

**INCOME AND EFFICIENCY OF KASTURI VOOR OOGST TOBACCO FARMING IN
KECAMATAN BANYUGLUGUR, KABUPATEN SITUBONDO
(Pendapatan Dan Efisiensi Pertanian Tembakau Kasturi Voor Oogst Di Kecamatan Banyuglugur
Kabupaten Situbondo)**

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ABSTRACT

Kasturi Voor Oogst tobacco produced in Banyuglugur District, Situbondo Regency, is widely recognized for its excellent quality, making it relatively preferred by several tobacco supplier companies that provide raw tobacco material for cigarette factories in Indonesia. However, annual production has tended to decline continuously. Therefore, it is important to examine the actual income and efficiency of Kasturi Voor Oogst tobacco farming. It is also necessary to determine the condition of farming income and efficiency under possible changes, namely declining production, decreasing product prices, and increasing production costs. The analytical approaches used in this study were farm income analysis (π), R/C ratio analysis, and sensitivity analysis. The results show that Kasturi Voor Oogst tobacco farming is profitable and efficient, both for farmers who enter into partnership cooperation with tobacco supplier companies and for farmers who do not. When a decline in production and output prices of up to 15%, as well as an increase in production costs of up to 15%, are taken into account, farming remains profitable and efficient.

Keywords: Kasturi Voor Oogst Tobacco, Farm Income, Farm Efficiency, Sensitivity Analysis, Contract Farming

ABSTRAK

Tembakau Kasturi Voor Oogst yang diproduksi di Kecamatan Banyuglugur, Kabupaten Situbondo, dikenal luas karena kualitasnya yang unggul, sehingga relatif lebih disukai oleh beberapa perusahaan pemasok tembakau yang menyediakan bahan baku tembakau untuk pabrik rokok di Indonesia. Namun, produksi tahunan cenderung terus menurun. Oleh karena itu, penting untuk meneliti pendapatan dan efisiensi aktual pertanian tembakau Kasturi Voor Oogst. Selain itu, perlu juga untuk menentukan kondisi pendapatan dan efisiensi pertanian di bawah kemungkinan perubahan, yaitu penurunan produksi, penurunan harga produk, dan peningkatan biaya produksi. Pendekatan analitis yang digunakan dalam penelitian ini adalah analisis pendapatan pertanian (π), analisis rasio R/C, dan analisis sensitivitas. Hasil penelitian menunjukkan bahwa pertanian tembakau Kasturi Voor Oogst menguntungkan dan efisien, baik bagi petani yang menjalin kerja sama dengan perusahaan pemasok tembakau maupun bagi petani yang tidak. Ketika terjadi penurunan produksi dan harga produk hingga 15%, serta peningkatan biaya produksi hingga 15%, pertanian tetap menguntungkan dan efisien.

Kata Kunci: Tembakau Kasturi Voor Oogst, Pendapatan Usahatani, Efisiensi Usahatani, Analisis Sensitivitas, Contract Farming

INTRODUCTION

East Java Province, as shown in Statistics Indonesia (2024), is the largest tobacco-producing province in Indonesia. Its average contribution to national tobacco production reaches 47.8% per year. In 2023, tobacco production in East Java reached 147 thousand tons, with a planted area of 90.6 thousand hectares. Tobacco is cultivated in almost all regencies of the province. The ten leading tobacco-producing regencies are Jember, Probolinggo, Pamekasan, Bojonegoro, Situbondo, Bondowoso, Jombang, Lamongan, Sumenep, and Tulungagung.

Based on data from BPS East Java Province (2024), Situbondo Regency ranks fifth in terms of its share of tobacco production in East Java. In this regency, tobacco is cultivated in 16 districts. The five leading tobacco-producing districts are Jatibanteng, Banyuglugur, Suboh, Sumbermalang, and Arjasa.

Based on BPS Situbondo Regency (2023), during 2018-2022 the average share of tobacco production from Jatibanteng District, the first-ranked district, reached 25.82% per year, with average production of 1,672 tons per year. The average share from Banyuglugur District was 19.90% per year, with average production of 1,289 tons per year. However, tobacco production in Jatibanteng showed a negative average growth rate of -0.88% per year, whereas tobacco production in Banyuglugur showed a positive average growth rate of 0.91% per year.

