# Analysis Of Honey Business Conditions In Tanah Laut Regency

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RESEARCH PAPER

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#### Analysis Of Honey Business Conditions In Tanah Laut Regency

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#### Abstract

In general, people in rural areas are lower than urban areas. This is because most financial centers in urban areas, while rural areas are mostly agricultural and forest areas. This research supports to Analyze the needs of honey exploitation in Tanah Laut Regency. The research time is allocated for one year with consideration that this time frame can represent biophysical conditions and environmental conditions as well as various community activities in the area. The method used is the Technical Aspect Analysis relating to production facilities, maintenance, harvesting facilities, and marketing facilities made in the form of tabulations to see how many supporting facilities and infrastructure in developing and managing beekeeping. The results obtained for honey beaters in Tanah Laut Regency such as in Karang Taruna Village have the highest production of honey, 40 bottles / 500 ml / IDR.130,000, and 80 bottles / 250 ml / IDR.130,000 and the resulting derivatives of honeycomb honey and bee pollen have a production cost of IDR.13,000,000 with the results generated from the average product sold each harvest period of IDR. . 113,100,000, with net income of IDR. 100,100,000, meaning that the honey bee business can still support the needs of farmers.

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#### INTRODUCTION

Based on the Decree of the Minister of Forestry Number: 435 / Menhut-II / 2009 dated July 23, 2009, the Forest Area in South Kalimantan Province is  $\pm$  1,779,982 Ha (44.20% of the total area) which amounts to  $\pm$  3,753,052 Ha. Based on its function the area of the forest area consists of Nature Reserve / Nature Conservation Area (SA / KPA)  $\pm$  213,285 Ha, Protection Forest (HL)  $\pm$ 526,425 Ha, Limited Production Forest (HPT)  $\pm$ 126,660 Ha, Permanent Production Forest (HPT)  $\pm$ 762,188 Ha and a convertible Production Forest (HPK) of  $\pm$  151,424 Ha (Bappeda Kalsel, 2009: 36).

Tanah Laut Regency which is one of 13 Regencies / Cities in South Kalimantan Province has an area of  $\pm$  363,135 Ha with an area of Forest Area reaching  $\pm$  127,848,043 Ha (35.21% of the total area) consisting of SA / KPA  $\pm$  27,601, 242 Ha, HL  $\pm$ 13,876,985 Ha, HPT  $\pm$  5,293 Ha, HP  $\pm$  71,238,546 Ha and HPK  $\pm$  9,838,720 Ha (KPH Tanah Laut, 2017).

Based on the calculation of the Banjarbaru Region V Forest Area Stabilization Center, until 2017 the remaining land cover area in the Land of the Sea is the Primary and Secondary Dry Land Forest of 33,483,205 Ha, Primary and Secondary Mangrove Debt of 2,486,323 Ha, Plantations of 10,840 Ha. 940 Ha and Plantation 65,951,559. Thus there is still an area of 112,762,027 hectares of land cover in Tanah Laut (31.05%).

Barito's DASHL Management Office (2017) notes that deforestation accompanied by forest and land degradation in South Kalimantan has resulted in 761,000 hectares of critical and very critical land, resulting in the potential for ecological disasters ch as floods, landslides and drought. Meanwhile based on data from the Central Statistics Agency of Tanah Laut Regency (2018), the total population in the Tanah Laut Regency is 334,328 people (64,928 households). Economically the living conditions of the community are quite good with a poverty rate reaching 10,332 households (15.91%) classified as Prosperous and 54,596 households (84.09%) classified as prosperous. 5,308 (4.57%).

In general, the welfare of the people in rural areas is lower than in urban areas. This is due to the fact that most of the economic centers are in urban areas, while rural areas are mostly agricultural and forest areas.

