah Bersama Cooperative (KKBB), which plays an active role in managing Arabica coffee farming, making it a relevant and representative site for this research. The study collected data on production, selling prices, and farming costs covering the period from January to December 2024, using a survey method with structured questionnaires. The research objects consisted of Arabica coffee farmers who were either partners of the Koerintji Barokah Bersama Cooperative or non-partners, with the primary focus on comparing farm income between the two groups. Partner farmers sold their cherry bean harvests through the cooperative, while non-partner farmers sold directly to local collectors or intermediaries.

The data used in this study consisted of primary and secondary data. Primary data were obtained through interviews and direct observations, while secondary data were collected from related institutions such as the Directorate General of Plantations, the Central Statistics Agency (BPS), the Jambi Provincial Plantation Office, the Kerinci Regency Office of Plantations and Livestock, and the Agricultural Extension Agency of Gunung Tujuh District. Additional data were sourced from books, scientific journals, previous research reports, and official websites. Sampling was conducted using the Simple Random Sampling method, where each individual in the population had an equal opportunity to be selected as a sample. The sample size was determined using the Taro Yamane formula (Akdon & Riduwan, 2013) with a precision level (d) of 13%, resulting in 41 partner farmers and 53 non-partner farmers as the study samples.

### Data Analysis Method

Three analytical approaches were applied:

1. Descriptive Analysis to describe the general farming condition (land area, input use, labor, cost, and yield).
2. Quantitative analysis by calculating the income of partner and non-partner farmers.  
Farm income is calculated as follows (Soekartawi, 2019):

$$Pd = TR - TC$$

Where:

Pd = Farm income

TR = Total revenue

TC = Total cost

3. Quantitative Analysis using the Independent Samples t-test to compare income levels between groups.  
The t-test formula is:

$$t = \frac{\bar{X}_1 - \bar{X}_2}{\sqrt{\frac{S_1^2}{n_1} + \frac{S_2^2}{n_2}}}$$

Decision rules:

Sig. < 0.05 → H<sub>0</sub> rejected, significant difference exists.

Sig. > 0.05 → H<sub>0</sub> accepted, no significant difference found.

## RESULTS AND DISCUSSION

### General Overview of Arabica Coffee Farming

Arabica coffee farming is the main livelihood in Gunung Tujuh District, Kerinci Regency. This region is a major Arabica coffee production center in Jambi Province, supported by high altitude (>1,200 m asl), cool climate, adequate rainfall, and fertile volcanic soil, producing high-quality Arabica coffee beans with distinctive flavor profiles. This study compares partner farmers of the Koerintji Barokah Bersama Cooperative and non-partner farmers to analyze differences in farm management, productivity, and income.

### Farm Size

Land is the main factor in Arabica coffee production. The size of the land affects the number of plants and the production yield.

**Table 1. Distribution of Respondents Based on Arabica Coffee Farm Size in Gunung Tujuh District, 2024**

Farm Size (Ha)	Partner Farmers (People)	Non-Partner Farmers (People)	Total
0,2-0,3	7	19	26
0,4-0,5	17	18	35
0,6-0,7	1	0	1
0,8-0,9	5	2	7
1,0-1,1	8	12	20
1,2-1,3	1	2	3
1,4-1,5	2	0	2
<b>Total</b>	<b>41</b>	<b>53</b>	<b>94</b>

Source : Processed Primary Data, 2025

Most farmers have land sizes ranging from 0.4–0.5 ha, which fall into the small to medium-scale category. Although limited in production capacity, partner farmers tend to be more efficient in land utilization by applying better cultivation techniques.

### Variety and Seed Sources

Seeds are an essential component in achieving successful production. Most farmers in the study area use the Sigararutang and Andungsari varieties. Partner farmers obtain seeds through government assistance distributed via the cooperative, while non-partner farmers usually purchase seeds or receive them through direct aid without technical guidance. High-quality seeds combined with proper planting systems can significantly increase productivity and extend plant lifespan.

