ANALYSIS OF FACTORS AFFECTING ROBUSTA COFFEE PRODUCTIVITY ON INCREASING FARMERS' ECONOMIC INCOME IN THE PERSPECTIVE OF ISLAMIC BUSINESS (STUDY OF ROBUSTA COFFEE FARMERS IN TAMBAK JAYA VILLAGE, WAY TENONG DISTRICT, WEST LAMPUNG)

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[1*]Ahmad Sirojul Munir, [2]Fatih Fuadi, [3]Mia Selvina

[1,2,3]Sharia Business Management, Faculty of Economics and Islamic Business, Raden Intan Lampung State Islamic University - Indonesia

e-mail :
[1*] ahmadsiroyjul@gmail.com *(corresponding author)*
[2]fatihfuadi@radenintan.ac.id
[3]miaselvina@radenintan.ac.id

ABSTRACT

This study aims to analyze the influence of Robusta coffee productivity on the income of coffee farmers in Pekon Tambak Jaya, Way Tenong District, West Lampung, as well as to examine the implementation of Islamic business principles in their farming practices. The research employs a qualitative descriptive approach with 22 respondents selected purposively from a total population of 77 coffee farmers. Data collection was conducted through interviews, observations, and documentation, while data validity was ensured using method and source triangulation techniques. The findings indicate that fluctuations in Robusta coffee productivity are largely influenced by climatic conditions and farm management practices. Higher productivity generally leads to increased farmer income; however, farmers still face vulnerability due to unstable coffee selling prices. In addition, the study reveals that most farmers have implemented Islamic business ethics in their economic activities, including honesty in weighing products, transparency in determining prices, and the avoidance of interest-based financing. These practices reflect the application of ethical and fair principles in agricultural transactions within the local farming community.

Keywords : *Robusta Coffee; Farmer Income; Productivity; Islamic Business Ethics*

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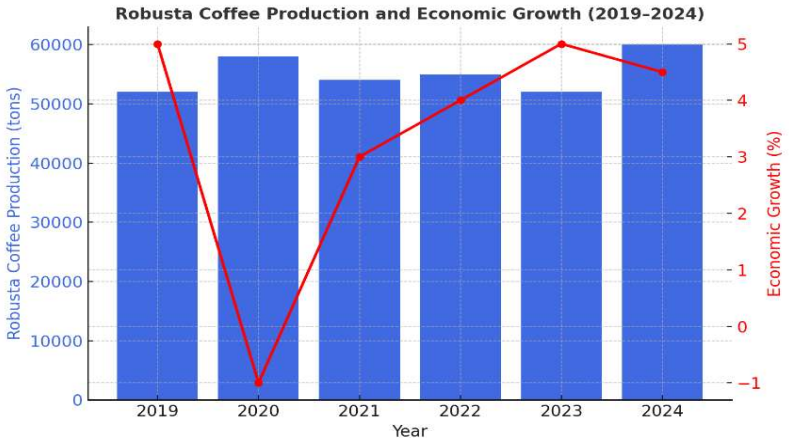
INTRODUCTION

Every country in the world has natural resources that can be utilized to support its economic growth, including Indonesia. Indonesia is a country with the most natural resources in the world. Indonesia is an agricultural country, which means that agriculture plays an important role in the overall national economy. This can be seen from the large number of people and workers who live or work in the agricultural sector or from national products that originate from agriculture (Isnindar et al., 2021).

Indonesia is the world's fourth-largest coffee producer after Brazil, due to its abundant coffee plantations and promising prospects for development (United States Department of Agriculture (USDA), 2025). The prospects for the development of the coffee industry in Indonesia include the growth of the downstream and upstream coffee processing industries, which will create jobs for the wider community, increase the income of smallholder farmers, and produce a variety of processed coffee products to meet the needs of the Indonesian people or for export to the global market. (Budi et al., 2020).

One of the provinces with the largest coffee production in Indonesia is Lampung Province. With favorable natural and geographical conditions, coffee has become one of the agricultural commodities of Lampung Province. In fact, the most expensive coffee in the world comes from this region, namely, Luwak coffee. West Lampung Regency, to be precise, is the largest coffee-producing area in Lampung Province. West Lampung Regency is the center of production in Lampung Province. West Lampung Regency, which covers an area of 4,950.40 square kilometers or about 14% of the total area of Lampung Province, consists mostly of highlands, with the rest being lowlands stretching from the southeast to the northwest (Mulyani, 2019). To provide an overview of the trends in robusta coffee production and economic growth from 2019 to 2024, these developments can be observed in the Figure 1.