Yola, Yuanita, and Novita (2023) state that most tobacco farmers in Banyuglugur District cultivate Voor Oogst tobacco, namely tobacco used as raw material for kretek cigarettes, with the Kasturi variety. Kasturi Voor Oogst tobacco from this district is known for its excellent quality and is therefore relatively preferred by several tobacco supplier companies that supply raw material to cigarette factories in Indonesia. Nevertheless, based on BPS Situbondo Regency (2023), production of Kasturi Voor Oogst tobacco in Banyuglugur District during 2018-2022 tended to decline continuously.

Based on this situation, an important question arises: why has production tended to decline continuously? One possible explanation is that the rate of return received by Kasturi Voor Oogst tobacco farmers is not balanced with the capital required for farming, causing many farmers to lose interest in continuing the cultivation of this commodity. Another possibility is that farmers face serious capital shortages, which discourages them from sustaining Kasturi Voor Oogst tobacco farming.

This assumption is reasonable because, according to Harianja, Puruhito, and Ferhat (2023), tobacco cultivation requires a very large amount of capital, much higher than that needed for rice, secondary crops, or seasonal horticultural crops. Therefore, partnership cooperation with tobacco supplier companies is often chosen by tobacco farmers to address capital shortages, limited knowledge of cultivation and post-harvest practices, the need to produce the quality demanded by the market, market uncertainty, and selling price uncertainty.

In general, Kasturi Voor Oogst tobacco farmers in Banyuglugur District can be classified into two groups: farmers who enter into partnership cooperation with tobacco supplier companies and farmers who do not. Dwi Indrawan, Noerhadi Sudjoni, and T. S. M. R. (2023) found that farmers who enter into partnership agreements tend to be more consistent in cultivating tobacco than farmers who do not. Meanwhile, Yola et al. (2023) report that a considerable number of Kasturi Voor Oogst tobacco farmers in Banyuglugur District are not involved in partnership cooperation with supplier companies.

For this reason, it is important to determine the actual income of Kasturi Voor Oogst tobacco farmers in Banyuglugur District and to analyze the efficiency of their farming. This analysis needs to be conducted for both groups of farmers, namely those involved in partnership cooperation and those who are not. It is also necessary to assess the condition of income and efficiency when production decreases by up to 15%, production costs increase by up to 15%, and output prices decrease by up to 15%, assuming all other factors remain constant.

turi Voor Oogst Tobacco Production in Banyuglugur District,

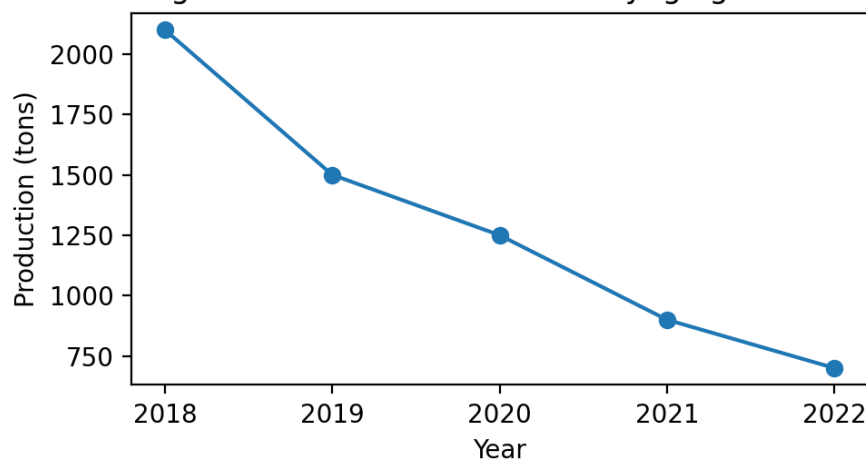


Figure 1. Kasturi Voor Oogst tobacco production in Banyuglugur District, Situbondo Regency, 2018-2022

THEORETICAL REVIEW

1. Farm Business Concept

Farm business, according to Mosher (1968) in Agus Supriono (2005), refers to people's farming derived from the word farm. A farm is defined as a place or part of the earth's surface where agriculture is carried out by a particular farmer, whether the farmer is an owner, tenant, or paid manager. Firdaus (2004) in Agus Supriono (2005) defines farm business as a set of natural resources located in a particular place that are required for agricultural production, such as land and water, improvements made to the land, sunlight, buildings established on the land, and other supporting elements.

