

***Appendix-D***  
***Socio-Economy and Institution***

THE STUDY  
ON  
THE IMPROVEMENT OF FARMERS' INCOME:  
AGRICULTURAL PROCESSING AND RURAL MICROFINANCE  
IN  
INDONESIA

**Annex D    SOCIO-ECONOMY AND INSTITUTION**

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# CHAPTER 1 SOCIO-ECONOMIC CONDITION AND AGRICULTURE SECTOR POLICY

## 1.1 Socio-Economic Conditions surrounding Agriculture

In 1998, the Indonesian economy was heavily damaged by the Asian currency crisis, and the real gross domestic product (GDP) had dropped by 13.1% in 1999, however, the agriculture sector including forestry and fishery showed only 0.7% down (refer to Table 1 below). One of the reasons that the currency crisis had a small effect on the sector is that the agricultural production heavily depends on food crop production, which is less sensitive to economic changes.

**Table 1 Growth Rate of GDP (1993 Constant Price)**

	1995	1996	1997	1998	1999	2000	2001
Total Real GDP Growth Rate	8.2%	7.8%	4.7%	-13.1%	0.8%	4.9%	3.8%
Agriculture, forestry, fisheries	4.4%	3.1%	1.0%	-1.3%	2.2%	1.9%	4.1%
Mining	6.7%	6.3%	2.1%	-2.8%	-1.6%	5.5%	0.3%
Manufacturing	10.9%	11.6%	5.3%	-11.4%	3.9%	6.0%	3.3%
Public work <sup>*1</sup>	15.9%	13.6%	12.4%	3.0%	8.3%	7.6%	5.0%
Construction	12.9%	12.8%	7.4%	-36.4%	-1.9%	5.6%	4.4%
Trade and tourism	7.9%	8.2%	5.8%	-18.2%	-0.1%	5.7%	3.7%
Transport. & communication	8.5%	8.7%	7.0%	-15.1%	-0.8%	8.6%	8.1%
Finance	11.0%	6.0%	5.9%	-26.6%	-7.2%	4.6%	6.6%
Service	3.3%	3.4%	3.6%	-3.9%	1.9%	2.3%	3.2%

\*1: Electricity, gas, and water supply. Source: Statistical Yearbook, BPS.

Since 2000, all the economic sectors came to achieve the positive growth, and the real GDP in 2004 and 2005 was increased over 5% per annum, owing to the higher growth of the sectors of manufacturing, construction, trade & tourism, transport & communication, and finance. Although the agriculture showed at 4.1% of growth higher than the total GDP growth in 2001, the sector declines its growth rate to 2.5% in 2005, as shown in Table 2 below.

**Table 2 Growth Rate of GDP in Agriculture Sector (2000 Constant Price)**

	2001	2002	2003	2004 <sup>*1</sup>	2005 <sup>*1</sup>
Total Real GDP Growth Rate	3.83%	4.50%	4.78%	5.05%	5.60%
Agriculture, forestry, fisheries	4.08%	3.13%	3.79%	3.26%	2.49%
Food Crops	1.52%	2.13%	3.64%	2.89%	2.57%
Non-Food Crops	9.85%	5.83%	4.37%	2.21%	2.23%
Livestock	8.36%	6.52%	4.13%	3.35%	2.07%

\*1: Preliminary figures in 2004 and 2005.

Source: Statistical Yearbook, BPS.

Regarding the sub-sectors in agriculture shown in the above table, the food crops sub-sectors showed the lower growth rate at 1.5 to 2.5% per annum. Sub-sectors of non-food crops and livestock showed the higher growth rate than the total GDP in 2001 and 2002, and contributed to increase the agricultural GDP. But after 2004, their growth rate has been decreasing at about 2% in 2005, less than the food crop sub-sector.

Until 1999, the agriculture sector was the second largest sector, next to the manufacturing sector, with share of 16 to 17% in the nominal GDP. Due to the declining of GDP growth in the sector, the share of agriculture sector decreased to the third position, after trade and

tourism sector, but still maintains at 13% (refer to Table 3). Shares of each sub-sector in the nominal GDP are shown in the following table. Food crops sub-sector produces about half of the agriculture GDP, followed by non-food crops and livestock.

**Table 3 Share of Agriculture in Nominal GDP (Current Price)**

	2001	2002	2003	2004* <sup>1</sup>	2005* <sup>1</sup>
Share of Agriculture in Total GNP	15.6%	15.5%	15.2%	14.6%	13.4%
By Sub-Sector within Agriculture					
Food Crops	52.3%	51.9%	51.6%	49.9%	50.2%
Non-Food Crops	13.9%	15.3%	15.3%	15.6%	15.8%
Livestock	13.1%	12.2%	12.2%	12.2%	11.8%
Other (Forestry & Fisheries)	20.7%	20.6%	20.9%	22.3%	22.2%

\*1: Preliminary figures in 2004 and 2005.

Source: Statistical Yearbook, BPS.

The agriculture sector employs more than 40% of the total working population of 94.9 million (refer to Table 4 below). Out of the total employment population in this sector, proportion of agriculture is 97% and that of forestry and fisheries is 3% according to the 2000 population census.

**Table 4 Employment Situation**

	2002		2003		2004		2005	
	People in thousands	%	People in thousands	%	People in thousands	%	People in thousands	%
Working Population	100,779	100.0	100,316	100	103,973	100	105,802	100
Employed Population	91,647	93.9	90,785	91.9	93,722	90.1	94,948	89.7
Unemployed Population	9,132	6.1	9,531	8.1	10,251	9.9	10,854	9.5
Employment by Sector								
Agricu./Forestry/Fisheries	40,634	45.3	42,001	43.8	40,608	39.1	41,814	44.0
Mining & Manufacturing	12,744	13.0	11,656	13.3	12,105	12.9	12,461	13.1
Construction	4,274	3.9	4,107	4.2	4,417	4.7	4,427	4.6
Others	33,998	37.9	33,02	38.7	36,592	43.3	37,974	38.3
Total Employed Population	91,647	100	90,785	100	93,722	100	94,948	100

Source: Labor Force Situation in Indonesia, BPS for 2002~2005, Central Bureau of Statistics of Indonesia.

Export from this sector, including processed goods, was valued at US\$10 billion, which is equivalent to 16% of the country's total export earnings of US\$61.1 billion in 2003. It can be concluded that the agriculture sector plays an important role in the Indonesian economy, producing 14% of the GDP, providing employment opportunities for more than 40% of the employees and earning foreign currency. However, the sector is performing with low economic growth and efficiency.

Nominal GDP per employment during the period from 2001 to 2005 is estimated as the sectoral productivity for the agriculture and other sectors. Productivity in the agriculture sector, US\$880 per employee in 2005, is far lower than that in other sector, 20% of the other sectors (US\$4,490 per employee in 2005). This resulted in low income in the rural area, and causes the higher poverty ratio than the urban area. In order to reduce the poverty in the rural area, the agricultural productivity needs to increase through efficient production and high value product, at the same time, agro-based industries such processing and manufacturing of agricultural products will create more income opportunity in the rural area. Nominal GDP per employment in the agriculture and other sectors is shown below:



**Table 5 Nominal GDP per Employment (Current Price)**

Sector	2001	2002	2003	2004* <sup>1</sup>	2005* <sup>1</sup>
<b>Agriculture Sector</b>					
- Nominal GDP (Rp. Billion)	263,328	281,591	305,784	331,553	365,560
- Employees ('000 persons)	39,744	40,634	42,001	40,608	41,814
- GDP per Employee (Rp. million)	6,600	6,900	7,300	8,200	8,700
(US\$ equivalent) *2	(US\$630)	(US\$770)	(US\$860)	(US\$880)	(US\$880)
<b>Other Sectors</b>					
- Nominal GDP (Rp. Billion)	1,420,953	1,540,234	1,707,891	1,941,589	2,364,149
- Employees ('000 persons)	51,064	51,014	47,793	53,114	53,134
- GDP per Employee (Rp. million)	27,800	30,200	35,700	36,600	44,500
(US\$ equivalent)	(US\$2,670)	(US\$3,380)	(US\$4,220)	(US\$3,940)	(US\$4,490)
(Exchange rate against US\$)	10,400	8,940	8,465	9,290	9,900

\*1: Preliminary figures in 2004 and 2005, \*2: Exchange rate: 10,400 in 2001, 8,940 in 2002, 8,465 in 2003  
Source: Statistical Yearbook, BPS.

The population below the poverty line as shown in Table 6 rapidly declined between the mid-1970s and 1996, one year before the economic crisis. The number of poor people in 1996 was 22.5 million, which represents 11.3% of the total population in Indonesia. However the Asian currency crisis had a negative impact on the people. The poor population increased up to 37.5 million, 18.2% of the total population, which is more than 1.5 times that in 1996. A series of poverty alleviation programs were implemented.

**Table 6 Population below the Poverty Line (1976 - 2005)**

	Poverty-line Population (million)			Poverty Rate (%)		
	Urban	Rural	Country	Urban	Rural	Country
1976	10.0	44.2	54.2	38.8	40.4	40.1
1980	9.5	32.8	42.3	29.0	28.4	28.6
1990	9.4	17.8	27.2	16.8	14.3	15.1
1996	7.2	15.3	22.5	9.7	12.3	11.3
1998	17.6	31.9	49.5	21.9	25.7	24.2
1999	12.4	25.1	37.5	15.1	20.2	18.2
2000	12.3	26.4	38.7	14.6	22.4	19.1
2001	8.6	29.3	37.9	9.8	24.8	18.4
2002	13.3	25.1	38.4	14.5	21.1	18.2
2003	12.2	25.1	37.3	13.6	20.2	17.4
2004	11.3	24.8	36.1	12.1	20.1	16.7
2005	12.4	22.7	35.1	11.4	19.5	16.0

Source: Statistical Yearbook of Indonesia

According to the Data and Information of Poverty (2003 and 2004, BPS), the geographic distribution shows that about 60% of total poverty population are located in Java Island, 20% in the Sumatra Island, and the remaining 20% in the other outer islands. Regarding occupation of poor household, 59% are engaged in agriculture, 32% in industry and other sectors, and 8% are not working. This indicates that, for poverty reduction, economic development in the rural area would contribute to reduce the poverty through providing income generation opportunity, particularly agriculture based industry in the Java Island.

## 1.2 Policy of Agricultural Extension

### (1) Background of Agricultural Extension

Before the period of 1980s, in the agriculture sector, priority was given to achieve national self-sufficiency of food. In compliance with this policy, agricultural extension was carried out to satisfy this central target through strong government initiatives. Bimas Programme, the Agricultural Intensification Agency, for instance, was really successful with its green revolution irrigated rice development programme. Kelompok Tani, farmers' group as an unit of extension, was actively established.

After food self-sufficiency is enhanced, and since the establishment of joint decree of Ministry of Internal Affairs and Ministry of Agriculture no. 54/1996 and no. 301/Kpts/LP.120/4/1996 about guidelines to agriculture extension, more attention is given to the empowerment of communities with farmers' participation based on decentralization policy, from which many methodology and guidelines are prepared.

Main programs in terms of agricultural extension in recent years to better meet farmers' need and to accommodate regional differences, some of which are as follows: (i) Partnership Training Process (PROSPEK), (ii) Kalimantan Upland Farming System Development Project (KUF), (iii) Decentralized Livestock Services Project in Eastern Indonesia (DELIVERI), (iv) Field School Approach for Integrated Pest Control (SL-PHT), (v) Rural Income Generation Project (P4K) and (vi) Decentralized Agriculture and Forestry Extension Project (DAFEP).<sup>1</sup>

### (2) Kelompok Tani Registration Process

Number of Kelompok Tani and Agriculture Training Center (Pusat Pelatihan Pertanian) established in the late 1990s to 2001 is tabulated in Table 7:

**Table 7 Number of Kelompok Tani and Agriculture Training Center Established**

	1997	1998	1999	2000	2001
1. Kelompok Tani / Nelayan					
- Beginner	117,542	127,339	123,064	122,344	338,975
- Intermediate	108,073	119,971	117,597	119,812	122,344
- Advance	71,288	73,814	77,597	73,802	119,812
- Developed	21,800	23,016	27,379	23,017	73,802
Kelompok Tani Total	318,703	344,140	345,637	338,975	654,933
2. Agriculture Training Center	50	58	60	121	137

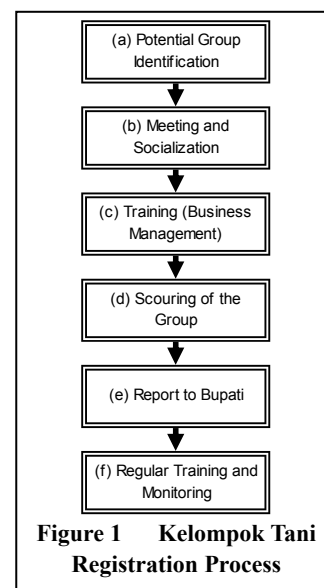
Source: JICA (2002), Basic Study for Vitalization of Rural Economy in Indonesia (Present Situation, Direction and Key Issues of Agribusiness, Marketing and Financial System)

Famres' group, Kelompok Tani, registration process is illustrated in Figure 1 and explained as follows:<sup>2</sup>

<sup>1</sup> As introduced in Departemen Pertanian (2001), *Pedoman Penyelenggaraan Penyuluhan Petanian Partisipatif Spesifik Lokal*, Indonesia

<sup>2</sup> Interview from Majalengka Agriculture DINAS Officer and Departemen Pertanian, Pusat Penyuluhan Pertanian (1997), Pembinaan Kelompoktani-Nelayan

- (a) **Potential Group Identification:** Potential farmers' group is identified by DINAS, BPP and KPPKP by reviewing group profiles consisting of its location, current activities, number of members and so forth.
- (b) **Meeting and Socialization:** Meetings (musyawarah) are organized by extension worker and farmers at candidate groups. Village officer (pamong desa) and community leader also attend this meeting. The subject of the meeting is: purpose of farmer group, advantages to be member of the group, process of establishment of group, Value added activities etc.
- (c) **Training:** Special training is provided by extension worker and DINAS. The subject of the training is: group and business management (1 to 2 weeks). Regular meeting should be held after this training to make sure that training
- (d) **Scouring of the Group:** Scoring of farmers' group is made based on training result by DINAS. (four grades)
- (e) **Report to Bupati:** Training result is reported to Kabupaten through DINAS. Registration and approval is made by Bupati.
- (f) **Regular Training and Monitoring:** Regular training (half days) is provided every fortnight as well as regular monitoring by extension workers.



### (3) Agricultural Extension Institution

Agricultural Extension Information Center (BIPP) was an important institution to carry out agricultural extension which were organized at each before decentralization Kabupaten. It was responsible to control and supervise Extension Workers (BPPS), to approve action plans on extension activities prepared by Kecamatan offices, and to evaluate and monitoring extension activities. Currently, some Kabupaten have been changed their organization into agency, technical implementation unit (UPTD), sub-division, section or functional position group and others, to implement extension works.

**Table 8 Agricultural Extension Institution**

	BIPP	Agency	Office	UPTD	Sub-division	Section	Functional Position Group	Others
West Java Province	1	0	7	1	5	0	9	1
East Java Province	4	0	7	0	7	2	17	1

Source: JICA (2005), The support Program for Agriculture and Fisheries Development in the Republic of Indonesia

With regard to the agricultural extension, MOA is in charge of formulating guidelines, conducting monitoring and providing technical assistance to extension workers through Kabupaten DINAS. This organizational set-up, however, is different between Kabupaten. Some Kabupaten still remains BIPP while others have both BIPP and UPTD, latter of which cause confusion of responsibility sharing in terms of extension works. In order to improve

the situation, It would be necessary to systematically reformulate the framework of agricultural extension by considering decentralization.

# CHAPTER 2 PRESENT CONDITION OF THE STUDY AREA

## 2.1 General Condition

### 2.1.1 Location and Administration

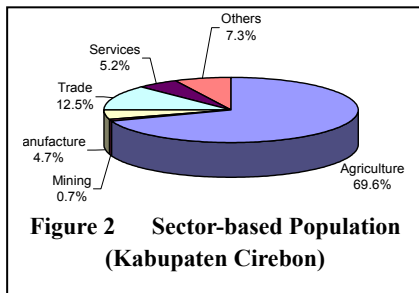
Administrative overview of target Kabupaten is shown in Table 9. Population of Kabupaten in the Study area extends from 908,004 to over 2 million, of which majority live in rural area. Population and population density in Kabupaten Cirebon is the largest.

**Table 9 Administrative Overview**

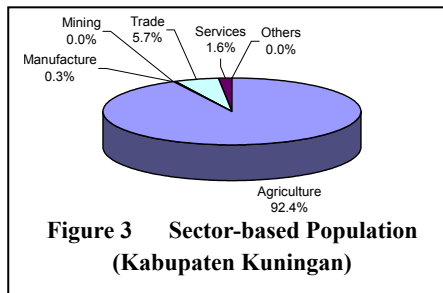
Province	Kabupaten	Population	Population Density (per km <sup>2</sup> )	No. of Kecamatan	No. of Desa
West Java	Cirebon	2,056,992	2,076	31	424
	Kuningan	1,056,093	1,309	29	373
	Majalengka	1,166,567	969	23	331
East Java	Mojoketro	981,887	1,368	18	304
	Kediri	1,513,510	1,092	26	332

Source: Data and Code of Administration Area West Java and East Java Province (2005)

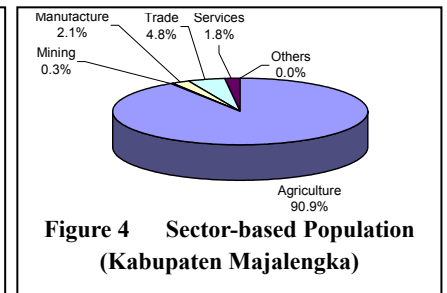
In accordance with sector-based population data<sup>3</sup>, although share of agriculture in GRDP is recently decreasing, agriculture population is still dominant in four Kabupaten, Kabupaten Kuningan, Majalengka, Mojokerto and Kediri as illustrated in Figure 2 to Figure 6.<sup>4</sup>



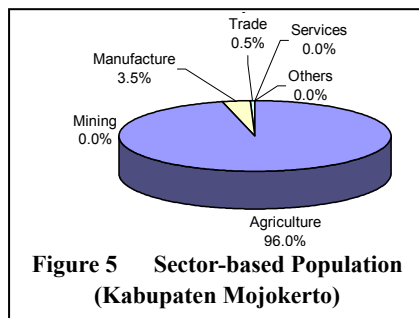
**Figure 2 Sector-based Population (Kabupaten Cirebon)**



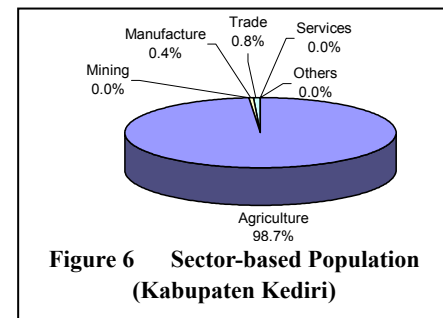
**Figure 3 Sector-based Population (Kabupaten Kuningan)**



**Figure 4 Sector-based Population (Kabupaten Majalengka)**



**Figure 5 Sector-based Population (Kabupaten Mojokerto)**



**Figure 6 Sector-based Population (Kabupaten Kediri)**

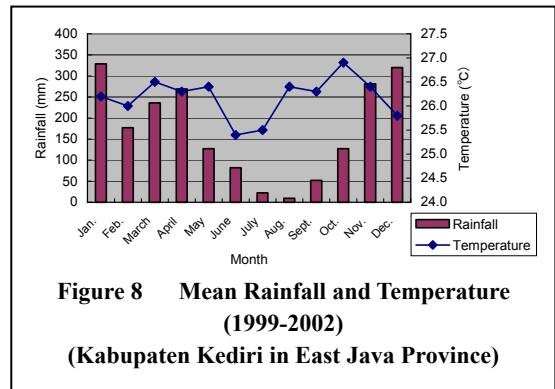
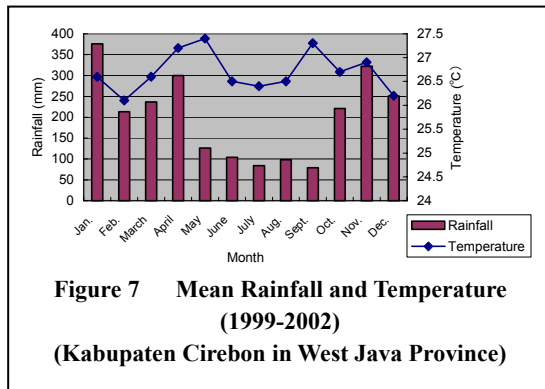
<sup>3</sup> BPS (2003), Village Potential Statistics Province of Jawa Barat and Jawa Timur

<sup>4</sup> The figure shows the situation of "Urban + Rural" areas in each Kabupaten. The statistics respectively shows three kinds of data depending upon the area interviewed during census; "Urban + Rural", "Urban" and "Rural". In all the Kabupaten "Rural" is generally dominated by Agriculture population while urban area in Kabupaten Cirebon has lowest agricultural population, 47%, which contribute to the low ratio agricultural population in "Urban + Rural" area of Kabupaten Cirebon.

2.1.2 Natural Condition

(1) Temperature and Rainfall

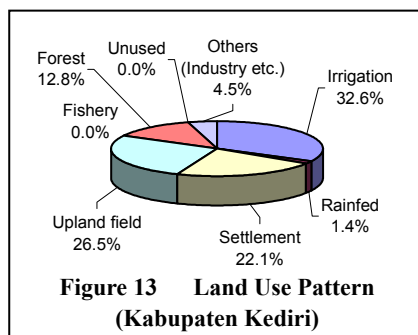
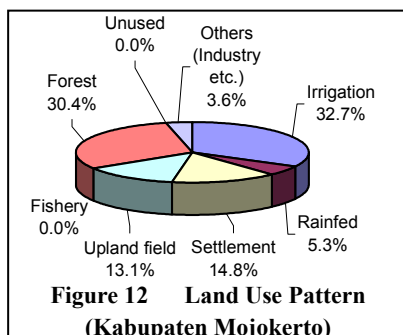
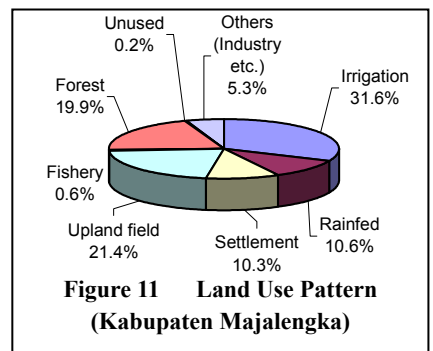
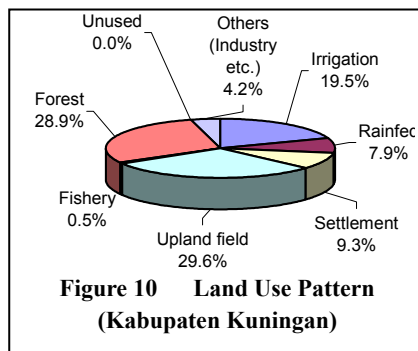
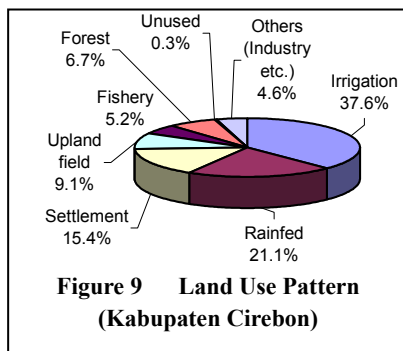
Climate in the target area is generally characterized by high temperature and humidity. Dry season is from May to September while rainy season extends from October to April. 80 % of the rainfall is concentrated in the rainy season. Mean temperature of all the target area is nearly 26 degrees Celsius. Mean rainfall and temperature in Kabupaten Cirebon and Kediri is shown in Figure 7 and Figure 8:



Rainfall pattern shows little difference between East Java Province and West Java Province. Relatively, annual rainfall in East Java Province is lower, approximately 2,000 mm, than that in West Jawa, from 2,400 to 2,600 mm. East Java Province is clearly distinct between dry season and rainy season. All the Kabupaten under the Study faced serious drought decreasing 30 % of annual average rainfall in 2002 which caused the decrease of agriculture production.

(2) Land Use

Land use pattern of the target area is shown in Figure 9 through Figure 13:



Kabupaten Cirebon has been the most developed with irrigation due to its relatively flat topographic condition. In addition, Cirebon is characterized by the fishery development using its coastal area. On the other hand, Kabupaten Kuningan, Majalengka and Mojokerto is mountainous areas, therefore, the land is largely occupied by the forest and upland field.

### 2.1.3 Socio-economic Condition

Poverty line represented by BPS is probably the most frequently utilized measure of poverty in Indonesia, which is based on the level of expenditure necessary to purchase 2,100 kcal of diet and other basic-needs non-food commodities. Based on BPS estimates, the nationwide poverty line is Rp. 152,847 per month per person (as of March 2006).

In the nationwide, poor population rapidly increased in the late 1990s due to the economic crisis, therefore, the Government of Indonesia implemented the Social Safety Net (SSN) Program from 1998 to 2001 which has contributed to the alleviation of poverty nationwide. Although poor population has been reduced during that period, poverty remains one of the main topics to be tackled. Poverty line, poor population and poverty head count ratio of each Kabupaten is shown in Table 10.

**Table 10 Poverty Index**

Province	Kabupaten	Poverty Line (Rp./capita/month)	Poor Population (person)	Poverty Headcount Ratio (%)
West Java	Cirebon	120,074	352,400	17.3
	Kuningan	123,267	201,700	19.5
	Majalengka	129,547	203,700	17.7
	West Java average	-	-	12.9
East Java	Mojoketro	140,862	166,100	17.2
	Kediri	112,907	289,200	19.6
	East Java average	-	-	20.9

Source: UNDP (2004), National Human Development Report 2004

In general, poverty ratio in East Java Province is higher than that in West Java Province. Target area, 5 Kabupaten, has higher poverty headcount ratio than the average of each province.

In addition, basic social indicators of five Kabupaten, life expectancy, adult literacy rate, mean year of schooling and infant mortality rate, is in Table 11:

**Table 11 Basic Social Indicators**

Province	Kabupaten	Life Expectancy (years)	Adult Literacy Rate (%)	Mean Year of Schooling (years)	Infant Mortality (per 1,000)
West Java	Cirebon	63.3	87.0	6.0	55.5
	Kuningan	65.1	90.5	6.4	48.4
	Majalengka	63.5	91.0	6.4	54.7
	West Java average	64.5	93.1	7.2	47.0
East Java	Mojoketro	68.1	89.4	6.6	35.8
	Kediri	68.1	87.5	6.6	36.3
	East Java average	-	83.2	6.5	47.0

Source: UNDP (2004), National Human Development Report 2004

Most of the indicators in three Kabupaten in West Java shows lower than the Provincial average while two Kabupaten in East Java Province shows higher than Provincial average. In order to improve this situation, poverty alleviation program will be essential for the Study area.

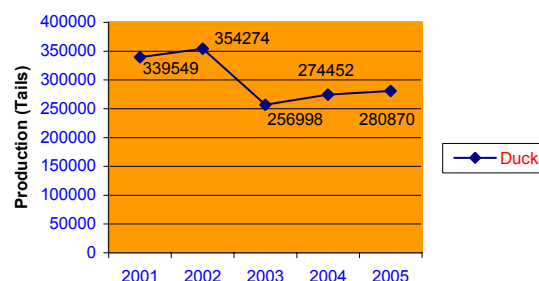
## 2.2 Kabupaten Development Policy

### 2.2.1 Kabupaten Cirebon

#### (1) Kabupaten Livestock Development Policy and of Sample Commodity Production

In accordance with the strategic planning 2005-2009, Kabupaten Cirebon focuses on promoting livestock-based agribusiness in order to increase farmers' income.<sup>5</sup> In this vision, Kabupaten aims to increase livestock production by 1.77 to 12.15 % from 2005 to 2009, although, figures of which differ depending upon commodities. Among those, highest attention is paid to duck meat production as well as DOD and pullet as future potential exportable products. Investment to livestock sector will be, therefore, planned to be increased by 12.18 % during 2005 -2009 period. In line with the vision, four programs are currently prioritized: (i) Food Livestock Sources Security Enhancement Program, (ii) Livestock Business Empowerment Program, (iii) Animal Health Control and Veterinary Community Health Program and (iv) Apparatus Facility and Infrastructure Development Program.

Production of duck in recent five years is illustrated in Figure 14. Although Kabupaten Cirebon focuses on duck promotion, production is not necessarily in increasing trend. Peak production is observed in 2002 while in 2005, production decreased by 20 % from 2002. Kabupaten DINAS applies focal approach to promote duck production. The duck production is generally concentrated on such focal areas



Source: Livestock Farming in Figure (2005), DINAS Livestok Kabupaten Cirebon, 74-75

**Figure 14 Production of Duck (Kabupaten Cirebon)**

<sup>5</sup> Pemerintah Kabupaten Cirebon, DINAS Peternakan (2005), Rencana Stratejik Tahun 2005 – 2009



particularly along the coastal Kecamatan consisting of Gebang (66,535 tails), Panguragan (49,744 tails), Kapetakan (48,215 tails), Losari (39,942 tails), and Cirebon Utara (17,595 tails), which occupies 81 % of total production in the Kabupaten. Kecamatan-based data of duck population is shown in Table D 2.2.1.

(2) Local Administration

Dinas Livestock of Kabupaten Cirebon consists of five division: (i) Livestock Production Division, (ii) Livestock Business Development Division, (iii) Animal Health Division, (iv) Livestock Infrastructure Division, and (v) Administrative Division. Functional Professional Group are separately organized from those five division to support DINAS technical activities instructed by the head of DINAS. The organizational structure is as shown in Figure D 2.2.1.

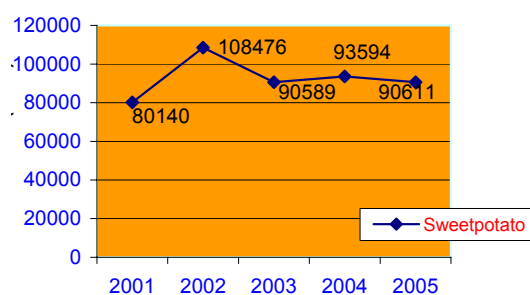
2.2.2 Kabupaten Kuningan

(1) Kabupaten Agriculture Development Policy and of Sample Commodity Production

Agriculture-based development is stressed to improve rural community in Kabupaten Kuningan.<sup>6</sup> Policy on “Agropolitan Area Development” in 2006 prepared by BAPPEDA divides Kabupaten into four zones respectively centered by four Kecamatan: Cilimus, Ciawigebang, Luragung and Kuningan, each of which has different focus and target of commodities depending upon its own potentiality. Cilimus zone is directed to be a production center of sweet potato, sheep, fishery etc. Ciawigebang zone is focused on shallot, cassava, fruits and poultry. Luragung zone is for sugar palm production and cattle development while Kuningan zone is to be an area for diary cow, herbs, horticulture and fishery.

In the Strategic Planning 2004-2008, Kabupaten put priority on the following programs: (i) Agriculture Human Resources Quality Improvement Program, (ii) Food Security Enhancement Program, and (iii) Agribusiness Development Program.<sup>7</sup>

Sweet potato, a sample commodity of the Study, is one of the prioritized commodities in Kabupaten Kuningan. Production of sweet potato in Kuningan in recent five years is illustrated in Figure 15. As evident from the Figure, 2002 shows better production performance while production in recent three years is apparently stagnant. As explained above, sweet potato production center is in Kecamatan Cilimus and Cigandamekar.<sup>8</sup>



Source: Data Prepared By Dinas Agriculture Kabupaten Kuningan, 2006

**Figure 15 Production of Sweet Potato (Kabupaten Kuningan)**

<sup>6</sup> BAPPEDA (2006), Pengembangan Kawasan Agropolitan, Kabupaten Kuningan Tahun 2006

<sup>7</sup> Kuningan Dinas Pertanian (2004), Rencana Strategis (Renstra) Tahun 2004 – 2008

<sup>8</sup> The data is derived from Kuningan Dalam Angka (2003). At that time, Kecamatan Cilimus and Cigandamekar were one Kecamatan as Kecamatan Cilimus, therefore, “59,493 ton” is the data of previous “Kecamatan Cilimus.” It has been split into two Kecamatan since then. There is, therefore, no respective data available for each Kecamatan.

These Kecamatan produces 59,493 ton of sweet potato equivalent to 54.8 % of total production in Kabupaten followed by Jalaksana (16,533 ton), Pancalang (9,944 ton) and Cipicung (7,102 ton). Kecamatan-based data of sweet potato production in Kabupaten Kuningan is summarized in Table D 2.2.2.

(2) Local Administration

Dinas Agriculture of Kabupaten Kuningan consists of five division: (i) Food Security and Programming Division, (ii) Food Crop and Horticulture Division, (iii) Livestock and Fishery Division, (iv) Extension and Resource Development Division, and (v) Administrative Division. DINAS Pertanian of Kabupaten Kuningan is in charge of both agriculture and livestock sector. Functional Professional Group are also separately organized from those five division as same as Kabupaten Cirebon to support DINAS technical activities instructed by the head of DINAS. The organizational structure is as shown in Figure D 2.2.2.

2.2.3 Kabupaten Majalengka

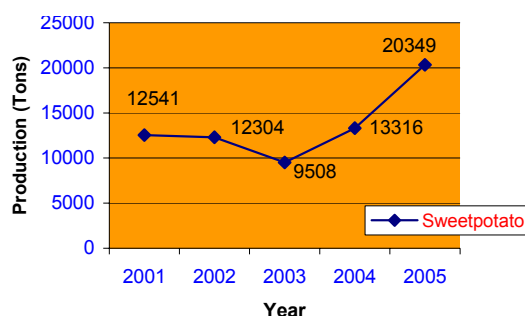
(1) Kabupaten Agriculture Development Policy and of Sample Commodity Production

Kabupaten Majalengka agriculture development policy focuses on two main issues: food security and agribusiness development through the integration of available natural and human resources in a sustainable manner, although specific focal commodities are not clearly mentioned.<sup>9</sup>

Kabupaten put priority on five programs largely classified into two categories: General Programs and Special Programs. General Programs includes two programs: (i) Food Security Enhancement Program and (ii) Agribusiness Development Program. Special Program consists of: (i) Agriculture Human Resource and Institution Development Program, (ii) Potential Agribusiness Area Development Program, (iii) Agribusiness Competitive Commodity Area Mapping Program, (iv) Agriculture Production Development Program and (v) Infrastructure and Facility Development Program.

Production data of sweet potato, a sample commodity of the Study for Majalengka, is illustrated in Figure 16 on the right. Although there was a depression in 2003 due to unfavorable climatic condition, Kabupaten sweet potato production in Kabupaten Majalengka is in steady growth showing 60 % increase since 2001.

Sweet potato production is primarily concentrated on five Kecamatan. Most productive area is Kecamatan Maja



Source: Appendix of Annual Report 2005 Prepared By Central Bureau Statistics Kabupaten Majalengka

**Figure 16 Production of Sweet Potato (Kabupaten Majalengka)**

<sup>9</sup> Majalengka Dinas Pertanian (2003) and (2004), Rencana Strategis (Renstra), Tahun 2003 and 2004

producing 4,018 ton, 30.1 % of Kabupaten total production followed by Kecamatan Cigasong (2,130 ton), Argapura (1,352 ton), and Majalengka (952 ton).<sup>10</sup> Kecamatan-based data of sweet potato production is shown in Table D 2.2.3.

## (2) Local Administration

Dinas Agriculture of Kabupaten Majalengka consists of five divisions: (i) Paddy & Secondary Crop Division, (ii) Horticulture Division, (iii) Livestock Division, (iv) Fishery Division, and (v) Administrative Division. As similar to Kabupaten Kuningan, DINAS is in charge of both agriculture and livestock sector. Functional Professional Group are also separately organized from those five division as same as Kabupaten Cirebon to support DINAS technical activities instructed by the head of DINAS. The organizational structure is as shown in Figure D 2.2.3.

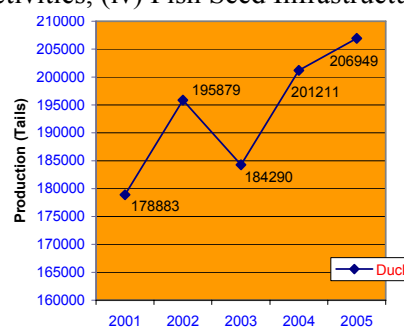
## 2.2.4 Kabupaten Mojokerto

### (1) Kabupaten Livestock Development Policy and of Sample Commodity Production

According to the strategic planning 2001 – 2005 prepared by Mojokerto DINAS Livestock and Fishery Services, one of the six missions is “To increase livestock production and productivity through breeding, feed development and livestock technology application.”<sup>11</sup> In line with this vision, DINAS aims to increase livestock population by 2.1 % annum for big animals and 1.6 % per annum for small animals as well as egg and milk production of 2.0 % per annum respectively. Sample commodity for the Study, duck is one of the focuses to be developed by the DINAS within the vision.

There are mainly five programs under operation with DINAS initiative: (i) Fishery and Livestock Production Development Program, (ii) A Million Cattle Acceptor Artificial Insemination Program, (iii) Food Security Enhancement Program through Supplying Animal Protein Sources and Empowerment of Fishermen Activities, (iv) Fish Seed Infrastructure and Facility Empowerment Program and (v) Prevention and Observation of Animal Diseases, Periodical Livestock Vaccination and Examination of Meat and Milk Quality.

In addition, DINAS Pertanian is also paying attention to community development through promoting highly competitive and sustainable market oriented agriculture particularly agri-business development. Necessity of duck production and processing is clearly justified by those strategies.<sup>12</sup>



Source: Appendixs of Annual Report 2005 Prepared By Central Bureau Statistics Kabupaten Majalengka

**Figure 17 Production of Duck (Kabupaten Mojokerto)**

<sup>10</sup> Data is derived from Kabupaten Majalengka Dalam Angka (2004). Although Figure- 22 shows 2005 data, Kecamatan basis data was not available, therefore, 2004 data is utilized here to explain Kecamatan-wise production tendency.

