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Motivation of farmers to increase goats production

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Abstract. Goat is one of the livestock commodities which significantly contributes to the increase in community income. In addition to the economic benefits obtained, goat farming also has its own advantages. Raising goats does not require a large capital. In fact, it only needs a fairly simple maintenance system and goat livestock resistant to disease compared to other livestock commodities such as cattle and broiler farming. This becomes the reason behind many people in Jeneponto Regency are motivated to carry out goat raising efforts to increase the income of their families. This study aims to determine the motivation of farmers raising goats. The sampling was carried out by a simple random sampling technique of 60 farmers in Tamalatea District. Data collection was done through interviews and FGD using the Likert scale on each measured variable; 1 = disagree, 2 = doubt, 3 = agree. It was analyzed using descriptive statistics. The results showed that the motivation of farmers raising goats consisted of: (1) economic value; (2) request; and (3) the role of the government is in the agreed category.

1. Introduction

Goat livestock is one of the livestock commodities which significantly contributes to the improvement of community nutrition. Goat is one of the small ruminants that own huge benefits for humans such as being a meat producer, a producer of skin, milk, and feces as high-quality organic fertilizer.

In addition to the economic benefits obtained from the business of raising goats, goats also have their own advantages in terms of maintenance. Goat animals are different from other livestock which have a level of difficulty in their maintenance, for instance, the need for capital, a maintenance system and the possibility of getting sick. Goat raising does not require large capital, compared to broiler and cattle farms. A fairly simple maintenance system and goat livestock are very resistant to disease.

Caring for goats is generally still traditional and is a part-time business. It means raising goats does not require lots of effort by simply doing a housing system that meets technical and economic requirements, feeding according to nutritional standards for goats and other livestock needs.

For livestock business development as a supplier of community needs for animal protein sources, the important thing to note is increasing farmers' motivation of raising goats can be accomplished through various government assistance programs, such as providing seed assistance, counseling for skills improvement and others.

Tamalatea District is one of the districts that have the most goat population in Jeneponto Regency. In addition to the factor of goat population which is quite high among other districts in Jeneponto



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Regency, in Tamalatea District, the number of farmers or communities that cultivate goats as an effort to increase family income is quite high, although the maintenance system is still traditional and is a side business. However, the motivation of farmers is very high in the business of raising goats.

The high motivation of goat farmers in Tamalatea District can be seen from the considerable number of people who do goat farming, as well as the high level of goat ownership, which is around six and above and the business has been carried out for generations by farmers. Seeing this fact, it is important for an effort, both from the government, the private sector, researchers and community development to further increase the goat farming business through increasing the motivation of farmers. This study aims to determine the motivation of farmers raising goats.

2. Material and methods

This research was conducted in March to May 2019 in Tamalatea District, Jeneponto Regency. Sampling was carried out by simple random sampling of 60 farmers in Tamalatea District. Data collection was done through interviews and FGD using the Likert Scale on each measured variable: 1 = disagree, 2 = doubt, 3 = agree which was analyzed using descriptive statistics [1].

The motivational variables of farmers are measured by class ranges as follows:

$$\text{Highest score} = \frac{\text{Highest weight} \times \text{number of respondents} \times \text{number of questions}}{(3) \times (60) \times (4)} = 720$$

$$\text{Lowest score} = \frac{\text{Lowest weight} \times \text{number of respondents} \times \text{number of questions}}{(1) \times (60) \times (4)} = 240$$

$$\text{Class Range} = \frac{\text{Highest score} - \text{Lowest score}}{\text{Number of Class}} = \frac{720 - 240}{3} = 160$$

From these values can be made the following categories:

Agree = 560 – 720

Doubt = 400 – 560

Disagree = 240 – 400

3. Results and discussion

The motivation of farmers raising goats in Tamalatea District, Jeneponto Regency consists of economic value variables, demand, and the role of the government. The results of the study are described as follows:

3.1. Economic value variable

The economic value variables which consist of investment (savings) family, dirt (fertilizer) as fertilizer, increasing income, selling-price was fairly high. The description of the results of the study on economic value variables can be seen in table 1.

Table 1 showed that the total scoring score on the motivation of farmers raising goats based on economic value variables was 599. The results of this study mean that it was in the Agree category (560 - 720). The results of this study indicated that the motivation of farmers in raising goats in Tamalatea District, Jeneponto Regency, due to the economic value was obtained from goat livestock. The business of raising goats is one of the efforts that can be carried out by the community, especially in rural areas. By doing this goat farming business, farmers will get a variety of economic benefits from the business, which will include increasing income and family welfare. This shows that raising goats provides economic value to the farming community. According to Sarwono[2], goats raised by the community are used as savings, manure, meat and milk producers and increase social status and also have an impact on farmers income.

Table 1. Motivation of farmers maintaining goat livestock related to economic value variables

Number	Economic Value Variable	Score	Frequency (Person)	Percentage (%)	Weight (score x frequency)
1.	As investment / savings				
	Agree	3	36	60	108
	Doubt	2	15	25	30
	Disagree	1	9	15	9
	Total		60	100	147
2.	Feces as fertilizer				
	Agree	3	40	66.7	120
	Doubt	2	14	23.3	28
	Disagree	1	6	10.0	6
	Total		60	100	154
3.	Increase income				
	Agree	3	33	55	99
	Doubt	2	16	26.7	32
	Disagree	1	11	18.3	11
	Total		60	100	142
4.	The selling price is quite high				
	Agree	3	43	71.7	129
	Doubt	2	10	16.7	20
	Disagree	1	7	11.6	7
	Total		60	100	156
Total Score					599

Source: Research data after processing, 2019.