Livelihoods The majority of the people in Tanah Laut Regency (51.02%) are farming (in the broad sense), namely rice farmers, gardening, raising livestock and fishermen, then traders (17.27%), services (10.85%), employees industry (6.82%), mining workers (6.56%), the rest are civil servants, military, police and private workers / laborers (Tanah Laut Regency Statistics, 2018). The consequence of the low income of people in rural areas that incidentally are around the forest area is the exploitation of forest resources which tends to be higher so that the condition of the forest also tends to be increasingly damaged. Local people are increasingly difficult to develop their potential, minimum standards of needs are also difficult to be met and in the end participation in development is also low.

This study aims to analyze the condition of honey bee cultivation in Tanah Laut Regency. The research time is allocated for one year with consideration that the time frame can represent biophysical conditions and environmental conditions as well as various community activities in the area.

#### MATERIALS AND METHODS

Materials

Subjects are Managers, Field Implementers and communities involved, Objects are core plants and intercrops. While the tools used in this study are stationery, calculating equipment, cameras, laptops, GPS, maps of research locations, questionnaires, and statistical data processing programs.

#### Methods

The time of the research took place from September 2019 to March 2020. This research was carried out in the Tanah Laut region, especially in the forest area and around the forest area that has plants that feed bees, besides that it is also an area or forest area that has the potential for developing honey bee culture. and the existence of farmer groups or community groups that utilize / manage forest areas.

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The location is Telaga Langsat Village, Tangkisung District, Tirta Jaya Village Bajuin District, Karang Taruna Village Pelaihari District, Batu Ampar Village Batu Ampar District, Sebuhur Village Jorong District.

#### Data collection

Data collection techniques in this study consisted of observations, interviews and document studies related to the condition of Honey Bees in Tanah Laut District. Sugiyono (2009) argues that data collection techniques are the most strategic step in research, because the main purpose of research is to obtain data. In general and dividing data collection techniques into four types namely observation, interviews, documentation and combination / triangulation.

Data collection techniques that will be used in research using three techniques presented by Sugiyono above, namely observation, interviews and documentation. The stages of research objectives for the analysis of these success factors include:

- Sketch of planting location includes planting area, type of plant, crop pattern and map of planting area,
- Identification of factors that influence success with the method of work identification in the field with the planting process

#### RESULTS AND DISCUSSION

## Analysis of Beekeeping Conditions in Tanah Laut Regency

Types of bees that are cultivated in Tanah Laut Regency such as Apis cerana, and Trigona sp. The source of seeds is obtained from the forest and the settlement of the colony, in each village having reasons related to the aspect of selecting the type of bee that will be cultivated, for example, Apis Cerana is a type of bee that produces honey with sweet flavor and can be used as a medium for bee sting therapy, but is less docile. Trigona sp has 4x the properties compared to A. cerana, has propolis and bipolen that are easily harvested, but tastes sour. Types of bees that are cultivated can be seen in Figure 1.



(a) (b)
Figure 1. Types of bees cultivated in Tanah Laut District such as Apis cerana (a), and (b) Trigona sp.

This research was conducted with the aim of analyzing related Beekeeping Conditions in Tanah Laut Regency, things to be reviewed include related technical aspects of production facilities, maintenance facilities, harvesting facilities, marketing facilities, and availability of water sources. The aspects of bee feed are related to, plant area diversity, plant species, flowering calendar. Aspects of human resources related to the number of bee farmers / entrepreneurs, education and training, experience. Economic aspects, the amount of production, production costs, marketing of honey bee cultivation. Social and cultural aspects related to, institutional, community involvement, cooperation patterns.

#### Technical aspects

Production facilities, maintenance facilities, harvesting facilities, marketing facilities

#### **Production Facilities**

Production facilities including suitability of cultivation location are one of the determinants of the success of honey bee cultivation, things that need to be considered in determining the location of honey beekeeping business activities are the availability of feed, honey production produced by bees is influenced by the type and amount of feed, the higher the potential for feed the higher the honey production is produced, the distance between bee stup and food sources, in searching for bee food has a maximum cruising capacity of 6 km, the most ideal distance between honey bee and food sources is maximum 2

km, the further the distance between bee stup and food sources the less honey is produced.



