



Patterns of Local Socio-Economic Oyster Mushroom Commodities

Djoko Soejono ^{1, a)}, Rachmat Udhi Prabowo ¹, Ariq Dewi Maharani ¹, Dimas Bastara Zahrosa ¹, and Soetrono ¹

¹ Department of Agribusiness, Faculty of Agriculture, Jember University

^{a)} Corresponding author: ariqdewi.faperta@unej.ac.id

Abstract. Regency Lumajang from aspect biophysical have potency prospective agriculture _ in its future development specifically development regional economy. Dimensions frequent social _ neglected in approach growth economics, in fact get place strategic for the Development process. The development has occurs in society, especially in rural areas Regency Lumajang is interested For persevere cultivation commodity mold oysters. Research purposes identify potential and pattern social economy business mold oysters. This research was conducted in Lumajang district. Data analysis methods were used descriptive analysis and revenue analysis. The results showed that institutional, form action collective farmers and actors processed mold is receptacle Group Oyster Mushroom Farmers Manut (KPJT Manut') with NIK (No Parent Group) and develop become SAMARA Cooperative. Structure organizations at KPJT Manut _ is shaped structure _ line organization. KPJT Manut membership consists of subgroups cultivation, processing and stalls / taverns whose business is spread across various village. Enhancement quality resource man done through activity training, dissemination, and technical guidance at the level regency nor East Java province, incl college tall. The scale of business carried out by each product business processed mold oysters by KPJT Manut members efficient for attempted.

Keywords: mold oyster cultivation, social economy, collective action

INTRODUCTION

In aspect biophysics, Regency Lumajang own potency prospective agriculture _ For developed and become capital for development regional economy. The facts show that part big the farmer develop cultivation various commodities, rice, sugar cane, tobacco, bananas, snake fruit, chilies and plants other [1]. However thus, there are developments taking place in society part farmers, especially in rural areas Regency Lumajang tried persevering cultivation commodity mold oysters [2]. Until moment This Mushroom cultivation in the Regency Lumajang Already spread almost all over sub - districts in the Regency Lumajang [3].

Motivation and interest farmer develop commodity mold red based a number of things, including: (1) use get income more economic without leave duties and responsibilities answer economy other; (2) assessed profitable and not requires a lot of capital; (3) business commodity oyster mushrooms No must done by people male , in his daily life woman Good Mother House ladder nor child Woman can role Lots in activity business mold oysters , because need a lot of perseverance and skill owned race woman ; and (4) commodities oyster mushrooms can processed various product food worth added, empowered keep it longer too have more market share broad. Effort development economy local done through formation cluster agribusiness is one of them alternative For development Power competitive product local [4]. Experience in several regions proves that cluster strategy assessed Enough effective Because nature locality, capable push creation innovation, as well synergy between perpetrators business related. Research purposes identify potential and pattern social economy business mold oysters [5].

RESEARCH METHODS

The location of the study was Oyster Mushroom center in Lumajang Regency. Data analysis methods were used descriptive analysis and revenue analysis. Analysis descriptive qualitative, that is addressed for describe and depict existing phenomena, good nature natural nor manipulation humans, that's more notice about characteristics, qualities, relationships between activity. That means, describe condition What presence, without give treatment or manipulation of the variables studied, so more emphasize meaning in the results.

© The Author(s) 2024

I. H. Agustin (ed.), *Proceedings of the 2nd International Conference on Neural Networks and Machine Learning 2023 (ICNNML 2023)*, Advances in Intelligent Systems Research 183,

https://doi.org/10.2991/978-94-6463-445-7_25

RESULTS AND DISCUSSION

Potency Resource Enterprise Oyster Mushroom Commodity

On February 28, 2016, several perpetrator agribusiness commodity oysters mushrooms agreed For form group with Name Group Oyster Mushroom Farmers (MANUT) or abbreviated as KPJT-MANUT. Formed institutional the No bound with interest political nor government village / district. The main goal is for gathering Oyster Mushroom farmers in the Klakah district and its surroundings so that can each other give support and information about problem good and correct cultivation of Oyster Mushrooms so that reach results Maximum harvest of Oyster Mushrooms.