Thus, farm business is an organization of nature or land, labor, and capital that is directed toward production in the agricultural sector. The organization stands independently and is deliberately operated by an individual or group as its manager. In other words, farm business is a place where one or more people manage production factors such as nature, labor, capital, and skills to generate agricultural output.

According to Hernanto (1993) in Agus Supriono (2005), farm business is a set of natural resources found in a particular location and required for agricultural production. It may involve crop cultivation or livestock keeping. A productive farm business is one with high productivity. Farm management science studies how to determine, organize, and coordinate production factors as effectively as possible so that farmers obtain greater profit and income. Farm business is effective when farmers allocate their resources properly and efficient when resource utilization produces output that is greater than the input used.

2. Farm Costs

Cost refers to the economic sacrifice required to obtain goods and services. Production cost is all expenses that must be incurred to make goods ready for use by consumers. Farm costs can be divided into fixed costs, variable costs, and total costs.

Total farm cost is calculated based on the total actual cost sacrifice by adding explicit costs and implicit costs. Explicit costs are cost flows in the production process that are supported by real financial transactions, such as hired labor wages, purchased production inputs, rental costs for agricultural machinery, taxes, levies, and other expenses with clear transaction evidence.

Implicit costs are resource sacrifices in the production process that have not been counted as cost because there is no direct financial transaction. These include the value of family labor, self-owned production inputs, rental value of owned land, depreciation or rental value of owned machinery, and other resource sacrifices that must be valued even without direct payment.

Fixed costs are costs whose amounts do not depend on the level of production. Variable costs are costs that change in response to output levels. Total cost is the sum of total fixed cost and total variable cost. In this study, the cost components were calculated by considering both explicit and implicit cost principles.

$$\begin{aligned} FC &= FC(ex) + FC(im) \\ VC &= VC(ex) + VC(im) \\ TC &= TC(ex) + TC(im) \\ TC &= (FC(ex) + FC(im)) + (VC(ex) + VC(im)) \end{aligned}$$

Table 1. Principles for Calculating Costs in Farm Business

Cost Group	Item	Explicit Cost	Implicit Cost
Fixed costs	Land rent	Rented land is valued based on actual in-situ rental price and entered as explicit farm cost.	Owned or sharecropped land must also be valued based on actual local rental price and entered as implicit farm cost.
Fixed costs	Land tax and irrigation levies	Cash payments with transaction evidence are calculated as explicit costs.	Payments in kind must be valued according to prevailing local prices and entered as implicit costs.
Variable costs	Agricultural machinery rental	Rental paid to other parties is calculated according to actual local rates.	Owned machinery is valued through depreciation or rental equivalent and entered as implicit cost.
Variable costs	Seed or seedlings	Purchased seed or seedlings are calculated according to actual purchase price.	Own seed or seedlings must also be valued according to prevailing local prices.
Variable costs	Chemical fertilizers	Purchased fertilizers are calculated according to actual prices.	Fertilizers obtained from assistance or grants must be valued as production costs.
Variable costs	Organic fertilizers	Purchased organic fertilizers are calculated as explicit costs.	Self-produced organic fertilizers must be valued as implicit costs.
Variable costs	Pesticides	Purchased chemical or organic pesticides are calculated according to actual prices.	Pesticides from grants or own production must be valued as implicit production costs.
Variable costs	Labor	Hired labor is calculated in male	Family labor and in-kind consumption

Cost Group	Item	Explicit Cost	Implicit Cost
Variable costs	Transportation	workday equivalents based on local wages. Transportation paid to other parties is calculated per trip based on local rates.	for labor must also be valued and entered as implicit costs. Owned transportation or transportation assistance must also be valued.
Variable costs	Other and unexpected costs	Other cash expenses are calculated according to actual costs.	Other in-kind expenses must be valued according to local prices.

3. Farm Revenue

Revenue is the value received by producers from their production. The important concept is total revenue, which is total output multiplied by the product price. Farm revenue can therefore be defined as the value received by farmers from their farm output. Total farm revenue is the total quantity of farm production multiplied by the relevant price.