<sup>11</sup> Mojokerto DINAS Peternakan (2003), (2004) and (2005), Rencana Strategis (Renstra), Tahun 2003, 2004 and 2005

<sup>12</sup> Mojokerto DINAS Pertanian Dan Ketahanan Pangan (2002), Rencana Strategik (Renstra), Pembangunan Tahun 2001 – 2005

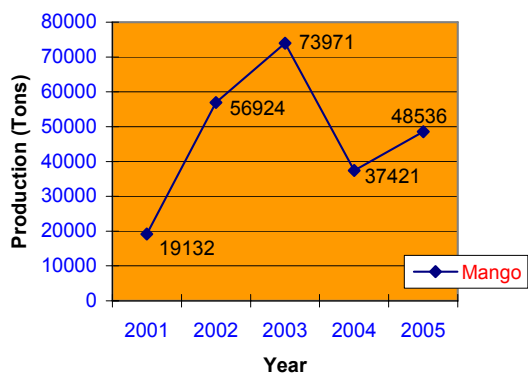
Duck production in Kabupaten is shown in Figure 17 on the right depicting gradual growth generally in recent five years although there is no Kecamatan basis data available and annual fluctuation is observed. Total duck production of Kabupaten in 2005 is 206,949 tails equivalent to approximately 15 % increase from 2001. Kecamatan-based data of duck population and egg production in the Kabupaten is respectively shown in Table D 2.2.4 and Table D 2.2.5.

(2) Local Administration

DINAS Livestock and Fishery Services of Kabupaten Mojokerto consists of six divisions: (i) Program and Extension Division, (ii) Production and Development Division, (iii) Veterinary Division, (iv) Farming System and Processing Division, (v) Fishery Development Division and (vi) Administration Division. Functional Professional Group are also separately organized from those six division as same as Kabupaten Cirebon to support DINAS technical activities instructed by the head of DINAS. Local Technical Implementation Unit (UPTD) is placed directly under the Head of DINAS to be in charge of field extension. The organizational structure is as shown in Figure D 2.2.4.

2.2.5 Kabupaten Kediri

Kabupaten agriculture development policy puts priority on: (i) increasing agriculture productivity, (ii) promotion of processing industry particularly increase of value addition through primary processing, (iii) development of production center of prospective products, based on facilitating farmers' group participation.<sup>13</sup> Following five programs are mainly prioritized in line with Kabupaten agriculture policy: (i) Food Crops Security Improvement Program, (ii) Agribusiness and Agro-industry Development Program, (iii) Development of Best Quality of Fruits and Vegetables Program, (iv) Agriculture Infrastructure Development Program and (v) Human Resources Development Program.



Source: Appendix of Annual Report 2005 Prepared By Central Bureau Statistics Kabupaten Majalengka

**Figure 18 Production of Mango in Kabupaten Kediri**

A sample commodity in Kabupaten Kediri under the Study, mango production is shown in Figure 18. Although mango is a kind of perennial crops, production shows significant fluctuation. The production in 2003 demonstrated highest in recent 5 years while the production in 2005 merely reached to the 66 % of the production in 2003.

As for the Kecamatan basis production, Kecamatan Tarokan is the most developed in mango production (15,283 ton) followed by Kecamatan Semen (10,095 ton), Grogol (7,734 ton), and Banayakan (7,638 ton). These 4 Kecamatan dominate nearly 84 % of total mango

<sup>13</sup> Kabupaten Kediri DINAS Pertanian Tanaman Pangan (2006), Bahan Penyusunan Usulan Proyek

production in Kediri. Kecamatan-based data of number of mango tree and its production is summarized in Table D 2.2.6.

Among many varieties of mango produced in Kediri, particularly, Kabupaten put priority on the production of Podang variety as a strategic commodity which are recently cultivated in Kecamatan along Brantas river. Podang variety is officially best mango variety as stated in the Ministry of Agriculture Decree No. 336/Kpts/TP. 240/6/2003.

(2) Local Administration

DINAS Agriculture of Kabupaten Kediri consists of five divisions: (i) Agriculture Production Division, (ii) Business Farming Division, (iii) Land and Plant Protection Division, (iv) Agriculture Infrastructure and Facilities Division, and (v) Administration. Functional Professional Group are also separately organized from those six division as same as Kabupaten Cirebon to support DINAS technical activities instructed by the head of DINAS. The organizational structure is as shown in Figure D 2.2.5.

## CHAPTER 3 GENERAL INFORMATION OF KELOMPOK TANI

### 3.1 Procedure

#### 3.1.1 Field Survey and Kelompok Tani Selection

Kelompok Tani surveyed under the Study were selected primarily based on the discussion with DINAS and on the production data of sample commodities of Kecamatan. In general, 5 to 9 Kelompok Tani were selected for sample commodities and other 2 or 3 Kelompok Tani was chosen for sub-commodities as a reference for other Kabupaten.

Field survey was carried out for those selected Kelompok Tani over one week in each Kabupaten. Based on the survey, qualitative evaluation was made from the view points of: (i) finance, (ii) socio-economy, (iii) organization, (iv) production and processing technology level, (v) marketing potential and (vi) future plan, each of which has 3 to 5 sub-items as shown in Table 12:

**Table 12 Evaluation Criteria of Kelompok Tani Selection**

No.	Item	Sub-Item	Score allocated (=1)	Weight (=2)	Weighted Score =(1 x 2)
a	Finance	(1) Saving & Loan Experience	5	0.6	3.0
		(2) Loan and/or Government Grant Management Capability	5	1.2	6.0
		(3) Balance Sheet and Profit Loss Availability	5	1.2	6.0
		(4) Access to Financial Institution	5	0.6	3.0
b	Socio-economy	(1) Poverty Headcount Ratio	5	0.6	3.0
		(2) Gender Balance of the Group	5	0.6	3.0
		(3) Environmental Impact	5	0.6	3.0
c	Organization	(1) Leadership	5	1.4	7.0
		(2) Profit Sharing	5	1.0	5.0
		(3) Functions	5	0.6	3.0
		(4) Group Activities Level	5	1.3	6.5
		(5) Network with Other Groups	5	1.0	5.0
d	Production and Processing Technology Level	(1) Production Technology Level	5	0.8	4.0
		(2) Processing Technology Level	5	0.8	4.0
		(3) Adoption Capability of New Technology for Production and Processing	5	0.8	4.0
		(4) Production and Processing Equipment Maintenance Capability	5	0.8	4.0
e	Marketing Potential	(1) Market Concept	5	1.0	5.0
		(2) Market Development Capability	5	1.3	6.5
		(3) Market Availability	5	1.4	7.0
f	Future Plan	(1) Availability of Future Development Plan of the Group	5	1.2	6.0
		(2) Feasibility of the Plan	5	1.2	6.0
			-		100.0

As shown above, weights are given to each sub-item depending upon the different importance. Two or three Kelompok Tani were selected as model groups from each Kabupaten through this screening process for conducting detailed survey including household survey to find out from the small samples of household income and expenditure,

asset level, household head's education background, and their saving and loan experience. These items were also confirmed by poverty ranking exercise. Field workshop was also organized to identify problems and constraints and to derive opinion from the community.

### 3.1.2 Field Workshop and Poverty Ranking

#### General

Field workshop was organized at selected Kelompok Tani. Through the session, following information was primarily collected in order to assess the needs and collecting the opinions of the target groups with regard to the agricultural processing and rural micro finance.

- The needs, constraints and perception of participants on agro-production, processing, marketing, and micro finance
- Identification of Problems and their Ranking experienced by the target groups so as to help increasing their income
- Identification of solutions to the identified problems by: (i) considering short-term solutions, and long-term solutions; (ii) initiating action desired by the target groups themselves; and (iii) stating the body responsible for the action and those expected to cooperate.

#### Duration and Program

The duration of the field workshop was one day. Each session of the workshop commenced with the explanation of the objectives and the methodology of the workshop as farmers' participatory approach to the attendants. The program are, then, problem and constraints identification, institutional linkages and follow-up action preparation, which are in a manner of group discussion and focus group discussion using various tools including Mobility Mapping and Institutional Diagram.

#### Poverty Ranking

Poverty assessment is separately carried out for half days at each community of selected Klompok Tani. In this session, poverty level is classified into four: (i) Destitute, (ii) Poor, (iii) Fair, and (iv) Rich. Poverty is multi-dimensional, complex, and each local community embraces different concepts of risks. Classification is, therefore, made from the view point of (i) income level, (ii) asset that community members have, (iii) education level community members, (iv) basic human needs satisfaction level qualitatively assessed from very insufficient to more than enough, and (v) financial transaction from none to formal bank, level of which are respectively determined by each workshop attendants.

As summarized in Table 13, in total, 23 Kelompok Tani were surveyed in West Java Province and 11 in East Java Province. Out of those Kelompok Tani, field workshop and poverty ranking was carried out at 8 Kelompok Tani in West Java and 5 in East Java respectively.

**Table 13 Number of Kelompok Tani Surveyed**

Province	Kabupaten	Kelompok Tani	
		Basic Research	Field Workshop
West Java	Cirebon	9	3
	Kuningan	7	2
	Majalengka	7	3
West Java Total		23	8
East Java	Mojoketro	5	3
	Kediri	6	2
East Java Total		11	5
Total		34	13

List of Kelompok Tani surveyed are tabulated in Table D 3.1.1.

### 3.2 Survey Result

#### 3.2.1 Information of Kelompok Tani Surveyed

##### (1) Kabupaten Cirebon

In total, nine Kelompok Tani extending five Kecamatan were surveyed, characteristics of which are summarized in Table 14:

**Table 14 Summary of Kelompok Tani Surveyed in Kabupaten Cirebon**

	Salient Features	
	Advantage	Disadvantage
Finance	<ul style="list-style-type: none"> <li>Out of 9 Kelompok Tani surveyed, 6 Kelompok Tani have some experiences on saving &amp; loan although performance differs among those Kelompok Tani.</li> </ul>	<ul style="list-style-type: none"> <li>Previous financial assistance and transaction can not be traced at some Kelompok Tani. Revolving fund did not properly work.</li> </ul>
Socio-economy (Kecamatan Level Poverty Head Count Ratio: 0.28 to 0.47) <sup>14</sup>	<ul style="list-style-type: none"> <li>No negative environmental impact is observed.</li> </ul>	<ul style="list-style-type: none"> <li>Women's participation relatively inactive in most of KT (less than 20 % of the member).</li> </ul>
Organization	<ul style="list-style-type: none"> <li>Partnership agreement is made among 4 Kelompok Tani (Bebek Jaya, Tigan Mekar, Branjangan Putih and Sari Sejahtera).</li> </ul>	<ul style="list-style-type: none"> <li>Profit from group activities is monopolized by limited members at some Kelompok Tani. Profit sharing mechanism among the group is not clear.</li> </ul>
Production and Processing Technology Level	<ul style="list-style-type: none"> <li>Roll sharing for production and processing through said Partnership agreement among Kelompok Tani (4 Kelompok Tani) effectively works.</li> </ul>	<ul style="list-style-type: none"> <li>It is difficult to disseminate such system to other Kelompok Tani due to DINAS' s budget limitation.</li> </ul>
Marketing Potential	<ul style="list-style-type: none"> <li>Marketing through said Partnership agreement among Kelompok Tani (4 Kelompok Tani) effectively works.</li> </ul>	<ul style="list-style-type: none"> <li>Marketing is carried out by individual rather than group at most of Kelompok Tani.</li> </ul>
Future Plan	<ul style="list-style-type: none"> <li>Future plan in duck development well prepared by other Kabupaten, particularly 4 Kelompok Tani as introduced above.</li> </ul>	<ul style="list-style-type: none"> <li>Small groups, Jambul Jaya 6 &amp; 7, are relatively weak for future plan preparation (no concrete plan).</li> <li>Support from DINAS and extension</li> </ul>

<sup>14</sup> Smeru Research Institute (2000), Peta Kemiskinan Indonesia 2000 (Poverty Map of Indonesia 2000)



	Salient Features	
	Advantage	Disadvantage
		workers also lack at such small groups.

Each Kelompok Tani has different levels of activities in production and processing as well as the relationship with their marketing target. Some Kelompok Tani such as Jambul Jaya 6 and Sigranala Indah sells their products within Desa and surroundings of the groups. On the other hand, Tigan Mekar focuses on wider area of the market including outside Province.

Kelompok Tani in Kabupaten Cirebon is, therefore, classified into three groups, market of which is: (i) nearby Desa, (ii) within Kabupaten and (iii) cross provinces, and the qualitative scouring is made as tabulated in Table 15 as follows:

**Table 15 Evaluation Result of Kelompok Tani (Kabupaten Cirebon)**

Marketing Type	Kelompok Tani		Finance		Socio-Economy		Oganization		Production & Processing		Marketing Potential		Future Plan		Total	
	(Full Mark)		18.0		9.0		26.5		16.0		18.5		12.0		100.0	
Markets nearby Desa	Jambul Jaya 7	Kec. CRBN Utara Desa Babadan	4.8	27%	5.4	60%	9.0	34%	10.4	65%	10.5	57%	7.2	60%	47.3	47%
	Jambul Jaya 6	Kec. Panguragan	4.8	27%	4.2	47%	14.5	55%	8.8	55%	12.5	68%	6.0	50%	50.8	51%
	Sigranala Indah	Kec. Kaliwedi	4.8	27%	5.4	60%	20.6	78%	12.8	80%	16.1	87%	10.8	90%	70.5	71%
Markets within Kabupaten	Trubus	Kec. Kapetakan	4.8	27%	5.4	60%	9.0	34%	10.4	65%	10.5	57%	7.2	60%	47.3	47%
	Bebek Jaya	Kec. CRBN Utara	13.8	77%	4.2	47%	23.2	88%	11.2	70%	11.1	60%	7.2	60%	70.7	71%
	Branhangan Putih	Kec. Losari	18.0	100%	4.8	53%	22.2	84%	13.6	85%	14.8	80%	9.6	80%	83.0	83%
Markets cross Province	Sych Magelury Sakti	Kec. Kapetakan	8.4	47%	5.4	60%	15.8	60%	12.0	75%	13.8	75%	6.0	50%	61.4	61%
	Tigan Mekar	Kec. Panguragan	9.0	50%	5.4	60%	23.2	88%	11.2	70%	14.5	78%	9.6	80%	72.9	73%
	Sari Sejahtera	Kec. Geban	11.4	63%	4.8	53%	19.8	75%	12.8	80%	14.8	80%	8.4	70%	72.0	72%

From each category, Sigranala Indah (markets nearby Desa group), Bebek Jaya (markets within Kabupaten group) and Tigan Mekar (markets cross province group) were respectively selected to carry out further detailed study and field workshop, and to prepare improvement plan as sample duck Kelompok Tani model in Cirebon.<sup>15</sup>

### Institutional Linkages and Production-Marketing Flow

Institutional linkages and production-marketing flow of selected three Kelompok Tani are illustrated in Figure D 3.2.1 through Figure D 3.2.3. Institutional linkage map is prepared to explain what kind of institutions are related with the community in what kind of degrees.

<sup>15</sup> According to the scouring result, Kelompok Tani Branjangan Putih got highest score among “Market within Kabupaten” group. However, Bebek Jaya has been selected from this group since Kabupaten Cirebon DINAS Pertanian has firm policy to support prioritized Kelompok Tani including Bebek Jaya as to be one of the core Duck farmers’ groups in Kabupaten.

Level of relation is classified into five: (i) very small, (ii) small, (iii) fair, (iv) big and (v) very big. The map also shows physical distance to each institution. If the institutions physically are located nearby, circles are placed near the group.

Each group has different institutional linkages. In Sigranala Indah, the community has close connection with financial institution such as BRI Gegecik and BPR Gegecik. Although physically located far, pawnshop is also one of the important linkages recognized by the group members.

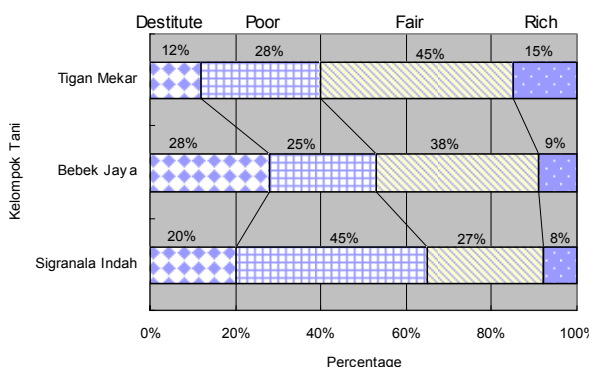
The member of Babadan village in which Bebek Jaya is located recognized that they have been influenced especially by District Animal Husbandry Service, Perambanbulan “Al-Qomariyah” Cooperatives, District Irrigation Services and Feed Trader.

On the other hand, Tigan Mekar has been benefited and/or influenced particularly by District Animal Husbandry Service and “Sumber Rejeki” Cooperatives.

In addition, production-marketing flow is illustrated from Figure D 3.2.4 to Figure D 3.2.6 showing direction and flow of production-marketing process made by farmers as a system.

### Poverty Ranking

The result of poverty ranking at three communities of Kelompok Tani is shown in Table D 3.2.1, Table D 3.2.2 and Table D 3.2.3 respectively. The summary, Figure 19 shows on the right category, destitute and poor percentage is significantly high in Sigranala Indah according to attendants understanding.



**Figure 19 Poverty Percentage of Communities (Kabupaten Cirebon)**

### Problems, Solution and Follow-up

During the field workshop, problems currently faced by the community is listed and ranked as respectively summarized from Table 16 to Table 18:

**Table 16 Problem Ranking (Kelompok Tani Sigranala Indah)**

Rank	Problem
I	Lack of capital to finance the business
II	Dependency of raw material from the rice mill
III	Unavailability of water during dry season
IV	Imperfectness of the cages due to unavailability of permanent location
V	High cost of transportation

**Table 17 Problem Ranking (Kelompok Tani Bebek Jaya)**

Rank	Problem
I	Low price of eggs
II	Low population of ducks
III	High price of feed
IV	Difficulty in looking for market access
V	Limited amount of credit from Cooperative Al-Komariah (limited to Rp. 1 000 000,-)

**Table 18 Problem Ranking (Kelompok Tani Tigan Mekar)**

Rank	Problem
I	There are not yet special space planning on location for duck farming
II	Lack of capital to increase breeding and marketing scale
III	Lack of water supply
IV	Lack of transportation facilities
V	Marketing to the outer islands is hampered due to the issue of flu diseases and price instability

The problems faced by Kelompok Tani in Cirebon mainly focus on: (i) capital insufficiency to expand business, (ii) limited marketing activities and (iii) unstable price of egg and duck related-commodities. Physical constrains are also the problems for the group to develop and expand their activities such as lack of water supply facilities and accessibility to the market. Based on the discussion, each Kelompok Tani prepared problem solution and follows-up for highly ranked problems as summarized in Table D 3.2.4, Table D 3.2.5 and Table D 3.2.6 respectively.

## (2) Kabupaten Kuningan

Seven sweet potato Kelompok Tani extending four Kecamatan including sweet potato center Kecamatan Cilimus and Cigandamerkar were surveyed. The characteristics are summarized in Table 19:

**Table 19 Summary of Kelompok Tani Surveyed in Kabupaten Kuningan**

	Salient Features	
	Advantage	Disadvantage
Finance	<ul style="list-style-type: none"> <li>Some Kelompok Tani, particularly Andayarasa, have potential to expand saving &amp; loan activities since its organizational strength.</li> </ul>	<ul style="list-style-type: none"> <li>Saving and loan experiences are rare among the groups (only 4 out of 8 Kelompok Tani surveyed have experiences with low performance).</li> </ul>
Socio-economy (Kecamatan Level Poverty Head Count Ratio: 0.31 to 0.50)	<ul style="list-style-type: none"> <li>No negative environmental impact is observed for sweet potato production and processing activities.</li> </ul>	<ul style="list-style-type: none"> <li>Women member is very limited at all Kelompok Tani.</li> </ul>
Organization	<ul style="list-style-type: none"> <li>1 Kelompok Tani, Andayarasa, have relatively strong group cohesion and potential (job description, corporative ladder and discipline).</li> </ul>	<ul style="list-style-type: none"> <li>Most of the group remains weak from the view point of profit sharing and functions.</li> </ul>
Production and Processing Technology Level	<ul style="list-style-type: none"> <li>Out of 8 Kelompok Tani surveyed, 4 Kelompok Tani are production while other 4 are specialized in processing. Clear roll sharing is observed.</li> <li>There exists two private processing factory in Kabupaten, which can be possibilities to work with farmers' group.</li> </ul>	<ul style="list-style-type: none"> <li>Local consumption is only approximately 30 % of total production.</li> <li>Sweet potato conservation technology is not acquired by Kelompok Tani.</li> </ul>
Marketing Potential	<ul style="list-style-type: none"> <li>No "adverse" influential bandar is</li> </ul>	<ul style="list-style-type: none"> <li>Marketing largely depend upon</li> </ul>

	Salient Features	
	Advantage	Disadvantage
	there, different from Kabupaten Majalengka. More fare and open competition is observed.	individual. Group marketing is still challenging.
Future Plan	<ul style="list-style-type: none"> <li>Two large scale sweet potato factories exist in Kabupaten. Some coordination can be made in the future.</li> </ul>	<ul style="list-style-type: none"> <li>Only 2 Kelompok Tani have future plan.</li> </ul>

Surveyed Kelompok Tani can be largely classified into two: (i) Kelompok Tani engaged in production and (ii) those engaged in processing. Firstly, Kelompok Tani are classified into such groups and qualitative evaluation was made to select model Kelompok Tani from each category as tabulated in Table 20:

**Table 20 Evaluation Result of Kelompok Tani in Kabupaten Kuningan**

Main Activities	Kelompok Tani	Finance	Socio-Economy	Oganization	Production & Processing	Marketing Potential	Future Plan	Total
	(Full Mark)	7.2	3.6	10.6	6.4	7.4	4.8	40.0
Production	2 Mekarsari Kec. Cigandamekar Desa Indrapatra	1.2 17%	1.2 33%	0.0 0%	1.6 25%	3.7 50%	0.0 0%	7.7 19%
	3 Harapenmulya 1 Kec. Jalaksana Desa Manisior	1.2 17%	1.2 33%	3.7 35%	2.4 38%	3.7 50%	2.4 50%	14.6 37%
	5 Tiltamulya Kec. Cipicung Desa Cimaranten	0.0 0%	1.2 33%	2.4 23%	0.8 13%	1.4 19%	0.0 0%	5.8 15%
	7 Andayarasa Kec. Cilimus Desa Bandorasa Wetan	4.8 67%	1.8 50%	10.0 94%	1.6 25%	7.4 100%	4.8 100%	30.4 76%
Processing	1 Harapenmulya Kec. Cigandamekar Desa Indrapatra	0.6 8%	1.2 33%	4.4 42%	2.4 38%	3.7 50%	0.0 0%	12.3 31%
	4 Binakarya Kec. Jalaksana Desa Manisior	0.6 8%	1.2 33%	2.4 23%	4.8 75%	4.7 64%	4.8 100%	18.5 46%
	6 Jatimulya Kec. Cipicung Desa Cimaranten	0.0 0%	1.8 50%	0.0 0%	1.6 25%	1.4 19%	2.4 50%	7.2 18%
	8 Linggasari 2 Kec. Cilimus Desa Lingga Indah	4.2 58%	1.8 50%	7.3 69%	5.6 88%	3.8 51%	0.0 0%	22.7 57%

On the basis of scouring result, Kelompok Tani Andayarasa in Kecamatan Cilimus having high level of evaluation result in most of the aspects was selected from production group while two Kelompok Tani, Bina Karya and Linggasari 2 were selected as the group currently specialized in processing.

#### Institutional Linkages and Production-Marketing Flow

Institutional linkages and production-marketing flow were prepared through the field workshop organized at Andayarasa, Bina Karya and Linggasari 2 as shown in Figure D 3.2.7, 3.2.8 and 3.2.9. In Andayarasa, financial institution consisting of BPP Cilimus and BRI Cilimus has been beneficial and influential to the group. In addition, since the group has been promising in sweet potato production due to its well-maintained irrigation facilities, the groups paid great attention to Water Users' Association (WUA). Currently, there is no close connection with private sector.

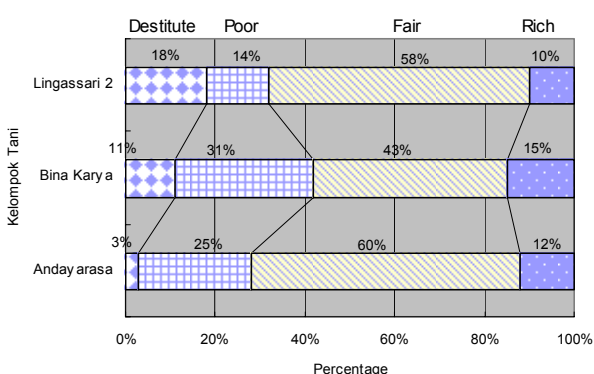
As for the communities of Bina Karya, Benefit/influence from Government Services including Extension Worker and District Irrigation services are significant according to the attendants.

One of the remarkable points observed in Linggassari 2 is that many parties are related with the group and the village community. Among others, the Village Government, traders, financial institutions are key players to be influential to the group.

Production-marketing flow is illustrated from Figure D 3.2.10 to Figure D 3.2.12 showing direction and flow of sweet potato production-marketing process made by farmers as a system.

### Poverty Ranking

The result of poverty ranking at three Kelompok Tani is shown in Table D 3.2.7, Table D 3.2.8 and Table D 3.2.9 respectively. The summary, Figure 20 on the right shows that percentage of “destitute” and “poor” category, 30 to 40 %, is recognized relatively lower than that of duck farmers’ group in Kanbupaten Cirebon.



**Figure 20 Poverty Percentage of Communities (Kabupaten Kuningan)**

### Problems, Solution and Follow-up

During the field workshop, problems currently faced by the community is listed and ranked which is tabulated in Table 21, Table 22 and Table 23:

**Table 21 Problem Ranking (Kelompok Tani Lingassari 2)**

Rank	Problem
I	High price of fertilizer
II	Lack of capital for land cultivation (hiring labor)
III	Difficulty to conduct regular meeting
IV	Difficulty in overcoming lanas (borer) pest
V	No government control for price stability of sweet potato

**Table 22 Problem Ranking (Kelompok Tani Andayarasa)**

Rank	Problem
I	Limited capital to purchase fertilizer and pesticides
II	High price of fertilizer and pesticides
III	The price of sweet potato is determined by the croupier (trader)
IV	Lanas pest cannot be overcome
V	Unsatisfactory yields as well as income

**Table 23 Problem Ranking (Kelompok Tani Bina Karya)**

Rank	Problem
I	Decreased production due to decreased water supply
II	Limited knowledge and skill on processing technology
III	Financial institution has not reached (benefited) Farmers’ Group Bina Karya

IV	Inability to practice balanced fertilizer due to the high price of fertilizer
V	Decreased price of plant products during harvest time

In general, production-related problems are ranked higher through the discussion such as (i) High price of fertilizer, (ii) limited capital to purchase fertilizer, (iii) unstable and/or decreased production, and (iv) insufficient capital for cultivation. Based on the discussion, each Kelompok Tani prepared problem solution and follows-up for highly ranked problems as summarized from Table D 3.2.10 to D 3.2.12.

### (3) Kabupaten Majalengka

Eight Kelompok Tani extending four Kecamatan were surveyed in Majalengka, characteristics of which are summarized in Table 24:

**Table 24 Summary of Kelompok Tani Surveyed in Kabupaten Majalengka**

	Salient Features	
	Advantage	Disadvantage
Finance	<ul style="list-style-type: none"> <li>• Saving &amp; loan experience at Kelompok Tani GPK Mitra Binangkit and Delima 2 is illustrious.</li> </ul>	<ul style="list-style-type: none"> <li>• Kelompok Tani except for two remain quite low level in financial management experience and performance.</li> </ul>
Socio-economy (Kecamatan Level Poverty Head Count Ratio: 0.18 to 0.32)	<ul style="list-style-type: none"> <li>• No negative environmental impact is observed for sweet potato production and processing activities.</li> <li>• Active women's participation are observed at 3 Kelompok Tani (GPK Mitra Binangkit, Sindang Mulya and Delima 2).</li> </ul>	<ul style="list-style-type: none"> <li>• Although irrigation ratio does not show significant low level, most of the Kelompok Tani surveyed are located in mountainous area thereby facing insufficient irrigation facilities and unstable water supply for cultivation.</li> </ul>
Organization	<ul style="list-style-type: none"> <li>• Above-mentioned 3 Kelompok Tani have more transparent activities. Profit sharing would be better in those Kelompok Tani.</li> <li>• Kelompok Tani supported by P4K shows better performance (Delima 2).</li> </ul>	<ul style="list-style-type: none"> <li>• Except for women-led 3 Kelompok Tani, there are no outstanding activities as a group.</li> </ul>
Production and Processing Technology Level	<ul style="list-style-type: none"> <li>• Bogor variety is suitable to be grown and has a potential foreign market through private company (P.T. Galih Estetika).</li> </ul>	<ul style="list-style-type: none"> <li>• Processing still remains home industry level, and there are no large scale private sweet potato factories in Kabupaten.</li> <li>• Sweet potato conservation technology is not acquired by Kelompok Tani.</li> <li>• As mentioned in socio-economy, production is affected by poor irrigation facilities.</li> </ul>
Marketing Potential	<ul style="list-style-type: none"> <li>• Loan is provided and marketing is somehow ensured by influential bandar group.</li> </ul>	<ul style="list-style-type: none"> <li>• Sweet potato marketing is highly dominated by bandar group. Nearly 70 % of total production in Kabupaten is traded through this group.</li> </ul>
Future Plan	<ul style="list-style-type: none"> <li>• Women-led 3 Kelompok Tani have clear future plan.</li> </ul>	<ul style="list-style-type: none"> <li>• Others do not have clear future plan.</li> </ul>

As same as Kabupaten Kuningan, Kelompok Tani surveyed were firstly categorized into two: (i) “Production” Kelompok Tani and (ii) “Processing” Kelompok Tani. Evaluation was made considering such point and groups were selected. Scouring result is summarized in Table 25.

**Table 25 Evaluation Result of Kelompok Tani in Kabupaten Majalengka**

Main Activities	Kelompok Tani		Finance		Socio-Economy		Oganization		Production & Processing		Marketing Potential		Future Plan		Total	
	(Full Mark)		18.0		9.0		26.5		16.0		18.5		12.0		100.0	
Production	1 Sawah Lega	Kec. Majalengka Desa Kawunggirang	3.6	20%	4.2	47%	9.4	35%	7.2	45%	5.1	28%	4.8	40%	34.3	34%
	2 Ciminyak	Kec. Majalengka Desa Kawunggirang	3.6	20%	4.2	47%	8.0	30%	4.0	25%	5.1	28%	2.4	20%	27.3	27%
	3 Serang	Kec. Maja Desa Banjaran	3.6	20%	4.2	47%	8.0	30%	8.0	50%	5.1	28%	4.8	40%	33.7	34%
	4 Sawah Loa	Kec. Maja Desa Cihaur	3.6	20%	4.2	47%	11.4	43%	8.0	50%	5.1	28%	8.4	70%	40.7	41%
Processing	5 GPK Mitra Binangkit	Kec. Cigasong Desa Tajur	11.4	63%	6.6	73%	19.2	72%	7.2	45%	13.5	73%	7.2	60%	65.1	65%
	6 Sindang Mulya	Kec. Maja Desa Sindang Kerta	3.6	20%	6.6	73%	19.2	72%	6.4	40%	5.1	28%	4.8	40%	45.7	46%
	7 Delima 2	Kec. Telega Desa Tarikolot	12.0	67%	7.2	80%	20.1	76%	7.2	45%	14.8	80%	9.6	80%	70.9	71%

From the evaluation two Kelompok Tani, Delima 2 in Kecamatan Telega and GPK Mitra Binangkit in Kecamatan Cigasong were selected from “Processing” group. Field survey revealed that currently Kelompok Tani categorized into “Production” group is in primitive level of production and still challenging for starting processing. Their production is unstable if compared with the groups in Kuningan. Therefore, first thing needs to be considered is to stabilize production in those Kelompok Tani through the assistance by DINAS, and subsequently commence processing gradually in the next stage.

#### Institutional Linkages and Production-Marketing Flow

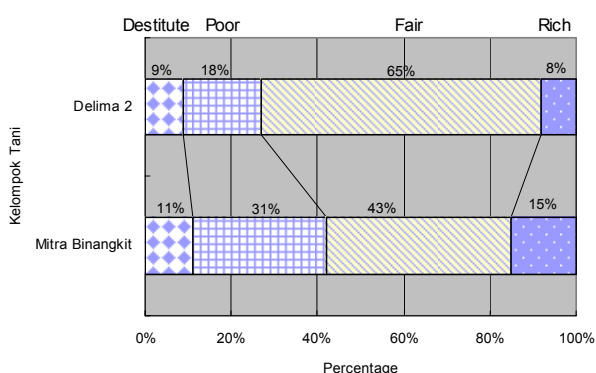
Institutional Linkages and production-marketing flow is prepared through the workshop at two Kelompok Tani, Mitra Binangkit and Delima 2 as shown in Figure D 3.2.13 and Figure D 3.2.14. The map shows that Mitra Binangkit has been benefited particularly by the Government Services consisting of District Agricultural Services, BPP and extension offices. Financial institution such as BRI Cab Majalengka is also an important institution for the group. Although Community Empowerment Institute (LPM), BPR was listed up, they have relatively low influence toward the group.

In Delima 2, the attendants also raised benefit and/or influence from the Government Services consisting of District Agriculture Services, Irrigation Services and Estate Crop Services. Different from Mitra Binangkit, influence from LPM is recognized as “Very Big.” Fianancial institution, BRI Cabang Majalengka is listed up as beneficial and influential institutions as similarly seen in Mitra Binangkit. Production-marketing flow is illustrated from Figure D 3.2.15 to Figure D 3.2.16 showing direction and flow of production-marketing process made by farmers as a system.

From the institutional mapping prepared in three Kabupaten in West Java Province, similar pattern is observed related with closeness of Kelompok Tani with existing institution. Kelompok Tani have closer relation with government agencies particularly district Agriculture and/or Livestock Services and Extension Worker. Financial institution was also listed up through the mapping, however, accessibility differs among the group members. Many of the group mentioned that the group account is owned on behalf of chairman's name. Accessibility as a group is not necessarily high. Marketing development is still developing process at most of the groups, therefore, traders are also one of the important parties toward the activities by Kelompok Tani.

### Poverty Ranking

The result of poverty ranking at two Kelompok Tani is shown in D Table 3.2.13 and Table D 3.2.14 respectively. The summary, Figure 21 shows that the poor population in the communities where Delima 2 is in place is in low percentage than Mitra Binangkit.



**Figure 21 Poverty Percentage of Communities (Kabupaten Majalengka)**

### Problems, Solution and Follow-up

During the field workshop, problems currently faced by the community is listed and ranked which is summarized in Table 26 and Table 27:

**Table 26 Problem Ranking (Kelompok Tani Delima 2)**

Rank	Problem
I	Limited capital to increase the sales
II	No means of transportation owned by the group
III	Traditional processing equipment (manual and no safety measure)
IV	Limited processing skills among members
V	Limited raw material

**Table 27 Problem Ranking (Kelompok Tani Mitra Binangkit)**

Rank	Problem
I	Lack of capital to buy raw material
II	Low level of profit
III	Limited marketing (warung/small shop, pedagang keliling/peddler, and order)
IV	Lack of skills (in processing and marketing)
V	Unsatisfactory packaging of products

Both Kelompok Tani rose that “insufficient capitals” is the most considerable problems in the group. Processing and marketing related problems are also listed particularly current low processing and packaging skills. Based on the discussion, each Kelompok Tani prepared problem solution and follows-up for highly ranked problems as summarized in Table D 3.2.15 and Table D 3.2.16.



(4) Kabupaten Mojokerto

Five Kelompok Tani in five Kecamatan were surveyed, characteristics of which are summarized in Table 28:

**Table 28 Summary of Kelompok Tani Surveyed in Kabupaten Mojokerto**

	Salient Features	
	Advantage	Disadvantage
Finance	<ul style="list-style-type: none"> <li>• Accessibility to financial institution is comparatively better even through they are still individual level.</li> </ul>	<ul style="list-style-type: none"> <li>• Saving &amp; loan is not so active except for Kelompok Tani Lestari Sejahtera.</li> </ul>
Socio-economy (Kecamatan Level Poverty Head Count Ratio: 0.21 to 0.27)	<ul style="list-style-type: none"> <li>• No serious negative environmental impact is observed when production and processing of duck is actively promoted.</li> </ul>	<ul style="list-style-type: none"> <li>• Only Kelompok Tani Lestari Sejahtera has an active participation of women while others not.</li> </ul>
Organization	<ul style="list-style-type: none"> <li>• No specific advantage is observed.</li> </ul>	<ul style="list-style-type: none"> <li>• No partnership agreement like Cirebon is observed.</li> <li>• Network with other groups comparatively is weak.</li> </ul>
Production and Processing Technology Level	<ul style="list-style-type: none"> <li>• Different from Kabupaten Cirebon, male DOD demand is high and the price is good.</li> </ul>	<ul style="list-style-type: none"> <li>• There is no partnership agreement (MOU) among Kelompok Tani such like Cirebon.</li> </ul>
Marketing Potential	<ul style="list-style-type: none"> <li>• Marketing development capability of Kelompok Tani relatively strong due to high Kabupaten' s demand.</li> <li>• Duck collectors are comparatively active.</li> </ul>	<ul style="list-style-type: none"> <li>• Demand of duck products within Kabupaten is small. Products are to other Kabupatens and Provinces.</li> </ul>
Future Plan	<ul style="list-style-type: none"> <li>• Male DOD potential can be considered for future development.</li> </ul>	<ul style="list-style-type: none"> <li>• No specific future development idea is available at DINAS Peternakan.</li> </ul>

Based on the field survey, following qualitative evaluation is made to select model Kelompok Tani as shown in Table 29:

**Table 29 Evaluation Result of Kelompok Tani in Kabupaten Mojokerto**

Kelompok Tani		Finance	Socio-Economy	Oganization	Production & Processing	Marketing Potential	Future Plan	Total
(Full Mark)		18.0	9.0	26.5	16.0	18.5	12.0	100.0
1 Karya Tani	Kec. Pungging Desa Pungging Dusun Pungging	9.6 53%	4.2 47%	18.3 69%	11.2 70%	11.1 60%	8.4 70%	62.8 63%
2 Tani Mulyo	Kec. Bangsal Desa Mejoyo Dusun Jumpat	12.6 70%	6.6 73%	16.6 63%	9.6 60%	12.1 65%	8.4 70%	65.9 66%
3 Mulyo Tani	Kec. Mojo Anyar Desa Sadar Tengah Dusun Sadar	4.8 27%	4.2 47%	9.7 37%	9.6 60%	11.1 60%	4.8 40%	44.2 44%
4 Baski	Kec. Bagsal Desa Salen Dusun Dadapan	10.2 57%	4.2 47%	11.7 44%	9.6 60%	11.1 60%	4.8 40%	51.6 52%
5 Lestari Sejahtera	Kec. Mojo Sari Desa Modopuro Dusun Gedung	12.0 67%	6.6 73%	10.5 40%	11.2 70%	14.8 80%	7.2 60%	62.3 62%

Different from Kabupaten Cirebon, Kelompok Tani in Mojokerto can not be categorized by its marketing target since the duck marketing in Mojokerto is different from Cirebon. Field survey clarified that, currently, duck market in Mojokerto is actively driven by collectors and the demand to duck commodity is really high, so called sellers' market. With the help of such active collectors, market can be expanded in the near future even if the market is currently

limited within the local market. Selection is, therefore, made based only upon the qualitative score. From this exercise, three Kelompok Tani consisting of Karya Tani, Lestari Sejahtera and Tani Mulyo are selected for model groups from Mojokerto.