Source : BPS-Statistics Indonesia (Lampung Province and West Lampung Regency), 2024

Figure 1
Robusta Coffee Production and GDP Growth Rate of West Lampung Regency 2019-2024

Robusta coffee production from 2019 to 2024 has fluctuated. In 2019, robusta coffee production was 52,572 tons, then increased in 2020 to 57,930 tons. However, in

2021, robusta coffee production in West Lampung Regency fell again to 54,563 tons. In 2022, it increased again to 56,054 tons. In 2023, robusta coffee production declined again to 52,326 tons. The decline in production in 2023 was due to high rainfall, which affected the harvest. However, in 2024, robusta coffee production increased significantly to 62,979 tons. This was driven by improvements in quality and productivity per hectare, as well as better coffee plant flowering after a long dry season.

Islamic business ethics play an important role in establishing moral principles and justice in economic activities, including in the production sector (Maulida et al., 2024). In Indonesia, where the majority of the population is Muslim, the application of Islamic business ethics in production faces various challenges and opportunities. Production activities based on Islamic principles not only prioritize economic profits but also emphasize social justice, community welfare, and sustainable management of natural resources (Ilham Papahan et al., 2025).

Robusta coffee productivity and farmer income are greatly influenced by various factors. Some of the main factors that play a role include land optimization, amount of capital, human resources, environment or climate, and technology utilization (Syofya & Widayat, 2025). Suboptimal land optimization, limited business capital, low quality of human resources, unstable climate, and uneven technology utilization are common obstacles faced by coffee farmers in West Lampung (Saputra et al., 2025).

Previously, several studies have been conducted on the variables of land area, seeds, labor, fertilizers, and pesticides, which together have a significant effect on coffee productivity (Al Zarliani, 2023). Simultaneous analysis also shows that land area, labor force, capital, coffee selling price, and production volume together have a positive and significant effect on the economic income of Arabica coffee farmers (Warsyena & Wibisono, 2021). The variables of land area, number of workers, capital, coffee selling price, and production volume collectively influence the economic income of Arabica coffee farmers. (Setiawan et al., 2022). Technology influences the productivity and welfare of coffee farmers in Jambi Province. Coffee farmers who adapt farming technologies such as using coffee husking machines, automatic irrigation systems, or applications to monitor crop conditions can save time and energy while increasing their harvest (Syofya & Widayat, 2025).

However, there are also conflicting studies that show that land area does not have a significant effect on production because not all land is used optimally. Other factors, such as soil quality, maintenance intensity, and the use of technology, play a greater role in determining production yields than simply the size of the land (Nurhayati et al., 2023). The number of workers does not have a significant effect because most of the workers come from families, so they do not directly increase production costs. In addition, work efficiency is more influenced by skills and experience than by the quantity of workers (DEA et al., 2025). Capital does not have a significant effect because even if it is available, it is not necessarily used effectively to increase productivity. In addition, limitations in managerial knowledge, technology, and market access mean that additional capital does not directly impact production yields (Septiani & Kawuryan, 2021).

This study aims to analyze the factors that influence the productivity of robusta coffee and their impact on increasing the economic income of farmers in Pekon Tambak Jaya, Way Tenong District, West Lampung Regency. In addition, this study also seeks to examine how coffee farming practices carried out by farmers can be viewed from the perspective of Islamic business, particularly in relation to the implementation of ethical values such as honesty, fairness, and transparency in economic activities. Therefore, this research is expected to provide an overview of the relationship between robusta coffee

productivity, farmers' income levels, and the application of Islamic business principles in agricultural activities at the community level.

LITERATURE REVIEW, RESEARCH FRAMEWORK, AND HYPOTHESES

Income Theory

Income distribution is a concept that refers to the distribution of income among individuals or households in a society (Taufiq et al., 2025). The income theory proposed by Tondaro and Smith (2015), the personal distribution of income or size distribution of income, is the measure most often used by economists. This measure directly calculates the amount of income received by each individual or household and functional income distribution or income share per factor of production, which measures how income is distributed among factors of production, such as land, capital, and labor. (M. Nur Rianto Al Arif, 2021). Halal income will bring blessings from Allah SWT. Allah SWT says:

مَنْ عَمِلَ صَٰلِحًا مِّن ذَكَرٍ أَوْ أُنثَىٰ وَهُوَ مُؤْمِنٌ فَلَنُحْيِيَنَّهُۥ حَيَوٰةً طَيِّبَةً ۖ وَلَنَجْزِيَنَّهُمْ أَجْرَهُم بِأَحْسَنِ مَا كَانُوا۟ يَعْمَلُونَ ٩٧

Meaning: "*Whoever does good, whether male or female, and is a believer, We will surely bless them with a good life, and We will certainly reward them according to the best of their deeds."* (Q.s An-Nahl [6]: 97).

