
INCOME ANALYSIS AND OPTIMIZATION OF COW LIVESTOCK DEVELOPMENT IN SUPPORTING THE LIVESTOCK DEVELOPMENT PROGRAM IN KUPANG REGENCY

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ABSTRACT

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This study aims to answer the main problem regarding income and optimization of cattle husbandry development in supporting livestock development programs in Kupang Regency. The research method used is social qualitative research method with FGD pattern to obtain primary and secondary data. This research took place in Kupang Regency as an area that has potential for cattle which is always in demand by other regions such as DKI Jakarta and so on. If viewed from the prospect of Beef Cattle Development in Kupang district, then look for markets for livestock and livestock products both from NTT and within NTT itself continue to increase in line with economic growth and population growth. There is still a lot of land that is available and possible for the development of livestock business which has not been utilized. The government's policy of encouraging state-owned enterprises to mediate funds to assist small businesses and at low interest rates has been implemented. This policy provides opportunities for business development and new investment in the livestock industry in NTT Province. Various patterns/schemes of soft credit and

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simple procedures and directly to livestock farmer groups such as Strengthening Group Business Capital (PMUK) or Community Direct Loan Assistance (BPLM) or Social Assistance Patterns are actually very good opportunities to overcome the problem of capital difficulties for farmers. Through through and intensification with the support of technology with prospects to increase productivity as well. The role of the sub-sector in the future in Kupang Regency is still large as a provider of food from livestock as a source of income and as a job opening.

KEYWORDS

Optimization, Livestock Farmers, Beef Cattle, Paronization, Income



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INTRODUCTION

Livestock has good prospects in the future, because the demand for materials derived from livestock will continue to increase in line with the demand for population, income and public awareness to consume highly nutritious food as a result of the increase in the level of education of the average population ([Godfray et al., 2018](#)).

Livestock commodities have the potential to be developed in Indonesia. One of them is beef cattle ([Soedjana & Priyanti, 2017](#)). The population of cattle is almost spread throughout Indonesia, even in certain areas the commodity is used as a leading commodity and the result is an agro-industry product ([Fauzin, 2021](#)). The development of the beef cattle product processing industry (agro-industry) is largely determined by the availability of livestock and their distribution ([Rossi, Vanden Braber, Díaz Vergara, & Montenegro, 2021](#)).

In Indonesia, areas with potential availability of beef cattle are East Java, Central Java, Nanggroe Aceh Darussalam, Bali, NTT and NTB. The important role of beef cattle agribusiness can be seen since 2005, namely as a provider of employment for around 44.3% of Indonesia's population, and also as a provider of industrial raw materials. Based on data from the Livestock Service Office, cattle production in NTT, especially in Kupang Regency in 2011 was 151,250 heads and cattle production in TTS (South Central Timor) in 2011 was 167,834 heads ([Matondang, 2017](#)).

As one of the centers for beef cattle in Eastern Indonesia, NTT is believed to be quite successful in developing beef cattle farms, but the product processing industry (beef cattle agro-industry) has not been optimal ([Nendissa, Anindita, Hanani, Muhaimin, & Henuk, 2019](#)). On the one hand, the development of the livestock industry, especially the beef cattle agro-industry, should be seen as an act of raising cooperation networks in the form of a Triple Helix partnership between the government, farmers/breeders and capital owners. Through agro-industry, farmers are compared in increasing the added value of products/services, income, and then leading to the achievement of regional economic growth goals and creating jobs for rural communities (Bagla, 2018).

The results of beef cattle that have not been processed optimally into competitive downstream industrial products, result in low opportunities for business actors to access the added value of the products/services produced ([Beliaeva, Ferasso, Kraus, & Damke,](#)

[2019](#)). Therefore, it is necessary to take strategic steps for planning the development of the beef cattle agro-industry ([Santoso, Ariqoh, & Maulida, 2019](#)). The processing of beef cattle agro-industries in East Nusa Tenggara is almost all small-scale home industries and uses simple technology, so that production is low and product quality is not the same ([Suwardji, 2018](#)).

Therefore, it is necessary to develop a system for the development of marketing functions so as to produce quality products, efficient effort and on time at the consumer level through the use of more comprehensive management technology advances. A number of main aspects in the development of beef cattle agroindustry certainly contain potential risks that must be managed properly. These aspects include raw material procurement, development location planning, management of human resource performance improvement, conflict management, data limitations, and feasibility studies that are still lacking and not optimal, government policies are not yet oriented to market segments, the will and needs of the community as well as social considerations factors community culture ([Bui et al., 2021](#)).

Therefore, the provincial government of NTT should be determined to return the area as a center for beef cattle production with a holistic beef cattle agro-industry development strategy and planning so that it can meet the domestic market demand which is quite large, namely 13.2 million heads per year. Contemporary management development strategies provide valuable lessons about the importance of investing in human capital for building future prosperity ([Asongu & Tchamyou, 2018](#)). Thus the management of any business organization is basically the management of humans as the most important production resource. This paradigm implies that there has been a shift in three things, namely the technology needed, products/services that are competitive in knowledge, and human capital that can learn and grow competitiveness ([Figueira, Honrado, & Dionísio, 2021](#)). Therefore, an appropriate management strategy is needed to assess the performance of this kind of organization. Appropriate performance appraisal will be very useful as input to achieve organizational goals.

Kupang Regency as one of the level II regions is known as the main center of beef cattle production. This is evidenced by the total cattle population in this district of 24.78% or 132,279 heads of the total number of cattle in NTT in 2005.