(a) (b) Figure 2. The bee colon / box A. cerana (a) and (b) Trigona sp

Honey bees are living creatures that come from nature classified into wildlife so that they have unique characteristics, honey bee cultivation activities must be supported by human resources who have good expertise in cultivation techniques, production techniques and post-harvest handling techniques. Most of the failure of honey bee culture is caused by human factors.

The honey production process is carried out in community empowerment based on honey bee management in Tanah Laut District. Telaga Langsat Village in the Wana Lestari farmer group sterilization process was not carried out, then for the process of filtering honey that has been harvested, filtered with coconut milk filter to make the results cleaner. Packaging the filtered honey, then pack it into a 1 liter glass bottle or labeled plastic bottle.

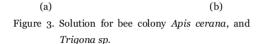
#### **Means of Maintenance**

This check is carried out routinely once in two weeks so that the condition of the bee and handling measures are immediately known. It is recommended to add a new comb, adding a new comb needs to be done when the available frame is full, it is better to add the comb to the center of the attached frame, but if the condition of the bee colony is Weak add better frame done on the edge of the attached frame. After 3 days, the position of the newly installed frame must be installed must be reversed so that the nest maker is evenly distributed. Merging of the colony, carried out to maintain a weak colony condition, this often happens if the weather conditions are not good, especially when the rain intensity is high enough.

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The breaking up of this colony needs to be done along with the formation of a new bee retu, because if a new bee queen is formed, the old queen bee will separate from being followed by a portion of the colony members, in addition to the above, the conditions that need to be considered in the maintenance of bees are the addiction period. , which is the condition in which the food source plants are not flowering (no, the availability of natural bee food), for this reason it is necessary to handle through the addition of artificial feed sources / stimulants, conditions where the taking of honey by other members of the bee colony due to lack of availability of feed. The breakdown of Apis cerana, and Trigona sp bee colonies can be seen in Figure 3.





#### Harvesting Means

Harvesting facilities in each village and each group differ depending on the completeness, harvesting skills and type of bee that is cultivated. This can affect the yield quantity of honey produced by bees. Apis Cerana, it is necessary to use a head covering to avoid bee stings, including bee sting, while the Trigona sp. Harvesting species is very simple, it can use automatic and manual suction tools directly on the bee stup. Harvesting of A.cerana Honey and Trigona sp at the research location can be seen in Figure 4.

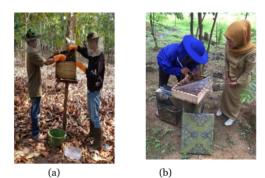


Figure 4. Harvesting A. Cerana Honey. (a) and Trigona sp (b) in the Research location

Telaga Langsat Village harvests Bringing the container to the location of the nest, then separates the nest containing honey on its side, then extracts it using an extractor for harvesting A.cerana honey. The harvesting of kelulut honey is carried out using a suction device. Tirta Jaya and Batu Ampar villages harvest it by taking it from the bee stable, using a knife to separate the honeycomb from the comb, then squeezing it. It is different from Sebuhur Village where the harvesting method is done the same as Tirta Jaya and Batu Ampar Villages, but it is added by draining the results of the separation of honeycombs containing honey for 1 night.

#### **Means of Marketing**

Marketing facilities for honey bee cultivation In Tanah Laut District, various methods are carried out by bee farmers, along with the development of marketing media technology that is often used is online media that makes it easy for consumers to buy and farmers as sellers to market honey that is marketed for cultivation, besides that there are also those who market at home and pharmacies, introduced to relatives or neighbors directly.