Total farm revenue is calculated by adding explicit revenue and implicit revenue. Explicit revenue refers to the value of output sold commercially, whereas implicit revenue refers to output not sold but used for household consumption, social or religious needs, wages paid in kind, levies paid in kind, or other purposes. These outputs must be valued according to prevailing local prices.

$$TR = TR(ex) + TR(im)$$

$$TR(ex) = Q(\text{commercial}) \times P$$

$$TR(im) = Q(\text{non-commercial}) \times P$$

4. Farm Income

Income is the return to production factors from a particular business activity after deducting all costs incurred. Farm income is calculated as the difference between total farm revenue and total farm cost. The decision criteria are: if $TR > TC$, the farm is profitable; if $TR < TC$, the farm incurs a loss; and if $TR = TC$, the farm is at the break-even point.

$$\pi = TR - TC$$

5. Farm Efficiency

Farm efficiency is measured by comparing total farm revenue with total farm cost using R/C ratio analysis. The R/C ratio indicates the revenue obtained for every rupiah spent as production cost. An R/C ratio greater than one indicates that the farm is efficient, an R/C ratio below one indicates inefficiency or loss, and an R/C ratio equal to one indicates the break-even point.

$$R/C \text{ ratio} = TR / TC$$

6. Sensitivity Analysis

Sensitivity analysis is a method used to evaluate the response of outcomes to changes in conditions. Agricultural production often involves uncertainty, and predicted conditions do not always match actual conditions. Therefore, sensitivity analysis is useful for projecting uncertain scenarios and identifying possible outcomes that can be further examined.

In agricultural production, sensitivity analysis is important when uncertainty is predicted in production costs, production volume, and output prices. In this study, sensitivity analysis was applied to farm income and R/C ratio results by simulating a production decline of up to 15%, a production cost increase of up to 15%, and an output price decline of up to 15%, assuming other factors remain constant.

RESEARCH METHODS

This study employed an analytical research method. The analytical method involves describing research data comprehensively, arranging the data systematically and integratively, and analyzing them using specific statistical approaches so that objective decisions, interpretations, and conclusions can be obtained.

The data used in this study were primary data collected directly from respondents or informants. Data were collected through in-depth interviews. In-depth interviewing is a process of obtaining research data through direct face-to-face questioning with sources, informants, or respondents, with or without an interview guide, in which the conversation is conducted deeply to obtain the required information.

The study was conducted from February to March 2024. The objects of the study were farmers cultivating Kasturi Voor Oogst chopped tobacco in Banyuglugur District, Situbondo Regency, including

those who had partnership cooperation with tobacco supplier companies and those who did not. The sample consisted of 30 partner farmers and 30 non-partner farmers. Respondents were selected using snowball sampling, beginning with a small number of initial respondents and expanding through subsequent respondents until the final information point was reached.

To determine whether Kasturi Voor Oogst tobacco farming in Banyuglugur District was profitable, farm income analysis (π) was used for both partner and non-partner farmers. To determine whether the farming was efficient, R/C ratio analysis was used. To determine the condition of income and efficiency under changing conditions, sensitivity analysis was applied to the income and R/C ratio results under three scenarios: production decline up to 15%, production cost increase up to 15%, and output price decline up to 15%, with other factors assumed constant.

RESULT AND DISCUSSION

The cost structure of Kasturi Voor Oogst tobacco farming in Banyuglugur District, Situbondo Regency, for both partner and non-partner farmers, consists of three components: fixed costs, variable costs, and total costs. The value of variable cost sacrifices is much higher than fixed costs in both farming systems. For partner farmers, variable costs account for 89.30% of total farm costs. For non-partner farmers, variable costs account for 93.18% of total costs.

Labor cost represents a very high share of total cost in both farming systems. For partner farmers, labor cost contributes 61.75% of total cost, whereas for non-partner farmers it contributes 71.58%. The cost of renting agricultural tools and machinery also has a relatively high share, namely 15.36% for partner farmers and 15.67% for non-partner farmers.