Group Oyster Mushroom Farmers (KPJT Manut) are formal organizations with legality showed with Issuance of NIK (No Parent Group) 35.08.200.008.0, chaired by KPJT Manut is Moch. Imam Agus S. KPJT Manut also has own permission business micro and small (IUMK) in 2018 according to Regulation President Number 98 of 2014 (State Gazette of the Republic of Indonesia of 2014 Number 222), Regulation of the Minister of Home Affairs of the Republic of Indonesia Number 83 of 2014. 25 Number 222. The existence of permits business micro and small This works For protect and legalize business processed oysters mushrooms. IUMK number 503/20/427.109/2018 is number owned by KPJT Manut For processed oysters mushrooms. KPJT Manut also has Certificate Home Industrial Food Production with number HK.03.1.23.04.12.2205. SPP-IRT is letter permission circulate something product meaningful food meaning it is legally marketed.

Farmer members who focus on cultivation oyster mushrooms amount to about 6 farmers, however in its development until 2020, there were 14 farmers. From 14 farmers cultivator oyster mushrooms with variety work principal, that is power educators / giri, workers / employees private sector and workers service. Range amount baglog as a growing medium oyster mushrooms ranges from 500 - 2,000 pieces. The amount baglog every farmer in accordance with KPJT Manut agreement limited maximum 2,000 pieces. Restrictions amount baglog done with considerations: (a) Minimization efforts competition between farmer; and (b) availability baglog produced by one member disability.

Potency resource humans at KPJT Manut in the District Klakah Regency Lumajang amount to about 17 people. Where from aspect education, there are 5 people at this level Elementary School (SD), 1 person level School Intermediate First (Junior High School), 4 people at the level School Upper Secondary (SMA) and level College as many as 7 people. Condition resource humans at PJPT Manut own strength For develop his efforts, because supported by availability resource man level College more big in comparison level other or around 41 percent. Next, based on range age, about 10 people are in age productive or not enough from 40 years. There are 7 people of this age not enough productive or more from 40 years. Existence resource productive humans are very supportive development business mold oysters at KPJT Manut.

Potency KPJT resources are divided based on Competencies possessed include:

1. The product meatball meatball mushrooms that have competence is Mr. Moch Imam Agus who lives in Klakah Village.
2. Mushroom bakery produces oysters that have competence of Mrs. Yulaida , Mrs. Nanik and Mrs. Neni in Klakah Village too.
3. Mushroom Noodle Products oysters that have Mrs. Partini's competence from Klakah Village.
4. Mushroom Noodle Products oysters that have Mrs. Partini's competence from Klakah Village.
5. Mushroom rice produces oysters that have competence Elok's mother from village Klakah.
6. Lumpia and Mushroom Nuggets Products oysters that have competence of Mrs. Lilis who is in Mlawang Village.
7. Mushroom satay produce oysters and crispy mushrooms oysters that have Mr. Sholeh's competence in Ranupakis Village.
8. Product stick mold oysters that have Mr. Nanang's competence in Duren Village and Mr. Arif's in Kudus Village.
9. Product shrimp crisp mold oysters that have Mr. Ainur's competence in Sumberwringin Village.
10. Product broth mushrooms that have Mr Amir's competence in Kudus Village.
11. Product baglog mold oysters that have Mr Dedi's competence in Kedung Jajang Village.
12. Cultivation mold oysters that have competence (a) Mr. Nizar and Mr. Ainur; (b) Mr Mahfud, Mr Amir and Mr wise in Kudus Village; (c) Mr Samsuri and Mr Saleh Mushroom Farmers in Ranu Pakis Village; (d) Mr.

Ganda, Mr. Hariyono and Mr. Agus in Klakah Village; (e) Mr Jono and Mr Salim in Mlawang Village; (f) Mr. Sarip in Seruni Village ; (g) Mr. Ishak in Kebonan Village ; (h) Mr Hendi in Tegal Randu Village.