### Institutional Linkages and Production-Marketing Flow

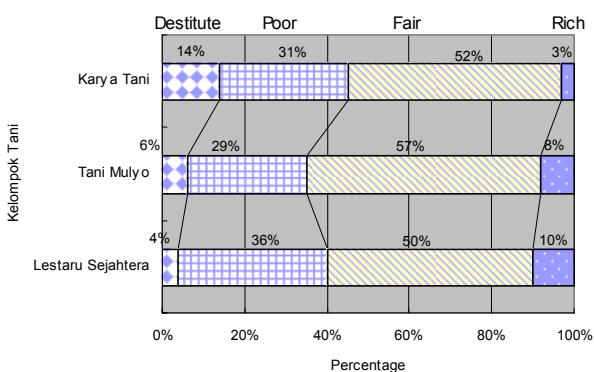
Institutional linkages mapping was carried out for abovementioned three selected Kelompok Tani as shown in Figure D 3.2.17, Figure D 3.2.18 and Figure D 3.2.19. In Karya Tani, it was clarified that Government Services have been beneficial and influential to the group, services of which include PPL, Village Government and Family Welfare Empowerment (PKK). P4K, by which the group has been supported, is also an important connection as having been recognized. As a financial institution, BRI Pungging is raised as “Very Big” benefit/influence.

Attendant Lestari Sejahtera also pointed out the importance of Government Services. Different from Karya Tani, importance of Religious Organization, Muslimat NU was additionally mentioned. Benefit from financial institution is comparatively small in the community of Karya Tani.

“Most Biggest” connection in the community of Tani Mulyo is, according to the discussion, Village Government, Financial Institution (BRI Bangsal), and Muslimat NU which is same as Lestari Sejahtera. Production-marketing flow is illustrated from Figure D 3.2.20 to Figure D 3.2.21 showing direction and flow of production-marketing process made by farmers as a system.

### Poverty Ranking

The result of poverty ranking at three Kelompok Tani is shown in Table D 3.2.17, Table D 3.2.18 and Table D 3.2.19 respectively. In addition, the result is summarized in Figure 22 on the right. Destitute and Poor category shows comparatively lower percentage in the community of Kelompok Tani Tani Mulyo.



**Figure 22 Poverty Percentage of Communities (Kabupaten Mojokerto)**

### Problems, Solution and Follow-up

During the field workshop, problems currently faced by the community at three Kelompok Tani is listed and ranked as summarized in Table 30, Table 31 and Table 32:

**Table 30 Problem Ranking (Kelompok Tani Karya Tani)**

Rank	Problem
I	Limited fund to increase duck cages Limited fund to increase duck population
II	Traditional feed mixing equipment
III	High level of mortality (10-15% within ages of 0 – 20 days)

**Table 31 Problem Ranking (Kelompok Tani Lestari Sejahtera)**

Rank	Problem
I	High price of feed
II	Lack of capital to buy feed and fuel
III	Increased price of fuel
IV	Instability of DOD price
V	Weather changes

**Table 32 Problem Ranking (Kelompok Tani Tani Mulyo)**

Rank	Problem
I	Limited capital to develop duck production
II	Instability of egg production
III	High price of feed and fuel
IV	Instability of price of the products ( DOD, egg, and duck)
V	Limited population of ducks

Limited capital to expand their activities is pointed out as higher ranked problem at all the Kelompok Tani. “Fuel price increase” although as an external factor is also discussed and ranked as serious problem through the session. Problem solution and follows-up for highly ranked problems prepared by the attendants are summarized in Table D 3.2.20, Table D 3.2.21 and Table D 3.2.22.

#### (5) Kabupaten Kediri

Six Kelompok Tani extending four Kecamatan were surveyed, characteristics of which are summarized in Table 33:

**Table 33 Summary of Kelompok Tani Surveyed in Kabupaten Kediri**

	Salient Features	
	Advantage	Disadvantage
Finance	<ul style="list-style-type: none"> <li>2 Kelompok Tani, Budi Daya and Makmur Jaya, are supported by P4K. Saving and loan activity is relatively better. In particular, Makmur Jaya was evaluated as better financial practice under P4K evaluated by BRI.</li> </ul>	<ul style="list-style-type: none"> <li>Access to financial institution is not physically good due to its mountainous topographic condition.</li> </ul>
Socio-economy (Kecamatan Level Poverty Head Count Ratio: 0.29 to 0.42)	<ul style="list-style-type: none"> <li>No negative environmental impact is observed.</li> <li>Women’s participation is relatively higher than other Kabupaten.</li> </ul>	<ul style="list-style-type: none"> <li>Physical accessibility is currently hamper the access to the market, which needs to be improved.</li> </ul>
Organization	<ul style="list-style-type: none"> <li>Kelompok Tani in which women is participating is relatively well organized and active in mango cultivation.</li> </ul>	<ul style="list-style-type: none"> <li>No business alliance is observed like duck farmers’ group in Kabupaten Cirebon.</li> </ul>
Production and Processing Technology Level	<ul style="list-style-type: none"> <li>Technical assistance from the University Brawijara in Malang is available in order to promote</li> </ul>	<ul style="list-style-type: none"> <li>Only 2 Kelompok Tani (Budi Daya and Lestari) carry out processing out of 6 KTs. Processing technology</li> </ul>

	Salient Features	
	Advantage	Disadvantage
	processing.	<ul style="list-style-type: none"> <li>have not been really acquired by Kelompok Tani.</li> <li>There is no mango processing industry.</li> <li>Vacuum flyer provided by DINAS is not function at Kelompok Tani Budi Daya.</li> </ul>
Marketing Potential	<ul style="list-style-type: none"> <li>There are marketing options for farmers, Penebas and Pengepul, for farmers, anyhow.</li> </ul>	<ul style="list-style-type: none"> <li>Demand of mango within Kabupaten is relatively small. Products, more than 50 % of the production, are to other Kabupaten and Province.</li> <li>Group marketing is still challenging.</li> <li>Due to insufficient processing and conservation technology, mango price is made low particularly during peak harvest season.</li> </ul>
Future Plan	<ul style="list-style-type: none"> <li>Although no specific advantage is observed from the future plan owned by the group, qualified Podang and Gedhong Gincu variety can considered as a potential to improve income of the group.</li> </ul>	<ul style="list-style-type: none"> <li>Future plan of most of the group is still vague.</li> </ul>

Based on the field survey, following qualitative evaluation is made to select model Kelompok Tani in Kabupaten Kediri:

**Table 34 Evaluation Result of Kelompok Tani in Kabupaten Kediri**

Kelompok Tani		Finance	Socio-Economy	Oganization	Production & Processing	Marketing Potential	Future Plan	Total
(Full Mark)		18.0	9.0	26.5	16.0	18.5	12.0	100.0
1 Budi Daya	Kec. Banyakan Ds. Triton	15.0 83%	6.6 73%	17.9 68%	11.2 70%	9.2 50%	7.2 60%	67.1 67%
2 Lestari	Kec. Semen Ds. Pugung	6.6 37%	5.4 60%	15.9 60%	9.6 60%	10.1 55%	4.8 40%	52.4 52%
3 Karya Makmur II	Kec. Tarokan Ds. Bulusari	10.2 57%	5.4 60%	13.9 52%	6.4 40%	8.8 48%	4.8 40%	49.5 50%
4 Makmur Jaya	Kec. Tarokan Ds. Tarokan	10.2 57%	6.6 73%	13.9 52%	7.2 45%	11.4 62%	4.8 40%	54.1 54%
5 Sri Rejeki I	Kec. Grogol Ds. Kalipang	4.2 23%	5.4 60%	14.3 54%	8.8 55%	11.4 62%	4.8 40%	48.9 49%
7 Sumber Makmur	Kec. Grogol Ds. Kalipang	5.4 30%	4.2 47%	13.3 50%	6.4 40%	10.1 55%	4.8 40%	44.2 44%

As mentioned above, out of six Kelompok Tani surveyed, only two Kelompok Tani, Budi Daya and Lestari, are engaged in processing. Mango processing is still in the developing and, conversely, most of the Kelompok Tani is generally in the same level in processing. Therefore, different from sweet potato in Kuningan and Majalengka, Kelompok Tani were not classified into production and processing group but only compared using qualitative score for the selection. From this exercise, Kelompok Tani Budi Daya having competitive in most of the aspects and Makmur Jaya particularly predominating in marketing are selected as model groups.

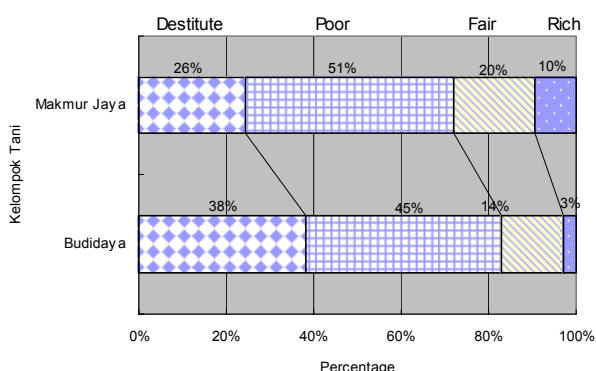
### Institutional Linkages and Production-Marketing Flow

Institutional linkage and production-marketing flow is prepared through the workshop at Kelompok Tani Budi Daya and Makmur Jaya as shown in Figure D 3.2.22 and Figure D 3.2.23. The community of Budi Daya has been benefited and influenced particularly by Muslimat (religious organization), Village Community and Forestry Institute (LMDH), and Kelompok Tani Hutan located nearby which would have some business relationship. Connection with financial institution is comparatively small at present. This is because of the fact that farmers must indicate collateral before having credit from formal financial institutions. Therefore, farmers in Budi Daya is largely dependent on informal institutions such as brokers as well as money lenders.

On the other hand, at the community of Kelompok Tani Makmur Jaya, benefit/influence given by financial institution, BRI Tarokan, is “Very Big.” Relation to the Government Services is also significant including LMDH, District Agriculture services together with Extension Worker, village government and education services. In addition, production-marketing flow is illustrated from Figure D 3.2.24 to Figure D 3.2.25 showing direction and flow of production-marketing process made by farmers as a system. Mango farmers are primarily dependent on middlemen and trader for mango marketing.

### Poverty Ranking

The result of poverty ranking at three Kelompok Tani is shown in Table D 3.2.23 and Table D 3.2.24 respectively. The summary, Figure 23 on the right shows category, destitute and poor percentage is significantly high, 70 to 80 % of the community members, in both community of Kelompok Tani as compared with other Kabupaten.



**Figure 23 Poverty Percentage (Kabupaten Kediri)**

### Problems, Solution and Follow-up

During the field workshop in two Kelompok Tani, problems currently faced by the community is listed and ranked as summarized in Table 35 and Table 36 as follows:

**Table 35 Problem Ranking (Kelompok Tani Budidaya)**

Rank	Problem
I	Lack of transportation and bad road condition
II	Lack of cultivation practices, use of fertilizers, and use of pesticides The group has not utilized fully the existing financial institution
III	Traditional packaging (bamboo basket, wooden box)
IV	Lack of guidance by relevant Government Services/Institutions
V	Marketing is still local market, the price is not satisfactory

**Table 36 Problem Ranking (Kelompok Tani Makmur Jaya)**

Rank	Problem
I	Irregular market price
II	Lack of knowledge and skills to overcome mango pests and the use of pesticides
III	Bad road condition (from Geneng to Banyakan Market) that makes high cost of transportation
IV	Difficulties in getting capital for production
V	Difficulties in getting fertilizers

The field survey clarified that physical accessibility from both Kelompok Tani to the market is notably serious, therefore, it is understandable that lack of transportation and road condition was raised from the attendants as one of the highest ranking problems. Common issues also raised were (i) insufficient skills on mango cultivation and (ii) insufficient marketing activities. Based on the discussion, each Kelompok Tani prepared problem solution and follows-up in both long term and short term for highly ranked problems as summarized in Table D 3.2.25 and Table D 3.2.26.

### **3.3 Socialization Workshop**

#### **3.3.1 General**

The socialization workshop are held at five Kabupaten respectively to derive opinion of stakeholders related with agricultural processing and rural micro finance so as to finalize draft implementation model policy recommendation. The socialization program consists of (i) explanation of overview of the study, (ii) explanation of sector-based improvement approach and draft implementation model, (iii) group discussion and (iv) introduction of BDS activities in Kabupaten. Through the group discussion, in particular, previous performance of financial activities and plans of how to manage proposed implementation models by Kelompok Tani is discussed and summarized.

In addition, in order to prepare practical financial scheme, information and situation on LKM in Kabupaten, and loan condition on proposed models are discussed among P4K and LKM related parties.



#### **3.3.2 Participants**

Participants for each workshop generally consist of national counterpart, Provincial and Kabupaten DINAS, member from selected Kelompok Tani, Bank and so forth as summarized from Table 37 to Table 41:

**Table 37 Attendant of Socialization Workshop (Kabupaten Cirebon)**Date: February 6<sup>th</sup>, 2007

No.	Organization	Participants
1.	National Counterparts and Coordination Committee Member	<ul style="list-style-type: none"> <li>DG of Processing and Marketing for Agricultural Product</li> </ul>
2.	DINAS Province and Kabupaten and other Government Staff	<ul style="list-style-type: none"> <li>DINAS Livestock Services (Kabupaten),</li> <li>DINAS Agriculture Services (Kabupaten)</li> <li>Extension Workers</li> <li>P4K manager</li> </ul>
3.	Kelompok Tani	<ul style="list-style-type: none"> <li>Tigan Mekar</li> <li>Bebek Jaya</li> <li>Sigranala Indah</li> </ul> (Chairperson, Secretary and Treasurer of each group)
4.	JICA Study Team	<ul style="list-style-type: none"> <li>Team Leader and the Members</li> </ul>
5.	Other Invitee	<ul style="list-style-type: none"> <li>University of Soedirman</li> </ul>

**Table 38 Attendant of Socialization Workshop (Kabupaten Kuningan)**Date: February 7<sup>th</sup>, 2007

No.	Organization	Participants
1.	National Counterparts and Coordination Committee Member	<ul style="list-style-type: none"> <li>DG of Processing and Marketing for Agricultural Product</li> </ul>
2.	DINAS Province and Kabupaten and other Government Staff	<ul style="list-style-type: none"> <li>BAPPEDA</li> <li>DINAS Industry and Commerce</li> <li>DINAS Agriculture Services (Kabupaten)</li> <li>Extension Workers (Supervisor/Coordinator, and BPP Cilimus and Jalaksana</li> <li>P4K manager</li> </ul>
3.	Kelompok Tani	<ul style="list-style-type: none"> <li>Andayarasa</li> <li>Linggasari II</li> <li>Bina Karya</li> </ul> (Chairperson, Secretary and Treasurer of each group)
4.	JICA Study Team	<ul style="list-style-type: none"> <li>Team Leader and the Members</li> </ul>
5.	Other Invitee	<ul style="list-style-type: none"> <li>Secretary of LKM Mekar Saluyu</li> <li>Traders</li> </ul>

**Table 39 Attendant of Socialization Workshop (Kabupaten Majalengka)**Date: February 8<sup>th</sup>, 2007

No.	Organization	Participants
1.	National Counterparts and Coordination Committee Member	<ul style="list-style-type: none"> <li>DG of Processing and Marketing for Agricultural Product</li> </ul>
2.	DINAS Province and Kabupaten and other Government Staff	<ul style="list-style-type: none"> <li>BAPPEDA</li> <li>DINAS Cooperative and SMEs</li> <li>DINAS Agriculture Services (Kabupaten)</li> <li>Extension Workers (BPP Cigasong etc.)</li> </ul>
3.	Kelompok Tani	<ul style="list-style-type: none"> <li>Mitra Binangkit</li> <li>Delima II</li> </ul> (Chairperson, Secretary and Treasurer of each group)
4.	JICA Study Team	<ul style="list-style-type: none"> <li>Team Leader and the Members</li> </ul>
5.	Other Invitee	<ul style="list-style-type: none"> <li>KPPKP</li> </ul>

**Table 40 Attendant of Socialization Workshop (Kabupaten Mojokerto)**Date: February 21<sup>st</sup>, 2007

No.	Organization	Participants
1.	National Counterparts and Coordination Committee Member	<ul style="list-style-type: none"> <li>• DG of Planning</li> <li>• DG of Processing and Marketing for Agricultural Product</li> <li>• DG of Finance</li> </ul>
2.	DINAS Province and Kabupaten and other Government Staff	<ul style="list-style-type: none"> <li>• DINAS Agriculture and Food Security (Province)</li> <li>• BAPPEDA</li> <li>• DINAS Cooperative and SMEs (Kabupaten)</li> <li>• DINAS Livestock Services (Kabupaten)</li> <li>• DINAS Agriculture Services (Kabupaten)</li> </ul>
3.	Kelompok Tani	<ul style="list-style-type: none"> <li>• Tani Mulyo</li> <li>• Lestari Sejahtera</li> <li>• Karya Tani</li> </ul> (Chairperson, Secretary and Treasurer of each group)
4.	JICA Study Team	<ul style="list-style-type: none"> <li>• Team Leader and the Members</li> </ul>
5.	Other Invitee	<ul style="list-style-type: none"> <li>• Bank Jatim</li> <li>• Gabungan KPK</li> <li>• PINBUK</li> </ul>

**Table 41 Attendant of Socialization Workshop (Kabupaten Kediri)**Date: February 20<sup>th</sup> 2007

No.	Organization	Participants
1.	National Counterparts and Coordination Committee Member	<ul style="list-style-type: none"> <li>• DG of Planning</li> <li>• DG of Processing and Marketing for Agricultural Product</li> <li>• DG of Finance</li> </ul>
2.	DINAS Province and Kabupaten and other Government Staff	<ul style="list-style-type: none"> <li>• DINAS Agriculture and Food Security (Province)</li> <li>• BAPPEDA</li> <li>• DINAS Agriculture Services (Kabupaten)</li> <li>• Agricultural Extension Information Centre (BIPP)</li> <li>• Extension Worker (Kecamatan Ngancar etc.)</li> </ul>
3.	Kelompok Tani	<ul style="list-style-type: none"> <li>• Budidaya</li> <li>• Makmur Jaya</li> <li>• Sumber Mulyo (REI Project Site)</li> </ul> (Chairperson, Secretary and Treasurer of each group)
4.	JICA Study Team	<ul style="list-style-type: none"> <li>• Team Leader and the Members</li> </ul>
5.	Other Invitee	<ul style="list-style-type: none"> <li>• Bank Jatim</li> </ul>

### 3.3.3 Socialization Result

Through the series of workshop, draft ideas on the improvement of farmers' income through agricultural processing and rural micro finance were presented by the Team and discussed among the participants. Although slightly different among the workshop as well as the groups, the participants have generally understood and shown agreement on draft improvement approach and implementation models. The group discussion results of Kelompok Tani, and P4K and LKM, are summarized from Table D 3.3.1 to D 3.3.7. In addition, some outstanding issues identified from the series of socialization are itemized as follows:

- All the farmers' groups have shown their confidence on the operation of proposed implementation models from financial and technical view point with the understanding



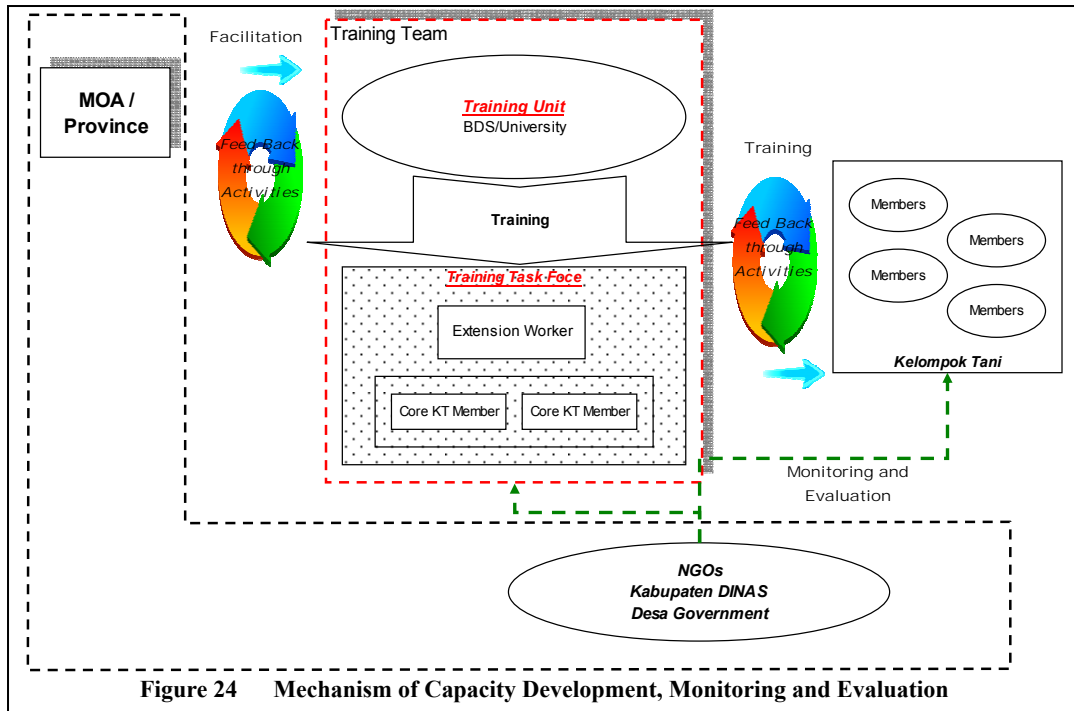
- of the importance of financial contribution to part of investment cost by Kelompok Tani.
- Most of the farmers' group disclosed the importance of continuous monitoring and evaluation on their proposed activities by relevant DINAS in charge in collaboration with Bank.
  - Budget presented is proposed on condition that it will be utilized for specific proposed activities. Insufficient understanding is, however, observed that Kelompok Tani directly receive funds on their own initiative. Their understanding on this matter should be reoriented during preparatory stage of the model.
  - Needs on Establishment of LKM is confirmed and agreed among the participants: strengthening existing institution including formal bank and LKM to support farmers activities are necessary as well as pointed out in Kabupaten Mojokerto.
  - Draft proposal on LKM development, condition of which is: loan amount of Rp. 50 million; interest rate of 2.0 % per month with monthly installment; Rp. 5 million frozen saving at the bank, is somehow hardly acceptable to participants (P4K and LKM groups). Particularly, three Kabupaten consisting of Cirebon, Mojokerto and Kediri have been already enjoying higher amount of loan under existing LKM and/or relevant finance program. Together with the interest rate as pointed out "high" by the participants, the opinion is incorporated into revised implementation model.
  - Level of understanding on BDS is different among Kabupaten. Such like Kabupaten Kediri as actual site<sup>16</sup> is introduced as one of socialization programs makes participants capturing on BDS support and its activities while others where BDS is not so common needs to be prepared from potential BDS list available in Kabupaten to mindset of stakeholders on working with BDS during preparatory phase of the projects.

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<sup>16</sup> As introduced in section 3.7.3, Resource Exchange International (REI) Indonesia in collaboration with BPTP, Malang has been supporting Kelompok Tani Sumber Mulyo (Desa Tilon, Kecamatan Banyakan) for dried mango chips from processing to marketing of the products. The project commenced since the late 2006, activities are expected to be expanded in surrounding areas.

## CHAPTER 4 CAPACITY BUILDING, MONITORING AND EVALUATION

The mechanism on capacity development, monitoring and evaluation for supporting Kelompok Tani activities in production and processing of sample commodities are illustrated as follows:



As having been explained in preceding section, BDS and/or University are introduced to develop technical capability of Kelompok Tani in production and processing. Training unit (BDS/University) trained training task force consisting of Extension Worker and core Kelompok Tani members. Subsequently, training task force regularly train Kelompok Tani members through daily and practical production/processing activities and specifically design training program. Monitoring and evaluation is periodically made jointly by NGOs, Kabupaten DINAS and Desa Government. Facilitation, monitoring and evaluation is also carried out by the Central Level particularly DG in charge. Feedback will be made based on the result of training and activities to meet community needs and to revise project activities.

### 4.1 Capacity Development

Capacity development will involve (i) Community Institutional Development and (ii) Technical Development as explained as follows:

### Community Institutional Development

Community institutional development is necessary since the linkages among Kelompok Tani, communities and those institutions (Village Institution, Financial Institution, Government Institution, Private/Business Institution and Religious Institution) within the proposed areas are, although they are currently in different levels, are strong drive to support community development based on production and processing. The community institutional development aims: (i) to establish a village based, particularly Kelompok Tani, facilitation capacity to enhance the dissemination of extension services to the community through training Kelompok Tani members, (ii) to establish a Kelompok Tani proposal and project tendering process to facilitate group member involvement in problem identification, planning, management and implementation of production and processing activities, (iii) to lead to working in collaboration with relevant community organizations listed above. The proposed activities are as shown below:

**Table 42 Proposed Activities of Community Institutional Development**

-	To support raising awareness of Kelompok Tani members toward the project
-	To set out institutional baseline through institutional survey
-	To prepare and apply Kelompok Tani cadre selection procedure, if necessary
-	To recruit NGO members as to attend and support training program for Kelompok Tani
-	To prepare and implement Kelompok Tani cadre strengthening program in leadership and organizational management
-	To train Kelompok Tani members in meeting and workshop organization, and consensus building techniques among the group based on technical manual and guidelines
-	To facilitate deployment of extension workers in the field
-	To facilitate establishment of business partnership
-	To support development of linkages between Kelompok Tani and community organizations including (i) Village Institution, (ii) Financial Institution, (iii) Government Institution, (iv) Private/Business Institution and (v) Religious Institution
-	To facilitate establishment of Gapoktan / Gabungan Kelompok Tani in order to expand activities of farmers' group
-	To implement gender analysis based on Gender Analysis Pathway (GAP)
-	To prepare monitoring and evaluation indicators and implement based on the proposed indicators for community institutional development

### Technical Development

Although levels differed depending upon the locality and the group, there is generally low capacity in production and processing skills of Kelompok Tani at present. By introducing BDS and/or University, technical development is carried out with the objective (i) to strengthen technical capacity of Kelompok Tani in production, processing and marketing of sample commodity and (ii) to create a linkage between BDS/University to encourage constant updating of training programs. The activities are proposed as follows:

**Table 43 Proposed Activities of Technical Development**

-	To recruit BDS and/or University to provide Kelompok Tani activities with technical advice
-	To install processing equipment and necessary kits
-	To prepare training module for Kelompok Tani
-	To grade harvest products
-	To train Kelompok Tani in document control (inventory record, financial management minutes record etc.)
-	To strengthen Kelompok Tani cadre and member training in production (land preparation, irrigation

<p>management, fertilizer and pesticide application, mechanization in farming, grading of harvested products)</p> <ul style="list-style-type: none"> <li>- To strengthen Kelompok Tani cadre and member training in processing (operation of processing equipment, sun-drying, sanitary management, preservation method, packaging etc.)</li> <li>- To provide Kelompok Tani with marketing training (market research, exhibition, test-marketing, development of marketing network, market data analysis)</li> <li>- To prepare annual activity report and recommendations for monitoring and evaluation</li> <li>- To raise awareness of Kelompok Tani in environmental management through environmental education (eg. waste treatment, soil erosion etc.)</li> <li>- To prepare monitoring and evaluation indicators and implement based on the proposed indicators for technical development</li> </ul>
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## 4.2 Monitoring and Evaluation

Monitoring and evaluation are essential to understand the level of progress and constraints on a regular basis. The results to be obtained from monitoring and evaluation will give useful information for operation and management of ongoing or future projects.

In addition, it is of importance to carry out the monitoring and evaluation works for community empowerment, since capacity development of community and/or Kelompok Tani member, first and foremost, main actors to promote processing and marketing activities, is expected through monitoring and evaluating their own activities and preparing recommendation based on this process. Joint monitoring and evaluation among MOA, NGOs and Kelompok Tani members is proposed. As in implementation schedule presented in 5.3, monitoring is carried out in the course of the Project while evaluation is made once a year jointly by NGOs and MOA together with technical review and follow-up to be supported by BDS/University.

Although detailed monitoring and evaluation plan will be designed during the preparatory phase of the project, indicators to be monitored and evaluated should be identified according to the objectives and expected outcomes of the implementation. Indicators must be objectively verifiable, and data and information for the verification must be retainable. The monitoring and evaluation process should be participatory, and the results must be disclosed to the groups as to a transparency purpose.

Preliminary idea of monitoring and evaluation indicators consist of: (i) operation indicator and (ii) effect indicator. Operation indicator can be broken down into three: organizational indicator, technical indicator, and social and environmental indicator. Operation indicator represent direct result to be obtained from proposed activities while effect indicator shows consequences from the direct result in the future, which are listed below and shown in Table D 4.2.1.

### Operation Indicator

#### *Organizational Indicator*

- Number of Kelompok Tani members
- Number of Training Program
- Participation Rate in Training Program
- Sufficiency Rate of Government's Annual Budget for the Project

*Technical Indicator*

- Cropping Intensity of Sample Commodities
- Number of Processing Equipment

*Social and Environmental Indicator*

- Gender Issue
- Environmental Issue

Effect Indicator

- Sample Commodity Yield
- Ratio of Incubation (Duck)
- Sample Commodity Quality
- Sample Commodity Processing Quantity
- Product Quality sold through the group
- Annual Net Income of Farmer
- Working condition Improvement
- Profit Sharing among the Group

*Table*

**Table D 2.2.1 Population of Ducks in Kabupaten Cirebon  
By Kecamatan, 2004**

No.	Kecamatan	Volume (Ducks)
1	Waled	0
2	Ciledug	0
3	Losari	39,945
4	Pabedilan	0
5	Babakan	4,367
6	Gebang	66,535
7	Karangsembung	4,339
8	Lemahabang	165
9	Suskan Lebak	750
10	Sedong	3,237
11	Astanajapura	3,650
12	Pangenan	0
13	Mundu	1,518
14	Beber	859
15	Cirebon Selatan	1,438
16	Sumber	978
17	Dukupuntang	470
18	Palimanan	906
19	Plumbon	594
20	Depok	0
21	Weru	2,977
22	Cirebon Barat	3,167
23	Cirebon Utara	17,595
24	Kapetakan	48,215
25	Klangenan	5,865
26	Arjawinangun	703
27	Penguragan	49,774
28	Ciwaringin	713
30	Susukan	3,721
31	Gegesik	7,449
32	Kaliwedi	4,555
<b>Total</b>		<b>274,485</b>

Source: Kab. Cirebon Agriculture Office

**Table D 2.2.2 Production of Sweet Potato in Kabupaten Kuningan  
By Kecamatan, 2001 – 2004**

Unit: ton

No.	Kecamatan	2000	2001	2002	2003	2004
1	Kuningan	894	492	666	1,746	878
2	Kramatmulya	1,972	1,704	2,306	4,245	3,025
3	Cigugur	-	3	4	-	-
4	Kadugede	82	78	105	82	206
5	Darma	530	137	185	1,148	27
6	Cilimus	38,132	43,954	59,493	42,188	54,626
7	Jalaksana	8,830	12,215	16,533	10,409	5,566
8	Mandirancan	5,780	2,957	4,003	7,694	4,860
9	Pasawahan	297	33	45	79	263
10	Garawangi	4,484	1,704	2,307	2,979	1,956
11	Lebakwangi	1,246	1,732	2,344	1,087	917
12	Ciniru	175	-	0	68	83
13	Ciawigebang	2,959	226	306	383	224
14	Cidahu	552	33	45	40	172
15	Luragung	299	328	444	78	174
16	Ciwaru	6	-	0	-	-
17	Cibingbin	297	35	47	580	61
18	Subang	390	30	40	168	60
19	Selajambe	127	44	59	68	157
20	Nusaherang	-	4	6	24	91
21	Pancalang	-	7,347	9,944	6,059	5,766
22	Cipicung	-	5,247	7,102	6,678	11,684
23	Japara	-	1,387	1,877	4,121	2,064
24	Hantara	-	66	90	139	128
25	Kalimanggis	-	143	194	306	253
26	Cimahi	-	62	84	8	10
27	Karangkencana	-	50	68	50	128
28	Cibeureum	-	6	8	32	45
29	Cilebak	-	126	170	130	170
<b>Total</b>		<b>67,052</b>	<b>80,143</b>	<b>108,475</b>	<b>90,589</b>	<b>93,594</b>

Source: Kabupaten Kuningan Agriculture Office



**Table D 2.2.3 Production of Sweet Potato in Kabupaten Majalengka  
By Kecamatan, 2004**

No	Kecamatan	2000	2001	2002	2003	2004	2005
1	Majalengka	1,405	1,700	1,672	1,471	952	907
2	Cigasong	1,188	673	963	1,370	2,130	120
3	Maja	4,285	5,908	2,788	2,375	4,018	9,580
4	Kadipaten	0	0	0	0	0	0
5	Penyingungan	52	0	0	0	70	0
6	Jatiwangi	0	0	0	0	0	13
7	Dawuan	38	0	0	0	0	0
8	Ligung	0	0	0	0	258	209
9	Jati tujuh	0	0	0	0	0	0
10	Raja galuh	136	96	39	82	350	425
11	Sindangwangi	0	0	0	0	0	0
12	Leuwimunding	338	250	324	228	804	290
13	Sukahaji	585	202	184	217	124	185
14	Talaga	667	72	1,054	301	389	119
15	Banjaran	1,091	520	60	488	219	218
16	Cikijing	394	0	2,872	273	179	2,119
17	Cigambul	471	163	0	99	0	59
18	Bantarujeg	166	985	689	459	291	1,444
19	Argapura	1,185	1,022	1,441	1,596	1,352	3,712
20	Kertajati	0	0	0	0	0	0
21	Sumberjaya	11	52	32	9	0	0
22	Palasah	290	21	0	0	0	0
23	Lemahsugih	1,181	877	220	539	2,180	949
<b>Total</b>		<b>13,483</b>	<b>12,541</b>	<b>12,338</b>	<b>9,507</b>	<b>13,316</b>	<b>20,349</b>

Source: Kabupaten Majalengka Agriculture Office

**Table D 2.2.4**  
**Population of Ducks in Kabupaten Mojokerto**  
**By Kecamatan, 2005**

<b>Kecamatan</b>	<b>Number of ducks (Head)</b>	<b>(%)</b>
1. Mojosari	69,611	33.64
2. Pungging	55,623	26.88
3. Mojoanyar	18,670	9.02
4. Bangsal	17,335	8.38
5. Others	45,710	22.09
<b>Total</b>	<b>206,949</b>	<b>100.00</b>

Source: Dinas Peternakan dan Perikanan Kabupaten Mojokerto

**Table D 2.2.5**  
**Production of Eggs in Kabupaten Mojokerto**  
**By Kecamatan, 2004**

<b>No.</b>	<b>Sub District</b>	<b>Production of Egg (Kg)</b>
1	Jatirejo	386,716
2	Gondang	208,273
3	Pacet	22,029
4	Trawas	124,070
5	Ngoro	99,742
6	Pungging	1,468,081
7	Kutorejo	130,135
8	Mojosari	245,214
9	Bangsal	102,287
10	Mojoanyar	15,933
11	Dlanggu	92,729
12	Puri	41,870
13	Trowulan	43,962
14	Sooko	25,343
15	Gedeg	17,766
16	Kemlagi	170,995
17	Jetis	321,265
18	Damarblandong	33,407
	<b>Total</b>	<b>2004</b>
		<b>3,549,818</b>
		<b>2003</b>
		<b>4,552,694</b>
		<b>2002</b>
		<b>4,341,391</b>

Source: Dinas Peternakan dan Perikanan Kabupaten Mojokerto

**Table D 2.2.6 Production of Mango in Kabupaten Kediri  
By Kecamatan, 2005**

<b>No.</b>	<b>Sub District</b>	<b>Number of Trees</b>	<b>Production (kw)</b>
1	Mojo	63,971	35,769
2	Semen	230,184	100,950
3	Ngadiluwih	5,411	723
4	Kras	7,650	850
5	Ringinrejo	11,129	765
6	Kandat	12,849	2,849
7	Wates	6,396	1,721
8	Ngancar	2,703	910
9	Plosoklaten	6,352	1,082
10	Gurah	11,650	100
11	Puncu	8,855	769
12	Kepung	26,630	1,250
13	Kandangan	1,200	135
14	Pare	21,468	13,395
15	Kunjang	10,565	2,992
16	Plemahan	12,617	1,500
17	Purwosari	11,023	315
18	Papar	31,659	8,641
19	Pagu	22,468	2,448
20	Gampengrejo	6,269	1,629
21	Banyakan	152,400	76,380
22	Grogol	186,185	77,344
23	Tarokan	290,600	154,834
	<b>Total</b>	<b>1,140,234</b>	<b>486,360</b>

Source : Dinas Pertanian Tanaman Pangan Kabupaten Kediri./ Kabupaten dalam angka  
Note : 1 kw equivalent to 100 kg

**Table D 3.1.1 List of Kelompok Tani**

No	Kelompok Tani	Kecamatan	Desa	Established	Member		
					Total	Men	Women
<b>Kabupaten Cirebon</b>							
C-1	Sigranala Indah	Gegesik	Bayalangu Lor	2005	7	6	1
C-2	Tigan Mekar	Panguragan	Karanganyar	1997	36	33	3
C-3	Bebek Jaya	Cirebon Utara	Babadan	1998	20	20	0
C-4	Syeik MAgelung	Kapetakan	Karang Kendal	1986	31	31	0
C-5	Jambul Jaya 6	Panguragan	Kroya	2000	20	20	0
C-6	Trubus	Kapetakan	Kartasura	1998	25	24	1
C-7	Jambul Jaya 7	Cirebon Utara	Babadan	1998	30	30	0
C-8	Sari Sejahtera	Gebang	Malaka Sari	2001	29	24	5
C-9	Branjangan Putih Muda	Losari	Panggung Sari	2001	41	37	4
<b>Kabupaten Kuningan</b>							
K-1	Linggasari 2	Cilimus	Lingga Indah	2002	20	20	0
K-2	Andayarasa	Cilimus	Bandorasa Wetan	2000	25	20	5
K-3	Bina Karya	Jalaksana	Manis Lor	2001	20	19	1
K-4	Mekar Sari	Ciganda Mekar	Indrapatra	2002	32	27	5
K-5	Jati Mulya	Cipicung	Cimaranten	2002	25	21	4
K-6	Tirta Mulya	Cipicung	Cimaranten	1987	130	130	0
K-7	Harapan Mulya 1	Jalaksana	Manis Lor	1991	25	25	0
<b>Kabupaten Majalengka</b>							
M-1	Delima II	Talaga	Lampuyang	1999	16	5	11
M-2	Mitra Binangkit	Cigasong	Tajur	1995	37	0	37
M-3	Sawah Lega	Majalengka	Kawunggirang	1984	122	120	2
M-4	Ciminyak	Majalengka	Kawunggirang	1996	100	95	5
M-5	Sindang Mulya	Maja	Sindang Kerta	2005	10	0	10
M-6	Serang	Maja	Banjaran	2001	15	15	0
M-7	Sawah Loa	Maja	Cihaur	1974	15	15	0
<b>Kabupaten Mojokerto</b>							
MO-1	Karya Tani	Pungging	Pungging	2001	11	10	1
MO-2	Lestari Sejahtera	Mojosari	Modopuro	1998	47	0	47
MO-3	Tani Mulyo	Bangsals	Mejoyo	2001	28	5	23
MO-4	Mulyo Tani	Mojo Anyar	Sadar Tengah	1998	29	23	6
MO-5	Tani Basuki	Bangsals	Salen	1981	73	61	12
<b>Kabupaten Kediri</b>							
KE-1	Budi Daya	Banyakan	Tiron	1991/2004*	160	90	70
KE-2	Makmur Jaya	Tarokan	Tarokan	1991/2004*	105	75	30
KE-3	Karya Makmur 2	Tarokan	Bulusari	1994	50	49	1
KE-4	Sri Rejeki	Grogol	Kalipang	1991	100	75	25
KE-5	Sumber Makmur	Grogol	Kalipang	1978	114	99	15
KE-6	Lestari	Semen	Pagung	1991	39	35	4

\* Wanita Tani is established at Kelompok Tani Budi Daya and Makmur Jaya in 2004.