Previous Research

Research conducted by Rahmadani, et al., in 2022 with the result is simultaneously, the variables of land area, price, and productivity have a significant effect on income. However, partially, the price variable does not significantly affect income. Previous studies have shown that land area, price, and productivity simultaneously have a significant effect on farmers' income. However, partially, the price variable was found to have no significant effect on income. This finding indicates that price may not be the primary factor determining farmers' income. Therefore, it is necessary to examine other factors that may have a stronger influence on income. In this study, the price variable is replaced with the technology variable, as the use of technology in agricultural activities is considered capable of improving production efficiency, increasing productivity, and enhancing the quality of agricultural products, which ultimately may affect farmers' income (Rahmadani et al., 2022).

Research conducted by Pamungkas and Siregar in 2021 with the results of this study indicate that, simultaneously, the variables of rubber land area, number of rubber trees, fertilizer costs, and labor significantly influence the income of rubber farmers. The difference between this study and the author's research lies in several aspects. This study does not include production factors such as capital, selling price, and production quantity as variables influencing income. In addition, the location, year of research, and research objects are also different. Furthermore, this study does not incorporate an Islamic business perspective in its analysis. Another difference is found in the research approach used. This study applies a quantitative research method, while the author's research employs a qualitative research approach to explore the phenomenon more deeply (Pamungkas & Siregar, 2021).

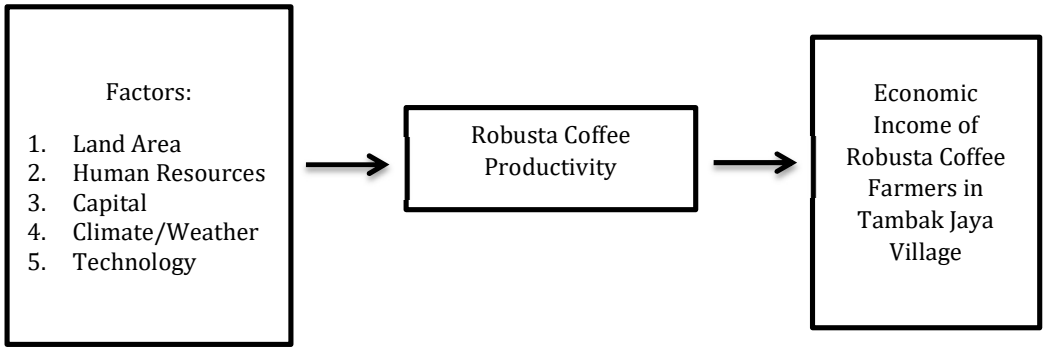
Research conducted by Banjarnahor and Tarigan in 2022 with the results of the study show that production does not have a significant effect on the economic income of robusta coffee farmers. However, the land area of robusta coffee plantations has a significant influence on farmers' economic income. Furthermore, the number of laborers

does not significantly affect the economic income of robusta coffee farmers. (Banjarnahor & Tarigan, 2022)

Research Framework

Based on the theoretical framework and previous studies, the conceptual framework of this research is illustrated in Figure 2. The framework explains the relationship between the independent variables and the dependent variable in this study. The independent variables consist of land area, number of rubber trees, fertilizer costs, labor, and technology, while the dependent variable is farmers' income.

The framework shows that each independent variable is assumed to influence farmers' income, both individually and simultaneously. Therefore, this study aims to analyze how these factors affect the income level of farmers. The conceptual framework is presented in Figure 2.



Source : Source: Developed by the Author, 2025

Figure 2
Research Framework

METHOD

This research is qualitative in nature with a descriptive analytical approach. This research is field research, which is research conducted in the field in a real setting.

The population in this study consisted of all those involved in the productivity process of robusta coffee plantations, totaling 77 robusta coffee farmers. The sample in this study consisted of 22 robusta coffee farmers and robusta coffee collectors in Pekon Tambak Jaya, Way Tenong District, West Lampung Regency.

The research steps carried out in this study consist of observation, interviews, and documentation. The observation applied in this research is passive participation observation, where the researcher observes the activities of the subjects without being directly involved in them. The observation technique used is systematic observation, which means that the observations are conducted in a structured and planned manner according to the research objectives.

In addition, the researchers conducted face-to-face interviews with Robusta coffee plantation owners and members of the community who are involved in plantation activities. The interview method used in this study was semi-structured interviews, allowing the researchers to prepare a set of guiding questions while still providing flexibility to explore deeper information from the respondents.