Honey is currently sold in the form of a free market, there are no companies that accommodate honey because it has limited production. Even the fulfillment of needs in Tanah Laut Regency is still lacking. According to farmers' information that the honey produced has never been stored for a long time (more than one month), because it has been sold. Availability of water sources

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The availability of water sources in Tanah Laut Regency especially in the location of data collection related to the cultivation of honey bees in the research location. In the villages of Telaga Langsat and Tirta Jaya, the source of water comes from the wellbore, Sebuhur Village, Batu Ampar, and Karang Taruna using dug wells. The color and quantity of water in all villages of the study site are clear and sufficient throughout the year only In Sebuhur Village the color of the water is turbid and in the dry season the quantity of water in the dry season dry, this causes the availability of water to affect the community's activities in conducting honey bee business as a result of honey decreased in the dry season, in contrast to the villages of Telaga Langsat Village, Tirta Jaya, Batu Ampar, and Karang Taruna have sufficient water availability so that honey bee cultivation can continue and the results are more optimal.

#### Bees Feed Aspect

Planted Area

Beekeeping, feed plants (bee forage) are the most decisive key factors in business success. The development of honey bee colonies is determined by the availability of nectar and pollen produced by plants, thus the need for a safe source of feed is not just enough to support the development of the colony, but must be abundant so that the cultivation business is able to produce good harvests, therefore, first and foremost must be carried out in starting the activity of beekeeping is gathering information on the availability and abundance of feed plants.

#### **Plant Species Diversity**

The composition of vegetation in a forest type is very important to know (Sidiasa, 2006). Based the results of the identification of vegetation types that have been found at the study site, it can be seen that the vegetation found in the honey bee cultivation business in Tanah Laut District is different in each village and farmer group. Telaga Langsat Village has Tears, Brides, Coconut, Santos, Durian, Mango, Rambutan feed plants. Tirta Jaya has a variety of Durian, Kelengkeng, Kaliandra, Coconut and Flower plants. The Sabuhur village has feed plants of Kaliandra, Mango, Guava, Aren, Tears Bride.

Batu Ampar village has rubber, rambutan and mango feed plants. Karang Taruna village has rubber, Kaliandra, Bride Tears, Cocouut, Japanese Flower, and Sunflower feed plants. A considerable number of species were found at the research location indicating that the composition of the types of forest vegetation compilers was quite diverse (Sussanto, 2012).

Parts of plants that become the feed are substances in the form of sweet liquid called nectar, besides netktar, these plants and flowers also have pollen or pollen (Hariyanto T, 2011). The peak of pollen-seeking activity occurs at 8:20 a.m. with an average number of 337 individuals every 10 minutes (Anendra, 2010).

#### HR aspects (Human Resources) Number of Bee Farmers / Entrepreneurs

Interest is an impulse that grows from within a person to take action (Sutarno NS, 2008: 131). Interests cannot be grouped as traits but their nature can be cultivated, studied, and developed (Bafadal, 2006: 191). The number of honey bee farmers or entrepreneurs in Tanah Laut Regency is classified as large due to the high interest and desire of farmers to improve the economy independently in utilizing superior NTFPs, namely honey both individually and in groups.

Based on the research data obtained by the largest number of members in the Village of Lake Langsat as many as 32 people, then followed by Batu Ampar Village as many as 30 people, Sebuhur Village as many as 7 people Tirta Jaya Village as many as 7 people and Karang Taruna Village as many as 6 people.

#### **Education and training**

The last education of honey bee farmers In Tanah Laut Regency in each village and farmer groups is different, when compared to Sebuhur, Tirta Jaya and Batu Ampar villages, there are still no honey bee farmers who have received university education, this can affect the effectiveness the results of honey bees are cultivated and innovation in marketing because it is supported by extensive knowledge related to honey bee cultivation, therefore with the higher level of

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education supported by genuine interest and intention, the results obtained will be maximized.

#### Experience

The experience of honey bee farmers in Tanah Laut Regency in each village and farmer group is different. Based on the data obtained from the results of the study in Table 15, Telaga Langsat Village has the most farmers who have experienced> 3 years, as many as 32 people, then for Tirta Jaya and Karang Taruna villages,> 3 years experienced farmers, namely 7 and 6 people. Sebuhur and Batu Ampar villages have at least 3 years experienced farmers, namely as many as 3 people, this is because the formation of new groups and interest in honey bee cultivation is still small compared to other villages in the research location.