**Table D 3.2.1 Poverty Ranking (Kelompok Tani Sigranala Indah)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	427	20%	Rp. 100.000,-	Labor		0 Old bicycle		0 2 ducks, 3 chickens	Primary drop-outs	Very insufficient; more indebted	Money lender
Poor	952	45%	Rp. 200.000,-	Rent farmer		0 Old or medium bicycle	Black and white TV	10 chickens, 50 ducks	Primary	Insufficient; indebted	Pawnshop and Money lender
Fair	560	27%	Rp. 600.000,-	Land owner farmer	1 ha (a case), 0.5ha	motor cycle credit	Color TV	600 ducks, 60 chickens	Junior High	Enough	Group savings, BRI unit Desa, BPR
Rich	161	8%	Rp. 800.000,-	Land owner	Average 2ha	motorcycle, car, truck	Color TV warna, Video, VCD	1200 ekor bebek, 60 chickens, 20 domba	Senior High	More than enough	Group savings, BRI unit Desa, BPR
Total	2100	100%									

**Table D 3.2.2 Poverty Ranking (Kelompok Tani Tigan Mekar)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	216	12%	Rp. 60,000 -Rp.300,000	Irregular hard labor		0 Old bicycle		0 0 - 5 chicken	Elementary drop-outs	Very insufficient	Money lender
Poor	504	28%	Rp. 150,000 -Rp. 450,000	Irregular hard labor		0 Bicycle	0 - Radio + TV	5 - 10 chicken	Elementary	Insufficient	Money lender
Fair	810	45%	Rp. 750,000 -Rp.1,000,000	Labor / duck farmer -Duck farmer/trader	0,5 - rent 2 ha	Motor cycle + bicycle	TV, Radio, Video	30 chicken + 100 ducks up to 50 chicken + 100 ducks	Junior High - Senior High	Enough	Bank, Cooperatives, Group Savings
Rich	270	15%	Rp. 1,500,000 -Rp. 2,000,000 -Rp. 3,000,000	Trader Duck entrepreneur Entrepreneur	3 - 5 Ha	Car + tractor	TV, Radio, Video + Refrigerator, Washing machine, Handycam, Internet	50 chicken, 700 ducks, 50 cattle, 50 goats	Junior High - Senior High - University	More than enough	Bank, Cooperatives, Group Savings
Total	1800	100%									

**Table D 3.2.3 Poverty Ranking (Kelompok Tani Bebek Jaya)**

Classification	Number of Household	Percentage	1. Income		2. Asset			3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience	
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	220	28%	Rp. 100.000,-	Laborer		0 Old bicycle	Radio	0	Elementary	Very insufficient	Saving Rp. 10.000,-per month
Poor	191	25%	Rp. 150.000,-	Farm laborer		0 Bicycle	TV black & white	10 chickens	Elementary	Insufficient	Arisan Rp.50.000,-per month
Fair	297	38%	Rp. 300.000,-	Duck farmer/farmer	0.5	Motorcycle	TV color, Video	200 – 600 ducks	Senior High	Sufficient	Cooperatives
Rich	67	9%	Rp. 900.000,-	Land owner		0 Car, Truck	All of them	> 1000 ducks, 50 goats	University	Very Sufficient s	BRI Cirebon Utara, BPR
Total	775	100%									

**Table D 3.2.4 Problem Solution and Follow-Up by Kelompok Tani Sigranala Indah**

Rank of Problem	Problem Solution	Time Horizon	Follow-up by the Farmers' Group	Follow-up by Government Services/Institution	
				Direct	Related
I Lack of capital to finance the business	Credit from the Bank	Short Term	Purchase of ducks	Bank	Dissemination of technical information in the field by PTL (Field Technical Worker)
		Long Term	Accumulation of feed Managed by the group	PTL (Field Technical Worker)	
II Dependency of raw material from the rice mill	Renting rice-mill	Short Term	Retail purchase	PTL (Field Technical Worker)	
		Long Term	Accumulation of feed		
	Arisan (Savings from group members)	Short Term	Managed by the Group	PTL (Field Technical Worker)	
	Retail purchasing	Short Term	Debt to middlemen Accumulation of feed	PTL (Field Technical Worker)	
III Unavailability of water during dry season	Constructing the dam	Long Term	Group work to construct the dam	Public Work	PTL (Field Technical Worker)
	Share limited resources among the group	Short Term	Managed by the group	PTL (Field Technical Worker)	

**Table D 3.2.5 Problem Solution and Follow-Up by Kelompok Tani Bebek Jaya**

RANK OF PROBLEM	PROBLEM SOLUTION	TIME HORIZON:	FOLLOW-UP BY THE FARMERS' GROUP	Follow-up by Government Services /Institution	
				Direct	Direct
I Low price of eggs	Looking for marketing access	Short term	Export to increase sales value	Dinas Peternakan	
	Increased price of eggs	Long term	Increasing the quality or taste of eggs	Dinas Peternakan	
		Short term	Marketing breakthrough		
	1) Increased quality of eggs (taste, color, size, cleanliness) 2) Promotion of products to be recognized by all people	Short term	Implementation of training on processing	Dinas Peternakan	
II Low population of ducks	Capital accumulation	Long term	Increasing duck population	Dinas Peternakan	
	Every member hatches eggs by him/her-self	Long term	Purchasing hatching cupboard	Dinas Peternakan	
III High price of feed	Requesting subsidy by local or central government	Short term	Proposal to local government and further recommended to central government	Dinas Peternakan	
	Accumulation of feed	Long term	Looking for the low price market	Dinas Peternakan	
		Short term	Accumulation of feed during harvest time		
	Purchasing by wholesales	Short term	Accumulation of capital by group savings	Dinas Peternakan	Cooperatives and/or bank

**Table D 3.2.6 Problem Solution and Follow-Up by Kelompok Tani Tigan Mekar**

RANK OF PROBLEM	PROBLEM SOLUTION	TIME HORIZON	FOLLOW-UP BY THE FARMERS' GROUP	Follow-up by Government Services /Institution	
				Direct	Direct
I There are not yet special border on location for duck farming	To be supported by Government	Short term	Managed for breeding center by the Group	DISNAK	Central & Local Government
	Purchase of land	Short term	Group savings	DISNAK	Central & Local Government
		Long term	Group work	DISNAK	BRI Unit Panguragan
II Lack of capital to increase breeding and marketing scale	Soft loan or BLM	Short term	Agribusiness development managed by the Group	DISNAK	
	Credit	Short term	Land certificate	DISNAK	BRI Unit Panguragan
	Revolving fund	Long term	Group installment		Local Government
III Lack of water supply	Use of water-pump	Short term	Supply of water by pump managed by the Group	Public Works	DISNAK
	Deep well	Long term	Group work	Public Works	DISNAK



**Table D 3.2.7 Poverty Ranking (Kelompok Tani Lingasari 2)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	33	18%	Rp.100,000-	Seasonal laborer	0	0	0	0	Elementary drop-out	very insufficient	0
Poor	25	14%	Rp.150,000	Farm laborer	0	0	Radio,	3 chicken,	Elementary	insufficient	0
Fair	105	58%	Rp.300,000-	Farm Tenant	0.14	bicycle	TV color	5 goats	Junior High	enough	Farmers' Group Savings
Rich	19	10%	Rp.2,000,000-	Land owner farmer, merchant	0.28	motor cycle	TV color, Video	2 water buffaloes	University	more than enough	BRI Cilimus
Total	182	100%									

**Table D 3.2.8 Poverty Ranking (Kelompok Tani Andayarasa)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	12	3%	Rp.150,000 -Rp.125,000	Irregular laborer	0	0	0	0	Elementary	Very insufficient	money lender
Poor	99	25%	Rp.250,000 -Rp.350,000	Farm laborer	0	Old bicycle	Radio + TV black and white	5 chicken	Elementary	Insufficient	Money lender, Pawn shops
Fair	237	60%	Rp.600,000 -Rp.900,000	Farmer/	0.3 Ha	Motor cycle	TV color, radio	5 goats, 10 chicken	Senior High	Sufficient	BRI Cilimus, Farmers' Group savings, BPR cilimus
Rich	47	12%	Rp.1,000,000 -Rp.2,000,000	Farm owner, entrepreneur	>1 Ha	Car, truck	TV color, Parabola, Radio, Video, Internet	5 goats, 5 chicken 10 cattles	University	Very Sufficient	Bank
Total	395	100%									

**Table D 3.2.9 Poverty Ranking (Kelompok Tani Bina Karya)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	17	11%	Rp.100,000 -Rp.150,000	Irregular laborer	0	0	0	0	0	Very insufficient	Small shop often
Poor	47	31%	Rp.180,000 -Rp.200,000	Farm laborer, trader	0	0	Radio 2 band	4 chicken	Primary drop-outs	Insufficient	Credit
Fair	64	42%	Rp.300,000 -Rp. 450,000	Selling gado-gado (mixed vegetables salad), keremes (sweet chips), regining (shira)	300-700 m2	Motor cycle	TV clor	Goat/Cattle	Junir Hifg Senior High	Sufficient	BRI Cabang Majalengka
Rich	23	15%	Rp 1,500,000 -Rp.10,000,000	Entrepreneur	1 Ha	Car	TV color + parabola	2 buffaloes, 10 goats	PT	Very Sufficient	BRI Cabang Majalengka
Total	151	100%									

**Table D 3.2.10 Problem Solution and Follow-Up by Kelompok Tani Linggasari 2**

RANK OF PROBLEM	PROBLEM SOLUTION	TIME HORIZON	FOLLOW-UP BY THE FARMERS' GROUP	Follow-up by Government Services /Institution	
				Direct	Direct
I High price of fertilizer	Minimizing the use of chemical fertilizer	Short term and Long term	Training on how to make and use organic fertilizer	PPL Cilimus	BPP Cilimus
II Lack of capital for land cultivation	Borrowing money for land cultivation	Short term	<ul style="list-style-type: none"> <li>• Loan from Bandar Ubi (sweet potato merchant)</li> <li>• Regular Group meeting and Group savings</li> </ul>	PPL & BPP Cilimus	
		Long term	Credit from BRI Cilimus	PPL & BPP Cilimus	BRI Cilimus
III Difficulty to conduct regular meeting	Conducting monthly group savings	Short term	Regular monthly meeting (every last week of the month) and regular Group savings	BPP Cilimus	PPL Cilimus
	Briefing and discussion on how to develop successful Farmers' Group	Short term			
	Working together to solve Group's problems	Short term			
	Working together to improve Group management and transparent leadership	Long term			

**Table D 3.2.11 Problem Solution and Follow-Up by Andayarasa**

RANK OF PROBLEM	PROBLEM SOLUTION	TIME HORIZON	FOLLOW-UP BY THE FARMERS' GROUP	Follow-up by Government Services /Institution	
				Direct	Direct
I Limited capital to purchase fertilizer and pesticides	Special Group savings	Short term	Borrowing and lending among Group members	BPP Cilimus	
		Long term	Group credit	BRI Cilimus	BPP Cilimus
	Making organic fertilizer such as compost, Bokashi	Short term	Short training and continuous use of organic fertilizer	BPP Cilimus	
	Self marketing and not through middlemen	Long term	Coordinated by Group work	Deperindag (Dinas Industry and Trade)	BPP Cilimus
II High price of fertilizer and pesticides	Credit	Long term	Group collateral	BRI Cilimus	BPP Cilimus
	Making organic fertilizer such as compost, Bokashi	Short term	Group work	BPP Cilimus	
	Making organic pesticides locally known as SIRPANGU MIXTURE (leaves of sour-sack, rimpang skin, white onion)	Long term	Group production of organic fertilizer and organic pesticides	BPP Cilimus	
	Purchase directly from producers	Long term	Coordinated by Group work	BPP Cilimus	
III The price of sweet potato is determined by the croupier (trader)	Coordination with Cooperatives	Short term	Coordinated by Group work	KUD	BPP Cilimus

**Table D 3.2.12 Problem Solution and Follow-Up by Kelompok Tani Bina Karya**

RANK OF PROBLEM	PROBLEM SOLUTION	TIME HORIZON	FOLLOW-UP BY THE FARMERS' GROUP	Follow-up by Government Services /Institution	
				Direct	Direct
I Decreased production due to decreased water supply	Increasing water level at the upper stream (at Cibulan and Cikruik)	Short term	<ul style="list-style-type: none"> <li>• Kerja bakti (Group work) to repair water ditches and its maintenance</li> <li>• Group savings</li> </ul>	Irrigation Public Works and Village Government (Section Economic Development)	DINAS Pertanian
	Looking for a new water sources	Long term	Deep well pumping	Irrigation Public Works and Village Government (Section Economic Development)	DINAS Pertanian
II Limited knowledge and skill on processing technology	Acquiring flour processing machine	Short term	Preparation of proposal to be submitted before October 2006	DINAS Pertanian/BPPJalaksana	PPL Jalaksana
	Training in the use of flour processing machine	Short term	Short courses	DINAS Pertanian/BPPJalaksana	PPL Jalaksana
	Technical guidance and demonstration on how to make raw material becoming new products	Short term	Short courses	DINAS Pertanian/BPPJalaksana	PPL Jalaksana
	Direct marketing	Long term	Group work	Dinas INDAG	KUD and PPL Jalaksana
III Financial institution has not reached Farmers' Group Bina Karya	Credit with social collateral	Short term	Arisan/simpan pinjam (Group savings)	BPP & PPL Jalaksana	BRI Jalaksana
	Commercial credit	Long term	Establishment of processing factory involving Group members as share holders	BRI Jalaksana	Dinas INDAG & BPP & PPL Jalaksana

**Table D 3.2.13 Poverty Ranking (Kelompok Tani Delima 2)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	18	9%	Rp.100,000 capita/month-	Seasonal labor	0	0	0	0	Elementary	very insufficient	0
Poor	36	18%	Rp.120,000per capita/month-	Farm labore	0	0	0	0	Junior High	insufficient	0
Fair	126	65%	Rp.450,000 (6 people) /month up to Rp.1,000,000 (6 people) /month	Peddlar, Farmer, Tailor	20are-50are	0	TV, color	20 chickens, 5 goats	Elementary	just enough	BRI Talaga Waring
Rich	15	8%	Rp.1.500,000,- per person/month	Merchant	1 - 2 Ha	car	TV color + Video	5 - 10 cattle	University	more than enough	BRI
Total	195	100%									

**Table D 3.2.14 Poverty Ranking (Kelompok Tani Mitra Binangkit)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	17	11%	Rp.100,000 -Rp.150,000	Seasonal labor	0	0	0	0	0	very insufficient	often small shops
Poor	47	31%	Rp.180,000 -Rp.200,000	Farm labor, selling	0	0	Radio 2 band	4 chicken	Elementary drop-out	insufficient	credit
Fair	64	42%	Rp.300,000 -Rp.450,000	Selling gado-gado (mixed vegetables salad), keremes (sweet chips), regning (chips),	0	0	TV color	5 goats	Junior High	enough	Farmers' Group Savings
Rich	23	15%	Rp.1,500,000 -Rp.10,000,000	Merchant	1 Ha	car	TV color, parabola	2 water buffaloes, 10 goats	University	more than enough	BRI Majalengka Branch
Total	151	100%									

**Table D 3.2.15 Problem Solution and Follow-Up by Kelompok Tani Mitra Binangkit**

RANK OF PROBLEM	PROBLEM SOLUTION	TIME HORIZON	FOLLOW-UP BY THE FARMERS' GROUP	Follow-up by Government Services /Institution	
				Direct	Direct
I Lack of capital to buy raw material	Increased quantity of sales	Short term	Purchase available raw materials	Dinas Pertanian (Agricultural Service)	PPL
	Expansion of marketing out of Kecamatan	Long term	Marketing promotion	Dinas INDAG (Industry & Trade)	PPL
	Purchase available raw materials	Long term	Cooperation with peddles	Dinas INDAG	PPL
II Low level of profit	Increased Group savings	Short term	Savings in BRI Majalengka	BRI Majalengka	PPL
	Access to BRI Majalengka	Long term	Savings in BRI Majalengka	BRI Majalengka	PPL
	Voluntary savings	Short term	Savings and loan among members	PPL	BRI Majalengka
	Increased compulsory savings from Rp.3000 to become Rp.5000	Long term	Group savings	PPL (Ms. Neng)	BRI Majalengka

**Table D 3.2.16 Problem Solution and Follow-Up by Kelompok Tani Delima 2**

RANK OF PROBLEM	PROBLEM SOLUTION	TIME HORIZON	FOLLOW-UP BY THE FARMERS' GROUP	Follow-up by Government Services /Institution	
				Direct	Direct
I Limited capital	Purchasing raw material and basic human needs by the Group	Short term	Savings and loan among Group members	PPL	BRI Majalengka
		Short term	Group savings	PPL	BRI Majalengka
		Long term	Credit to BRI Majalengka	PPL	BRI Majalengka
II No means of transportation owned by the group	For the time being utilizing public transportation specially ojek (rented motor cycles)	Short term	Group savings	PPL	BRI Majalengka
	Putting aside business profit to credit motor cycle	Long term	Group savings	BRI Majalengka	PPL
III Traditional processing equipment (manual and no safety measure)	Acquiring modern processing equipment	Short term	To make Group Business Plan using P4K Format	PPL and BPP	BRI Majalengka, Kuwu, Head of Lampuyang Village, Dinas INDAG (industry & Trade)

**Table D 3.2.17 Poverty Ranking (Kelompok Tani Karya Tani)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock			
Destitute	140	14%	Rp 75.000,- - 100.000,-	Farm laborer, Irregular laborer, Tricycle or rickshaw driver	32 – 100 m <sup>2</sup>	Old bicycle	0 - Radio	5 – 10 chicken	Elementary drop-outs	Very insufficient	Moneylender
Poor	311	31%	Rp. 100.000,- - 150.000,-	Tricycle or rickshaw driver, Driver, Driver Assistant (Kernet)	45 – 300 m <sup>2</sup>	Old car, Old bicycle	Radio, Old TV color/used	10 – 20 chicken, 1 goat	Elementary	Insufficient	Moneylender, Pawnshop
Fair	521	52%	Rp. 250.000,- - 350.000,-	Farmer cultivator, Duck farmer, Small Business Men or	400 – 800 m <sup>2</sup>	New car, tractor, rice field	TV color, Video, Radio	20 chicken, 300 ducks	Junior High - SMA	Enough	Bank, Group Savings, Farmers' Group
Rich	30	3%	Rp. 400.000,- - 2 juta	Entrepreneur	1 – 4 Ha	Complete	Complete	0	Senior High - University	More than enough	Bank
Total	1002	100%									

**Table D 3.2.18 Poverty Ranking (Kelompok Tani Lestari Sejahtera)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock			
Destitute	15	4%	Rp. 100.000,- - Rp. 300.000,-	Farm laborer	0 - 100 m <sup>2</sup>	0 - Old bicycle	0 - Radio 1 band	2 chicken	Group learning Package A - Elementary	Very insufficient	0
Poor	154	36%	Rp. 200.000,- - Rp. 528.000,-	Farm laborer	40 – 170 m <sup>2</sup>	Old bicycle - Motor cycle	Radio	3 – 10 chicken	Elementary	Insufficient	0 - Moneylender
Fair	212	50%	Rp. 500.000,- - Rp. 5.000.000,-	Duck farmer, duck seller, duck collector, duck hatcher	240 m <sup>2</sup> - 0.5Ha	Motor cycle - 1 car	TV, Radio, VCD, Refrigerator	100 – 500 ducks, 1000 DOD	Junior High - Senior High	Enough	Group savings, Bank
Rich	41	10%	Rp. 2,25 million - Rp. 6 million	Duck farmer, small shop owner, duck Hatcher	800 m <sup>2</sup> - 2700 m <sup>2</sup>	Bicycle - 3 cars	Complete electronic equipments and computer	300 – 1000 ducks, 100 chicken, 10,000 m <sup>2</sup> eels	Senior High - University	More than enough	Group savings, Bank
Total	422	100%									

**Table D 3.2.19 Poverty Ranking (Kelompok Tani Tani Mulyo)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	13	6%	Rp. 80.000,- - 100.000,-	Irregular laborer	0-100 m <sup>2</sup>	Old bicycle	Radio 2 Band	2 chicken	0 - Elementary	Very insufficient	0
Poor	64	29%	Rp. 100.000,- - 300.000,-	Seasonal farm laborer	50 - 70 m <sup>2</sup>	Old bicycle	Radio	8 - 15 chicken	Elementary	Insufficient	Group savings, Bank Moneylender
Fair	125	57%	Rp. 300.000,- - 1,4 million	Farmer, Duck Farmer, Government Official	240 m <sup>2</sup> - 2 Ha	Motorcycle, old bicycle	TV, Radio	20 - 100 chicken, 20 - 400 ducks	Elementary - University	Enough	BRI, Farmers' Group, Trader, Pawn-shop
Rich	17	8%	Rp. 1,7 million - 3,5 million	Farmer, Duck Farmer, Government Official, Entrepreneur	700 m <sup>2</sup> - 3 Ha	Motorcycle, car, old bicycle	TV, VCD, Radio, Computer	50 - 300 ekor ayam	Elementary - University	More than enough	Bank, Trader
Total	219	100%									



**Table D 3.2.20 Problem Solution and Follow-Up by Kelompok Tani Karya Tani**

Rank of problem	Problem Solution	Time Horizon	Follow-Up by Farmers' Group	Follow-Up by Government Services/Institutions	
				Direct	Related
I (A. Limited fund to develop duck cages; and B. Limited fund to develop duck population)	Collecting capital from members	Short Term	Increase of compulsory savings from Rp. 50.000,- to become Rp. 75.000,- per member		
	Credit	Short Term	Credit to the Bank	BRI and Bank Jatim	PPL
	Proposal	Short Term	Proposal submitted to District Animal Husbandry Service and Ministry of Agriculture/JICA Study Team	Animal Husbandry Service	PPL
II (Traditional feed mixing equipment)	Efficient use of labor and cost and maximum products by using mechanized feed mixing machine	Long Term	Group savings contributed by every member with the amount of Rp. 100.000,-after harvest time	PPL	Animal Husbandry Service
		Short Term	Accusation of mixing machine	Animal Husbandry Service/JICA Study Team	PPL

**Table D 3.2.21 Problem Solution and Follow-Up by Kelompok Tani Lestari Sejahtera**

Rank of problem	Problem Solution	Time Horizon	Follow-Up by Farmers' Group	Follow-Up by Government Services/Institutions	
				Direct	Related
I (High price of feed)	Looking for alternative of buying lower price of feed	Long Term	The Farmers' Group cooperates directly with Feed Factory	PHOKPAN Factory	Animal Husbandry Service
	Looking for alternative of making feed by the Group	Short Term	Making feed by the Group initiative: a. Unqualified bread b. Rotten eggs c. Bananas branch d. Oysters e. Tuber Vegetables	Animal Husbandry Field Extension Worker	
II (Lack of capital)	Using certificate of ownership to get credit from the Bank	Long Term	Requesting credit to the Bank BRI	BRI Mojosari	Field Extension Worker
	Loan from the Group	Short Term	Compulsory savings from members will be increased.	Farmers' Group	Field Extension Worker
II (Lack of capital)	Using certificate of ownership to get credit from the Bank	Long Term	Requesting credit to the Bank BRI	BRI Mojosari	Field Extension Worker
	Loan from the Group	Short Term	Compulsory savings from members will be increased.	Farmers' Group	Field Extension Worker
III (High price of fuel)	Since the use of kerosene for egg hatching cannot be replaced by other alternative fuel, it is requested that Government subsidize the price	Short Term	If the price of kerosene is still high, the sale price of DOD or other product should be increased	Coordination with local Government	
	Use of bio-fuel such as "jarak"	Short Term	To run marketing smoothly	Coordination with local Government	

**Table D 3.2.22 Problem Solution and Follow-Up by Kelompok Tani Tani Mulyo**

Rank of problem	Problem Solution	Time Horizon A. Long/ B. Short-term	Follow-Up by Farmers' Group	Follow-Up by Government Services/Institutions	
				Direct	Related
I (Limited capital to develop duck production)	Group Savings	Short Term	Compulsory savings is increased from Rp. 3.000,- to become Rp. 5.000,- per member per month	BRI unit Bangsal	Animal Husbandry Field Worker
	Credit to Bank BRI Bangsal	Long Term	Group collateral	BRI unit Bangsal	Animal Husbandry Field Worker
II (Instability of egg production)	Enlarging cage roof and maintenance of the cage	Short Term	Group cooperation	PPL	Animal Husbandry Service
		Long Term	The use of Group business profit		
	Increase and improvement of feed composition/menu	Long Term and Short Term	Increase of feed	PPL	Animal Husbandry Service
III (High price of feed and fuel)	Looking for cheaper feed, for example: 1. Rice remnants; 2. Bread/ Noodle remnants; 3. Bread Factory remnants	Short Term	Group cooperation	PPL	Industry and Trade Service
	Looking for cheaper fuel, for example: 1. Jarak oil (bio fuel); 2. Used oil	Short Term	Group cooperation		

**Table D 3.2.23 Poverty Ranking (Kelompok Tani Budi Daya)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	97	38%	Rp. 90.000,-	Farm laborer	0	0	0	0	Elementary drop-outs	Insufficient Tiwul (Cassava)	0
Poor	115	45%	Rp. 110.000,- - 120.000,-	Farm laborer, Farmer	0,25 Ha	Old bicycle	TV Black and White	3 - 10 chicken	Group Learning Package A	Tiwul (Cassava) - Insufficient rice	Farmers' Group, Savings and Borrowing
Fair	36	14%	Rp. 250.000,-	Trader, Farmer	0,25 Ha	Motor cycle	TV Color, VCD	2 cattlekor, 4 goatsekor	Elementary - Junior High	Enough	BPR
Rich	8	3%	Rp. 500.000,- - 1.500.000,-	Entrepreneur	1 - 2 Ha	Motor cycle, Truck, Tractor	Complete electronic equipments	2 - 5 cattle, 10 water buffaloes	Elementary - Senior High	More than enough	BNI, BRI
Total	256	100%									

**Table D 3.2.24 Poverty Ranking (Kelompok Tani Makmur Jaya)**

Classification	Number of Household	Percentage	1. Income		2. Asset				3. Education Level	4. Basic Human Needs Satisfaction	5. Financial Transaction Experience
			Average Income per month (Rp)	Source of Income (main economic activity)	Land (ha)	Bicycles, motorcycles, cars, trucks, tractors, etc.	TV, music players, video, radio, etc.	Livestock	Adult	(food-rice)	(Banks, MFIs, Farmers' Group, Arisan, Moneylenders, Middlemen, Pawnshop, etc.)
Destitute	90	26%	Rp. 60.000,- - Rp. 100.000,-	Seasonal laborer, Irregular farm laborer	0 - 100 m <sup>2</sup>	0	0	1 - 6 chicken	0	Insufficient	0
Poor	178	51%	Rp. 100.000,- - Rp. 120.000,-	Farm laborer, Farmer	100 - 2500 m <sup>2</sup>	Old bicycle	Radio 2 Band	1 - 3 goats	0 - Elementary	Sometimes enough	0 - Trader
Fair	70	20%	Rp. 125.000,- - Rp. 400.000,-	Farmer	2500 m <sup>2</sup> - 10.000 m <sup>2</sup>	Motor cycle	TV color, Tape, Radio, VCD	1 - 2 cattle, 1- 5 goats, 1-15 chicken	Elementary - Junior High	Enough	BRI, BPR, Farmers' Group
Rich	10	3%	Rp. 500.000,-	Farmer, Trader, Government Officer	5000 m <sup>2</sup> - 3 Ha	Farmer, car, truck	Complete electronic equipments	1- 25 chicken, 1 - 10 cattle, 1 - 15 goats	Junior High - Senior High	More than enough	BRI, BCA, Bank Mandiri
Total	348	100%									

**Table D 3.2.25 Problem Solution and Follow-Up by Kelompok Tani Budi Daya**

Rank of problem	Problem Solution	Time Horizon	Follow-Up by Farmers' Group	Follow-Up by Government Services/Institutions	
				Direct	Related
I (Lack of transportation and bad road condition)	Road portal for heavy truck	Short Term	Group work	Head of the Village	Agriculture Service
	Proposal	Long Term	Road improvement proposal	District Transportation Service	Agriculture Service
II (The group has not utilized fully the existing financial institution; and Lack of cultivation practices, use of fertilizers, and use of pesticides)	Credit proposal to the Bank	Short Term	Group Savings and Loan	BRI	Agriculture Service
	Weeding, fertilizing, and spraying once every year	Short Term	Group work and individual work	PPL (Field Extension Worker)	Agriculture Service
	The use of Bokashi about 40 kg per tree	Short Term	Group work individual work	BPTP (Agency for Agricultural Research and Technology)	Agriculture Service
	The use of pesticides arofo, spotan, gandusil, B greener twice every year	Short Term	Group work individual work	PPL (Field Extension Worker)	Agriculture Service
	Cutting of parasites	Short Term	Group work individual work	BPTP (Agency for Agricultural Research and Technology)	Agriculture Service
	Podang Mango Nursery	Short Term	Group work	BPTP	Agriculture Service

**Table D 3.2.26 Problem Solution and Follow-Up by Kelompok Tani Makmur Jaya**

Rank of problem	Problem Solution	Time Horizon A. Long/ B. Short-term	Follow-Up by Farmers' Group	Follow-Up by Government Services/Institutions	
				Direct	Related
A (Lack of knowledge and skills to overcome mango pests and the use of pesticides)	Control of mango pest by pesticides spraying	Short Term	Smogging	PHP (Pest Technician)	PPL (Field Extension Worker)
	Cutting of mango branches especially attacked by the pest boring worms	Long Term	Group work	PHP (Pest Technician))	Field Extension Worker
II (Irregular market price)	Establishment of mango factory	Long Term	Selection of mango quality grade I and grade II by Group work	Industry and Trade Service	Field Extension Worker
	Diversification of mango products such as mango juice, mango chips, mango sweets, and other processing products	Short Term	Special Courses to improve mango processing skills by women farmers	Farmers' Group and PKK (Family Welfare Empowerment)	Field Extension Worker

**Table D 3.3.1 Summary of Group Discussion in the Socialization (Kelompok Tani, Kabupaten Cirebon)**

No.	Discussion Item	Kelompok Tani		Tigan Mekar
		Sigranala Indah	Bebek Jaya	
1	Are there any previous loans or government assistance received by the Group which is not paid back?	No. The group got loan from BRI from January 2007, conditions of which are as follows: <ul style="list-style-type: none"> <li>40,000,000 Rp.</li> <li>January 2007 to June 2008 (18 months)</li> </ul>	No. There is no previous loan or government assistance which is not paid back. Currently, the group gets government grant and soft loan 150 million (BLM) to be used for increasing number of pullet. Details are as follows: <ul style="list-style-type: none"> <li>90 million as soft loan distributed to 20 members to buy pullet (3,900 pullets consisting of 3,500 female and 400 male duck).</li> <li>60 million as grant for operation cost (cages renovation, duck feed purchase and technical assistance)</li> <li>December 2006 to December 2008 ( 2 years)</li> </ul>	The Group received government grant and soft loan (BLM) through APEN amounting 150,000,000 Rp. for duck breeding. Due date is June 2007.
2	Details of 1.			
(1)	How much are they?	NA	NA	NA
(2)	When was due?	NA	NA	NA
(3)	Why it was not paid back	NA	NA	NA
(4)	What are you going to do about it?	NA (Increase duck production and produce DOD)	NA	NA
3	Can you contribute to the proposed amount by cash before the assistance?	Ready for 5 % contribution by cash	Ready for 5 % contribution by cash	Ready for 5 % contribution by cash
4	How do you manage to repay the proposed soft loan and the outstanding loan balance of 2 above?	by increasing eggs and DOD production	by using monthly profit from group business	(a) using profit from selling DOD, salted eggs, duck feed and meat duck (b) establish two teams, one for handling BLM and the other for this proposed MODEL
5	How many members do you think can join this MODEL activity?	Current active 7 members	20 members	46 members consisting of 16 from the group and 30 from cooperatives
6	Can the current management handle the MODEL? If not, what will you do?	Capable	Capable	Capable as to be managed explained in 4 (b)
7	Any other comments and suggestions about the proposed MODEL?	<ul style="list-style-type: none"> <li>Monitoring from DINAS is necessary at least once a month.</li> <li>Technical assistance is necessary for promoting new technology.</li> <li>Auditing of group finance is necessary to ensure transparency.</li> </ul>	<ul style="list-style-type: none"> <li>Financial assistance needs to be given to Kelompok Tani directly.</li> <li>Technical assistance from donors and/or university is required for the management.</li> </ul>	<ul style="list-style-type: none"> <li>Needs assistance on packaging for the group products</li> </ul>

**Table D 3.3.2 Summary of Group Discussion in the Socialization (Kelompok Tani, Kabupaten Kuningan)**

No.	Discussion Item	Kelompok Tani			Bina Karya
		Andayarasa	Linggasari II		
1	Are there any previous loans or government assistance received by the Group which is not paid back?	No.	No. The group previously received soft loan in 1999, conditions of which are as follows: <ul style="list-style-type: none"> <li>• Amount: 49,000,000 Rp.</li> <li>• Period: 1999 to 2001 (repaid already)</li> <li>• Purpose: (i) saving and loan, (ii) input, (iii) fishing, (iv) livestock breeding, (v) electricity bill, and (vi) sweet potato processing</li> </ul>		No. The group received grant from the Government in the form of milling equipment ( <i>alat pembuat pasta</i> ) in October, 2006.
2	Details of 1.				
(1)	How much are they?	NA	NA	NA	NA
(2)	When was due?	NA	NA	NA	NA
(3)	Why it was not paid back	NA	NA	NA	NA
(4)	What are you going to do about it?	NA	NA	NA	NA
3	Can you contribute to the proposed amount by cash before the assistance?	Ready for 5 % contribution by cash	Ready for 5 % contribution by cash	Ready for 5 % contribution by cash	Ready for 5 % contribution by cash by collecting money from members in advance
4	How do you manage to repay the proposed soft loan and the outstanding loan balance of 2 above?	By profit increase	By profit increase (tanggung waktu)	By profit increase (tanggung waktu)	In the following manner, <ul style="list-style-type: none"> <li>• Member will repay to the group monthly.</li> <li>• The group will repay to the bank annually.</li> </ul>
5	How many members do you think can join this MODEL activity?	All the member (25 nos.)	20 members	20 members	20 members
6	Can the current management handle the MODEL? If not, what will you do?	Capable	Capable	Capable	Capable as to be managed explained in 4 (b)
7	Any other comments and suggestions about the proposed MODEL?	<ul style="list-style-type: none"> <li>• The group will have meetings with some traders for raw material price and the possibilities of traders to supply the group with raw material.</li> </ul>	<ul style="list-style-type: none"> <li>• Really need project implementation</li> </ul>		<ul style="list-style-type: none"> <li>• Needs assistance on packaging and checking of expiration date</li> </ul>