Related with various business units managed by the actors in KPJT Manut container, then for add capacity ability enhancement Skills resource humans, there are a number of education and training attended as following.

TABLE 1. Education and training activities participated in by KPJT Manut

Years	Name of Activities Participated	Organizer	Place of Implementation
2017	1. Quality Control Cluster Training	Lumajang Trade Office	Lumajang
	2. Packaging Design Training	Lumajang Trade Office	Lumajang
	3. SME Strengthening Training	Lumajang Trade Office	Lumajang
	4. SME Center Strengthening Training	Provincial Office of Cooperatives & MSMEs	Malang
	5. Halal Product Dissemination	Lumajang Trade Office	Lumajang
2018	1. Marketplace Training	Provincial Trade Office	Surabaya
	2. Consumer Protection Training	Provincial Trade Office	Lumajang
	3. Agribusiness Management Training	Lumajang Agriculture Office	Lumajang
	4. Pulpit Workshop	Lumajang Agriculture Office	Lumajang
2019	1. Productivity Improvement Training	Provincial Manpower Office	Lumajang
	2. Silatnas Petani Jamur Nusantara	Indonesian Mushroom Farmers Association	Malang
	3. Mushroom Bread Making Training	P3M Jember State Polytechnic	Manut MTEF Secretariat
	4. How to Make Crispy Oyster Mushrooms	Lumajang Trade Office	Bades Village
	5. How to Make Mushroom Meatballs	Lumajang Food Security Office	Bades Vilage
2020	1. Mushroom Broth Production Training	P3M Jember State Polytechnic	Manut MTEF Secretariat
	2. Guidance on Strengthening SMEs Facing Covid 19	Provincial Trade Office	Lumajang
	3. How to Make Mushroom Meatballs & Satay	Lumajang Food Security Office	Jatiroto District
2021	1. Baglog Making Training	LP2M University of Jember	Baglog Unit
	2. Mushroom Cultivation Success Tips & Practices	ITB Widya Gama	Manut MTEF
	3. Oyster Mushroom Cultivation Business Solution	Lumajang	Manut MTEF
	4. For Former Migrant Workers	PPMI Hong Kong & Singapore	Manut MTEF
	5. Oyster Mushroom Cultivation Entrepreneurship (Upstream-Downstream) for Students	University of Jember	Manut MTEF

Apart from following education and training, management of KPJT Manut give opportunity for its members For follow various activity exhibition.

TABLE 2. Activities The exhibition was attended by KPJT Manut

Year	Activity Name	Organizer	Place of Implementation
2017	1. Indonesia Independence Day Celebration	Klakah District	Klakah
	2. Romadhon Bazaar	Lumajang Trade Office	Lumajang

2018	1.	Commemoration of Krida Pertanian Day	Lumajang Agriculture Office	Lumajang
	2.	Durian Contest Participation	Lumajang Agriculture Office	Lumajang
2019	1.	Gebyar UMKM	Klakah District	Klakah District
	2.	Manecu Fruit Contest Festival Participation	Klakah District	Klakah District

Potency resource man in the existing KPJT Manut equipped education, training nor various activity exhibition, has an impact on achievement performance as following.

TABLE 3. Achievements and Awards received by KPJT Manut

Year	Award Name	Ranking	Organizer	Place
2017	Best-Selling Stand at the Subdistrict Level	1st Place - District	PNPM Klakah District	Klakah District
2018	UP3HP	1st Place - District	Lumajang District Agriculture Office	Lumajang
2019	Oyster Mushroom Business Actors (Upstream-Downstream)	2nd Place - Provincial	East Java Provincial Agriculture Office	Surabaya
2021	Oyster Mushroom Horticulture Business Actors (Hulu-Hilir)	1st Place - Provincial	East Java Provincial Agriculture Office	Surabaya
2022	Category: Community Economic Empowerment (Mitra Bina Telkom)	1st place - National	La Tofi School Of Nusantara CSR Award 2021	Jakarta