Table 2. Income and efficiency analysis of Kasturi Voor Oogst tobacco farming in Banyuglugur District, Situbondo Regency

Farming type	Item	Unit	Value	Share (%)
Partner farming	Fixed cost	Rp/ha/season	5,388,323.81	10.70
	Land rent	Rp/ha/season	5,333,333.33	10.59
	Land tax and levies	Rp/ha/season	54,990.48	0.11
	Variable cost	Rp/ha/season	44,960,850.00	89.30
	Machinery rental	Rp/ha/season	7,733,857.14	15.36
	Seedling purchase	Rp/ha/season	1,000,000.00	1.99
	Fertilizer	Rp/ha/season	2,906,571.43	5.77
	Pesticides	Rp/ha/season	131,771.43	0.26
	Labor	Rp/ha/season	31,093,107.14	61.75
	Transportation	Rp/ha/season	1,925,714.29	3.82
	Other and unexpected costs	Rp/ha/season	169,828.57	0.34
	Total cost	Rp/ha/season	50,349,173.81	100.00
	Chopped tobacco production	kg	1,958.71	
	Output price	Rp/kg	51,000.00	
	Revenue	Rp/ha/season	99,894,210.00	
	Income	Rp/ha/season	49,545,036.19	
	R/C ratio	-	1.98	
Non-partner farming	Fixed cost	Rp/ha/season	5,374,448.48	6.82
	Land rent	Rp/ha/season	5,333,333.33	6.77
	Land tax and levies	Rp/ha/season	41,115.15	0.05
	Variable cost	Rp/ha/season	73,432,553.42	93.18
	Machinery rental	Rp/ha/season	12,346,507.36	15.67
	Seedling purchase	Rp/ha/season	1,000,000.00	1.27
	Fertilizer	Rp/ha/season	1,569,381.82	1.99
	Pesticides	Rp/ha/season	92,000.00	0.12
	Labor	Rp/ha/season	56,409,333.33	71.58
	Transportation	Rp/ha/season	1,672,727.27	2.12
	Other and unexpected costs	Rp/ha/season	342,603.64	0.43

Farming type	Item	Unit	Value	Share (%)
	Total cost	Rp/ha/season	78,807,001.90	100.00
	Chopped tobacco production	kg	1,495.32	
	Output price	Rp/kg	80,000.00	
	Revenue	Rp/ha/season	119,625,600.00	
	Income	Rp/ha/season	40,818,598.10	
	R/C ratio	-	1.52	

The total cost of Kasturi Voor Oogst tobacco farming under partnership cooperation is lower than that of non-partner farming. However, partner farmers obtain higher chopped tobacco production than non-partner farmers. Partner farmers produce 1,958.71 kg per hectare, whereas non-partner farmers produce 1,495.32 kg per hectare.

This condition occurs because partner farmers are required to apply Good Farming Practices (GFP) or Good Agricultural Practices (GAP) in the cultivation of Kasturi Voor Oogst tobacco. One positive effect of the strict application of GFP or GAP is the achievement of higher production and productivity.

Although partner farmers obtain higher production, they can only sell coarsely chopped tobacco to their partner tobacco supplier companies. The price is determined according to the agreement made when the partnership contract is signed. In contrast, non-partner farmers usually sell finely chopped tobacco to tobacco middlemen because the price is higher than coarse chopped tobacco.

The price of coarsely chopped Kasturi Voor Oogst tobacco at the supplier-company level is Rp 51,000.00 per kg. The price of finely chopped Kasturi Voor Oogst tobacco at the middleman level is Rp 80,000.00 per kg. However, although the selling price of finely chopped tobacco is higher, the additional labor cost required to produce finely chopped tobacco is also substantial. This reduces farm income considerably. Therefore, even though the revenue of non-partner farming is higher, the income is ultimately lower because of the large additional labor cost.

Non-partner Kasturi Voor Oogst tobacco farming records total revenue of Rp 119,625,600.00 per hectare per season and total cost of Rp 78,807,001.90 per hectare per season. Since total revenue is greater than total cost, the farming is profitable, with income of Rp 40,818,598.10 per hectare per season.

Partner Kasturi Voor Oogst tobacco farming records total revenue of Rp 99,894,210.00 per hectare per season and total cost of Rp 50,349,173.81 per hectare per season. Since total revenue is greater than total cost, the farming is profitable, with income of Rp 49,545,036.19 per hectare per season.

Although both partner and non-partner farming are profitable, income is higher in partner farming. Thus, even though non-partner farming generates higher revenue, its income is lower because of the high labor cost required to produce finely chopped tobacco.