**Table D 3.3.3 Summary of Group Discussion in the Socialization (Kelompok Tani, Kabupaten Majalengka)**

No.	Discussion Item	Kelompok Tani	
		Delima II	Mitra Binangkit II
1	Are there any previous loans or government assistance received by the Group which is not paid back?	No. Previously, the group received soft loan through P4K program (Phase I and Phase II) as the conditions below: <ul style="list-style-type: none"> <li>Phase I has been completed.</li> <li>Amount (Phase II): Rp. 16 million</li> <li>Outstanding loan: Rp. 4 million</li> <li>Due: June 14<sup>th</sup>, 2007</li> <li>Members repay installment monthly to chairman and then chairman repay to the Bank.</li> </ul>	No. The group previously received loan from BRI Cabang Majalengka, conditions of which are as follows: <ul style="list-style-type: none"> <li>Amount: each member get Rp. 1,500,000 in total Rp. 12 million (8 members)</li> <li>Due: the end of 2002, completed, however, Kelompok Tabi Mitra Binangkit IV and V have still outstanding loan.</li> </ul>
2	Details of 1.		
(1)	How much are they?	NA	NA
(2)	When was due?	NA	NA
(3)	Why it was not paid back	NA	NA
(4)	What are you going to do about it?	NA	NA
3	Can you contribute to the proposed amount by cash before the assistance?	Ready for 5 % contribution by cash, the group has saving amounting Rp. 2.1 million.	Ready for 5 % contribution by cash
4	How do you manage to repay the proposed soft loan and the outstanding loan balance of 2 above?	Repay monthly	By profit increase
5	How many members do you think can join this MODEL activity?	All the member (16 nos.)	30 members
6	Can the current management handle the MODEL? If not, what will you do?	Capable	Capable
7	Any other comments and suggestions about the proposed MODEL?	<ul style="list-style-type: none"> <li>Needs technical assistance for post harvest technology</li> <li>Needs equipment for sweet potato processing</li> </ul>	<ul style="list-style-type: none"> <li>The group is ready to operate proposed MODEL with relevant institution and DINAS assistance.</li> </ul>

**Table D 3.3.4 Summary of Group Discussion in the Socialization (Kelompok Tani, Kabupaten Mojokerto) (1/2)**

No.	Discussion Item	Lestari Sejahtera	Karya Tani	Tani Mulyo
1	Are there any previous loans or government assistance received by the Group which is not paid back?	<p>No. The group received grant as follows:</p> <ul style="list-style-type: none"> <li>• Rp. 4.5 million reward for winning First Place at national level in 2002</li> <li>• Rp. 14.5 million for winning Second Place at national level in 2003</li> <li>• 300 pullet from DINAS Livestock Services Kabupaten Mojokerto in 2003</li> <li>• 200 layer duck from Balitnak Bogor</li> <li>• one unit of manual hatchery machine from DINAS</li> <li>• One unit of computer from Brawijaya University</li> </ul>	No.	No.
2	Details of 1.			
(1)	How much are they?	NA	NA	NA
(2)	When was due?	NA	NA	NA
(3)	Why it was not paid back	NA	NA	NA
(4)	What are you going to do about it?	NA	NA	NA
3	Can you contribute to the proposed amount by cash before the assistance?	Ready for 5 % contribution by cash, the group has saving in the bank, Rp. 1 million in members' saving and from saving & loan activities conducted every 15 <sup>th</sup> of the month where the group save Rp. 400,000 per member.	Ready for 5 % contribution by the group members, each of which has on average Rp. 5 million in investment.	Ready for 5 % contribution
4	How do you manage to repay the proposed soft loan and the outstanding loan balance of 2 above?	Repayment by lending to members and paying installment every month	By profit increase, grace period should be 4 months, with assumption that 80 % is breeders of meat ducks requiring 40 – 45 days in one cycle. The group can sell 3 – 4 times that periodically repayment can be realized.	Preferring loan repayment every 4 months for 5 years with the interest rate of 4 -6 % per year
5	How many members do you think can join this MODEL activity?	All the members (47 nos.)	All the members (11 nos.)	All the members (28 nos.)
6	Can the current management handle the MODEL? If not, what will you do?	Capable with the assistance of PPL	Capable	Capable
7	Any other comments and suggestions about the proposed MODEL?	<ul style="list-style-type: none"> <li>• The group hopes to receive block grant and automatic hatchery machine so as to reduce working hours. The group also hopes to get</li> </ul>	<ul style="list-style-type: none"> <li>• Interest rate should be 4 – 6 % per year.</li> </ul>	<p>The group needs following assistance:</p> <ul style="list-style-type: none"> <li>• Soft loan with low interest rate</li> <li>• Soft loan with low interest rate</li> </ul>



**Table D 3.3.4 Summary of Group Discussion in the Socialization (Kelompok Tani, Kabupaten Mojokerto) (2/2)**

No.	Discussion Item	Kelompok Tani	
		Karya Tani	Tani Mulyo
	<p>Lestari Sejahtera</p> <ul style="list-style-type: none"> <li>fertile eggs together with the machine.</li> <li>The group hopes to receive automatic smoking duck unit to expand current group activities since it is not presently profitable.</li> <li>The group needs continuous guidance to upgrade group technical skills.</li> <li>If block grant is impossible, soft loan is preferable.</li> </ul>		<ul style="list-style-type: none"> <li>Routine guidance from DINAS Livestock Services</li> <li>Training for duck breeding and duck feed</li> <li>Training on post harvest handling or processing</li> <li>Management of livestock waste. The group has been doing but do not know any other better ways.</li> </ul>

**Table D 3.3.5 Summary of Group Discussion in the Socialization (Kelompok Tani, Kabupaten Kediri)**

No.	Discussion Item	Budidaya	Kelompok Tani
1	Are there any previous loans or government assistance received by the Group which is not paid back?	<p>Yes. The group got loan from the government, conditions of which are as follows:</p> <ul style="list-style-type: none"> <li>• Rp. 16 million from P4K Program, and Rp. 25 million from Food Reserve Program</li> <li>• Due in November 2007</li> <li>• Payment will be made from profit sharing</li> </ul>	<p>Makmur Jaya</p> <p>No. The group previously received soft loan through P4K program. Details are as follows:</p> <ul style="list-style-type: none"> <li>• Loan amount: Rp. 64 million</li> <li>• Already repaid in December 2006</li> </ul>
2	Details of 1.		
(1)	How much are they?	NA	NA
(2)	When was due?	NA	NA
(3)	Why it was not paid back	NA	NA
(4)	What are you going to do about it?	NA	NA
3	Can you contribute to the proposed amount by cash before the assistance?	Ready for 5 % contribution by cash	Ready for 5 % contribution by cash, the group has saving more than Rp. 2 million.
4	How do you manage to repay the proposed soft loan and the outstanding loan balance of 2 above?	From profit sharing	by seasonal repayment, twice a year
5	How many members do you think can join this MODEL activity?	30 members	45 members currently active, out of 95 members in total
6	Can the current management handle the MODEL? If not, what will you do?	Capable	Capable
7	Any other comments and suggestions about the proposed MODEL?	<p>The group needs are as follows:</p> <ul style="list-style-type: none"> <li>• Press vacuum equipment</li> <li>• Soft loan</li> <li>• Training on processing mango chips: Actually, the group has started production of mango chips, however, it is still difficult to manage. Therefore, the group needs knowledge on processing dried mango through training programs.</li> <li>• Establishment of LKM in Desa Tiron</li> </ul> <p>A vacuum flyer provided by DINAS is in good condition. It is currently utilized for processing jackfruit at 25 kg per day.</p> <p>As one of the criteria of member selection, the group will prioritize young members to participate in this proposed MODEL.</p>	<p>The group needs are as follows:</p> <ul style="list-style-type: none"> <li>• Processing equipment</li> <li>• Soft loan</li> <li>• Periodical trainings to Kelompok Tani</li> </ul> <p>Marketing: The group is still weak in marketing and need training on how to market the products.</p> <p>Loan condition: Following conditions are preferable as (i) interest rate of max. 8 % per year</p>

**Table D 3.3.6 Summary of Group Discussion in the Socialization (P4K and LKM, West Java Province) (1/2)**

No.	Discussion Item	Kabupaten			Majalengka
		Cirebon	Kuningan		
1	To all participants				
(1)	Is there need for establishing LKM from farmers? KPK, or farmers should use the existing LKM and/or banks?	<ul style="list-style-type: none"> <li>Establishment of LKM is required.</li> <li>In addition, Existing LKM needs to be developed.</li> </ul>	Establishment of LKM for farmers or KPK is required.	Establishment of MFI or KPK is required since it will enable farmers to get easier access to financial assistance.	
(2)	How do you look at the financial situations in the Kabupaten for farmers/ rural areas?	Financial support programs are related with poverty alleviation. Lack of management is observed that are different from P4K.	Currently, it is not effectively support farmers in Kabupaten. Farmers face limited access to financial institution such as bank. Farmers have no collateral for loan, therefore, they are not bankable.	Current conditions do not effectively support farmers' business causing low income and limited diversification of the products.	
(3)	Can those P4K Gabungan or LKM agree on the condition such as				
(i)	Loan amount: Rp. 50 million	Not enough, needs Rp. 100 to 500 million	Enough		
(ii)	Interest rate: 2.0 % per month, monthly installment	Too high, 1 % as same as bank interest	Too high	Too high	
(iii)	Rp. 5 million frozen savings at the bank	Acceptable		Too high	
(4)	What are the conditions for MODEL to success?	<ul style="list-style-type: none"> <li>Business mind</li> <li>Good track record</li> <li>Well educated</li> <li>Disciplined</li> <li>Regular monitoring and evaluation</li> </ul>	<ul style="list-style-type: none"> <li>Human resources</li> <li>Assertiveness</li> <li>Solidarity / harmony</li> <li>Commitment and Honesty</li> <li>Sense of belongings</li> <li>Collateral using commodity</li> </ul>	<ul style="list-style-type: none"> <li>Intensive training and supervision</li> <li>Strengthened management capability in the institution</li> <li>Low interest rate (6% per annum)</li> <li>No collateral as a requirement</li> </ul>	
(5)	What are the conditions for MODEL to fail?	<ul style="list-style-type: none"> <li>Bad characteristics</li> <li>Lack discipline in management</li> <li>Lack of responsibility sharing</li> <li>No transparency</li> </ul>	<ul style="list-style-type: none"> <li>No clear role</li> <li>Poor management</li> <li>No regular meeting</li> <li>No collateral</li> </ul>	<ul style="list-style-type: none"> <li>Lack of supervision</li> <li>Lack of monitoring and evaluation from institutional, business and financial view points</li> </ul>	
(6)	Any other comments?	P4K should continue.	<ul style="list-style-type: none"> <li>Establishing LKM is required to support farmers.</li> <li>Relevant parties should support and supervise LKM in rural areas.</li> </ul>	<ul style="list-style-type: none"> <li>Establishment of cooperatives is required by the supervision of management intensively</li> <li>Members' sense of belonging should be encouraged.</li> </ul>	
2.	To P4K Manager / DINAS Cooperative / Bappeda				
(1)	Are there any eligible P4K Gabungan or LKM suitable for the MODEL project implementation in your Kabupaten? (50 members, own capital : Rp. 10 million)	<p>As follows:</p> <ul style="list-style-type: none"> <li>Gabungan KPK Bawang Merah (Desa Panggangsari, Kecamatan Losari)</li> <li>Gabungan KPK Barokah (Desa Cipeujeuh, Kecamatan Lemahabang)</li> </ul>	<p>As follows:</p> <ul style="list-style-type: none"> <li>LKM Mekar Saluyu: 197 members, Rp. 20 million)</li> <li>LKM Silih Asih: 45 members, Rp250 million</li> </ul>	<p>There are many LKM which are suitable as MODEL project implementation as listed below:</p> <ul style="list-style-type: none"> <li>LKM Harum Sari Mekar (Desa Sukawana, Kecamatan Kertajati)</li> </ul>	

**Table D 3.3.6 Summary of Group Discussion in the Socialization (P4K and LKM, West Java Province) (2/2)**

No.	Discussion Item	Kabupaten		
		Cirebon	Kuningan	Majalengka
(2)	What is their performance in the past? Why do you think they are eligible or potential to success?	<ul style="list-style-type: none"> <li>Gabungan KPK Harum Jaya (Desa Cisaat, Kecamatan Dukung Puntang)</li> </ul> <p>Respective performance is as follows:</p> <ul style="list-style-type: none"> <li>Bawang Merah has good performance and potential to grow bigger.</li> <li>Barokah is Gabungan of 6 KPK which produces ginger milk "Melati Putih" and sells it to supermarket. They also produce soya bean curd (tahu), ground peanut crisps (rempeyek) and baked cookies. Barokah is growing well and has good potential.</li> <li>Harum Jaya is Gabungan of 4 KPK which consists of vegetable traders established in 2004 and has so far received 3 P4K cycles.</li> </ul>	<ul style="list-style-type: none"> <li>Kalia Binekas: 78 members, Rp10 million</li> </ul> <p>They are active and have own capital. We suggest forming Gabungan KPK in each location where Kelompok Tani are located.</p>	<ul style="list-style-type: none"> <li>LKM Kejar Kas (Desa Karangasem, Kecamatan Lewimunding)</li> </ul> <p>All LKM mentioned in (1) have experience in preparing regular report to members. They can do profit sharing and have potency to support farmers' activities, however, they can not expand their activities due to limited capital.</p>
(3)	Which banks can be recommended to be used for the MODEL implementation?	<ul style="list-style-type: none"> <li>BRI has many programs that they can hardly manage P4K well. BRI only has one Account Officer who manages all programs which results in poor service to the farmers. For instance, AO should actively assist P4K groups to apply for the next loan at least two months before the current loan expires so that farmers do not need to wait for a long while.</li> <li>Bank Jabar has an office in Kecamatan Sumber.</li> </ul>	<p>Bank Jabar manages funds from Government of West Java so they should function also to help develop West Java communities.</p>	<p>As follows:</p> <ul style="list-style-type: none"> <li>Bank Jabar (available in 3 Kecamatan: Majalengka, Kadipaten and Cikijing)</li> <li>BRI (available in each Kecamatan)</li> <li>BPR (available in 11 Kecamatan)</li> </ul>
(4)	What is the development plan of LKM (LKM Development Policy) in the Kabupaten, not only P4K Gabungan / LKM, but including all type of LKM?	<p>Bawang Merah has accepted members outside KPK, their activities are LKM activities but they still use Gabungan KPK.</p>	<p>Not yet, only formalized by Decision Letter of Bupati (SK Bupati)</p>	<p>By BAPPEDA</p>
(5)	List of BDS which is recommended	<p>As listed as follows:</p> <ul style="list-style-type: none"> <li>Wangun Caruban</li> <li>LP2NU</li> <li>Masyarakat Peduli Reformasi</li> <li>Hipalapa (in Kabupaten Indramayu)</li> </ul>	-	<p>10 graduated persons as trainer/extension worker from DINAS Cooperative will give technical assistance in processing, marketing and management.</p>
(6)	Institution who will take responsibility on monitoring and evaluation for this MODEL are:	<p>Auditing activities should be conducted once a month by</p> <ul style="list-style-type: none"> <li>PPL Coordinator in Kecamatan</li> <li>PPL Coordinator in Kabupaten, and</li> <li>P4K Coordinator in Kabupaten.</li> </ul>	<ul style="list-style-type: none"> <li>PPTK</li> <li>P4K Province</li> <li>P4K Kabupaten</li> </ul>	<ul style="list-style-type: none"> <li>JICA and relevant institution</li> <li>Extension worker</li> <li>DINAS</li> <li>Other relevant parties</li> </ul>

**Table D 3.3.7 Summary of Group Discussion in the Socialization (P4K and LKM, East Java Province) (1/2)**

No.	Discussion Item	Kabupaten	Kediri	Mojokerto
1	To all participants			
(1)	Is there need for establishing LKM from farmers? KPK, or farmers should use the existing LKM and/or banks?	<ul style="list-style-type: none"> <li>Establishment of LKM is required. Since farmers have no knowledge and skills, they are afraid and have no confidence to go to formal financial institution. Capital is, however, insufficient at present.</li> <li>Existing banks are also welcome. Although it is not necessary in each Desa, at least, they have partnership with LKM.</li> <li>Financial services in Kabupaten are very limited. Our LKM has been in operation for 3 years but so far has yet to receive any assistance from any banks. We are operating by and for the group.</li> <li>P4K groups can only access BRI.</li> <li>Interest rate of 22% per year is too high. In our breeders' case, before they can use it, they must pay the installment.</li> </ul>	<ul style="list-style-type: none"> <li>There are no needs to establish new LKM. It is better to continue with existing LKM through previous relationship built.</li> <li>Actually, there are 38 Gabungan KPK in Kabupaten, some of which have become LKM.</li> </ul>	<ul style="list-style-type: none"> <li>Banking services are not maximized. Only BRI provides services to farmers, while others do not.</li> </ul>
(2)	How do you look at the financial situations in the Kabupaten for farmers/ rural areas?			
(3)	Can those P4K Gabungan or LKM agree on the condition such as			
(i)	Loan amount: Rp. 50 million	Not enough, since already having experiences of loaning Rp. 32 million to one KPK		Not sufficient since Gabungan consists of 3 KPK with 75 members in total. In reference to this, P4K program provides loan of Rp. 2 million per person amounting Rp. 150 million.
(ii)	Interest rate: 2.0 % per month, monthly installment	<ul style="list-style-type: none"> <li>Too high, instead 6 - 8 % per year</li> <li>Not monthly since farmers requires longer time to produce</li> </ul>		<ul style="list-style-type: none"> <li>Too high. It should be same as P4K at 1 % per month.</li> <li>Not monthly, instead it should vary, for instance, 3 months, 6 months or one year, depending upon farmers' business.</li> </ul>
(iii)	Rp. 5 million frozen savings at the bank	Acceptable, possible to provide frozen saving of Rp. 5 million since each KPK has their own savings. Gabungan KPK has voluntary saving, compulsory saving which comes up to Rp15 million, purely from members.		Acceptable, in previous P4K program, the group has 10 % of the loan in frozen saving, which benefits the members, helping the group to become independent in the future.
(4)	What are the conditions for MODEL to success?	<ul style="list-style-type: none"> <li>Advisory services: LKM requires intensive advisory supports from relevant DINAS.</li> <li>Training on book keeping</li> <li>Planning on monitoring and evaluation on LKM legability how to promote creative management</li> <li>Lack of advisory services</li> <li>Low human resources on management</li> </ul>		<ul style="list-style-type: none"> <li>Group should already have production which already has market</li> </ul>
(5)	What are the conditions for MODEL to fail?			<ul style="list-style-type: none"> <li>Clear business vision</li> <li>On average, all Gabungan in Kabupaten are growing well, some of which have profit of Rp. 80 million.</li> </ul>
(6)	Any other comments?	PEMDA should be proactive. We feel that PEMDA does not manage KPK properly which shows in their understanding about		Hope to receive soft loan through program such as from DINAS Koperasi, which helps groups to become independent

**Table D 3.3.7 Summary of Group Discussion in the Socialization (P4K and LKM, East Java Province) (2/2)**

No.	Discussion Item	Kabupaten	
		Kediri	Mojokerto
2.	To P4K Manager / DINAS Cooperative / Bappeda		
(1)	Are there any eligible P4K Gabungan or LKM suitable for the MODEL project implementation in your Kabupaten? (50 members, own capital : Rp. 10 million)	KPK itself. At the end of 2005 and in 2006, P4K Program was handed over to Kabupaten who still has yet to accept the hand over.	There are about 10 Gabungan KPK which meet requirements of 50 members with minimum capital of Rp. 10 million.
(2)	What is their performance in the past? Why do you think they are eligible or potential to success?	Available as follows: <ul style="list-style-type: none"> <li>Gabungan KPK Sari Tani (Desa Bedali, Kecamatan Ngancar)</li> <li>Gabungan KPK Sido Rukun (Desa, Babadan, Kecamatan Ngancar)</li> </ul> They have been showing good performance. Their advisors are our own friends from PPL. P4K Project is our side project as our main objective is Kelompok Tani, but P4K has become our main activity. Potentially, these groups are expected to succeed.	They are working well and have potentials to develop.
(3)	Which banks can be recommended to be used for the MODEL implementation?	Bank Jatim and BRI as they already have units in every Kecamatan	<ul style="list-style-type: none"> <li>BRI because we have experience with them</li> <li>Bank Jatim</li> </ul>
(4)	What is the development plan of LKM (LKM Development Policy) in the Kabupaten, not only P4K Gabungan / LKM, but including all type of LKM?	<ul style="list-style-type: none"> <li>Koperasi Tani (Koptan) with legal status</li> <li>Kelompok Tani that are registered with KTNA (farmers' association) manages about 1,133 Koptan</li> </ul>	Development for all type of LKM requires coordination with relevant institutions. East Java has many programs for LKM, therefore, good coordination is required.
(5)	Who audit book keeping and administration of Gabungan or LKM?	<ul style="list-style-type: none"> <li>Audit on book keeping and administration is conducted by relevant DINAS.</li> <li>Audit on finance is conducted by DINAS Koperasi and Marketing.</li> </ul>	Monitoring should be conducted by implementation bank and relevant institutions formed in a team.
(6)	List of BDS which is recommended	As follows: <ul style="list-style-type: none"> <li>LPTI: assisting in cultivation and processing medical plants for <i>jamu</i> (herbal drinks) (Desa Parang, Kecamatan Banyakan)</li> <li>LSM: providing advisory service to Al Azhar in cooperation with DINAS and KPPK Committee</li> <li>BPPT: Brawijaya University</li> </ul>	There are 3 BDS in Kabupaten.

**Table D 4.2.1 List of Major Operation and Effect Indicators for Model Projects**

**Operation Indicators**

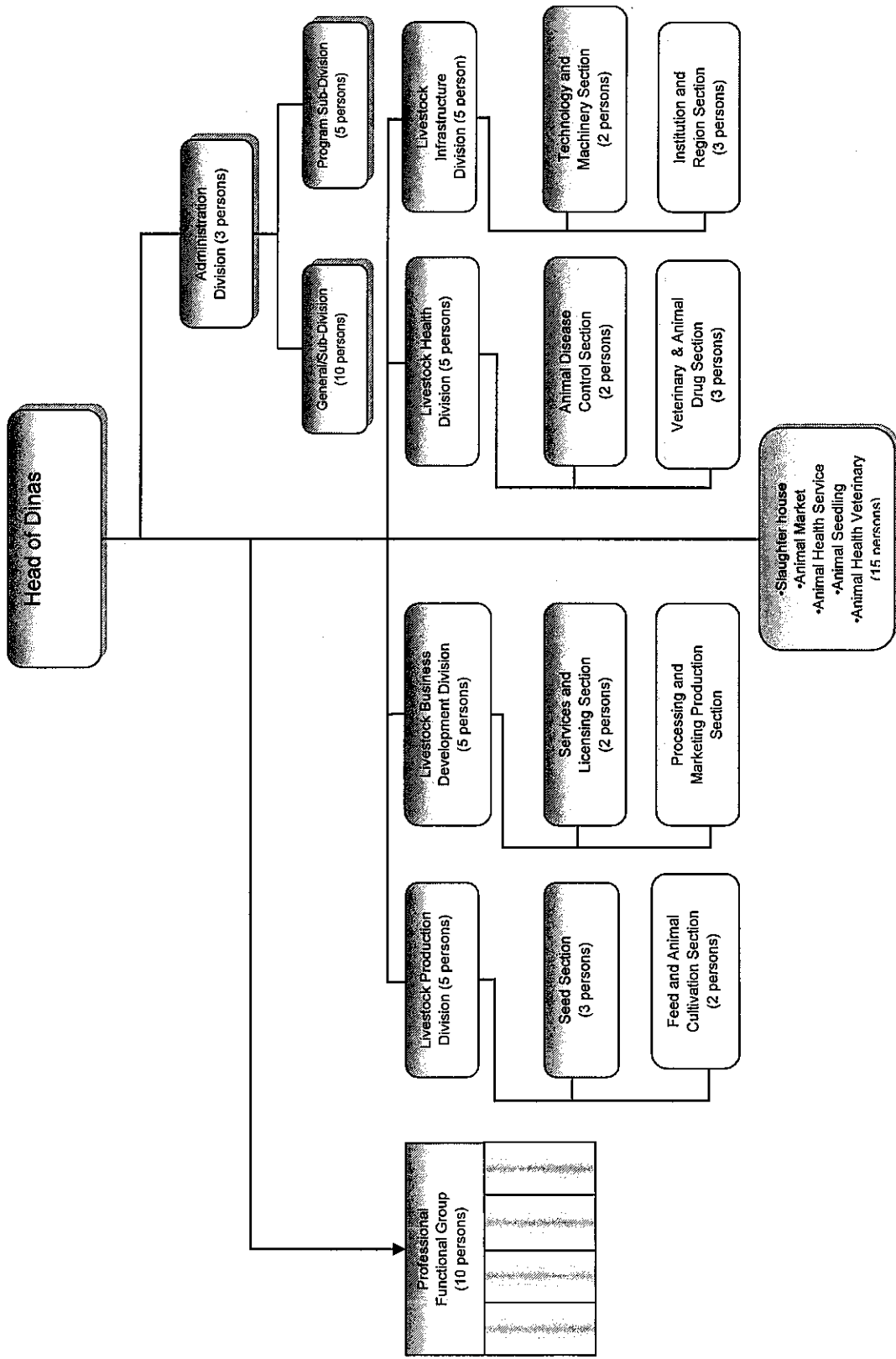
No.	Indicator	Definition	Objective	Source of Data	Monitoring frequency
<b>Organizational Indicators</b>					
O-1	Number of Kelompok Tani members	The number of farmers benefited by the project and who join to (i) a Kelompok Tani and (ii) processing activities	To know status of Kelompok Tani activity and farmers' perception including women's participation in the project	Baseline survey and data from DINAS	Every year
O-2	Number of Training Program	The number of training program organized for Kelompok Tani	To confirm the activities of supporting agent (DINAS / Extension Workers NGOs / University)	Baseline survey and data from DINAS	Every year
O-3	Participation Rate in Training Program	The number of Kelompok Tani member who participate in the training program	To know status of Kelompok Tani activity and farmers' perception	Baseline survey and data from DINAS	Every year
O-4	Sufficiency Rate of Government's Annual Budget for the Project	The ratio of fund required from the Government institutions to total cost required for the implementation of the project	To know the degree of cost sufficiency and ensure proper management of the Project	Baseline survey and data from DINAS	Every year
<b>Technical Indicators</b>					
T-1	Cropping Intensity of Sample Commodities	The ratio of actual sample commodity, particularly sweet potato cropped area to entire farm owned by Kelompok Tani	To confirm change of cropping pattern based on project implementation	Baseline survey and data from DINAS	Every cropping season
T-2	Number of Processing Equipment	The number of increase in processing equipment introduced to Kelompok Tani and operated by them	To confirm change of Kelompok Tani activities particularly how degrees Kelompok Tani are involved in processing	Baseline survey and data from DINAS	Every year
<b>Social and Environmental Indicator</b>					
SE-1	Gender Issue	Gender impact from proposed activities such as (i) changes in the ratio of men and women member of Kelompok Tani, (ii) changes in the ratio of men and women member in the board of director of Kelompok Tani, and (iii) changes in participation rate of women in training program	To confirm the gender impact from proposed project	Baseline survey and data from DINAS	Every year
SE-2	Environmental Issue	The number and the ratio of farmers who aware the importance of environment-related impact such as (i) soil erosion, (ii) treatment of waste from processing such as water quality (organic / microbial pollution, rubbish and trash, nutrient enrichment and electric conductivity and pH etc.)	To confirm the environmental impact from processing activities	Baseline survey and data from DINAS	Every year

**Effect Indicators**

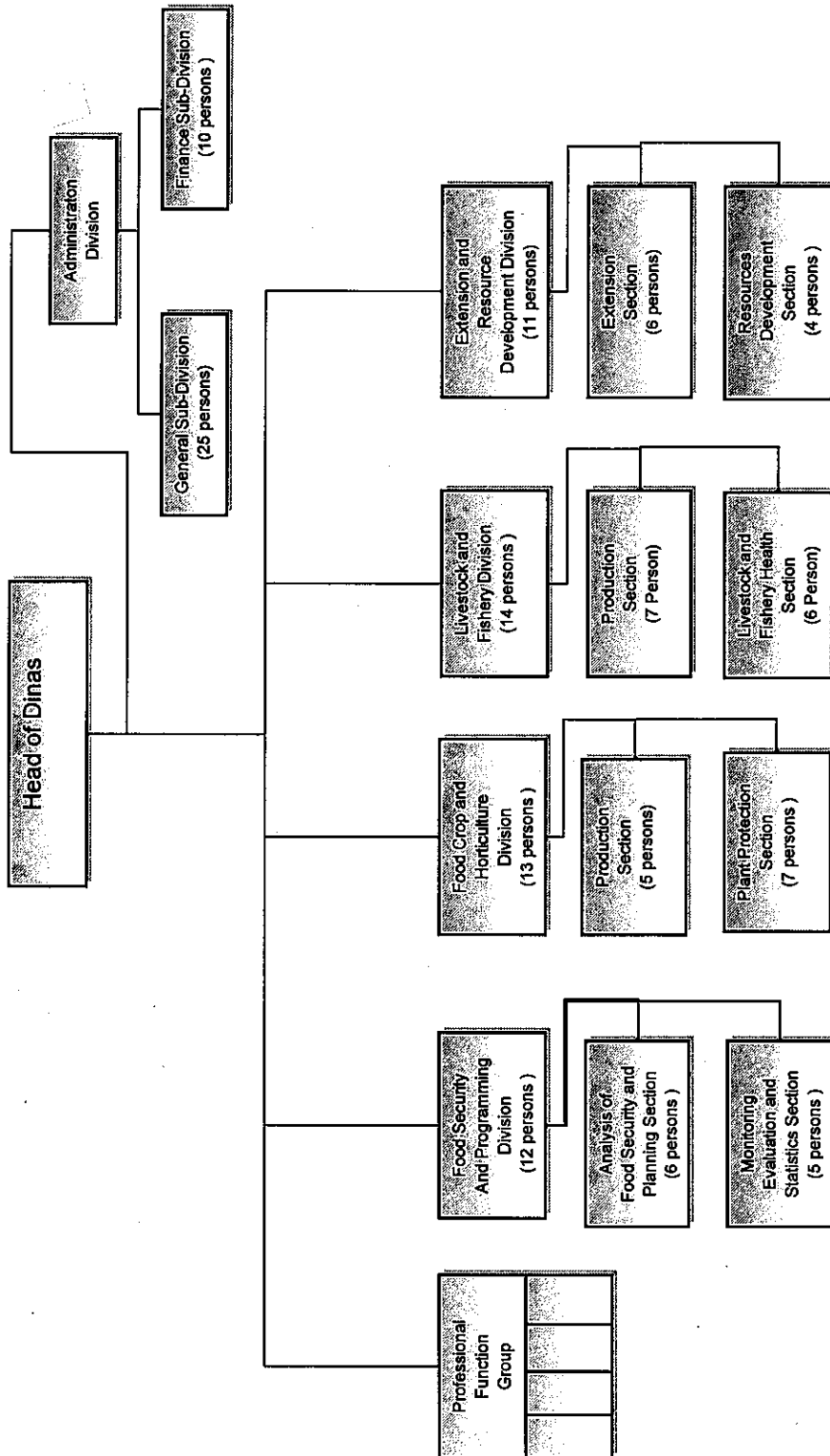
No.	Indicator	Definition	Objective	Source of Data	Monitoring frequency
1	Sample Commodity Yield	The volume of sample commodities (duck, sweet potato or mango) produced by season	To assess the degree of production increase by project implementation	Baseline survey and data from DINAS	Every cropping season
2	Ratio of Incubation (Duck)	The ratio of successful incubation to all eggs in hatchery	To confirm technical improvement of Duck Kelompok Tani	Baseline survey and data from DINAS	Every year
2	Sample Commodity Quality	The ratio of better quality of sample commodities to total production	To evaluate quality improvement of sample commodities	Baseline survey and data from DINAS	Every cropping season
3	Sample Commodity Processing Quantity	The volume of sample commodities (duck, sweet potato or mango) processed product by season	To assess the degree of processing increase by project implementation	Baseline survey and data from DINAS	Every year
4	Product Quality sold through the Group	The volume and the ratio of harvested and/or processed product sold through the group as a group collective activity, not through middlemen	To assess how project enhance capability of the group in marketing	Baseline survey and data from DINAS	Every year
5	Annual Net Income of Farmer	Annual income of the farmer earned by the farming and processing activity	To evaluate degree of contribution to alleviating poverty by implementation of the project	Baseline survey and data from DINAS	Every year
6	Working Condition Improvement	Reduction in the amount of time by men and women of Kelompok Tani to earn certain amount of income	To evaluate how project improve working condition of farmers by assessing the time to earn certain degree of income	Baseline survey and data from DINAS	Every year
7	Profit Sharing Among the Group	How distribution of costs and benefits among the members and between men and women is made in transparent manner	To evaluate how project improve transparency among the group	Baseline survey and data from DINAS	Every year

*Figure*

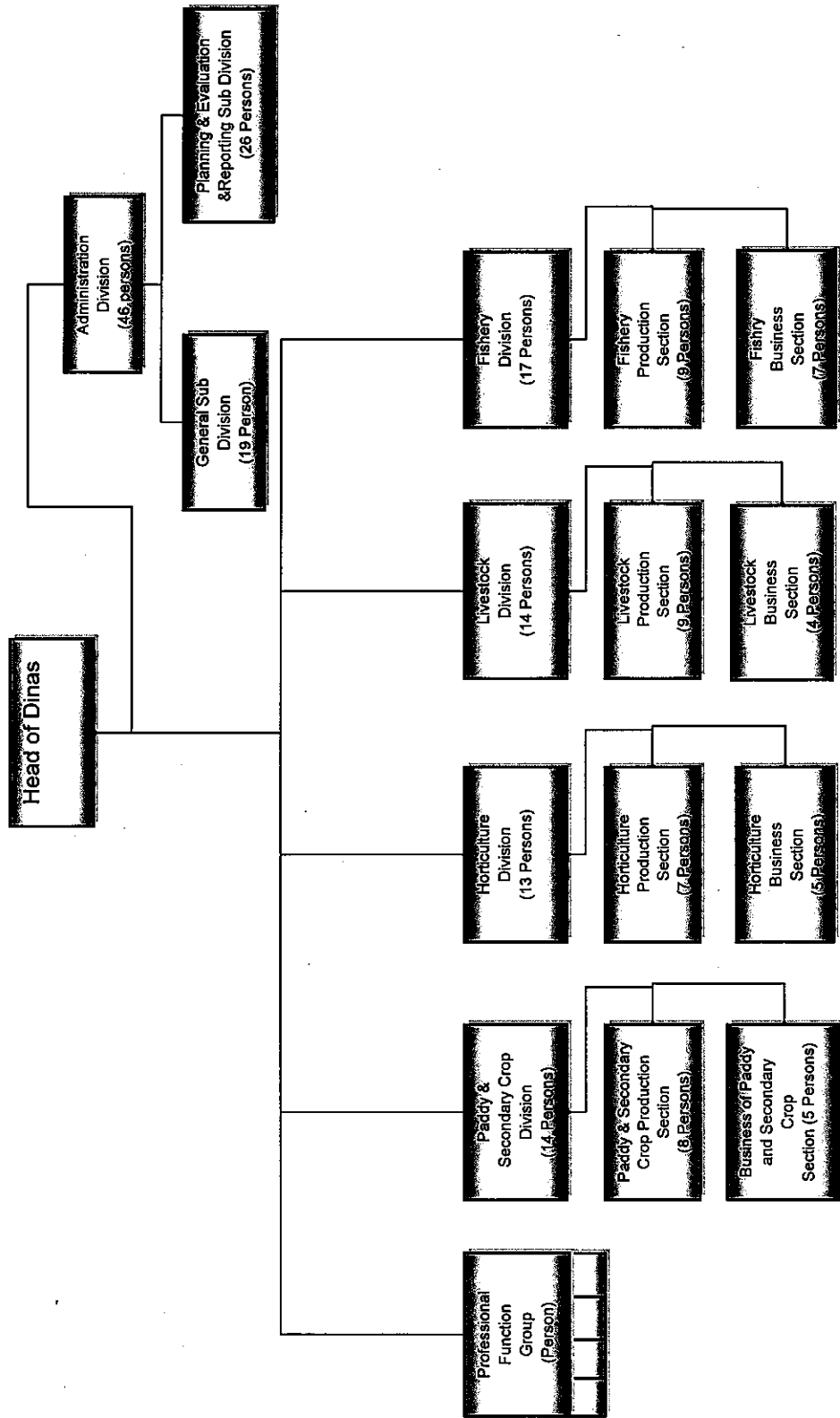




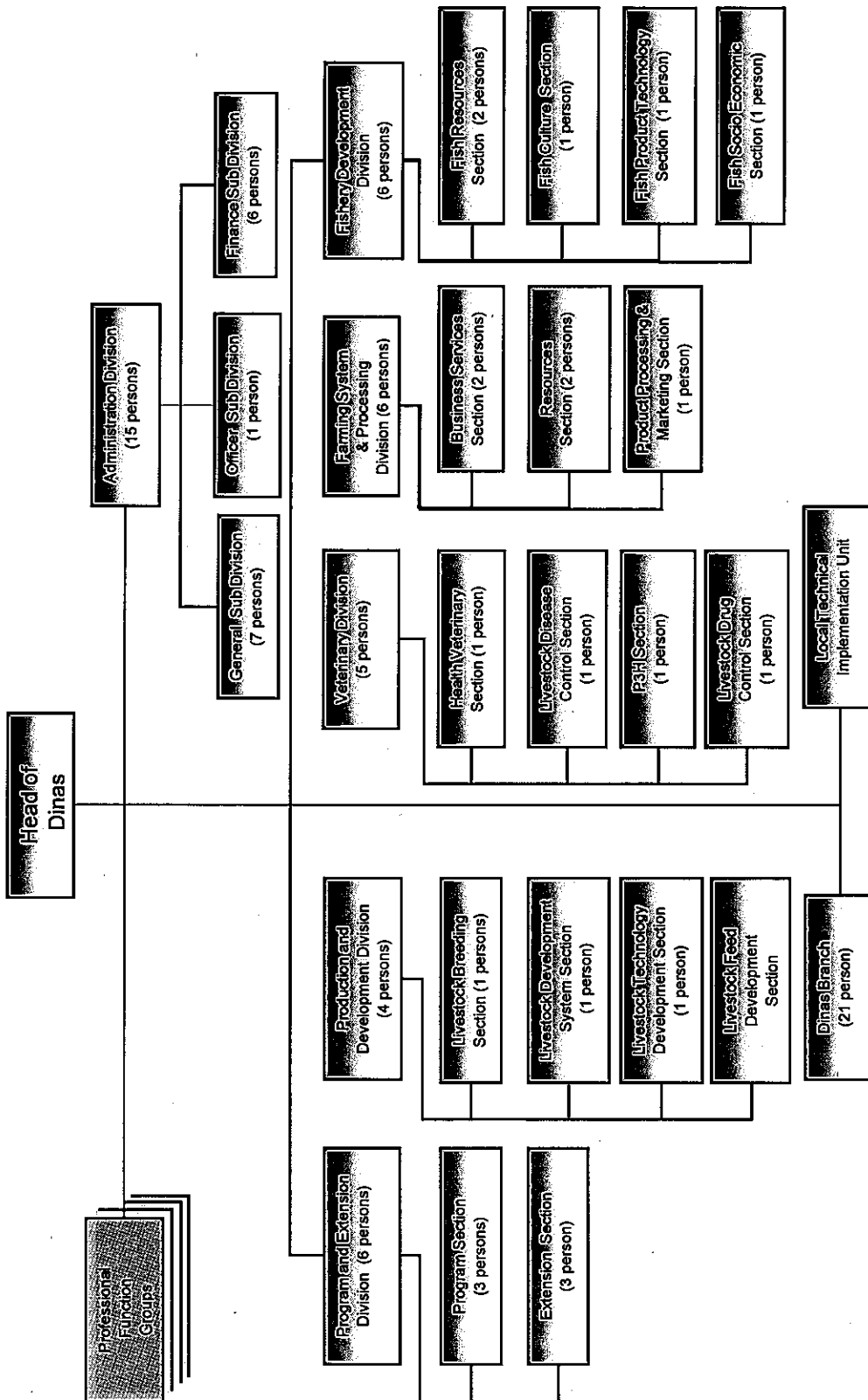
**Figure D 2.2.1 Organizational Structure of Kabupaten Cirebon DINAS Peternakan**