Patterns and Roles of Entrepreneurial Socioeconomic Institutions Oyster Mushroom Commodity

Formed Group Oyster Mushroom Farmers (MANUT) formed with Spirit togetherness Of course own goals, rules of the game (institutions) and steps for reach goals that have been agreed. Apart from earning profit (profit) from various business units, also have hope to impact positive for environment public around. Structure organizations at KPJT Manut is shaped structure line organization. Line organization is structure simple that delivers impression as informal structure. Structure organization This is usually found in large companies, small and medium. Structure organization used for distribution function or task administrator. Election management in group farmer that is with discussion all members. Structure organization at least arranged on chairman, secretary, treasurer and appropriate sections with need in group. The structure of KPJT Manut organization can be seen in the picture under this.

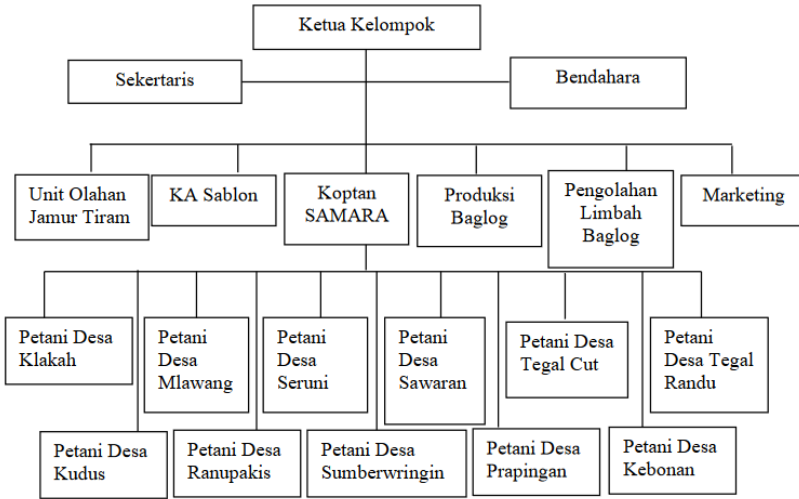


FIGURE 1. Structure KPJT Manut Organization

Strengthening effort role and contribution resource structured human in structure KPJT Manut organization, then institution arrange and determine various rules of the game as following.

- a. Rules of the game (institutional) for Member
 1. Member of KPJT Manut is on Name individual and not on Name organization or group or the like.
 2. Member of KPJT Manut in circumstances Healthy physical and spiritual.
 3. Own / rent land For grumpy mushrooms in the sub-district area Klakah and up agreement Chairman of KPJT Manut.
 4. Kumpang land mold No in circumstances dispute ownership.
 5. Pay cost registration Rp. 250,000,- (Two Hundred and Fifty Thousand Rupiah) for uniforms and tubes spray baglog as well as the kumpang banner member.
 6. Obedient and able carry out wisdom and or regulations that have been set by KPJT Manut.
 7. Follow / attend in meeting monthly KPJT Manut.
- b. Rules of the game (institutional) of business Oyster Mushroom Commodity
 1. Buy baglog already provided at KPJT MANUT.
 2. Caring for Oyster Mushrooms he gathered with really get results harvest can maximum.
 3. Oyster Mushroom Harvest which is not enough good and or not in demand sold must be deposited to Ka. KPJT MANUT Pool for distribution to each part production processed mold oysters.
 4. Mutual sharing information and motivation as well as guard and upholding tall bond brotherhood fellow KPJT MANUT members wherever they are.
 5. Ready resign self and or stop from member of KPJT MANUT if violate Condition or Existing commitment agreed.

Connection with development institutional, KPJT Manut not only in aspect economics, but rather aspect social society as following.