Furthermore, documentation was also used as a supporting data collection technique. Documentation can take the form of written records, photographs, or

monumental works created by individuals that are relevant to the research topic. However, it should be noted that not all documents have high credibility; therefore, researchers must carefully evaluate and select documents that are valid and relevant to the research.

Data verification is the process of ensuring that the data entered matches the data from the source (Sugiono, 2012). This study uses triangulation techniques includes three things: triangulation method, triangulation technique, and triangulation time (Sapuidin Shidiq, 2020).

Qualitative data analysis is an effort undertaken by working with data, organizing it, sorting it into manageable units, synthesizing it, and deciding what can be communicated to others (Margono, 2022). In this study, the analysis technique used was interactive data analysis (Miles et al., 2014).

RESULTS AND DISCUSSION

Factors Affecting Productivity and Its Impact on the Economic Income of Robusta Coffee Farmers

Based on the results of research on the analysis of factors affecting the productivity of Robusta coffee on increasing economic income in Tambak Jaya Village, it can be seen that the size of the land area, human resources, capital, environment or climate, and technology greatly affect the economic income of Robusta coffee farmers in Pekon Tambak Jaya. This can be explained as follows:

Table 1
Data Triangulation

Factors That Affect	Interviews	Observation	Documentation	Conclusion
Land Area	"Farmers with larger plots of land can harvest more, even though the yield per hectare is the same." (Mr. Okta Kusumawardana)	There is a noticeable difference in crop yields between farmers who have small plots of land and those who have larger plots.	Land ownership data shows a variation of 0.5–3 ha per farmer.	Land area affects total production, even though productivity per hectare is relatively the same.
Capital	"When capital is limited, fertilizer and medicine are sometimes insufficient, resulting in lower yields." (Mr. Yusti Kamal)	Some farmers use whatever fertilizer they have due to limited funds.	Expense records show variations in production costs between farmers.	The availability of capital affects the intensity of cultivation and crop yields.
Human Resources	"If many family members help, care will be more regular." (Mr. Ahmad)	Farmers with more family labor are seen to be more diligent in cleaning their gardens.	Demographic data shows variation in the number of productive-age family members.	The availability of labor, whether from family members or others, affects garden maintenance and yields.
Climate and Weather	"The long dry season causes flowers to fall, while continuous rain	Coffee flowers fall during the dry season; the fruit is	Annual rainfall data shows significant fluctuations	Climate is a dominant factor affecting crop

	causes small fruits to form." (Mr. Muhammad Syafei)	small and damaged during excessive rainfall.	between years.	yields.
Technology	"When using a pulper machine, processing is faster and the quality of the beans is better." (Mr. Mansur)	Some farmers still use traditional methods in post-harvest processing.	Cooperative documents show that only a small proportion of farmers have access to machinery.	The use of technology improves efficiency and quality, but access is still limited.

Source: Primary data processed, 2025

1. Land Area

   Based on observations, three people own less than 1 hectare of land, with an average coffee production of 492 kg per year. 18 farmers who own between 1 and 2 hectares of land, with an average coffee production of 970 kg per year. As for farmers with 4 hectares of land, there is 1 person with an average coffee production of 1.6 tons of Robusta coffee per year. From the interviews, most coffee farmers in Tambak Jaya Village have 1 to 2 hectares of land, totaling 18 people.

   The results of the study indicate that land area plays an important role in determining the productivity of robusta coffee, which ultimately has a direct impact on farmers' income. Farmers with larger land areas can produce higher total yields compared to farmers with smaller land areas, even though productivity per hectare is relatively the same. This is in line with the grand theory of income, which places production factors as the main determinants in the formation of income (Ridwansyah et al., 2025).

   It can be concluded that farmers who own larger areas of land tend to produce higher coffee yields. Higher coffee yields will increase farmers' economic income. These results are supported by research conducted by Rahmadani et al., (2022)., which found that land area has a significant effect on income.

2. Human Resources

   Labor is an important factor of production that must be taken into account in the production process, not only in terms of availability but also in terms of quality and type (Factors of Production, 2004). Every production process requires sufficient labor. From the results of an interview with Mr. Okta Kusumawardana, in his business as a coffee farmer, he has 3 workers who help with the harvesting process. With 3 workers, it takes him 15 days to complete the harvest.

   Based on statements from experienced farmers, the work and number of workers required for the coffee harvesting process vary considerably. For areas of less than 1 hectare, 1-3 workers are usually required, and it takes 30-90 days to complete the entire harvest. Meanwhile, for land areas >1 hectare, it usually requires 3-8 workers and takes 35-60 working days to complete the harvest. The length of the harvest period is also influenced by the weather; during the rainy season, the harvesting process is slightly hampered and takes longer than usual.