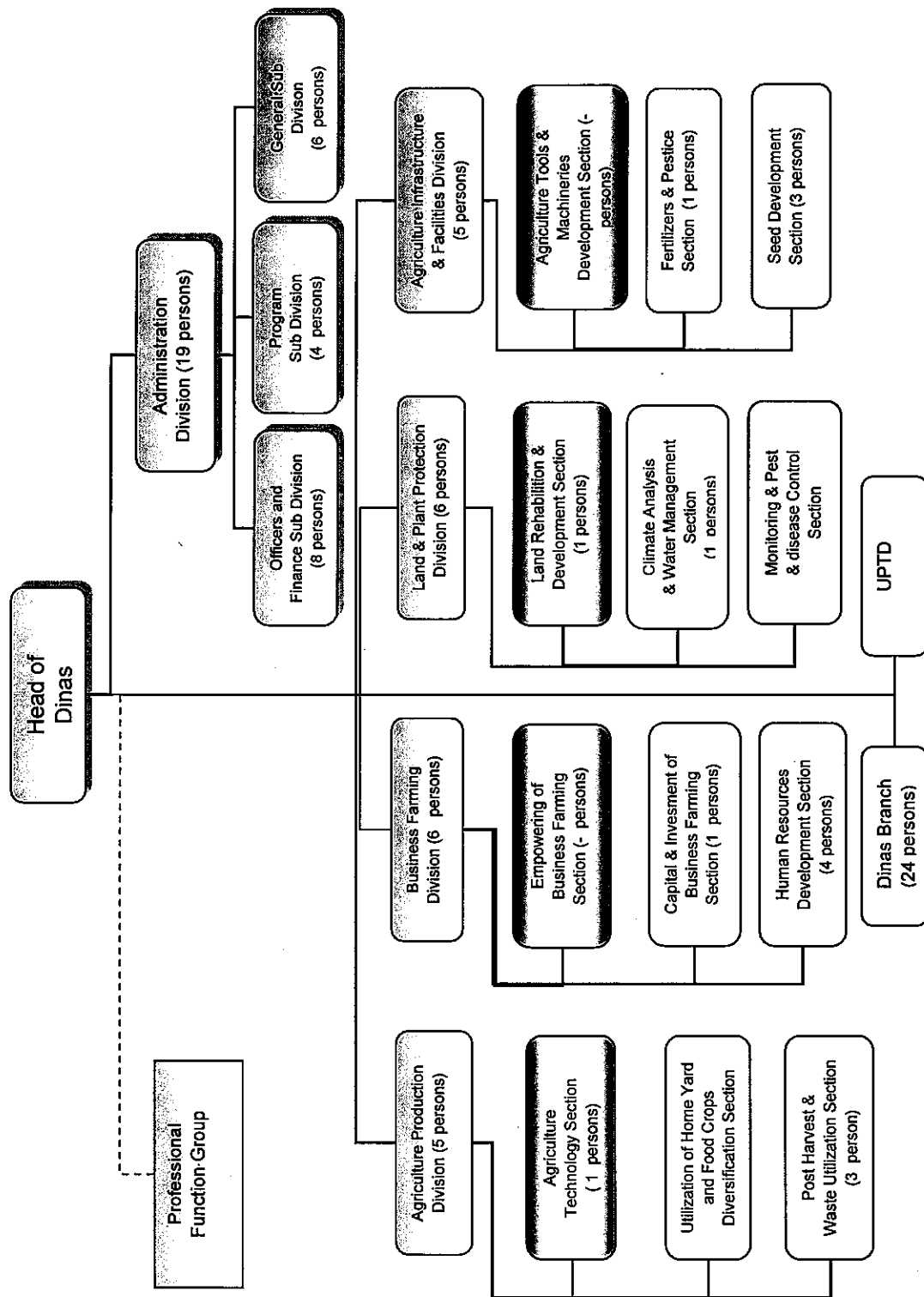
**Figure D 2.2.2 Organizational Structure of Kabupaten Kuningan DINAS Pertanian**



**Figure D 2.2.3 Organizational Structure of Kabupaten Majalengka DINAS Pertanian**



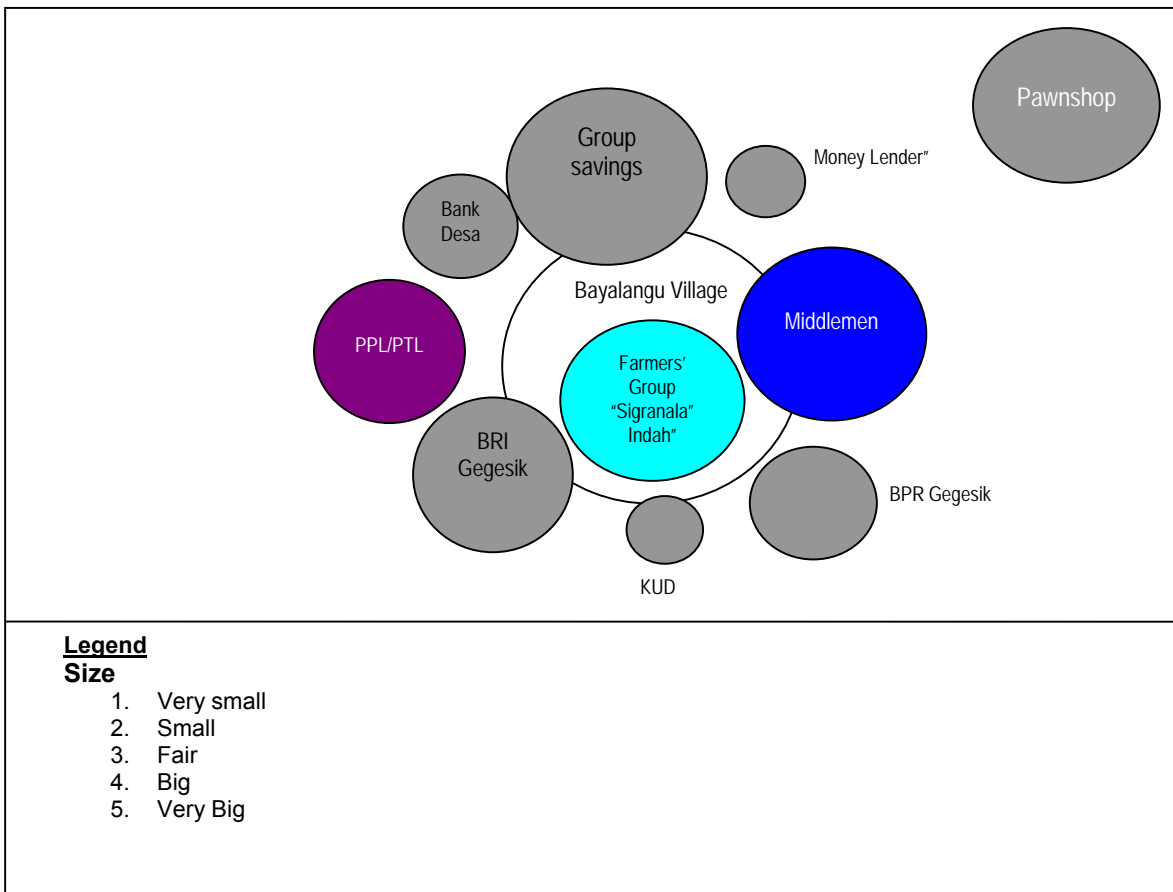
**Figure D 2.2.4 Organizational Structure of Kabupaten Mojkerto DINAS Peternakan**



**Figure D 2.2.5 Organizational Structure of Kabupaten Kediri DINAS Pertanian**

Bayalangu Lor Village, Gegesik Sub-District, Cirebon District

NO.	INSTITUTION	INFLUENCE/BENEFIT
1.	BRI Unit Gegesik	Very big
2.	BPR Gegesik	Big
3.	Pawnshop Arjawinangun	Very big
4.	Money Lender	Small
5.	Village Bank Bayalangu	Fair
6.	Village Unit Cooperatives “Karya Bakti”	Small
7.	Field Extension Worker/Field Technical Worker (PPL/PTL)	Very big
8.	Group Savings	Fair
9.	Middlemen	Very big



**Figure D 3.2.1 Institutional Linkages Kelompok Tani Sigranala Indah**

List of Institution Babadan Village, Cirebon Utara Sub-District, Cirebon District

NO.	Institution	Influence/benefit	NO.	Institution	Influence/benefit
1.	District Animal Husbandry Service	Very big	9	RT/RW (Neighborhood Groupings)	Fair
2	Perambabulan “Al-Qomariyah” Cooperatives	Very big	10	Village Unit Cooperatives Mina Waluya	Small
3	BPD Babadan	Fair	11	Irrigation Service	Very big
4	LPMD Babadan	Fair	12	Fisheries Service	Fair
5	Karang Taruna “Rampak Sekar”	Small	13	Agriculture Service	Big
6	Linmas Babadan	Fair	14	Salty egg processor	Big
7	Mosque Welfare Institution (BKM)	Fair	15	Feed Trader	Very big
8	BPR Cirebon Utara	Fair	16	PKK Babadan	Small

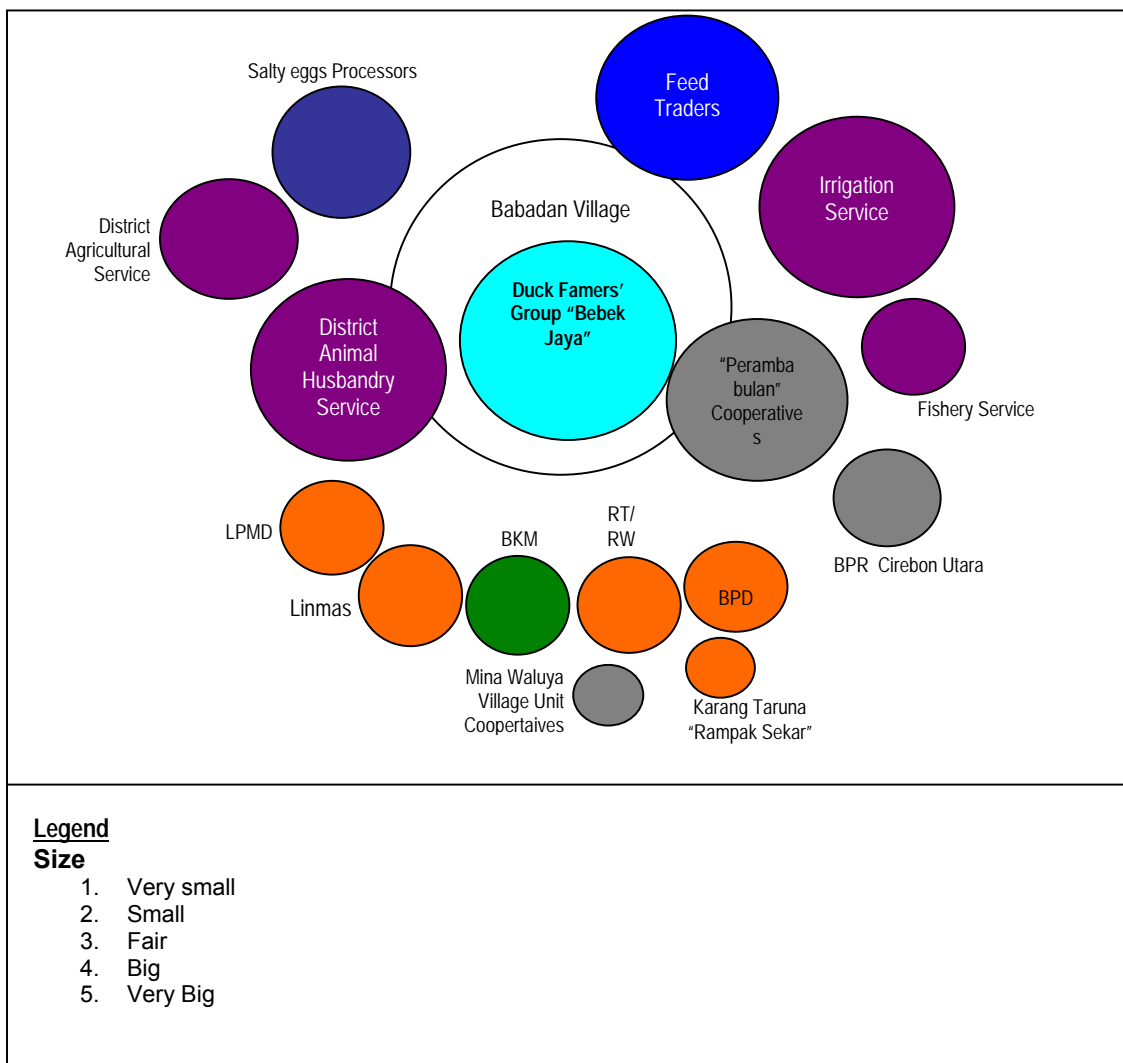
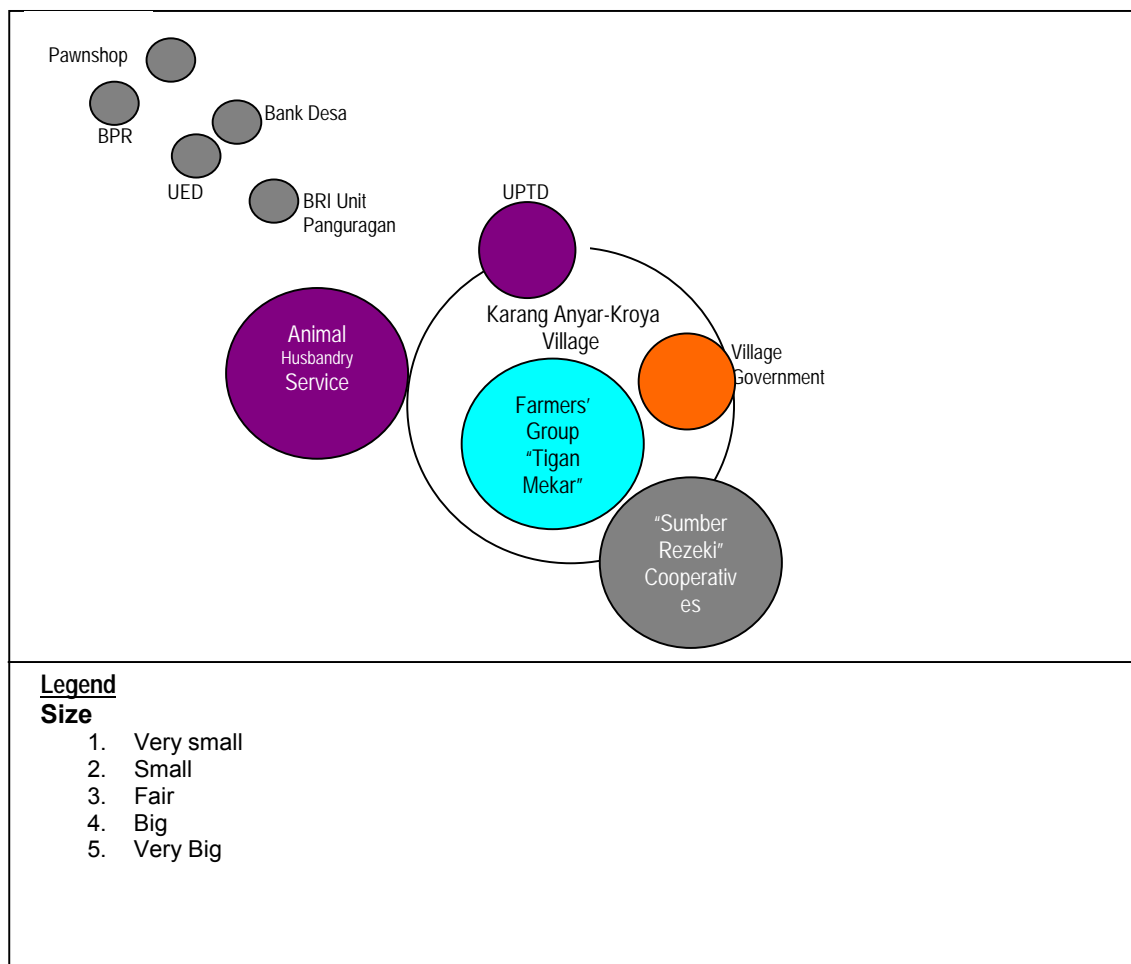


Figure D 3.2.2 Institutional Linkages Kelompok Tani Bebek Jaya

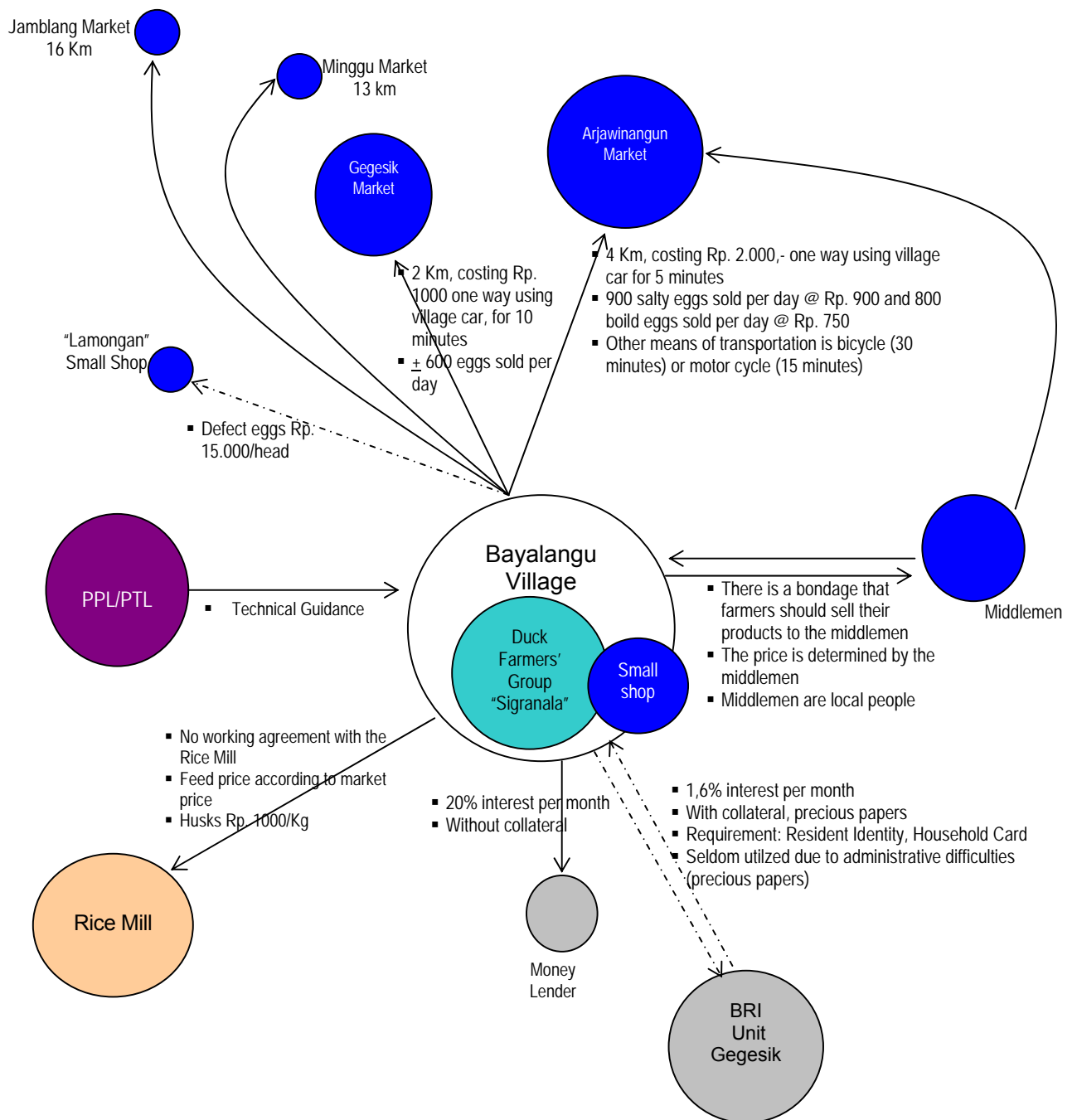
List of Institution  
 Duck Farmers' Group Tigan Mekar  
 Karanganyar-Kroya Village, Panguragan Sub-District, Cirebon District

No.	Institution	Benefit/Influence
1.	Village Government	Fair
2.	Animal Husbandry Service	Big
3.	“Sumber Rezeki” Cooperatives	Big
4.	Panguragan BRI unit	Small
5.	Farmers' Group Tigan Mekar	Very Big
6.	Pawn-shop	Small
7.	Animal Husbandry Field Extension Worker	Fair
8.	BPR Panguragan	Small
9.	Village Economy Business (UED)	Small
10.	Village Bank	Small

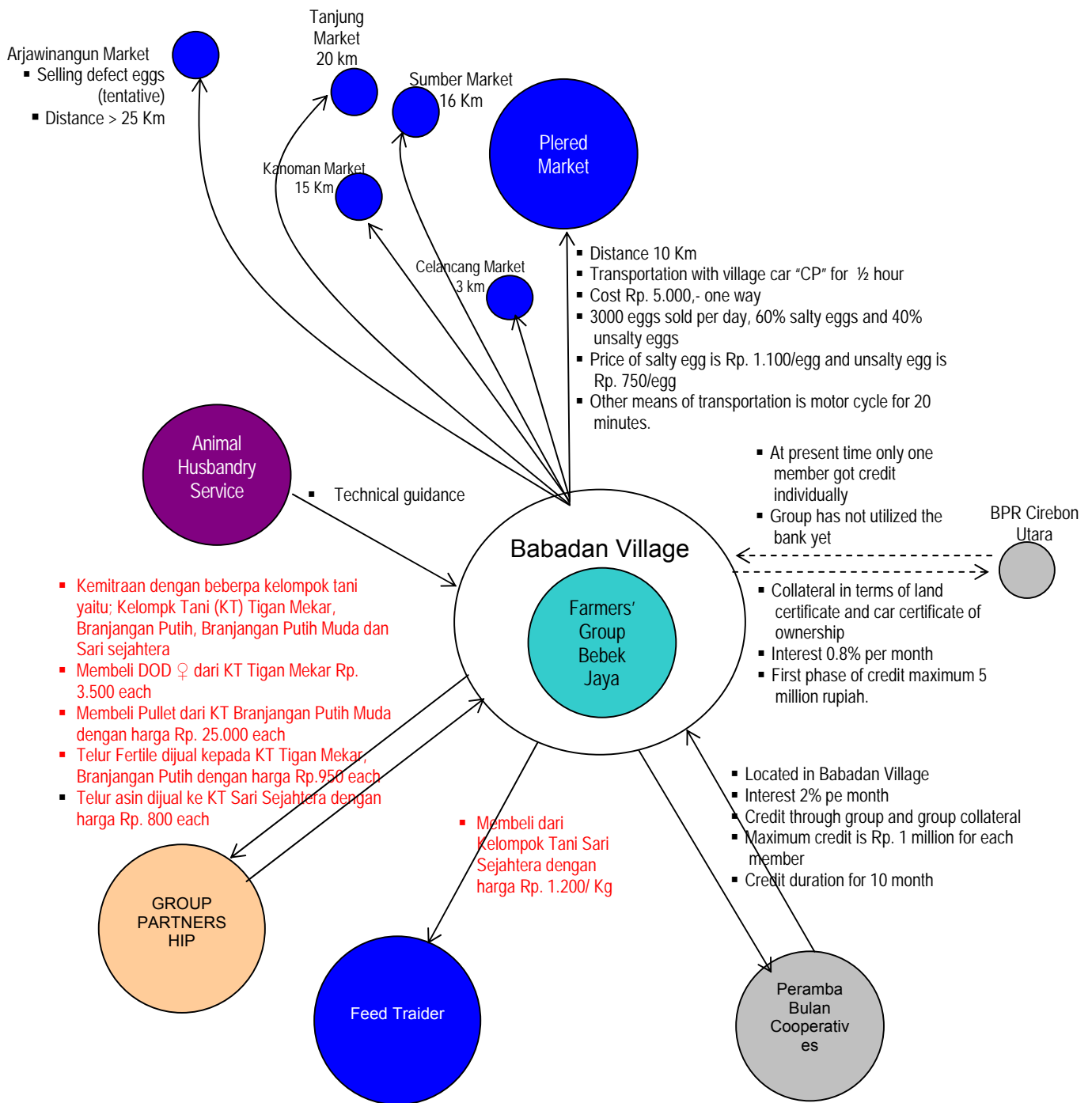


**Figure D 3.2.3 Institutional Linkages Duck Farmers' Group Tigan Mekar**

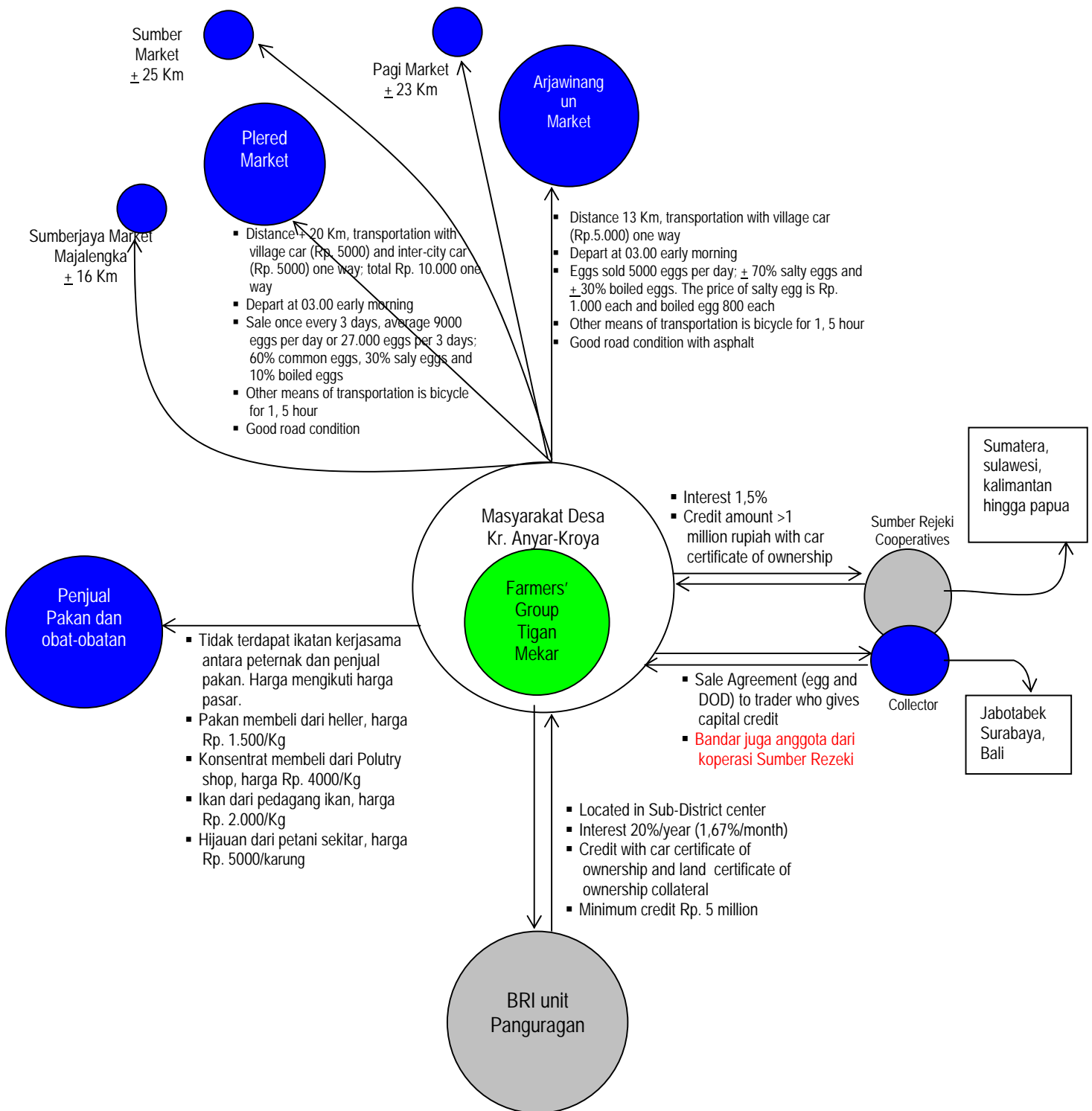




**Figure D 3.2.4 Flow Chart Duck Egg Production-Marketing Kelompok Tani Sigranala Indah**



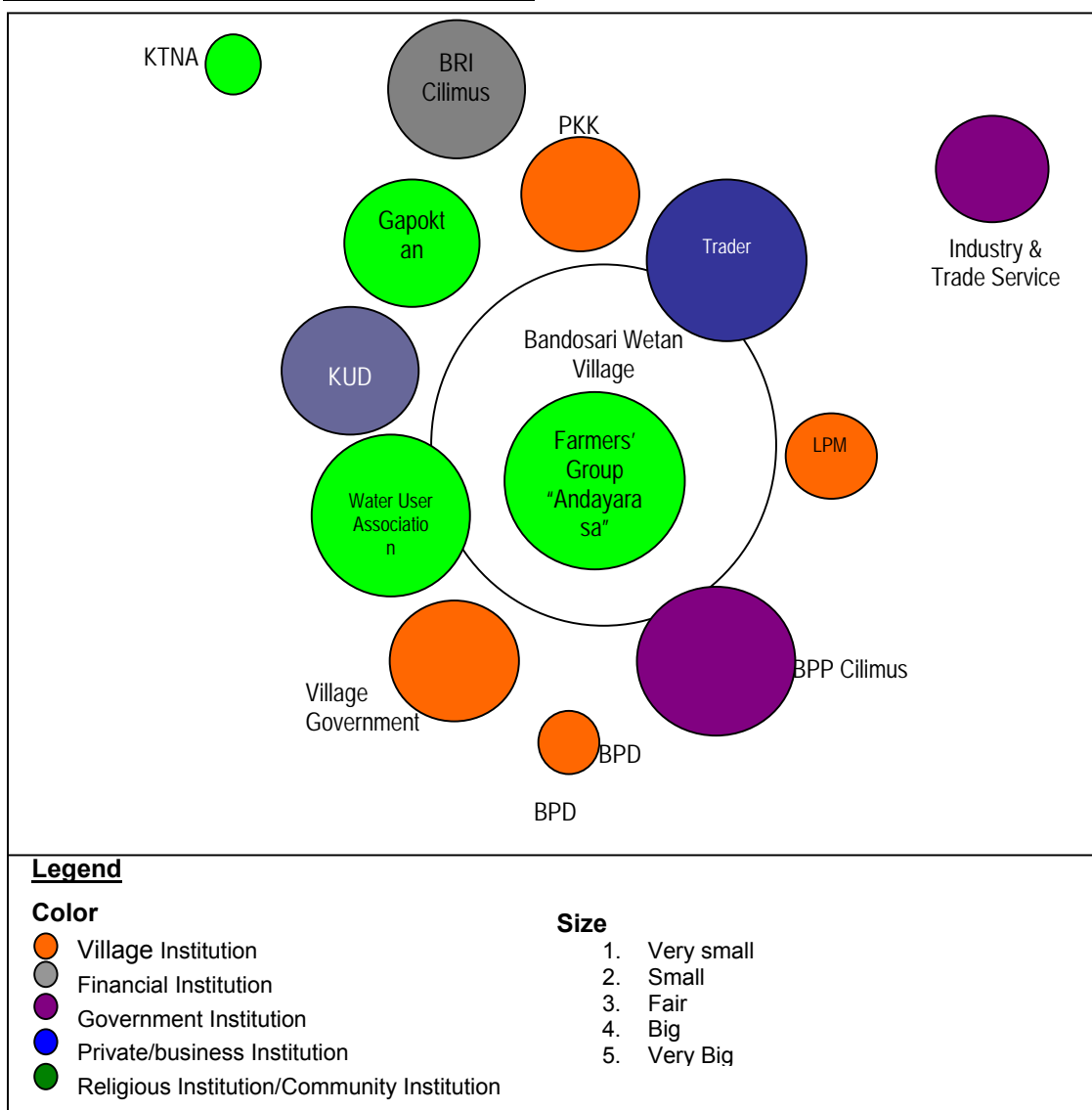
**Figure D 3.2.5 Flow Chart Duck Egg Production-Marketing Kelompok Tani Bebek Jaya**



**Figure D 3.2.6 Flow Chart of Duck Egg Production-Marketing Kelompok Tani Tigan Mekar**

List of Institution Farmers' Group Andayarsa  
Bandorasa Wetan Village, Cilimus Sub-District, Kuningan District

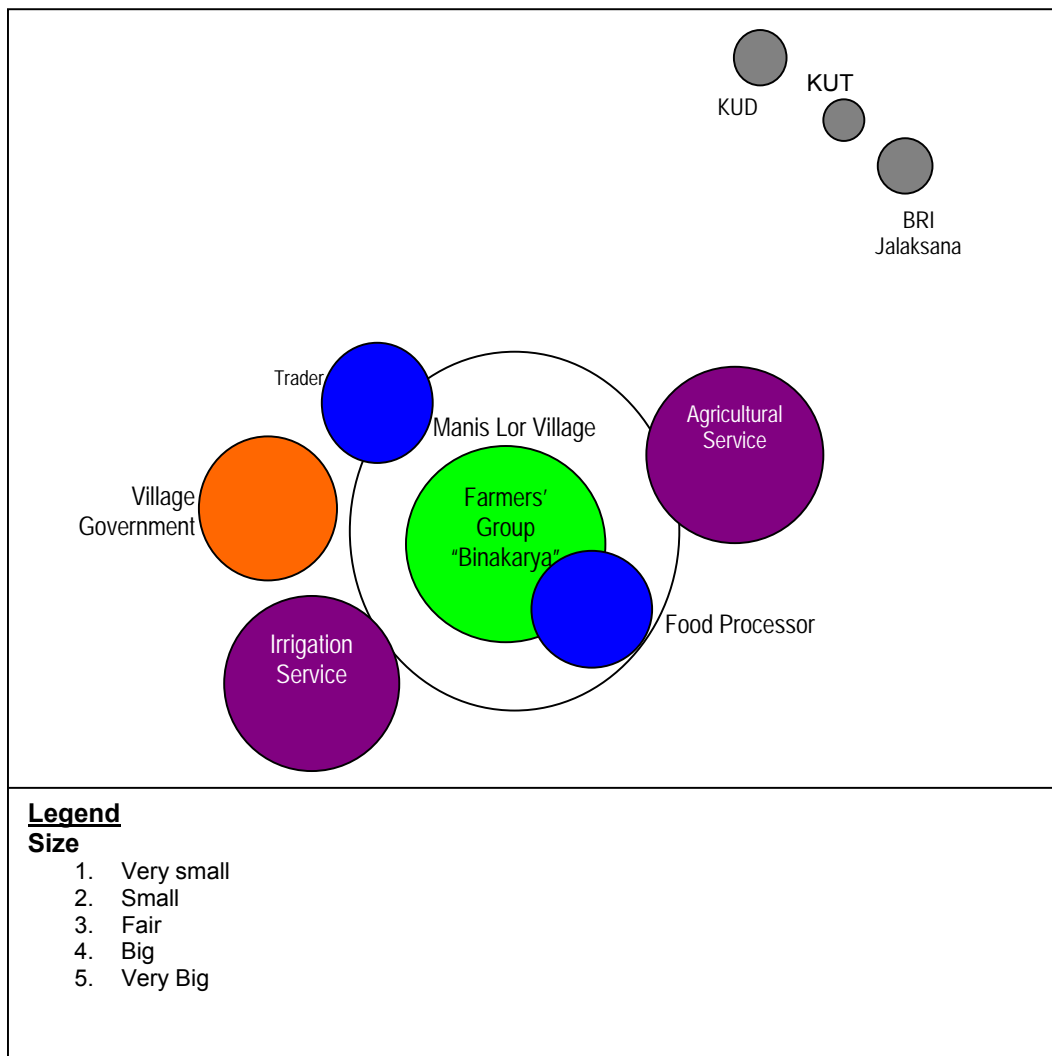
No.	Institution	Benefit/Influence	No.	Institution	Benefit/Influence
1	Village Government	Big	8	PKK Bandorasa Wetan	Big
2	BPP Cilimus	Very big	9	BPD Bandorasa Wetan	Small
3	KUD Bandorasa Wetan	Big	10	Association of Farmers' Group(Gapoktan)	Big
4	BRI unit Cilimus	Big	11	Key Farmers (KTNA)	Very Small
5	Water User Association	Very big	12	Trader	Very Small
6	Industry and Trade Service	Big	13	Farmers' Group Andayarsa	Very Big
7	LPM Bandorasa Wetan	Medium			