### Planting Pattern and Spacing

Most farmers apply a monoculture system with a planting distance of  $2 \times 2.5$  m or  $1 \times 2.5$  m (fence pattern). The fence pattern allows for more plants per hectare but requires more intensive fertilization. Partner farmers have an average of 1,884 trees per hectare, while non-partner farmers have around 1,826 trees per hectare, indicating that partner farmers utilize planting space slightly more efficiently.

### Age of Arabica Coffee Plants

Plant age influences productivity. Arabica coffee begins producing at around three years old and reaches peak productivity between 3–15 years.

**Table 2. Frequency Distribution of Respondent Farmers Based on the Age of Arabica Coffee Plants in the Research Area, 2024**

Plant Age (Year)	Partnership Status			
	Cooperative Partners		Non Partner	
	Frequency (Person)	Percentage (%)	Frekuensi (Orang)	Percentage (%)
3-8	22	53,7	34	64,2
9-14	19	46,3	19	35,8
<b>Total</b>	<b>41</b>	<b>100,0</b>	<b>53</b>	<b>100,0</b>

Source : Processed Primary Data, 2025

Most coffee plants are in the productive phase (3–8 years) for both partner and non-partner farmers, indicating that optimal harvest periods can still continue for several upcoming years.

## Labor

Labor is one of the main production factors in Arabica coffee farming, encompassing all activities from fertilization to harvesting. The research findings indicate a difference in labor distribution between partner and non-partner farmers.

**Table 3. Labor Utilization Based on Activities in the Research Area, 2024**

Activity	Partnership Status			
	Cooperative Partners		Non Partner	
	Frequency (Person)	Percentage (%)	Frequency (Person)	Percentage (%)
Fertilization	39	19,6	12	5,4
Harvesting	160	80,4	212	94,6
<b>Total</b>	<b>199</b>	<b>100,0</b>	<b>224</b>	<b>100,0</b>

Sumber : Processed Primary Data, 2025

Partner farmers employ more external labor for fertilization activities, while non-partner farmers rely more on family labor to reduce costs. Fertilization is generally paid on a daily wage basis, whereas harvesting is conducted under a contract system based on the volume harvested. These differences are influenced by the relatively small farm size (0.4–0.5 ha) and limited capital for hiring labor.

## Crop Maintenance

Crop maintenance in Arabica coffee farming includes fertilization, pesticide spraying, and pruning.

**Table 4. Types of Fertilizers, Doses, and Fertilization Rotations in the Research Area, 2024**

Type of Fertilizer	Partnership Status			
	Cooperative Partners		Non Partner	
	Dosage (Kg/Ha/Year)	Rotation (Year)	Dosage (Kg/Ha/Year)	Rotation (Year)
Ponska	256,0	3	298,0	3
Urea	39,9	3	78,1	3
KCl	24,3	3	8,5	3
Organic	531,7	3	568,4	3

Sumber : Data Primer yang diolah, 2025

Partner farmers tend to apply a more balanced combination of organic and inorganic fertilizers in accordance with *Good Agricultural Practices* (GAP), while non-partner farmers tend to use higher doses of chemical fertilizers without proper regulation.

**Table 5. Pesticide Types, Doses, and Fertilizer Rotation in the Research Area, 2024**

Type of Pesticides	Partnership Status			
	Cooperative Partners		Non Partner	
	Dosage (Liter/Ha/Year)	Rotation (Year)	Dosage (Liter/Ha/Year)	Rotation (Year)
Gramoxone	0,3	3	0,8	3
Glifosat	0,1	3	0,3	3

Sumber : Data Primer yang diolah, 2025

In addition, partner farmers use lower pesticide doses than non-partner farmers, reflecting better implementation of Integrated Pest Management (IPM) practices.

Pruning is not routinely conducted, especially among non-partner farmers. Partner farmers tend to perform pruning more regularly, though not yet fully in accordance with *Good Agricultural Practices* (GAP) recommendations, which suggest at least one pruning session per year after the main harvest season. The lack of regular pruning among non-partner farmers is attributed to limited time availability and low technical knowledge.