The R/C ratio of partner Kasturi Voor Oogst tobacco farming is 1.98, indicating efficient farming. Every Rp 1 spent on farming costs generates Rp 1.98 in revenue, or an additional income of Rp 0.98. The R/C ratio of non-partner farming is 1.52, also indicating efficiency. Every Rp 1 spent generates Rp 1.52 in revenue, or an additional income of Rp 0.52. Partner farming is therefore relatively more efficient than non-partner farming.

Table 3. Sensitivity analysis of income and efficiency of Kasturi Voor Oogst tobacco farming in Banyuglugur District, Situbondo Regency

Scenario	Item	Unit	Partner farming	Non-partner farming
Production decreases by 15%	Fixed cost	Rp/ha/season	5,388,323.81	5,374,448.48
	Variable cost	Rp/ha/season	44,960,850.00	73,432,553.42
	Total cost	Rp/ha/season	50,349,173.81	78,807,001.90
	Chopped tobacco production	kg	1,664.90	1,271.02
	Output price	Rp/kg	51,000.00	80,000.00
	Revenue	Rp/ha/season	84,910,078.50	101,681,760.00
	Income	Rp/ha/season	34,560,904.69	22,874,758.10
	R/C ratio	-	1.69	1.29
Output price decreases by 15%	Fixed cost	Rp/ha/season	5,388,323.81	5,374,448.48
	Variable cost	Rp/ha/season	44,960,850.00	73,432,553.42
	Total cost	Rp/ha/season	50,349,173.81	78,807,001.90

Scenario	Item	Unit	Partner farming	Non-partner farming
Production costs increase by 15%	Chopped tobacco production	kg	1,958.71	1,495.32
	Output price	Rp/kg	43,350.00	68,000.00
	Revenue	Rp/ha/season	84,910,078.50	101,681,760.00
	Income	Rp/ha/season	34,560,904.69	22,874,758.10
	R/C ratio	-	1.69	1.29
	Fixed cost	Rp/ha/season	6,196,572.38	6,180,615.75
	Variable cost	Rp/ha/season	51,704,977.50	84,447,436.43
	Total cost	Rp/ha/season	57,901,549.88	90,628,052.19
	Chopped tobacco production	kg	1,958.71	1,495.32
	Output price	Rp/kg	51,000.00	80,000.00
	Revenue	Rp/ha/season	99,894,210.00	119,625,600.00
	Income	Rp/ha/season	41,992,660.12	28,997,547.82
	R/C ratio	-	1.73	1.32

Based on the sensitivity analysis, if production decreases by up to 15% while other factors remain constant, both partner and non-partner Kasturi Voor Oogst tobacco farming remain profitable and efficient. If output price decreases by up to 15% and production costs increase by up to 15%, both farming systems also remain profitable and efficient.

However, a decline in production and a decline in output price of up to 15% are relatively more sensitive in reducing farm income and efficiency than a 15% increase in production costs. This indicates that yield and selling price stability are critical factors in maintaining the economic performance of Kasturi Voor Oogst tobacco farming in Banyuglugur District.

CONCLUSION AND RECOMMENDATION

Conclusion'

1. Kasturi Voor Oogst tobacco farming in Banyuglugur District, Situbondo Regency, is profitable, both for farmers who enter into partnership cooperation with tobacco supplier companies and for those who do not. However, income is relatively higher among farmers who engage in partnership cooperation.
2. Kasturi Voor Oogst tobacco farming in Banyuglugur District is efficient in both partnership and non-partnership systems. Nevertheless, partner farming is relatively more efficient than non-partner farming.
3. When production and output prices are assumed to decline by up to 15%, and production costs are assumed to increase by up to 15%, with other factors held constant, Kasturi Voor Oogst tobacco farming remains profitable and efficient in both systems. However, decreases in production and output price are more sensitive in reducing income and efficiency than increases in production cost.
- 4.

Recommendations

1. Kasturi Voor Oogst tobacco farmers in Banyuglugur District, Situbondo Regency, who have not yet entered into partnership cooperation are advised to consider entering into partnership arrangements if they receive an offer from tobacco supplier companies.
2. To further improve income and efficiency, farmers should attempt to reduce labor costs through the use of appropriate technologies where possible, both for farmers who have not yet established partnership cooperation and for those already involved in partnership cooperation.

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