**Figure D 3.2.7 Institutional Linkages Kelompok Tani Andayarsa**

List of Institution  
Farmers' Group Binakarya, Manis Lor Village, Jalaksana Sub-District, Kuningan District

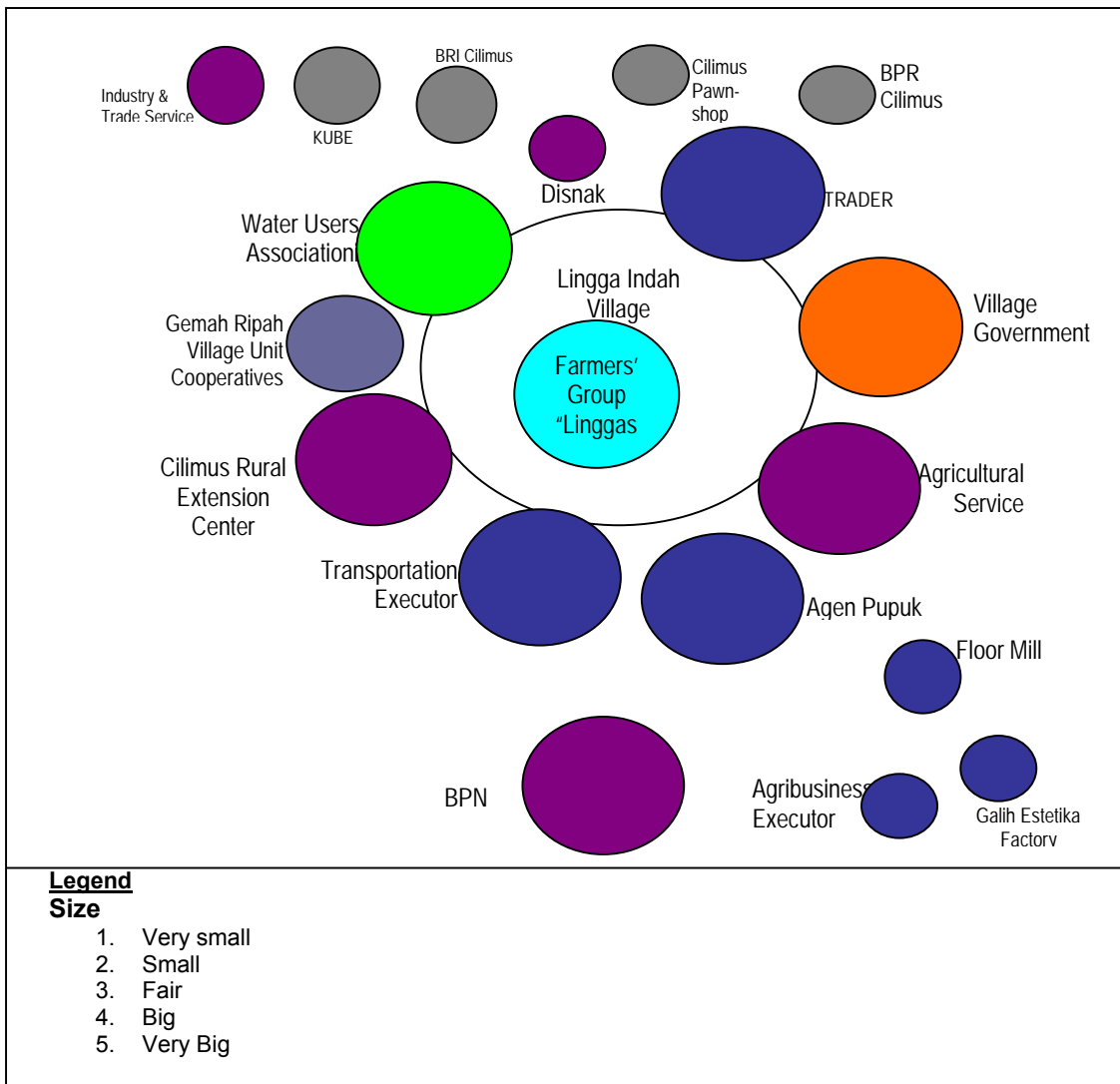
No.	Institution	Benefit/Influence
1.	Farmers' Group Binakarya	Very Big
2.	Village Government	Big
3.	BRI Cilimus	Small
4.	Village Unit Cooperatives	Small
5.	Rural Extension Center/ Agriculture Field Extension Worker	Very Big
6.	Irrigation Service	Very Big
7.	Feed Processor Group	Medium
8.	Agricultural Business Credit (KUT)	Very Small
9.	Trader	Medium



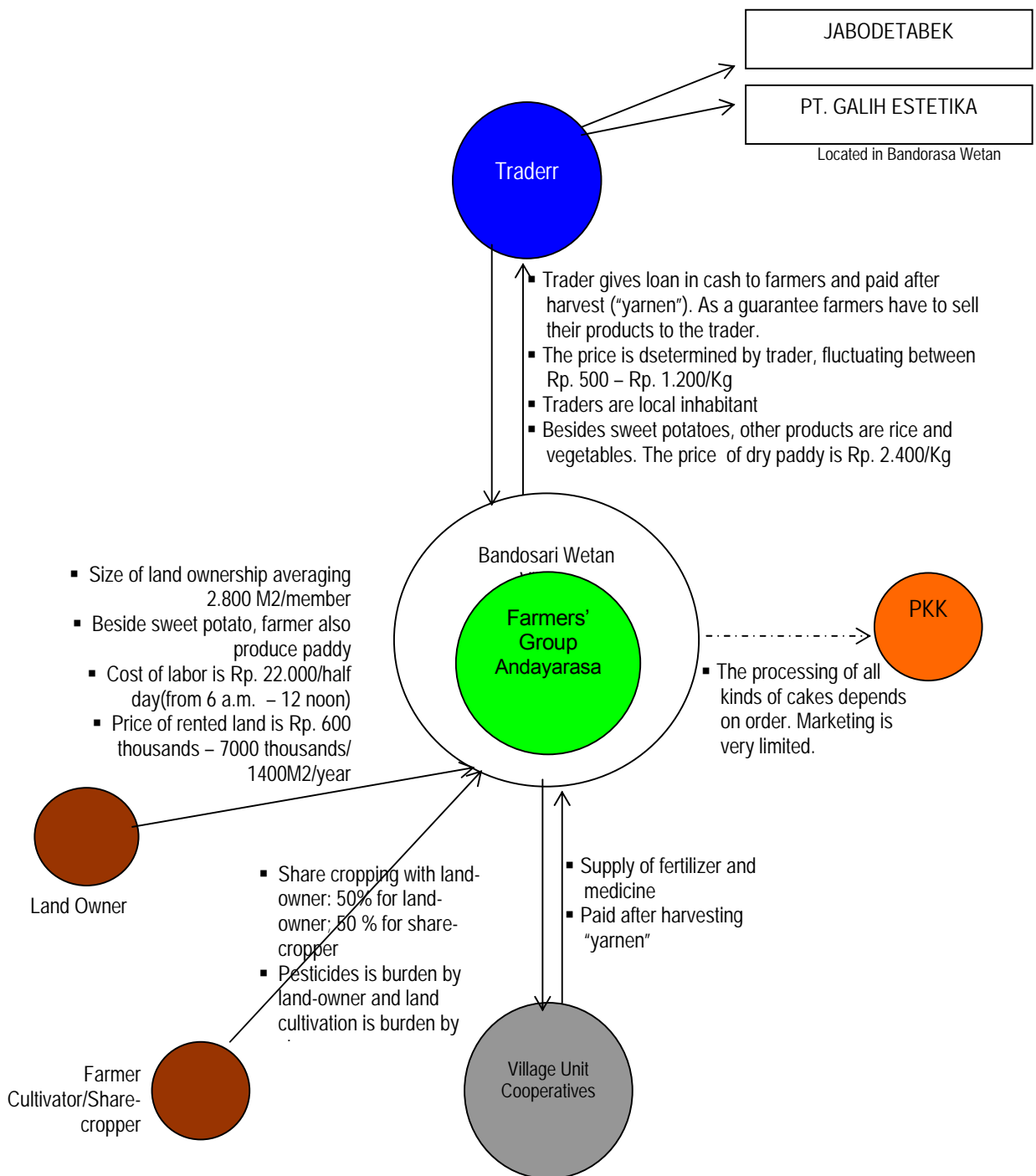
**Figure D 3.2.8 Institutional Linkages Farmers' Group Binakarya**

List of Institution  
Farmers' Group Linggasari 2, Lingga Indah Village, Cilimus Sub-District, Kuningan District

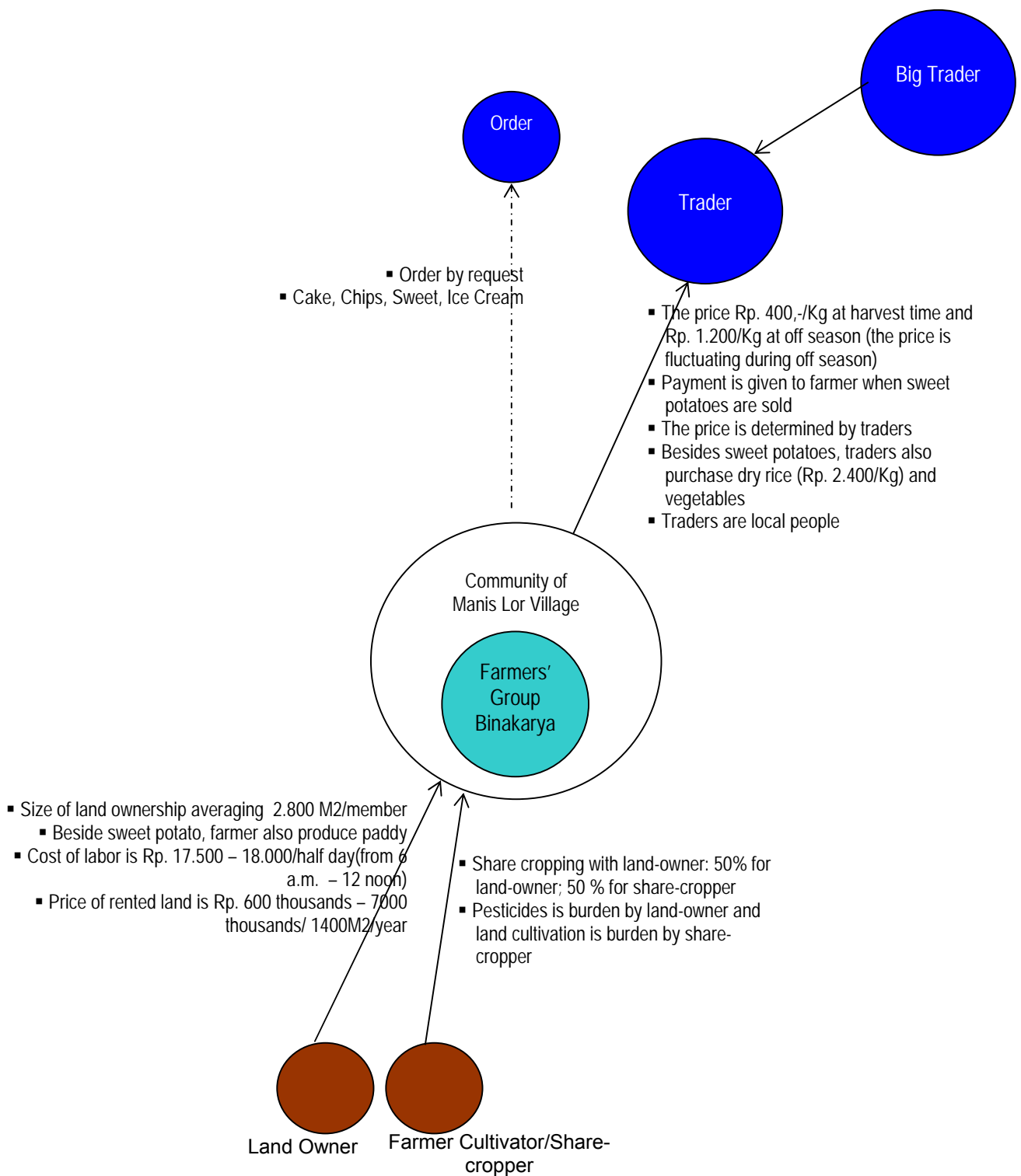
No.	Institution	Benefit/Influence	No.	Institution	Benefit/Influence
1	Village Government	Big	11	Agro-business Entrepreneur	Small
2	Farmers' Group "Linggasari II"	Big	12	"Galih Estetika" Factory	Small
3	Agricultural Service	Big	13	Floor Mill	Small
4	BRI Cilimus	Small	14	Water Users Association	Big
5	Trader	Big	15	BPN	Big
6	"Gemah Ripah" Village Unit Cooperatives	Sedang	16	Transportation Entrepreneur	Big
7	Cilimus Pawn-shop	Small	17	KUBE (Group Business) Department of Social Welfare	Small
8	BPR Cilimus	Small	18	Trade Service	Small
9	BPP Cilimus	Big	19	Animal Husbandry Service	Small
10	Fertilizer Agent	Big			



**Figure D 3.2.9 Institutional Linkages Kelompok Tani Linggasari II**

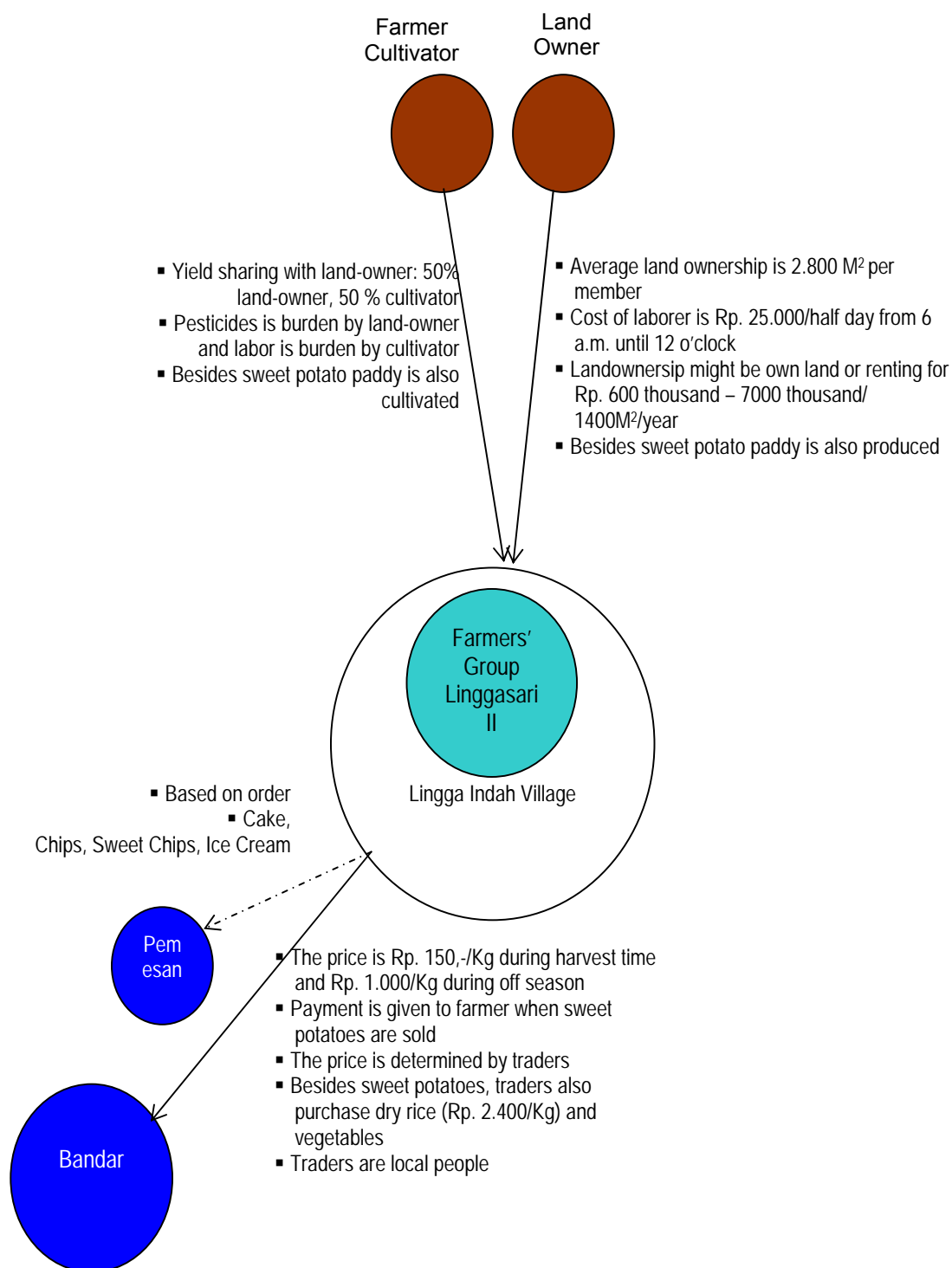


**Figure D 3.2.10 Flow Chart Duck Egg Production-Marketing Kelompok Tani Andayarasa**



**Figure D 3.2.11 Flow Chart Sweet Potato Production-Marketing Kelompok Tani Binakarya**

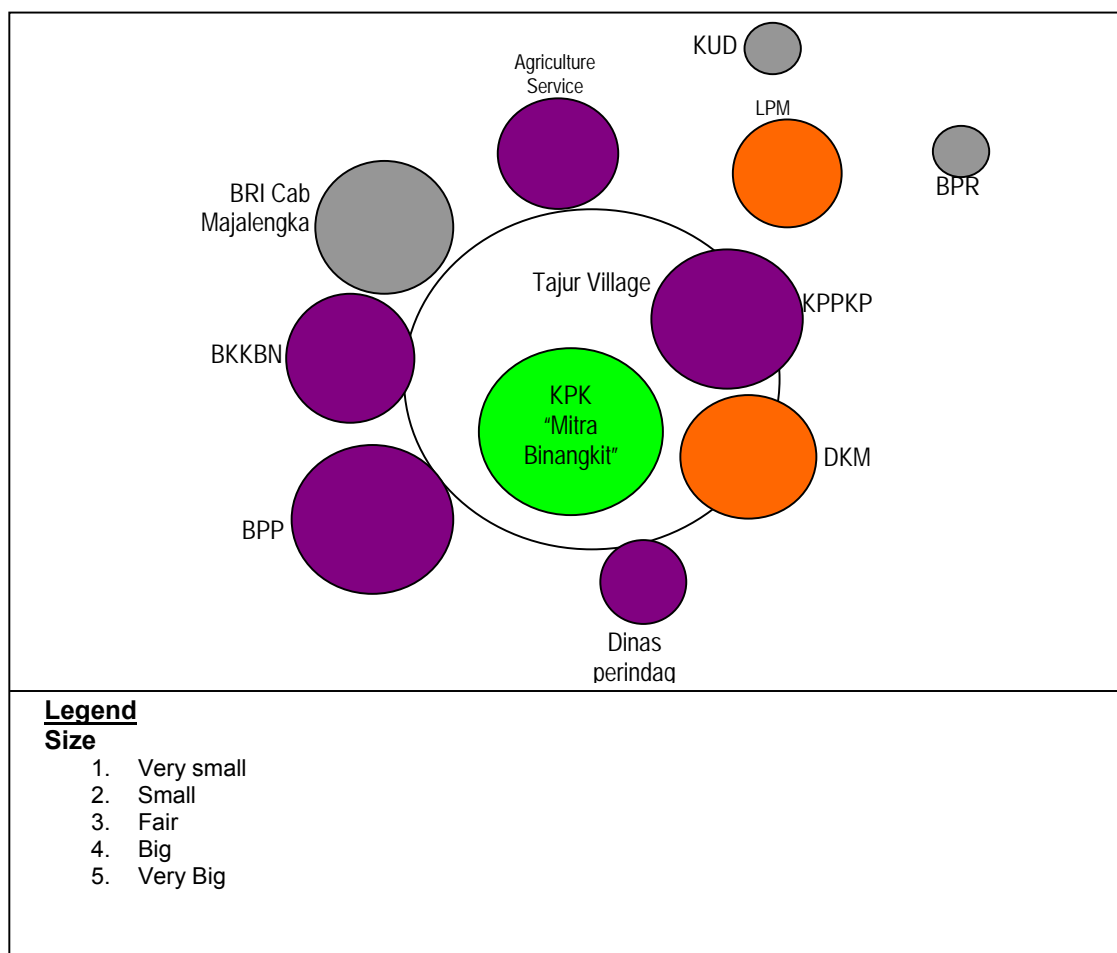




**Figure D 3.2.12 Flow Chart Sweet Potato Production-Marketing Kelompok Tani Linggasari II**

List of Institution  
 KPK Mitra Binangkit, Tajur Village, Cigasong Sub-District, Majalengka District

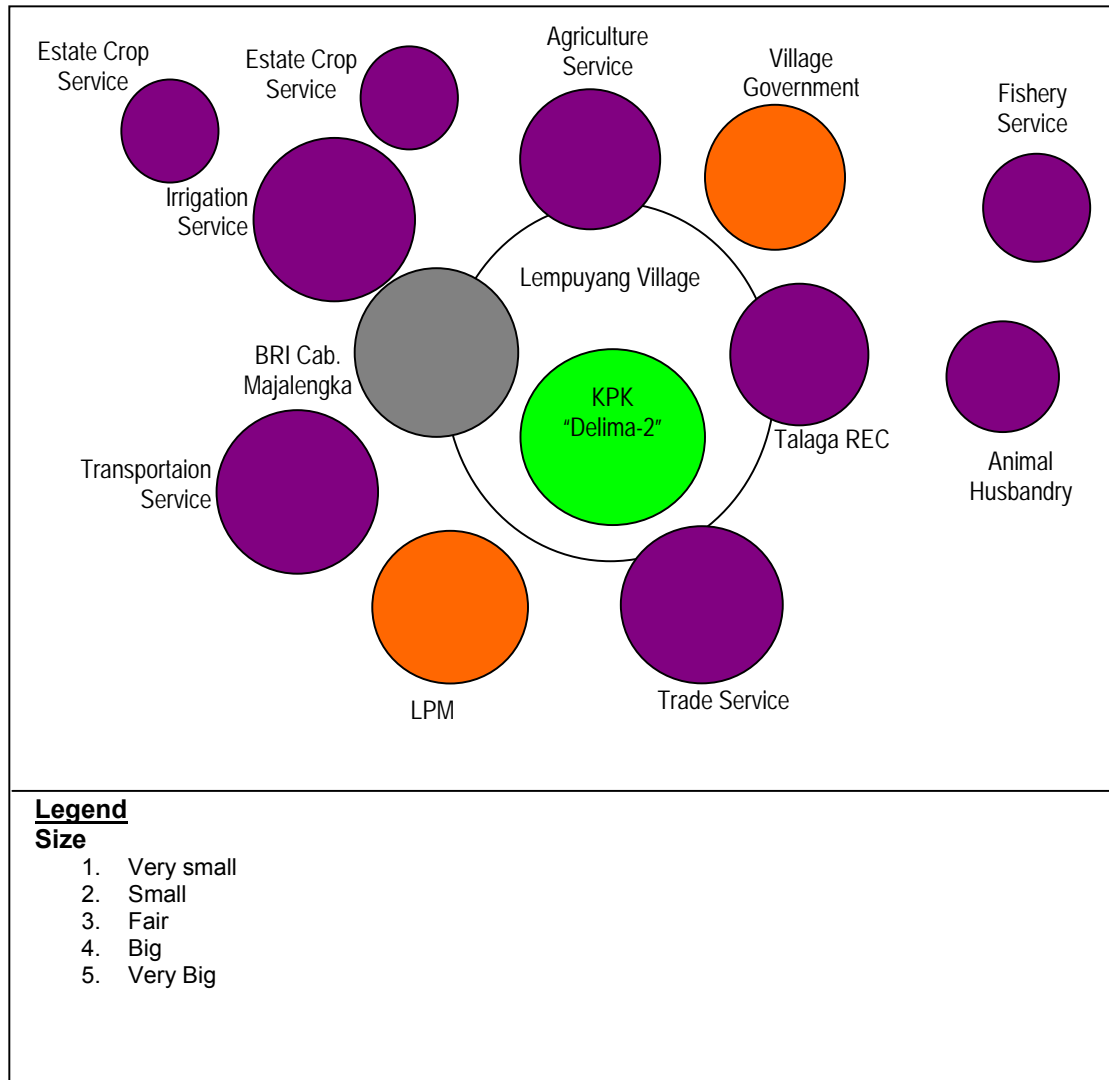
No.	Institution	Benefit/Influence
1.	Agricultural Service	Big
2.	“Mekar Tani” Village Unit Cooperatives	Small
3.	LPM (Community Empowerment Institute)	Fair
4.	BPR Cigasong	Small
5.	KPPKP (Kantor Penyuluhan Pertanian dan Ketahanan Pangan/Office of Agricultural Extension and Food Security)	Very Big
6.	DKM (Dewan Kemakmuran Masjid Mosque Welfare Council)	Very Big
7.	Industry and Trade Service	Faair
8.	BPP (Rural/Agricultural Extension Center)	Very Big
9.	BKKBN (Badan Koordinasi Keluarga Berencana Nasional/Agency for National Coordination on Family Planning National)	Very Big
10.	BRI Cab Majalengka	Very Big
11.	KPK “Mitra Binangkit”	Very Big



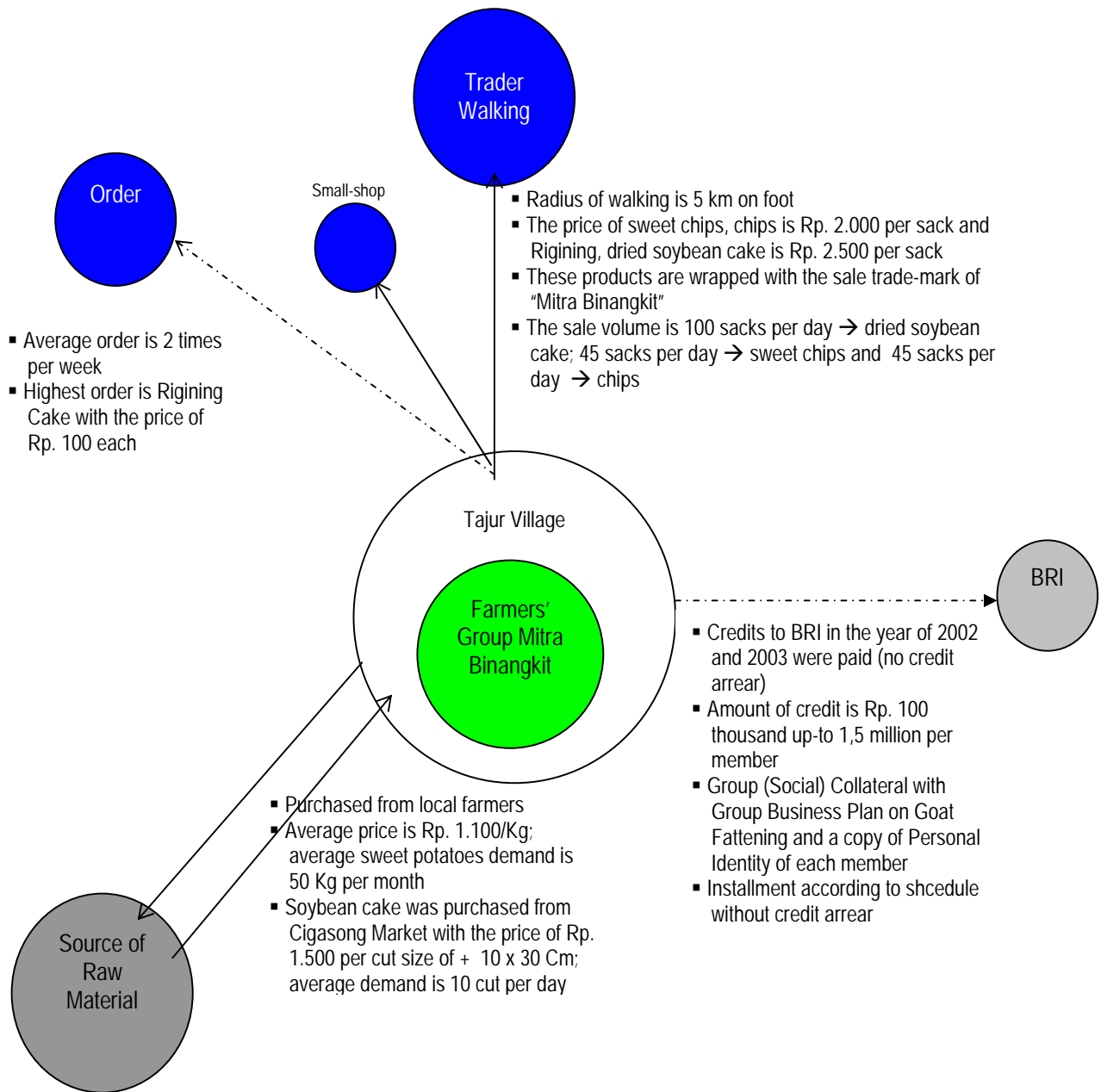
**Figure D 3.2.13 Institutional Linkages KPK Mitra Binangkit**

List of Institution  
Women Farmers' Group Delima-2, Lampuyang Village, Talaga Sub-District, Majalengka District

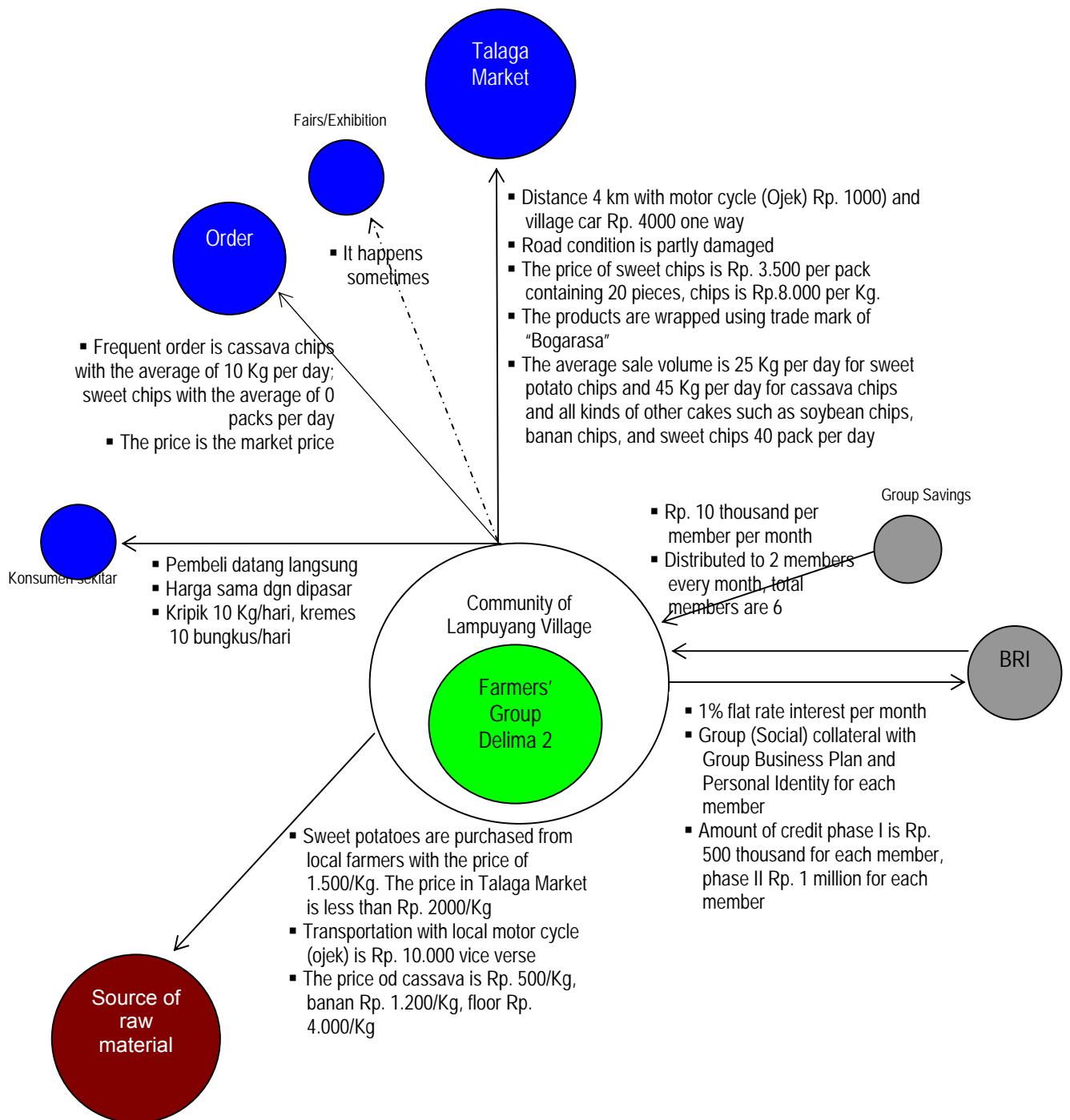
No.	Institution	Benefit/Influence	No.	Institution	Benefit/Influence
1	Estate Crop Service	Very Big	8	Transportation service	Very Big
2	Agriculture Service	Big	9	LPM (Community Empowerment Institute)	Very Big
3	Village Government	Big	10	Trade Service	Very Big
4	Fishery Service	Medium	11	Talaga Rural/Agricultural Extension Center/REC	Big
5	Irrigation Service	Very Big	12	Animal Husbandry Service	Medium
6	BPD (Village Discussion / Concensus Council)	Sedang	13	KPK Delima 2	Very Big
7	BRI Cab. Majalengka	Very Big			



**Figure D 3.2.14 Institutional Linkages Kelompok Tani Delima-2**



**Figure D 3.2.15 Flow Chart of Sweet Potato Production-Marketing Kelompok Tani Mitra Binangkit**



**Figure D 3.2.16 Flow Chart of Sweet Potato Production-Marketing Kelompok Tani Delima-2**

List of Institution  
Farmers' Group Tani Mulyo, Mejoyo Village, Bangsal Sub-District, Mojokerto District

No.	Institution	Influence/Benefit	No.	Institution	Influence/Benefit
1	PKK (Family Welfare Empowerment)	Big	10	Muslimat (Religious Organization)	Very Big
2	Karang Taruna (Youth Organization)	Fair	11	LPM (Community Empowerment Institute)	Small
3	"Roukhul Jannah" Mosque Youth	Fair	12	BPD (Village Discussion/Consensus Council)	Small
4	Farmers' Group "Tani Mulyo"	Big	13	Village Government	Very big
5	Duck Farmers' Group "Tani Mulyo"	Very Big	14	Neighborhood Savings	Fair
6	PUEM (Community Economic Activity Empowerment)	Big	15	"KPK Gabungan"/P4K Cooperatives	Small
7	BRI Bangsal	Very big	16	Field Extension Worker	Big
8	Money Lender	Small	17	BKD (Bank Kredit Desa/Village Credit Bank)	Fair
9	Pawn-shop	Small			