   Based on the results of interviews conducted with Mr. Ahmad, during the harvest season, farmers often implement a mutual assistance system, whereby if one plot of land has been harvested earlier than others, the farmers help those who have not yet finished harvesting. This has a positive impact on the farmers because it speeds up the coffee harvesting process. Usually, landowners will pay wages of between IDR 50,000 and IDR 100,000 per day.

3. Capital

Based on the results of interviews conducted by researchers, it can be seen that the capital required by coffee farmers in one year is as follows:

Table 2
Capital Data of Robusta Coffee Farmers in Tambak Jaya Village Over One Year

Name	Land Area (Hectare)	Production Costs	Requirements	
			Fertilizer	Spray Medication
Okta Kusumawardana	1 hectare	IDR 7.000.000	600 Kg	10 Liter
Bahrul Muhsinin	1 hectare	IDR 4.000.000	300 Kg	3 Liter
Astowi Gunawan	2 hectare	IDR 5.000.000	600 Kg	10 Liter
Ahmad Baijuri	1 hectare	IDR 6.000.000	900 Kg	3 Liter
Yusti Kamal	1 hectare	IDR 10.000.000	1.000 Kg	10 Liter
Misbahul Rosikin	1.5 hectare	IDR 30.000.000	3.500 Kg	4 Liter
Muhammad Syafei	1 hectare	IDR 10.000.000	1.500 Kg	1 Liter
Amin	0.25 hectare	IDR 3.000.000	200 Kg	5 Liter
Mansur	1.2 hectare	IDR 6.000.000	750 Kg	6 Liter
Suyadi	0.5 hectare	IDR 6.500.000	900 Kg	10 Liter
Muhammad Yusuf	0.5 hectare	IDR 2.500.000	300 Kg	2 Liter
Teguh Santoso	2 hectare	IDR 20.000.000	1.500 Kg	25 Liter

Source: Joint research interviews with coffee farmers in Tambak Jaya Village, 2025

From the Table 2, we can see that in one year, for land <1 hectare, capital of IDR 2,000,000 to IDR 6,500,000 is needed, which is divided for fertilizer requirements of 200 to 900 kilograms and spray medicine of 2 to 10 liters. Meanwhile, for land >1 hectare, capital of IDR 4,000,000 to IDR 30,000,000 is required, which is divided between fertilizer requirements of 300 to 3,500 kilograms and spray requirements of 1 to 25 liters.

Capital plays an important role in influencing the productivity and income of robusta coffee farmers in Tambak Jaya Village. Capital, in this case, includes the cost of purchasing fertilizers, pesticides, high-quality seeds, plant care, and additional labor costs. Farmers with sufficient capital can manage their farms more intensively, resulting in higher productivity and better quality coffee. Conversely, farmers with limited capital tend to reduce the use of production inputs, resulting in lower yields.

4. Climate and Weather

Climate and weather are among the main factors affecting the productivity of robusta coffee plants (Whibowo et al., 2024). These plants generally grow well at an altitude of 200-800 meters above sea level with an optimal temperature ranging from 24-30 °C. Ideal climatic conditions are characterized by annual rainfall of 1,500-3,000 mm with even distribution throughout the year. Adequate water availability plays an important role in supporting the plant's physiological processes, from vegetative growth and flowering to fruit formation and ripening.

Changes in climate patterns, such as longer dry seasons or excessive rainfall, can reduce the productivity of robusta coffee. Prolonged drought causes water stress in plants, causing flowers and young fruits to fall off. Conversely, excessive rainfall can increase the humidity of the microclimate in the plantation, which in turn triggers the development of plant pests, including insects and diseases. This hurts both the quality and quantity of the harvest.

Unpredictable weather changes make farmers constantly worry about crop failure. Quoted from a Robusta coffee farmer, Mr. Ahmad Baijuri, on his 1-hectare land, he stated that during the dry season, the amount of coffee produced from his land can reach 2 tons, but during the rainy season, the amount of coffee decreases drastically to only 700-800 kilograms. He also stated emphatically that climate and weather greatly affect coffee productivity.

Research in Tambak Jaya Village shows that long dry seasons cause many coffee flowers to fall, resulting in a drastic decline in productivity. Conversely, prolonged rainy seasons result in small coffee beans, susceptibility to fungus, and a decline in bean quality. This is in line with the findings of Kath et al. (2020), who stated that robusta coffee productivity is highly sensitive to temperature changes, with even a slight increase in the average annual temperature reducing yields by up to 14%. Thus, climate and weather can be understood as external determining factors that have a direct impact on income.