## Harvesting

Harvesting is a crucial stage determining the quality and market value of Arabica coffee. Partner farmers of the Koerintji Barokah Bersama Cooperative (KKBB) follow a Standard Operating Procedure requiring at least 75% ripe red cherries, ensuring consistent quality that meets specialty coffee standards. In contrast, non-partner farmers harvest based on labor availability, weather, and market demand without fixed criteria, resulting in more

varied quality. The cooperative's harvesting system produces higher flavor uniformity and market value, while the flexibility of non-partner farmers emphasizes economic efficiency.

## Farm Income Analisis

### 1. Farm Revenue

The revenue of Arabica coffee farming is obtained by multiplying the total production (Kg/Ha/Year) by the selling price (Rp/Kg). The amount of revenue is largely determined by plant productivity and the selling price received by farmers.

**Table 6. Production, Price, and Revenue of Arabica Coffee Farming (Partnered and Non-Partnered Farmers), 2024**

Description	Partnership Status	
	Cooperative Partners	Non Partner
Average Production (Kg/Ha/Year)	3.034	2.705
Price (Rp/Kg)	13.708	13.285
<b>Revenue (Rp/Ha/Year)</b>	<b>41.597.894</b>	<b>35.939.784</b>

Source : Processed Primary Data, 2025

From the table above, it can be seen that partner farmers have higher revenues, amounting to Rp41,597,894/ha/year compared to non-partners with Rp35,939,784/ha/year. This difference is due to higher production and selling prices. According to Soekartawi (2019), farm revenue is a function of two factors output quantity and selling price where an increase in either will lead to higher total revenue.

### 2. Farming Costs

The farming costs of Arabica coffee in Gunung Tujuh District consist of fixed and variable costs.

**Table 7. Depreciation Costs of Partner and Non-Partner Farmer Equipment in the Research Area, 2024**

Tools Name	Economic Life (Year)	Partnership Status			
		Cooperative Partners		Non Partner	
		Depreciation (Rp/Ha/Year)	Percentage (%)	Depreciation (Rp/Ha/Year)	Percentage (%)
Hoe	3	51.866	26,0	89.468	24,4
Machete	3	41.169	20,6	44.448	12,1
Pruning Shears	3	60.634	30,4	54.225	14,8
Sprayer	4	9.701	4,9	136.068	37,1
Bucket	2	36.101	18,1	42.361	11,6
<b>Total</b>	<b>15</b>	<b>199.471</b>	<b>100</b>	<b>366.569</b>	<b>100</b>

Source : Processed Primary Data, 2025

Fixed costs in Arabica coffee farming in the study area include the depreciation of agricultural tools such as hoes, machetes, pruning shears, sprayers, and buckets. Non-partner farmers bear higher depreciation costs (Rp366,569/ha/year) than partner farmers (Rp199,471/ha/year), mainly due to more intensive use of sprayers. According to Suratiyah (2020), depreciation reflects the decrease in the value of capital goods due to use, influenced by the tool's economic life and frequency of utilization. A higher depreciation value does not necessarily indicate efficiency but rather reflects greater tool usage intensity in production activities.

**Table 8. Variable Costs of Partner and Non-Partner Farmers in the Research Area, 2024**

Variable Type	Partnership Status			
	Cooperative Partners		Non Partner	
	Variable Cost (Rp/Ha/Year)	Percentage (%)	Variable Cost (Rp/Ha/Year)	Percentage (%)
Fertilizer	233.463	2,4	1.607.183	16,3
Pesticide	23.506	0,2	95.818	1,0
Labor	9.455.996	97,4	8.151.416	82,7
<b>Total</b>	<b>9.712.965</b>	<b>100</b>	<b>9.854.417</b>	<b>100</b>

Source : Processed Primary Data, 2025

Variable costs consist of expenditures for fertilizers, pesticides, and labor. The largest component comes from labor, accounting for more than 80% of total production costs. Partner farmers spend more on labor (Rp9,455,996/ha/year) than non-partner farmers (Rp8,151,416/ha/year) due to higher production volumes.

Conversely, non-partner farmers incur higher costs fertilizer and pesticides. According to Soekartawi (2019), production efficiency can increase income when input costs do not rise faster than total revenue. Partner farmers have applied Good Agricultural Practices (GAP) principles, resulting in more efficient, balanced, and sustainable input utilization.