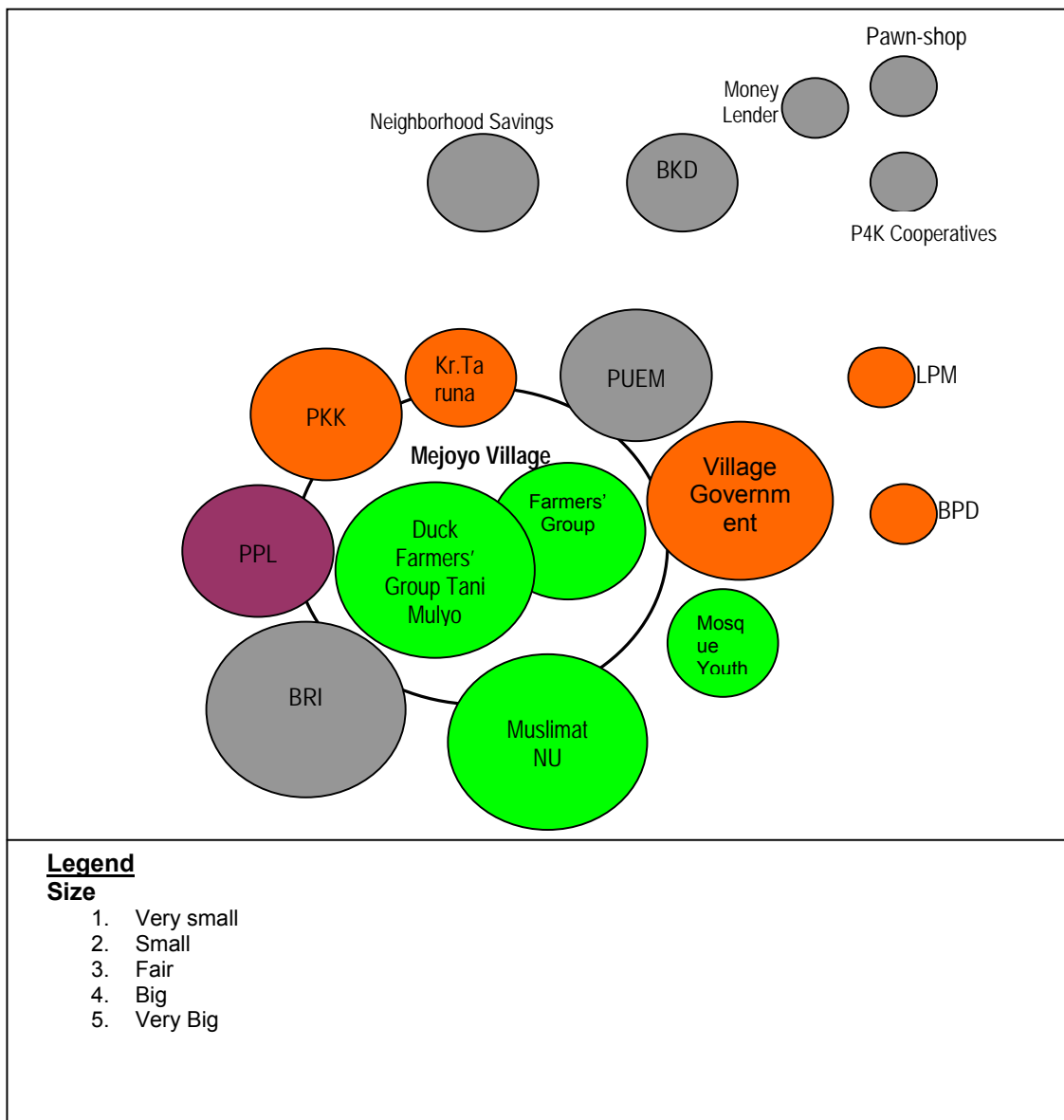
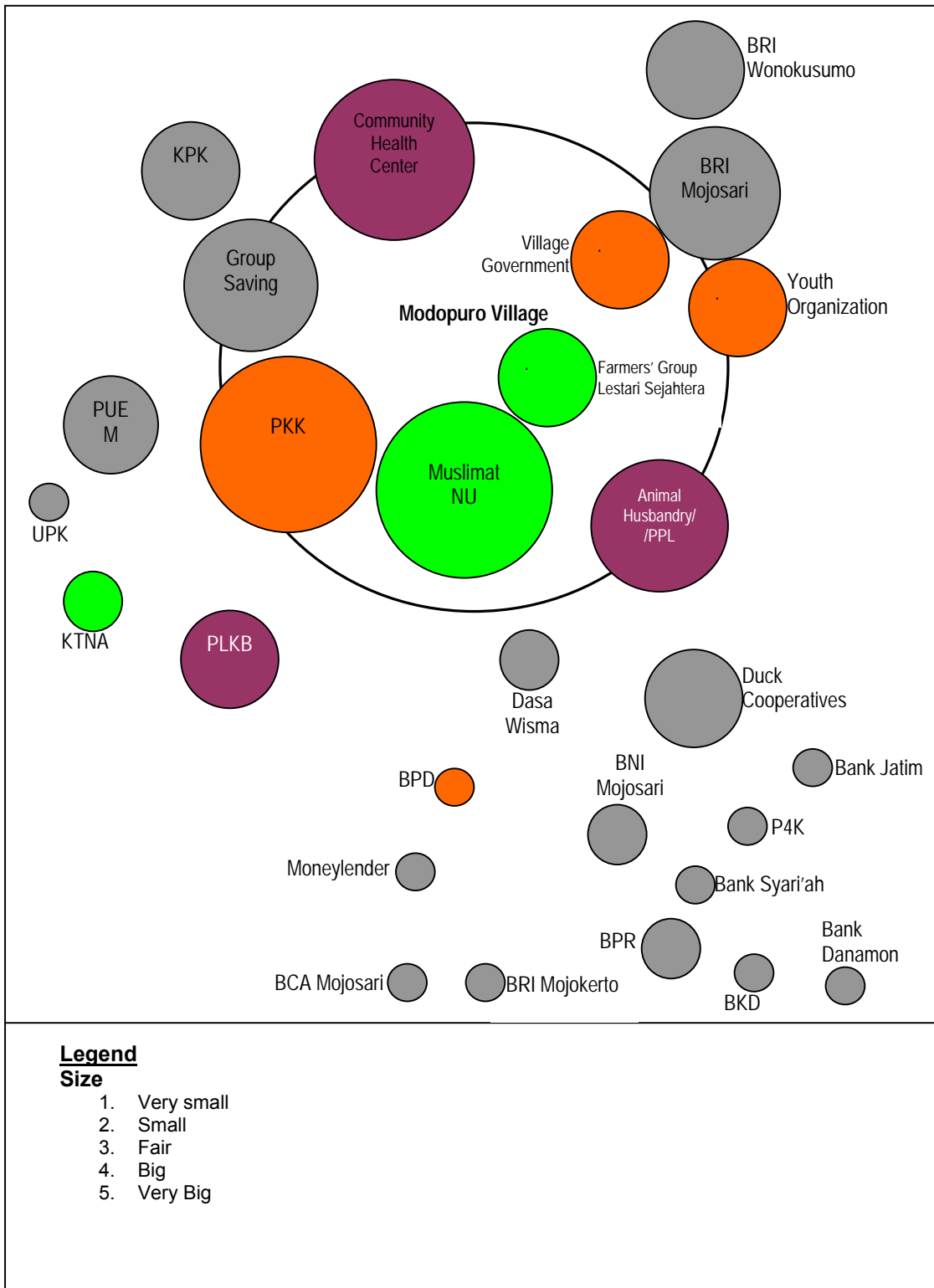


Figure D 3.2.17 Institutional Linkages Kelompok Tani Tani Mulyo

NO.	INSTITUTION	INFLUENCE/BENEFIT
1.	Puskesmas (Community Health Center)	Very Big
2.	Muslimat NU (NU Religious Organization)	Very Big
3.	Dasa Wisma (Ten Houses Grouping)	Small
4.	Animal Husbandry Service/PPL	Big
5.	BPD (Village Discussion/Consensus Council)	Very small
6.	"Lestari Sejahtera" Duck Cooperatives	Fair
7.	Group Savings	Big
8.	Money lender	Very Small
9.	BCA Mojosari	Very Small
10.	BRI Mojosari	Big
11.	KTNA (National Key Farmer)	Small
12.	P4K (Income Generating Project for Small Farmers)	Very Small
13.	PUEM (Community Economic Activity Empowerment)	Fair
14.	KPK (Small Farmers' Group)	Fair
15.	PKK (Family Welfare Empowerment)	Very Big
16.	Karang Taruna (Youth Organization)	Fair
17.	BNI Mojosari	Big
18.	Farmers' Group Lestari Sejahtera	Fair
19.	Village Government	Fair
20.	Bank Syari'ah Mandiri	Very Small
21.	Bank Jatim Cabang Mojokerto	Very Small
22.	BRI Cab. Mojokerto	Very Small
23.	BPR Mojosari	Small
24.	PLKB (Family Planning Field Worker)	Fair
25.	BRI Unit Wonokusumo	Fair
26.	UPK (Family Empowerment Activity) Mojosari	Very small
27.	Bank Danamon Cabang Mojokerto	Very Small
28.	BKD (Village Credit Bank)	Very Small

**Figure D 3.2.18 Institutional Linkages Kelompok Tani Lestari Sejahtera (1/2)**

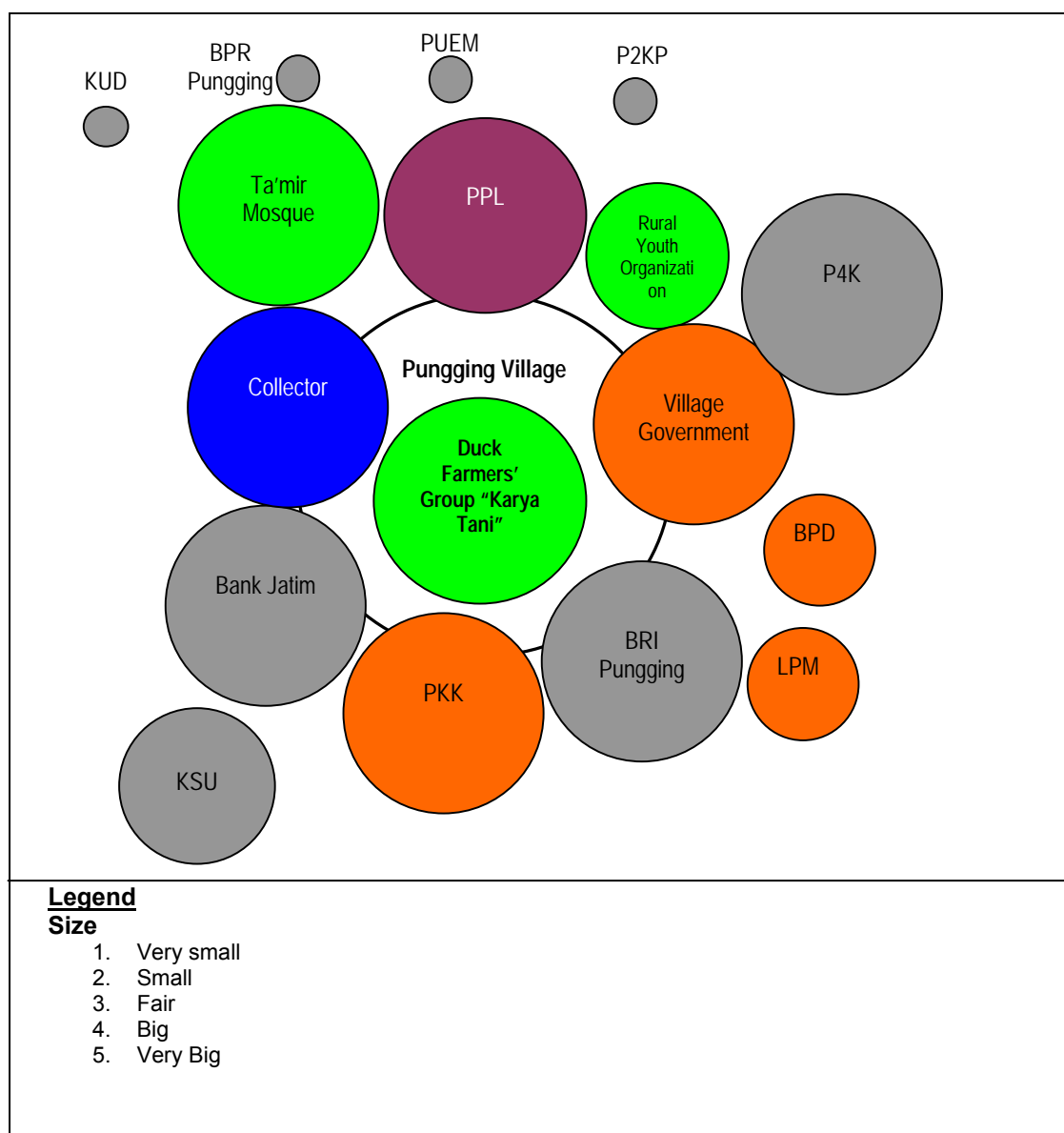


**Figure D 3.2.18 Institutional Linkages Kelompok Tani Lestari Sejahtera (2/2)**

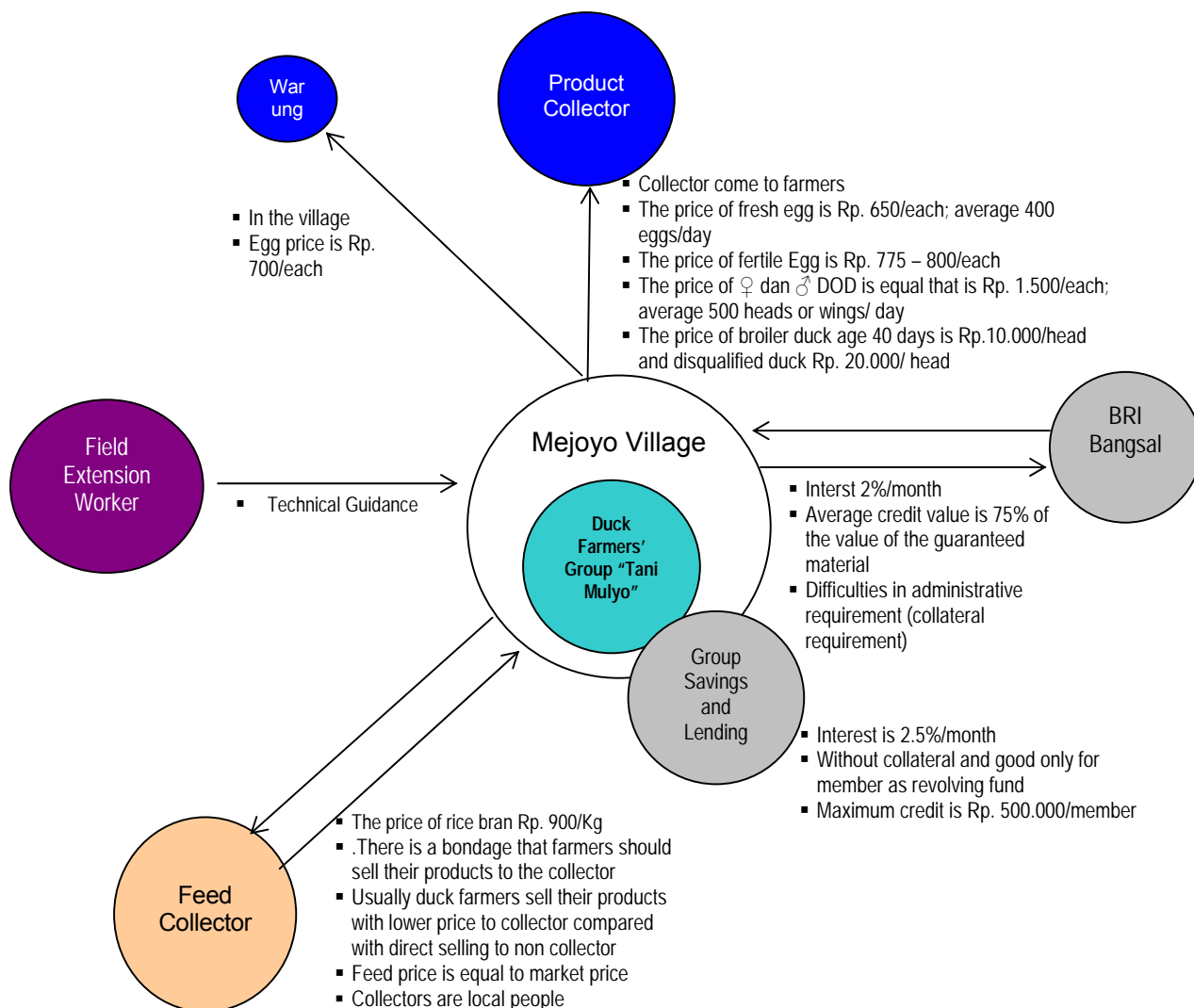


List of Institution  
Farmers' Group Karya Tani, Pungging Village, Pungging Sub-District,  
Mojokerto District

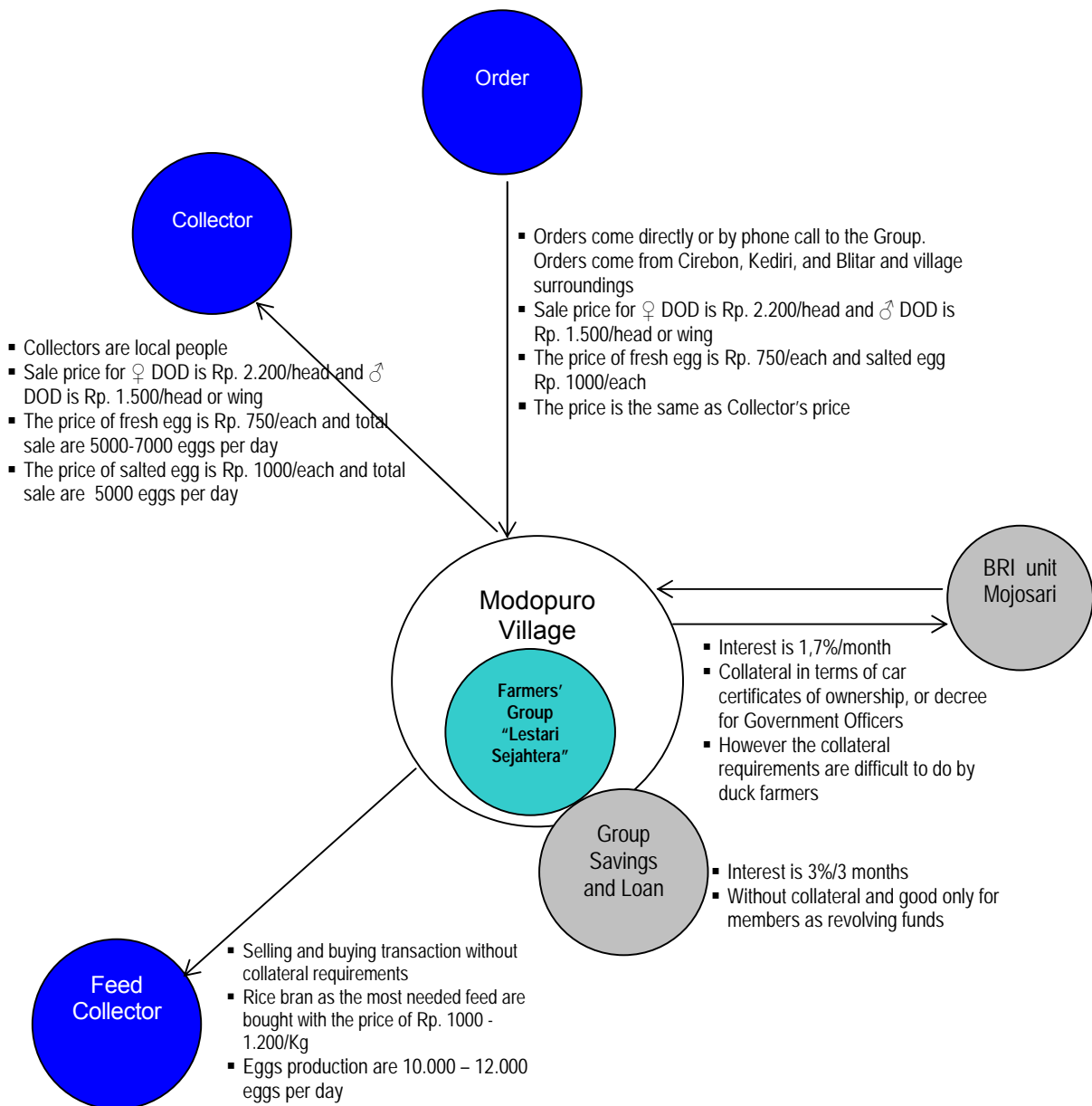
No.	Institution	Influence/Benefit	No.	Institution	Influence/Benefit
1	Ta'mir Masjid (Mosque Organization)	Big	10	BRI Pungging	Very Big
2	PPL (Field Extension Worker)	Very Big	11	PKK (Family Welfare Empowerment)	Very Big
3	Collector	Very Big	12	Bank Jatim Cab. Mojokerto	Very Big
4	Village Government	Very Big	13	KSU (Various Activities Cooperatives)	Big
5	P4K (Income Generating Project for Small Farmers)	Very Big	14	BPR Pungging	Very Small
6	Karang Taruna (Youth Organization)	Big	15	PUEM (Community Economic Activity Empowerment) Pungging	Very Small
7	BPD (Village Discussion/Consensus Council)	Fair	16	P2KP (Municipality Poverty Alleviation Program)	Very Small
8	LPM (Community Empowerment Institute)	Fair	17	KUD (Village Unit Cooperatives) Pungging	Very Small
9	Kelompok Karya Tani (Farmers' Activity Group)	Very Big			



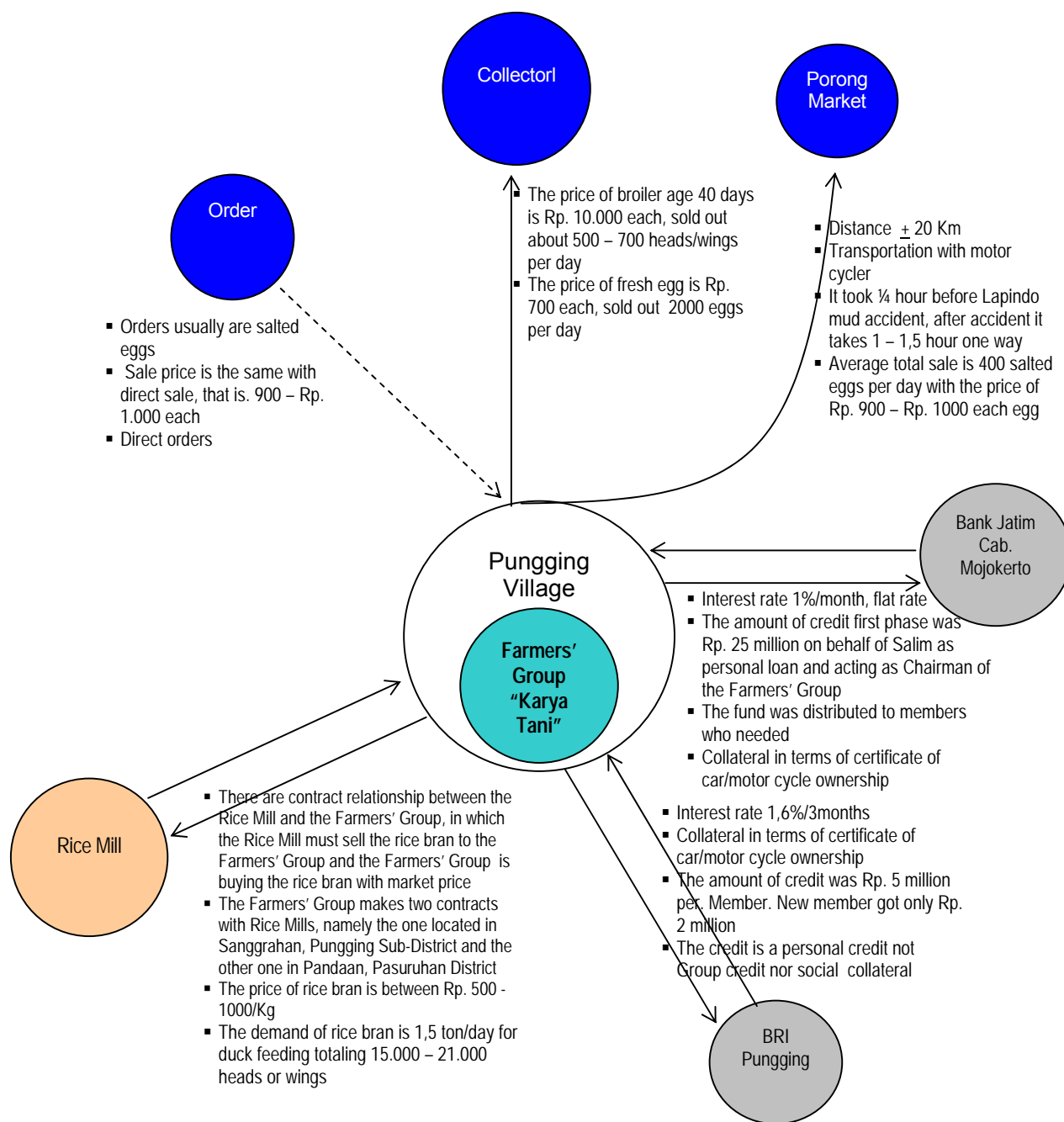
**Figure D 3.2.19 Institutional Linkages Kelompok Tani Karya Tani**



**Figure D 3.2.20 Flow Chart Duck Egg Production-Marketing Kelompok Tani Tani Mulyo**



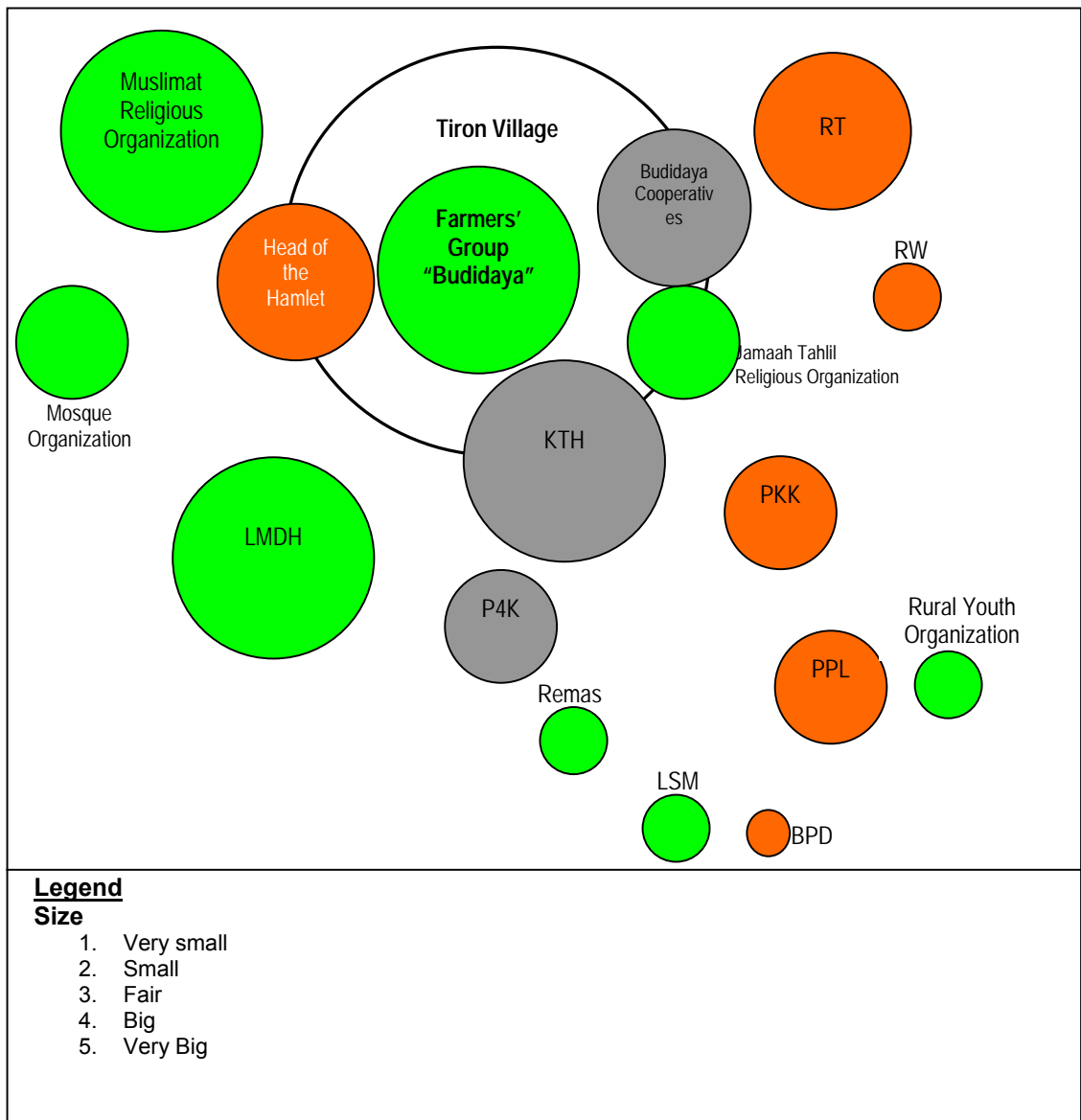
**Figure D 3.2.21 Flow Chart Duck Egg Production-Marketing Kelompok Tani Lestari Sejahtera**



**Figure D 3.2.22 Flow Chart Duck Egg Production-Marketing Kelompok Tani Karya Tani**

List of Institution  
Farmers' Group Budidaya, Tiron Village, Banyakan Sub-District, Kediri District

No.	Institution	Influence/Benefit	No.	Institution	Influence/Benefit
1	PKK (Family Welfare Empowerment)	Fair	10	PPL (Field Extension Worker)	Fair
2	Remaja Masjid (Mosque Youth Organization)	Small	11	Kasun (Kepala Dusun/Head of Hamlet)	Big
3	LMDH (Village Community and Forestry Institute)	Very Big	12	RW (Group of Neighborhood or Dusun)	Small
4	BPD (Village Discussion/Consensus Council)	Very Small	13	Ta'mir Masjid (Religious Organization)	Fair
5	"Budidaya" farmers group	Very Big	14	"Budidaya" Cooperatives	Big
6	KTH (Kelompok Tani Hutan)	Very Big	15	P4K (Income Generating Project for Small Farmers)	Fair
7	Karang Taruna Tiron (Tiron Rural Youth Organization)	Small	16	"PRA Mangga Podang" NGO	Small
8	Muslimat (Religious Organization)	Very Big	17	Jamaah Tahlil (Religious Organization)	Fair
9	RT (Neighborhood)	Big			

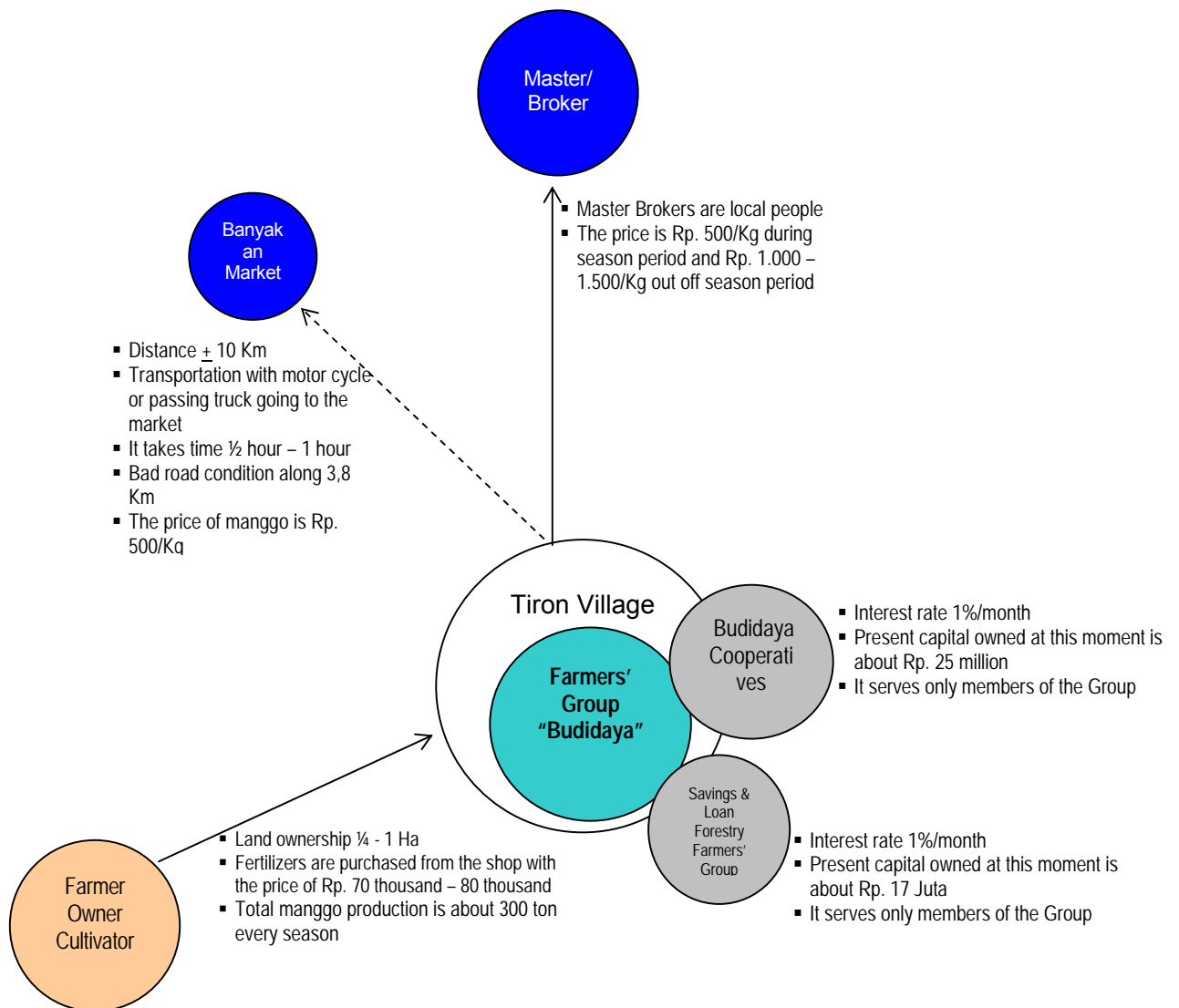


**Figure D 3.2.23 Institutional Linkages Kelompok Tani Budidaya**

NO.	INSTITUTION	INFLUENCE/ BENEFIT
1.	RW (Group of Neighborhood or Dusun)	Fair
2.	RT (Neighborhood)	Fair
3.	BPD (Village Discussion/Consensus Council) Tarokan	Fair
4.	KTH "Kelompok Tani Hutan" (Forestry Farmers' Group)	Big
5.	BNI Cabang Kediri	Small
6.	PKK (Family Welfare Empowerment)	Fair
7.	Farmers' Group "Makmur Jaya"	Very Big
8.	LMDH (Village Community and Forestry Institute)	Very Big
9.	LPM (Community Empowerment Institute)	Big
10.	BRI Unit Tarokan	Very Big
11.	BPR Grogol	Big
12.	Agricultural Service/Field Extension Worker	Very Big
13.	Bank Mandiri	Very Small
14.	BCA Cabang Kediri	Very Small
15.	Bank Jatim Cabang Kediri	Very Small
16.	Sub-District Government	Big
17.	Village Government	Very Big
18.	Education Service	Very Big
19.	District Government	Big
20.	Ma'arif Education Institute	Very Big
21.	Pawnshop	Fair

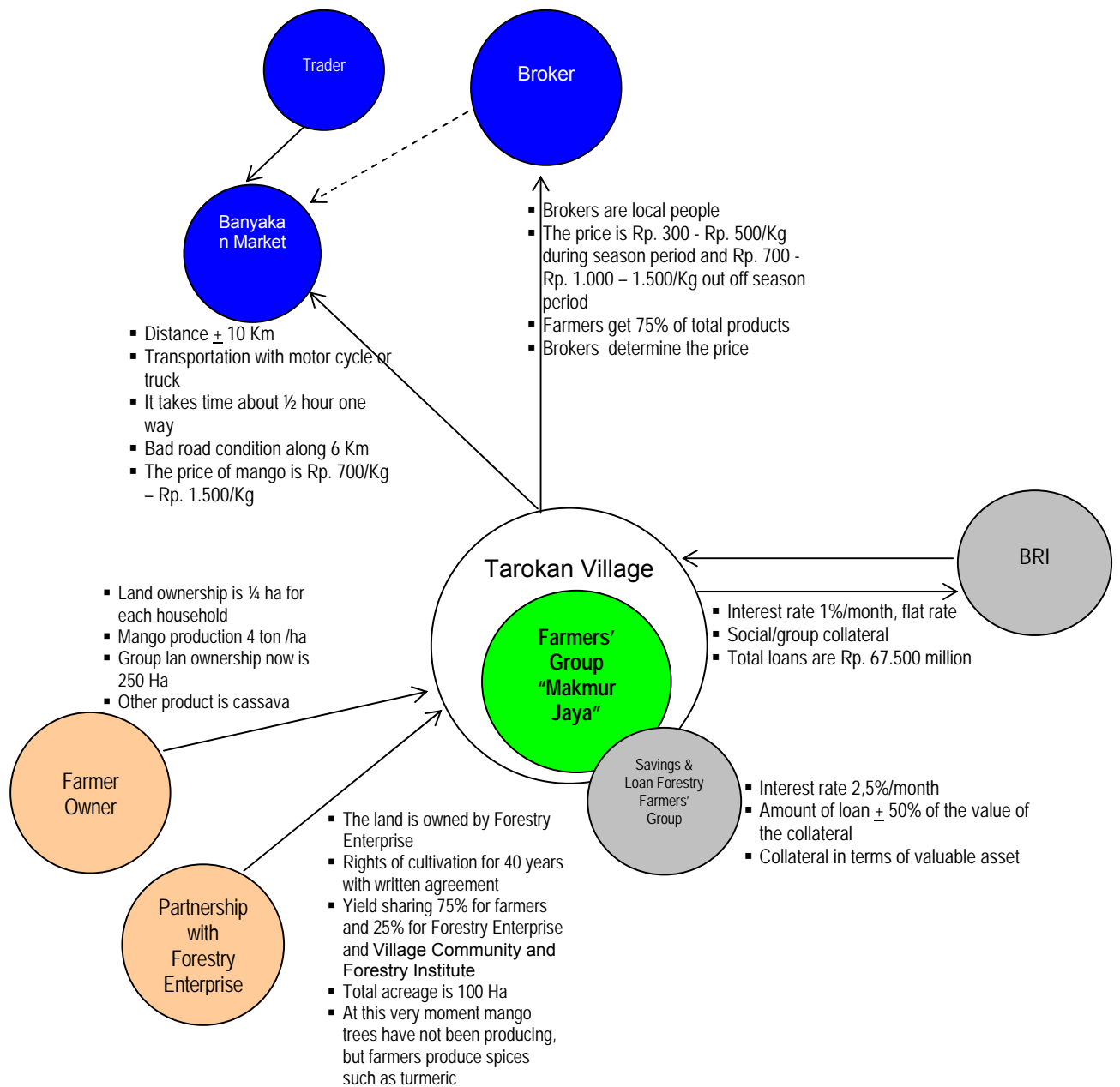
**Figure D 3.2.24 Institutional Linkages Kelompok Tani Makmur Jaya (1/2)**





**Figure D 3.2.25 Flow Chart Mango Production-Marketing Kelompok Tani Budidaya**





**Figure D 3.2.26 Flow Chart Mango Production-Marketing Kelompok Tani Makmur Jaya**