5. Technology

For coffee farmers in the Tambak Jaya area, the use of technology is not yet evenly distributed among farmers. Some prefer traditional methods, while others have adopted existing technology. As stated by Mr. Yusti Kamal, he has utilized existing technology, such as using a grass cutter to clear the land. In addition, he also uses an electric spray tank to spray pesticides on pest-infested plants. For marketing, he uses two methods: going directly to buyers to offer his coffee and utilizing digital technology by regularly marketing through social media. For payment systems, he prefers to use the transfer system.

Mr. Ahmad Baijuri, who chooses to use traditional methods such as sickles and rakes to cut grass, markets his coffee by going directly to middlemen or collectors and chooses to be paid in cash. According to Mr. Ahmad Baijuri, he stated that he does not yet fully understand how to utilize existing technology to support the needs of farmers. Of course, this needs to be a concern for the local government so that it can help farmers by conducting outreach related to the use of agricultural technology to support Robusta coffee farmers in Tambak Jaya Village.

Technology is one of the important factors that can increase the productivity and income of robusta coffee farmers (Aviliyani et al., 2025). Research results in Tambak Jaya village show that some farmers who use pulpers or modern drying technology can speed up the post-harvest process, reduce yield losses, and produce better quality beans. This has an impact on increasing selling prices and ultimately higher incomes.

6. Productivity

In Tambak Jaya Village itself, robusta coffee productivity tends to fluctuate each year. According to one farmer, Mr. Okta Kusumawardana, the unpredictable weather in recent years has been one of the causes of fluctuating coffee productivity. The following is data on coffee farmer productivity in Tambak Jaya Village:

Table 3
Productivity Data of Robusta Coffee Farmers in Tambak Jaya Village

NO.	Name Of Coffee Farmer	Coffee Productivity Results (Kg)					
		2020	2021	2022	2023	2024	2025
1	Muhammad Yusuf	425	330	360	390	578	380
2	Tugiyo	1750	900	970	1125	2900	2300
3	Agus Zainal Abidin	600	425	470	450	900	780
4	Ahmad Baikuri	550	475	490	512	1025	1900
5	Ahmad Rifa I	575	550	560	550	1100	1500

6	Andi Ristian	670	530	560	580	1400	1600
7	Irwanto	510	450	480	470	700	630
8	Jamil	600	560	517	540	1400	1100
9	Khoirudin	1500	1200	890	700	1690	1200
10	Maskur	1100	800	900	950	1870	1700
11	Masyhuri	2900	2600	2700	2900	3500	3110
12	Moh Safei	620	570	560	490	950	760
13	Mukin Haris	490	460	430	410	900	850
14	Nur Rohman	1700	1450	1400	900	1700	1400
15	Parmin	400	380	360	350	600	430
16	Ramelan	700	660	650	580	950	870
17	Siswanto	410	380	400	370	760	540
18	Suyadi	560	530	500	500	600	410
19	Suyanto	490	450	470	460	800	660
20	Triyono	600	580	575	560	900	680
21	Saifudin Asari	630	380	380	570	1100	908
22	Abu Hanifan	2700	2400	2300	900	1990	1900

Source: Joint research interviews with coffee farmers in Tambak Jaya Village, 2025

Based on the Table 3, it can be seen that coffee production fluctuates each year, but there are also several farmers who have experienced an increase in recent years, namely Mr. Ahmad Baikuri, Ahmad Rifa'i, and Andi Ristian. However, 2024 will be a peak year for farmers, with an overall significant increase compared to the previous year.

Based on field data, the average productivity of farmers in Pekon Tambak Jaya ranges from 800 to 1,200 kg/ha per year. Farmers mentioned that climatic conditions, such as long dry seasons or excessive rainfall, directly affect the flowering and fruit formation processes. One respondent stated :

"*During long dry seasons, many flowers fall off, resulting in reduced harvests. But if it rains too often, the fruit is small and rots easily*." (Respondent Mr. Ahmad Baikuri).

7. Income

The results of the interviews with people earning income from 2020 to 2025 can be seen in the Table 4.

