

Analysis of Red Onion Farming Income in Kayen Hill, Kedungjati Village, Kabuh District

¹Sadam Alif Abu Husaini, ²Yessita Puspaningrum, ³Siti Aminatus Zuhriah

¹Agribusiness, Universitas KH. A. Wahab Hasbullah

²Agricultural Product Technology, Universitas KH. A. Wahab Hasbullah

³Agricultural and Biosystems Engineering, Universitas KH. A. Wahab Hasbullah

*Email : sadamalif317@gmail.com

ABSTRACT

This study aims to analyze production costs, revenue, and income of shallot farming in Kedungjati Village. The research method used is a quantitative descriptive method with a census sampling technique involving 30 shallot farmers. The data used in this study consist of primary data obtained through direct interviews using questionnaires, and secondary data obtained from related institutions.

This study aims to analyze shallot farming in Kedungjati Village, covering production costs, revenue, income, and financial feasibility. The results indicate that the total production cost incurred by farmers per planting season—comprising fixed and variable costs—averaged Rp24,862,000, with variable costs (specifically seeds and labor) constituting the largest share of the cost structure. Farming revenue was derived from an average production of 1,800 kg sold at Rp20,000/kg, resulting in total revenue of Rp36,000,000 per planting season. Farming income—calculated as the difference between revenue and total production costs—amounted to Rp11,138,000 per planting season. The financial feasibility analysis yielded an R/C ratio of 1.45 (>1), indicating that the shallot farming operation is viable for development; as it generates revenue exceeding the costs incurred, the business is considered to provide added value and holds good prospects for continuation.

Keywords: *farming, income, production cost, revenue, shallots.*

INTRODUCTION

The agricultural sector plays a strategic role in national economic development because it contributes to job creation, poverty reduction, and improving public welfare. One subsector with high economic prospects is horticulture, particularly shallots. Shallots are a staple food commodity and experience increasing demand due to high levels of public consumption and export market opportunities.

Increased shallot production requires effective agribusiness management to ensure efficient use of production factors, such as land, labor, capital, and technology. However, in practice, farmers still face various obstacles, such as price fluctuations, high production costs, and pest and disease attacks, which can impact farm income. Therefore, efficient business management is a crucial factor in increasing the profitability and sustainability of shallot farming.

Kedungjati Village, Kabuh District, Jombang Regency, is a shallot production center with a planted area of approximately 150 hectares. The area's predominantly dry land allows shallot cultivation to be carried out two to three times a year, thus offering significant potential for development. Based on these conditions, this study aims to analyze the income of shallot farming in Kedungjati Village, Kabuh District, Jombang Regency..

METHOD

The research was conducted from April to June 2026 in Kayen Hamlet, Kedungjati Village, Kabuh District, Jombang Regency, East Java. The research location was determined purposively, considering that Kayen Hamlet is one of the shallot production centers in Kedungjati Village.

The study population consisted of all 30 shallot farmers in Kayen Hamlet. The sample was determined using a saturated sampling technique (census), so that all members of the population were included as

respondents.

The data used consisted of primary and secondary data. Primary data were obtained through direct observation and interviews with respondents using a questionnaire. These data covered farmer identity, land area, capital use, labor, fertilizer use, production costs, yields, selling prices, and farm income. Secondary data were obtained from the Jombang Regency Agriculture Office, the Central Statistics Agency (BPS), and various relevant literature and journals.

Data analysis was conducted using descriptive quantitative methods to determine the income level and feasibility of shallot farming. The analysis used included:

1. Total Cost
2. Total Revenue
3. Farm Income
4. Farming Business Feasibility Analysis

RESULT AND DISCUSSION

The research was conducted in Kayen Hamlet, Kedungjati Village, Kabuh District, Jombang Regency, a shallot production center. Thirty farmers participated in the study. Based on respondent characteristics, most farmers were aged 46–57 years (63%), had an elementary school education (40%), and owned land areas of 0.5–1 hectare (40%). This indicates that shallot farming in the research location is dominated by small-scale farmers with considerable farming experience despite relatively low levels of formal education.

The analysis revealed that the average fixed cost of shallot farming was IDR 2,110,000 and variable costs were IDR 22,752,000, resulting in a total production cost of IDR 24,862,000 per planting season. The largest cost component came from variable costs, primarily for seeds, fertilizer, specifications, and labor. Average shallot production reaches 1,800 kg per planting season with an average selling price of IDR 20,000/kg, resulting in a revenue of IDR 36,000,000 per planting season. Based on the difference between revenue and total production costs, the average farmer income reaches IDR 11,138,000 per planting season. The analysis results show a Revenue Cost Ratio (R/C Ratio) of 1.45, meaning that every IDR 1.00 spent generates IDR 1.45 in revenue. This value indicates that shallot farming in Kayen Hamlet is financially viable and continues to generate profits for farmers, thus offering potential for further development.

CONCLUSIONS (font size 12pt)

Based on the research results, shallot farming in Kayen Hamlet, Kedungjati Village, Kabuh District, Jombang Regency, generates an average income of Rp 11,138,000 per planting season. This income is obtained from the difference between total revenue of Rp 36,000,000 and total production costs of Rp 24,862,000

The feasibility analysis results show that the shallot farming business has a Revenue Cost Ratio (R/C Ratio) of 1.45 (>1). This value indicates that every Rp 1.00 spent generates Rp 1.45 in revenue. Therefore, the shallot farming business in Kayen Hamlet is financially viable and has good prospects for further development.

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