TABLE 4. Social Aspects carried out by KPJT Manut

Year	Activity Name	Recipient	Description
2016	1. Education Appreciation	Son of KPJT MANUT member	Rangking 1, SMPN, Klakah
	2. Tali Asih KPJT MANUT	in Mlawang Village Poor people	Cash Compensation in Ramadan
2017	1. Education Appreciation	Son of a member of KPJT	Rangking 1, SMPN, Klakah
	2. Education Appreciation	MANUT in Mlawang Village	
	3. Childbirth Gifts	Son of a member of KPJT	
	4. Tali Asih KPJT MANUT	MANUT, in Ranupakis Village	

		Wife of a member of KPJT MANUT, and in Sumberwringin Village Poor residents	Ranking 2, SDN Klakah gives birth to 2 cash donations in the month of Ramadan
2018	1. Education Appreciation	Son of a member of KPJT MANUT in Mlawang Village	Rangking 1, SDN Klakah, Mlawang Village Birth of the 1st child
	2. Providing Funeral Money	Parent (father) of a member of KPJT MANUT	Cash donation in the month of Ramadan
	3. Childbirth Gifts	Wife of a member of KPJT Ranupakis	
	4. Tali Asih KPJT MANUT	Poor people	
2019	1. Education Appreciation	Son of a member of KPJT MANUT in Mlawang Village	Rangking 1, SDN Klakah 1st place in painting PAUD children at the sub-district level in Mlawang Village
	2. Education Appreciation	Daughter of a member of KPJT MANUT in Sumberwringin Village	Parent (Father) of a member of KPJT MANUT in Ranupakis Village
	3. Providing Funeral Money	MANUT in Sumberwringin Village	Birth of the 1st child
	4. Childbirth Gifts	Parent (Father) of a member of KPJT MANUT in Ranupakis Village	Cash Compensation in the Month of Ramadan
	5. Tali Asih KPJT MANUT	Poor people	Cash Compensation in Ramadan
2020	Tali Asih KPJT MANUT	Village Poor people	Cash Compensation in Ramadan

Profit Enterprise Oyster Mushroom Commodity

Oyster mushroom is one of commodity prospective and potential vegetables for commercialized by farmers and entrepreneur’s agribusiness in the Regency Lumajang. Currently KPJT Manut Already Lots processed food and drinks prepared by each member group. Production processed the among them meatball mushrooms, crispy mushrooms, mushroom sticks, broth mushrooms and ice cream mold as well as products new still lots Again developed by KPJT Manut members in the District Klakah. The variety innovation product processed mold growing oysters indicated that consumption mold moment This the more Lots in demand and increasingly so convincing public that business oyster mushroom sown mark high economy and have opportunity promising business.

Enterprise processed oyster mushroomssaid profitable If difference between reception with expenditure worth positive. The bigger difference between receipts and expenditures so the more profitable for member of KPJT Manut in business processed mold oysters. Total business income processed oyster mushrooms obtained from difference between reception results production with total expenses production consisting of cost fixed (fixed costs) and costs variable (cost variable). Cost variable is cost incurred for the production process and size fickle comparable with big resulting production, costs the covers cost material standard, cost material additional fee packaging and costs electricity. Cost still is the costs incurred are large still No affected by size cost production like buildings, and depreciation tool. As for the results analysis income member of KPJT Manut in business processed oyster mushroomsbased on type product as following.

TABLE 5. Income KPJT Manut Products

No.	Component	Meatballs (Rupiah)	Crispy (Rupiah)	Stick (Rupiah)	Broth (Rupiah)	Ice Cream (Rupiah)
1	Fixed Cost	12.152,78	13.339,31	13.920,14	25.986,11	10.004,63
2	Variable Cost	352.450,00	119.900,00	152.650,00	80.000,00	115.966,67
3	Total Cost	364.602,78	133.299,31	166.570,14	105.986,11	125.971,30
4	Production (Packs)	10	50	70	10	200
5	Acceptance Price	50.000,00	6.000,00	5.000,00	20.000,00	1.000,00
6	Revenue	500.000,00	300.000,00	350.000,00	200.000,00	200.000,00
7	Production Process	135.397,22	166.700,69	183.429,86	94.013,89	74.028,70
8	Month Revenue	1.083.177,78	1.333.605,56	1.467.438,89	376.055,56	888.344,44