Table 4
Robusta Coffee Price Data in Tambak Jaya Village from 2020 to 2025

NO.	Name Of Coffee Farmer	Coffee Price					
		2020	2021	2022	2023	2024	2025
1	Muhammad Yusuf	22.000	24.000	27.000	42.000	72.000	63.000
2	Tugiyo	20.000	23.000	25.000	39.000	70.000	60.000
3	Agus Zainal Abidin	21.000	22.000	26.000	40.000	72.000	61.000
4	Ahmad Baikuri	21.000	22.000	25.000	39.000	72.000	65.000
5	Ahmad Rifa I	21.000	22.000	26.000	41.000	70.000	65.000
6	Andi Ristian	21.000	23.000	27.000	40.000	72.000	63.000
7	Irwanto	21.000	23.000	25.000	39.000	72.000	59.000
8	Jamil	21.000	22.000	25.000	40.000	72.000	64.000
9	Khoirudin	21.000	22.000	24.000	39.000	72.000	62.000
10	Maskur	22.000	23.500	27.000	41.000	72.000	65.000
11	Masyhuri	22.000	24.000	27.000	40.000	69.000	65.000

12	Moh Safei	22.000	23.500	27.000	41.000	72.000	63.000
13	Mukin Haris	22.000	24.000	26.000	41.000	72.000	64.000
14	Nur Rohman	22.000	23.000	26.000	40.000	72.000	62.000
15	Parmin	21.000	23.000	25.000	39.000	69.000	61.000
16	Ramelan	21.000	23.000	27.000	41.000	70.000	65.000
17	Siswanto	21.000	22.000	25.000	39.000	72.000	64.000
18	Suyadi	21.000	23.000	26.000	40.000	72.000	61.000
19	Suyanto	21.000	23.000	25.000	40.000	72.000	61.000
20	Triyono	21.000	22.000	25.000	39.000	72.000	59.000
21	Saifudin Asari	21.000	22.000	25.000	39.000	70.000	62.000
22	Abu Hanifan	21.000	22.000	25.000	40.000	72.000	64.000

Source: Joint research interviews with coffee farmers in Tambak Jaya Village, 2025

Table 5
Income Data of Robusta Coffee Farmers in Tambak Jaya Village from 2020 to 2025

Name Of Coffee Farmer	Gross Income (IDR)						
	2020	2021	2022	2023	2024	2025	Total Income
M. Yusuf	9.350.000	7.920.000	9.720.000	16.380.000	41.616.000	23.940.000	108.926.000
Tugiyo	35.000.000	20.700.000	24.250.000	43.875.000	203.000.000	138.000.000	464.825.000
Agus Z. A	12.600.000	9.350.000	12.220.000	18.000.000	64.800.000	47.580.000	164.550.000
Ahmad B	11.550.000	10.450.000	12.250.000	19.968.000	73.800.000	123.500.000	251.518.000
Ahmad R	12.075.000	12.100.000	14.560.000	22.550.000	77.000.000	97.500.000	235.785.000
Andi R	14.070.000	12.190.000	15.120.000	23.200.000	100.800.000	100.800.000	266.180.000
Irwanto	10.710.000	10.350.000	12.000.000	18.330.000	50.400.000	37.170.000	138.960.000
Jamil	12.600.000	12.320.000	12.925.000	21.600.000	100.800.000	70.400.000	230.645.000
Khoirudin	31.500.000	26.400.000	21.360.000	27.300.000	121.680.000	74.400.000	302.640.000
Maskur	24.200.000	18.800.000	24.300.000	38.950.000	134.640.000	110.500.000	351.390.000
Masyhuri	63.800.000	62.400.000	72.900.000	116.000.000	241.500.000	202.150.000	758.750.000
Moh Safei	13.640.000	13.395.000	15.120.000	20.090.000	68.400.000	47.880.000	178.525.000
Mukin H	10.780.000	11.040.000	11.180.000	16.810.000	64.800.000	54.400.000	169.010.000
Nur Rohman	37.400.000	33.350.000	36.400.000	36.000.000	122.400.000	86.800.000	352.350.000
Parmin	8.400.000	8.740.000	9.000.000	13.650.000	41.400.000	26.230.000	107.420.000
Ramelan	14.700.000	15.180.000	17.550.000	23.780.000	66.500.000	56.550.000	194.260.000
Siswanto	8.610.000	8.360.000	10.000.000	14.430.000	54.720.000	34.560.000	130.680.000
Suyadi	11.760.000	12.190.000	13.000.000	20.000.000	43.200.000	25.010.000	125.160.000
Suyanto	10.290.000	10.350.000	11.750.000	18.400.000	57.600.000	40.260.000	148.650.000
Triyono	12.600.000	12.760.000	14.375.000	21.840.000	64.800.000	40.120.000	166.495.000
Saifudin A	13.230.000	8.360.000	9.500.000	22.230.000	77.000.000	56.296.000	186.616.000
Abu H	56.700.000	52.800.000	57.500.000	36.000.000	143.280.000	121.600.000	467.880.000

Source: Joint research interviews with coffee farmers in Tambak Jaya Village, 2025

Based on Table 5, it can be seen that farmers' incomes fluctuate considerably in line with the productivity of coffee produced each year. However, it should be noted that coffee prices have continued to increase every year since 2020, reaching a peak in 2024 at IDR 70,000 per kilogram. In the same year, 2024, this became the highest income for most coffee farmers. High productivity, coupled with high coffee prices, has been a blessing for farmers.