### Farm Income

Farm income is calculated as the difference between total revenue and total production cost.

**Table 9. Income from Arabica Coffee Farming (Partnered and Non-Partnered Farmers), 2024**

Description	Partnership Status	
	Cooperative Partners (Rp/Ha/Year)	Non Partner (Rp/Ha/Year)
Average Production/Ha/Year	3.034,5	2.704,7
Price of Cherry Bean/Kg	13.708	13.285
<b>Revenue/Ha/Year</b>	<b>41.597.894</b>	<b>35.939.784</b>
Fixed Costs		
1. Equipment Depreciations Costs	235.266	510.071
Variable Costs		
1. Fertilizer Costs	233.463	1.607.183
2. Pesticides Costs	23.506	95.818
3. Labor Costs	9.455.996	8.151.416
<b>Total Cost (Rp/Ha/Year)</b>	<b>9.948.231</b>	<b>10.364.488</b>
Income/Farmer/Year	20.448.510	15.322.345
<b>Income/Ha/Year</b>	<b>31.649.663</b>	<b>25.575.296</b>

Source : Processed Primary Data, 2025

The results show that partner farmers earn higher income by Rp6,074,367/ha/year (a 10.6% difference). This difference is attributed to Higher production and selling prices among partner farmers, More efficient production cost management through proper use of fertilizers and pesticides, and Cooperative support in market access and technical assistance. When compared with the 2024 Kerinci District Minimum Wage (UMK) of Rp35,335,140 per year, partner farmers' income reaches 89.6%, while non-partner farmers' income is only 72.3% of the UMK. This indicates that although Arabica coffee farming has not fully surpassed the minimum income standard, cooperative partnerships have a positive impact on farmers' income growth.

### Comparative Income Analysis (t-Test)

To determine whether the income difference between partner and non-partner farmers is statistically significant, an Independent Samples t-Test was performed at a 5% significance level ( $\alpha = 0.05$ ).

**Table 10. Two-way Test of Average Differences in Arabica Coffee Farming Income of Partner Farmers of the Koerintji Barokah Bersama Cooperative and Non-Partners in Gunung Tujuh District, 2024.**

Description	Partnership Status	
	Cooperative Partners	Non Partner
Income	31.649.663	25.575.296
Number of Samples (Respondents)	41	53,0
Sig. (2-Tailed)		0,018
T count		2.431
T table		1,995

Source : Primary Data Processed using SPSS Software, 2025

The t-test results for the Difference in Income of Arabica Coffee Farmers Partners and Non-Partners show t-count (2.431) > t-table (1.995) and Sig. (0.018) < 0.05, so it can be concluded that there is a significant difference in income between partner and non-partner farmers. Partner farmers earn significantly higher income. These findings support the studies of Ines Lorenza (2023) and Faidil Tanjung et al. (2023), which showed that cooperative partnerships can enhance efficiency and income stability through technical assistance and guaranteed selling prices.

### Overall Evaluation

Overall, the results of this study indicate a clear difference between Arabica coffee farming practices of partner and non-partner farmers in the study area. Both groups have implemented fairly good cultivation practices,

but improvements are still needed, particularly in regular pruning and balanced fertilization to maintain soil nutrients and sustain productivity. With an average income of IDR 31,649,663/ha/year compared to IDR 25,575,296/ha/year for non-partners, it can be concluded that cooperative partnership plays an important role in improving farmers' income stability and competitiveness. Therefore, strengthening institutional roles and providing continuous agricultural training are essential strategies to enhance farmers' welfare and the sustainability of Arabica coffee farming.

## CONCLUSION

Based on the results of data analysis and discussion, it can be concluded that the general condition of Arabica coffee farming in the research area is relatively good for both partner and non-partner farmers. However, differences still exist in management aspects, particularly in the application of recommended fertilizer and pesticide dosages. The income of Arabica coffee farming for partner farmers is Rp31,649,663/ha/year, while the income for non-partner farmers is Rp25,575,296/ha/year. The comparison of income between partner and non-partner farmers shows a significant difference, where the income of partner farmers is higher than that of non-partner farmers.

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