Based on table above, analysis income for type products managed by KPJT Manut including meatballs mushrooms, crispy mushrooms, mushroom sticks, broth mushrooms and ice cream mold. Reviewed from In terms of total costs, KPJT Manut members in processing mold oysters that incur the largest total costs is producing business _ meatball mold with a total cost of Rp. 364,602.78. This matter because big scale business and needs material standard main besides oyster mushrooms that is meat cow, so cost accepted variables increase. Whereas member of KPJT Manut in processing oyster mushrooms that incurs the least total costs is producing business broth mushrooms,

where in his business only emit total cost of Rp. 105,986.11. This matters because scale small businesses and needs material standard main only oyster mushrooms course, so cost the variables released are also few. If reviewed from side reception, member of KPJT Manut in processing mold producing oysters greatest acceptance. The same with the business that incurs the largest total costs, namely business in produce meatball mold. With price sell high business This capable get reception amounting to Rp. 500,000.00.

Processing mold oysters that have lowest acceptance is producing business broth mushrooms and ice cream mold with reception amounting to Rp. 200,000.00. Product the classified scale small businesses and manufactured products still not yet lots interested by consumers. The business that earns lowest income is ice cream business mold that is amounting to Rp. 74,028.70 in every time the production process. Production ice cream mold is done 12 times in one month. This matters because ice cream business run mushrooms classified new, and the price is very cheap with price amounting to Rp. 1,000.00. Apart from that, effort This executed for the target market children. Based on calculation analysis earned income in Each production process is managed by the recipient KPJT Manut biggest income is a business that produces mushroom sticks with acquisition income reached Rp. 183,429.86 in every time the production process. Mushroom stick production is done 8 times in One month.

Based on results analysis above, all over business managed by KPJT Manut in the District Clack Regency Lumajang obtain positive income or benefited from the business he runs. If in accordance with big scale production run by KPJT Manut in One the month, then capable business give highest income per month is a business that produces mushroom sticks with income amounting to Rp. 1,467,438.89. Whereas income per month The lowest is also indicated by effort broth mold with mark monthly income Rp. 376,055.56. Based on discussion on can conclude that the bigger scale businesses run by the respective businesses run by KPJT Manut members and more efficient his business in emit cost so the more big income will be accepted.

CONCLUSION

KPJT Manut Manager own capacity for develop business based mushrooms, because resource man equipped various activity education, training and guidance technical. By institutional, KPJT Manut own structure organization and division clear work as well as existing rules of the game agreed together. Economic value business oyster mushrooms can see from level profit of each product processed by KPJT Manut have the positive value, the bigger scale businesses run by the respective businesses run by KPJT Manut members and more efficient businessman in emit cost so the bigger income will be accepted.

REFERENCES

1. Ahmad, "Complete Guide to Fungi", Depok, Spreader Self-subsistent, (2011).
2. Ambarwati and S. Astiti, "Marketing Strategy Product Processed Oyster Mushrooms at the Spora Bali Women's Farming Group (KWT)", 2(2), (2014).
3. Sugiyono, "Methodology Study Quantitative, Qualitative, and R&D", Bandung, Alfabeta.
4. Setyono, "Development Growing Media Technology Mushroom Commodity with Utilization Waste Plant", Jember, Jember University Research Institute, (2015).
5. N. M. Djarijah, "Oyster Mushroom Cultivation", Yogyakarta, Kanisius.

Open Access This chapter is licensed under the terms of the Creative Commons Attribution-NonCommercial 4.0 International License (<http://creativecommons.org/licenses/by-nc/4.0/>), which permits any noncommercial use, sharing, adaptation, distribution and reproduction in any medium or format, as long as you give appropriate credit to the original author(s) and the source, provide a link to the Creative Commons license and indicate if changes were made.

The images or other third party material in this chapter are included in the chapter's Creative Commons license, unless indicated otherwise in a credit line to the material. If material is not included in the chapter's Creative Commons license and your intended use is not permitted by statutory regulation or exceeds the permitted use, you will need to obtain permission directly from the copyright holder.