#### Economic aspects Production amount

The amount of honey production in Tanah Laut Regency in each village and farmer group is different. Based on the data obtained from the results of the study in Table 16. Karang Taruna Village has the largest amount of production from honey bees, as many as 40 bottles / 500 ml / IDR.130,000, and 80 bottles / 250 ml / IDR.75,000 and 15 bottles of kelulut bees 15 bottles / 500 ml / IDR.250,000, and 30 bottles / 250 ml / IDR.130,000 along with the resulting honeycomb honey and bee pollen derivatives.

Telaga Langsat Village has a large amount of production from honey bees, namely 60 Bottles / 500 ml / IDR.100,000, and 80 Bottles / 500 ml / IDR.100,000 with the resulting derivative is honeycomb. Sebuhur and Batu Ampar villages have a large amount of honey bee production, namely 5-8 Bottles / 600 ml / 150,000 and 30-40 Bottles / 600 ml / IDR.150,000 with no yields. The village of Trita Jaya only has a large amount of production from honey bees, which is 50 Bottles / 600 ml / IDR.125,000 with no honey derivatives.

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#### Production cost

The cost of honey production in Tanah Laut Regency in each village and farmer group varies. Based on the data obtained from the results of the study in Table 16. Telaga Langsat Village has a large production cost of IDR. 15,060,000 with the results obtained from an average product sold each harvest period of IDR.94,800,000, with a net income of IDR. 79,740,000, this is inversely proportional to the village of Karang Taruna which has a large production cost of IDR13,000,000 with the results obtained from the average product sold each harvest period of IDR. 113,100,000, with a net income of IDR 100,100,000

In this condition Karang Taruna Village, although with a smaller capital compared to Telaga Langsat Village, has advantages in terms of yields derived from honey bees that are sold, honeycomb and bee pollen. Sebuhur, Batu Ampar and Tirta Jaya villages have the same low level of product income sold each harvest period, namely Tirta Jaya Village of IDR. 37,500,000, with a net income of IDR 36,300.00. Batu Ampar village ranges from IDR. 27,000,000 - IDR. 36,000,000 with a net income of IDR 26,150,000 -35,150,000 and the lowest is Sebuhur around IDR. 4,500,000 - IDR. 7,200,000 with a net income of IDR 3,350,000 - 6,050,000. The three villages are compared to Karang Taruna and Telaga Langsat villages because of lower production costs and have not produced derivative products from honey bee cultivation that has been carried out.

#### Market

The honey market for honey bee cultivation products in Tanah Laut Regency is very promising, because honey is a prima donna product for most people considering its function for health, for this reason honey bees are widely cultivated in other regions, both within the South Kalimantan province itself and even beyond the province and in outside the island. Some consumers are still much attracted to natural honey from bees that live wild in the forest. Honey products can be found in the market, both traditional and modern, such as supermarkets.

The pattern of competition is not only in terms of the quality of honey produced. Another pattern of competition is the form of packaging. Packaging is an important factor to attract consumer interest. In products originating from the island of Java, it has been packaged in such an attractive manner, whereas for honey originating from farmers in Tanah Laut Regency is still packaged simply.

Telaga Langsat Village has a declining market condition because more and more people are involved in the honey bee cultivation business but still needs guidance so that market conditions become healthier with a wider market reach. Tirta Jaya village has a poor market condition if there is a lot of demand. Sebuhur Village has a high market demand and there is no business competition in this area, so the honey produced is always gone

Batu Ampar village market conditions are still lacking in demand because of constraints in marketing. Karang Taruna village market conditions sometimes demand to increase to 60 liters of honey sold in a month, when the dry season a lot of production to market outside South Kalimantan.