The income of robusta coffee farmers is greatly influenced by productivity and selling prices. When productivity is high and prices are stable, farmers' welfare

improves. Conversely, low productivity accompanied by falling selling prices causes economic hardship. One farmer explained:

"*Coffee prices are sometimes not proportional to costs. When prices fall, even if the harvest is abundant, our income remains low*." (Respondent: Mr. Yusti Kamal)

Islamic Business Perspective on Factors of Productivity and Income

In Islamic business, the factors that play a role in increasing income must be carefully considered, because these factors are essential in creating results, from production and distribution to consumption by the community (consumers) (Firdaus et al., 2023). Therefore, Islam strongly encourages every individual to work and produce as an obligation for people to be able to fulfill their daily needs (Firdaus et al., 2023). Moreover, Allah will give a reward that is commensurate with one's deeds/work, as stated in the words of Allah:

وَقُلِ ٱعۡمَلُواْ فَسَيَرَى ٱللَّهُ عَمَلَكُمۡ وَرَسُولُهُۥ وَٱلۡمُؤۡمِنُونَۖ وَسَتُرَدُّونَ إِلَىٰ عَٰلِمِ ٱلۡغَيۡبِ وَٱلشَّهَٰدَةِ فَيُنَبِّئُكُم بِمَا كُنتُمۡ تَعۡمَلُونَ ١٠٥

Meaning: "*Tell ˹them, O Prophet˺, "Do as you will. Your deeds will be observed by Allah, His Messenger, and the believers. And you will be returned to the Knower of the seen and unseen, then He will inform you of what you used to do*." (Q.S. At-Taubah:105)

Basically, every effort made by every person is aimed at obtaining results to meet all the needs of a person and their family. Islam obliges every believer to work and strive so that their lives will be better and they will not lack anything (Firdaus et al., 2023).

CONCLUSION AND SUGGESTION

Based on the results of the study, several conclusions can be drawn. First, land area has a significant role in increasing Robusta coffee productivity, which ultimately contributes to higher income for coffee farmers. The larger the cultivated land area, the greater the potential productivity that can be achieved. Second, capital also influences Robusta coffee productivity. Adequate capital allows farmers to purchase fertilizers, pesticides, and pay labor costs, which supports higher productivity levels. Third, labor availability affects productivity because sufficient labor can make farming activities more effective and efficient. Fourth, climatic conditions play an important role in determining coffee productivity. Unfavorable climate cycles can negatively affect production; prolonged dry seasons may hinder vegetative growth and reduce coffee bean quality, while excessive rainfall can increase the risk of pests and diseases and lead to unstable production. Fifth, the utilization of technology can facilitate farming activities and improve productivity, as the effective use of technology may support better cultivation practices and higher harvest yields.

From the perspective of Islamic economics, the factors influencing productivity and farmer income in Robusta coffee farming are considered consistent with Islamic principles. The farming activities observed generally reflect ethical business conduct, emphasizing fairness, honesty, and responsibility in economic transactions.

It is expected that this study can contribute to the literature on coffee agribusiness by providing empirical evidence regarding the relationship between productivity factors, farmer income, and the implementation of Islamic business ethics at the micro level. Furthermore, this study offers recommendations for farmers and related stakeholders to

adopt sustainable agricultural practices and improve farm management strategies in order to cope with climate uncertainty and enhance long-term productivity.

Based on the results of this study, several suggestions can be proposed. First, for future researchers, it is recommended to broaden the scope of the research by involving a larger number of MSMEs and various business sectors so that the findings related to the implementation of Islamic accounting can be more comprehensive and representative. Second, MSME actors, particularly those operating within the environment of UIN Raden Intan Lampung, are encouraged to improve their understanding and application of Islamic accounting principles in their financial recording practices. By implementing proper accounting based on sharia principles, financial reports can become more transparent, accountable, and aligned with Islamic values. In addition, educational institutions are expected to provide training, workshops, or mentoring programs related to Islamic accounting for MSME actors. Such initiatives can enhance financial literacy and support the sustainability and development of sharia-based businesses. Furthermore, the government and related institutions are also expected to provide guidance and support programs that facilitate MSMEs in implementing proper financial management systems based on Islamic accounting standards.

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