As in Tamalatea District, Jeneponto Regency, one of the factors that influences the motivation of farmers to do goat breeding is the economic value of the goats. For farmers in the area, the economic value of goats is one source of income, investment (savings). It means that when these farmers need money, they can sell goats owned by collectors, other farmers and direct consumers. In addition, feces and other waste in the cage can be used as fertilizer for agricultural land. According to Batubara [3] goat livestock can be included as a superior commodity in the sense that it can be pursued on an economic scale and guarantees market potential. Thus, a business model for the development of goat farms can be designed that can favor farmers. It has an impact in increasing the income and welfare of farmers. If one of these potential elements is not fulfilled, it can affect other elements and the sustainability of the goat livestock development business.

3.2. Request variable

The demand variable consists of raising goats due to demand from both within the region and outside the region. The number of goats raised before demand increases as well as the number of goats raised is more than the demand. The description of the results of the study on demand variables can be seen in table 2.

Table 2 showed that the total scoring score on the motivation of breeders raising goats based on the demand variable was 586. The results of this study mean that it was in the Agree category (560 - 720). The results of this study indicated that the motivation of farmers in raising goats in Tamalatea District, Jeneponto Regency, is caused by the demand factors. In the goat farm business before building a goat farm, it is necessary to know is the projection or forecast of the demand for goat farm products. Knowing the demand forecast will help the farmers to determine the number of goats to be raised. Demand for goat products can be influenced by several factors, including the price of the goods in question, the price of substitutes or their complement, tastes, population and income level.

Table 2. Motivation of farmers maintaining goat livestock based on demand variables.

Number	Request Variable	Score	Frequency (Person)	Percentage (%)	Weight (score x frequency)
1.	Demand in the region				
	Agree	3	29	48.3	87
	Doubt	2	26	43.3	52
	Disagree	1	5	8.4	5
	Total		60	100	144
2.	Demand outside the region				
	Agree	3	30	50	90
	Doubt	2	24	40	48
	Disagree	1	6	10	6
	Total		60	100	144
3.	Demand is increasing				
	Agree	3	35	58.3	105
	Doubt	2	23	38.3	46
	Disagree	1	2	3.4	2
	Total		60	100	153
4.	Request exceeds the number of requests				
	Agree	3	32	53.3	96
	Doubt	2	21	35	42
	Disagree	1	7	11.7	7
	Total		60	100	145
Total Score					586

Source: Research data after processing, 2019.

Goat livestock is one of the livestock on high demand. This is caused by the use of the goats for the community. For people in Tamalatea District, Jeneponto Regency, goats are animals that can be used in various religious events, including thanksgiving births (*Aqiqah*), death ceremonies, and sacrificial animals on *Eid al-Adha*. They are in demand because the prices are cheaper than the other cattle. By this request, the demand factor can influence the motivation of goat farmers in a goat farming business. According to Sasongko *et. al.*[4], the development of agribusiness-oriented goat farming needs to consider the production systems and marketing networks as well as the absorption capacity of the market/regional market. The scale of goat breeding for farmers is the most important part to support business continuity and goat livestock agribusiness in dry land. Goat livestock sales are carried out by farmers/breeders at certain times to fulfill urgent needs for farming capital, school fees, food needs and daily needs.

3.3. Variable role of the government

The role variable of the government consists of the aid of goats, equipment assistance, the existence of an extension program, the formation of a group of farmers. The description of the results of the study on demand variables can be seen in table 3.

Table 3 showed that the total spring score on the motivation of goat farmers based on the government role variable was 590. The results of this study mean that it was in the Agree category (560 - 720). The results of this study indicated that the motivation of farmers in raising goats in Tamalatea District, Jeneponto Regency, is due to the role of the government. The existence of the government to support the business of developing goat farming is very important to create a strong and competitive goat livestock business. The government plays a very important role in creating a secure goat livestock business environment and is able to support the development of resilient goats. As in Tamalatea District, Jeneponto Regency, the role of the government in efforts to help goat breeding business with the community by providing seed assistance to the community through the Department of Agriculture in the Livestock Sector of Jeneponto Regency is considered to be quite helpful in encouraging farmers to do business.

Table 3. Motivation of farmers to maintain goat livestock based on variables of the role of the government.

number	variable role of the government	Score	Frequency (Person)	Percentage (%)	Weight (score x frequency)
1.	The aid of goats				
	Agree	3	32	53.3	96
	Doubt	2	27	45	54
	Disagree	1	1	1.7	1
	Total		60	100	151
2.	Equipment assistance				
	Agree	3	31	51.7	93
	Doubt	2	21	35	42
	Disagree	1	8	13.3	8
	Total		60	100	143
3.	Extension Program				
	Agree	3	29	48.3	87
	Doubt	2	31	51.7	62
	Disagree	1	0	0	0
	Total		60	100	149
4.	Formation of farmer groups				
	Agree	3	30	50	90
	Doubt	2	27	45	54
	Disagree	1	3	5	3
	Total		60	100	147
Total Score					590

Source: Research data after processing, 2019.

From interviews with several parties such as the village government and farmers, the responses received implied that to get goat breed assistance, they must be underprivileged, had the desire to raise goats and agree to some conditions. Another role of the government is the management of livestock breeding through a breeding center and for its success, resources (natural, human, and livestock) support, nursery institutions, provision of appropriate technology, provision of capital, protection and guarantees of breeding businesses [5].

4. Conclusion

From the results and discussion, it can be concluded that the motivation of farmers raising goats consists of: (1) economic value; (2) request; and (3) the role of the government is in the agreed category.

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