#### Social & Cultural Aspects Institutional

Farmer group institutionalization in Tanah Laut Regency especially at the research location has been formed since 2009, namely in Telaga Langsat Village, Wana Lestari Farmer Group and Karang Taruna Village with Baity Jannati Farmer Group, then in 2010 Tirta Jaya Village formed a farmer group called the Farmer Group. Maju Bersama then the Maju Jaya Abadi farmer group was formed in Telaga Langsat Village in 2012 and in 2014 the Surya Barokah farmer group was formed in Batu Ampar Village and what was just formed was the Madu Jaya farmer group in 2017 in Sebuhur Village.

All farmer groups formed already have a decree on the establishment of groups and members structurally structured, but of all the villages Telaga Langsat Village has a good institutional system because of the aspects of the rules, division of tasks, routine meetings, bookkeeping administration, reporting has been fulfilled but Source of funds obtained from personal and assistance is different as is the case with Karang Taruna Village, although administratively the institution is still lacking, but the source of funds obtained from the sale of this can be interpreted that the productivity of the farmer group

Karang Taruna Village is better when compared to other villages in Tanah Regency The sea.

#### **Community involvement**

Community Involvement In Tanah Laut District, especially in the study locations, it was different in each village. The village of Telaga Langsat in the surrounding community also helps to cultivate honey bees and entrusts their products to farmer groups to be packaged and marketed. Tirta Jaya village has little interest in community involvement for fear of being stung by bees. Sebuhur Village There are people who take honey in the forest to be entrusted to farmers' groups to be marketed. In Batu Ampar Village, the community is not as active as before and in Karang Taruna Village, the people who are interested in honey bee cultivation in this area are still lacking, so far they only manage honey bees with their families.

#### Pattern of cooperation

The pattern of cooperation that has been carried out in Tanah Laut Regency, especially at the research location, is different in each village. The village of Telaga Langsat once received help from seeds and seeds for bee food from the Regional Government. Hopefully in the future there will be people or institutions that foster honey bee business in the Land of the Sea so that market conditions are healthier with wider market coverage.

Tirta Jaya Village has a pattern of cooperation that has been carried out, that is, once deposited honey to the Forestry Service District, the hope for the future community is that honey bee cultivation needs to be developed at every honey bee center in Tanah Laut. Sebuhur village has a pattern of cooperation that has been carried out namely there is assistance from BKSDA in the form of stup and assistance in the form of product marketing by the Land Sea KPH in the hope that there will be more aid to increase production and assistance and training in honey bee cultivation so that the honey produced is more and of higher quality.

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Batu Ampar village has a pattern of cooperation that has been carried out, namely having received assistance in the form of a stup from the District Forestry Service and from the Village, in the future there will be training and coaching from relevant parties. There is facilitation in product marketing and empowerment of the surrounding community. Karang Taruna Village has a pattern of cooperation that has been carried out namely Has formed Pokdarwis with Kelurahan to develop honeybee tourism in the future hope that in the future there is funding for development, and there is a policy from the government to support the marketing of local honey products in supermarkets.

#### CONCLUSION

The condition of honey bee cultivation in Tanah Laut Regency is good, every honey bee cultivation has established farmer groups in each village, the technical aspects determine the success of honey bee cultivation, in Tanah Laut Regency, it is already available to support the success of honey bee cultivation. Marketing honey from each farmer group already has their own farmer groups and marketing is also currently done online. It is easier to market the honey. From the economic aspect of the honey bee business, it meets the needs of farmers, such as in Karang Taruna Village, which has the most production the size of honey bees is 40 bottles / 500 ml / IDR.130,000, and 80 bottles / 250 ml / IDR.75,000 and 15 bottles / 500 ml / IDR 250,000 kelulut bees, and 30 bottles / 250 ml / IDR 1,30,000 and with the result of the derivative of honeycomb and bee pollen has a production cost of IDR13,000,000 with the results obtained from the average product sold each harvest period of IDR. 113,100,000, with a net income of IDR 100,100,000, meaning that the honey bee business can still support the needs of farmers.

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