The type of business carried out to produce beef cattle is generally through a feed lotting program which is known in Timor under the name "paronization". This program was introduced to the community in 1972 and has grown very rapidly because it has been proven that this kind of maintenance system allows farmers to quickly experience the results of their efforts. In this program, young bulls, which are generally Balinese cattle, are caged or tied under a tree and the breeder provides the main food in the form of forage in sufficient quantity and quality and is supported by adequate health care. sell the livestock from the paron.

The popularity of the business and supported by the experience of farmers and the potential of natural resources in the form of the availability of feed in sufficient quantities, a number of capital owners take advantage of it by offering cooperation in the business of fattening beef cattle ([Goodman & Minner, 2019](#)). The cooperation system applied is cattle fattening with a profit-sharing system and a wage system. In this cooperative system, the owners of capital provide feed, health care and materials for making cages that do not come from factories, while the breeders provide feed, labor, land and some materials for the cages.

Furthermore, to find out the factors that influence the level of income for farmers, correlation and regression analysis were carried out. It is hoped that the information

generated regarding the economic feasibility of a Bali cattle fattening business with a profit-sharing system in Kupang district and recommendations regarding a cooperative system, especially regarding the age and minimum number of feeders that must be kept by a farmer can be useful for the development of a cattle fattening business in Kupang district, especially increasing farmer welfare.

RESEARCH METHOD

Approaches and Types of Research The implementation of this research uses a qualitative method, with a descriptive approach because the aim is to describe and describe what it is about a certain variable, symptom, situation or social phenomenon. In this case to analyze the data obtained in depth and thoroughly.

This research was conducted in Kupang Regency, East Nusa Tenggara Province. Income conditions and income optimization in each group of livestock in various sub-districts in the Kupang Regency area. The data used in this study are primary data and secondary data. Primary data is data obtained directly through field observations or obtained from direct sources. While secondary data is data that is not obtained from the source directly, but has been collected by other parties. The primary data used in this study were obtained through observation, questionnaires and interviews. Observations are made to capture phenomena that occur to the object of research such as community activities. Meanwhile, interviews were conducted to obtain in-depth information.

For secondary data that is quantitative, namely data in the form of numbers. Sources of data are obtained from official government publications such as the Central Statistics Agency (BPS), the Department of Education, health, housing and settlements, business and tourism, as well as energy security, Bappelitbangda and from other relevant sources.

RESULT AND DISCUSSION

Through this analysis, the researchers describe the results of in-depth interviews or in-depth interviews including the results of discussions through Focus Group Discussions (FGDs) which were carried out in various selected sample locations including:

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Livestock development is part of agricultural development in a broad sense. With the reorientation of development policies as stated in the RPPK (Revitalization of Agriculture, Fisheries and Forestry) program, agricultural development needs to take a comprehensive and integrative approach with other sub-sectors under the auspices of the agricultural sector. This is even more important to do if it is associated with the beef self-sufficiency program as stated in the 2015-2019 National Medium Term Development Plan (RPJMN) target.

The beef self-sufficiency program is a continuation of the program that was started in 1998, then continued from 2005 to 2014 and is currently part of the political contract (priority program) of the Minister of Agriculture with the President which is supported by technical, social, economic and political justifications ([Hamilton-Hart, 2019](#)). One of the government's policies in limiting import quotas is to encourage people to provide beef food independently.

Even though the livestock sector in Kupang Regency is not the main sector in the development program implemented by the local government, it is a factor that cannot be underestimated at all because the livestock sector makes a very large contribution to the index of increasing people's purchasing power and the community's economy.

Beef cattle is one of the livestock that is widely cultivated and cultivated by farmers in Kupang Regency (Arnoldus, 2019). The livestock acts as a source of income, creates job opportunities and is a source of animal protein. The high population of beef cattle shows one of the potentials and opportunities that can be utilized to provide added value in the cattle business, increase the family's nutritional consumption of animal protein and even as an agribusiness commodity.

The opportunity for beef cattle development is quite large, this is influenced by several factors including the availability of feeder cattle in large numbers and relatively good quality, availability of animal feed in sufficient quantities, availability of feed land, relatively easy access to marketing, adequate farmer skills, socio-cultural that supports and there is support from either the private sector or the government.

Kupang Regency as one of the potential livestock development areas in the NTT area, of course this is in accordance with the joint agreement carried out strategically in developing livestock and providing beef needs for the Special Capital Region of Jakarta. For this reason, strategies and policies are needed, including through:

1. Prevention of Slaughter of Productive Female Cattle

About 28 percent of the cattle slaughtered every day are productive females. There are at least four factors that encourage the slaughter of productive females, including:

- (1) Breeders need funds for their daily needs so they must sell their assets in the form of cows,
- (2) The price of female cattle is cheaper than male cattle, while the selling price of meat is the same,
- (3) There are cuts outside the government RPH, and
- (4) RPH is only profit-oriented so it is less concerned about the prohibition of slaughtering productive females.

Productive heifers are a valuable asset, decreasing the number of female cows slaughtered as much as bulls. The consequence of this ratio is that the female broodstock is decreasing and the impact is that the birth rate is also decreasing. One of the factors in increasing the slaughter of productive female cattle is because in the field the number of beef cattle is very limited and livestock traders prefer to buy females because the price is cheaper than male cattle.

In order to maintain the continuity of livestock resources, the slaughter of productive female cattle must be prevented. One of the policies that can be implemented is the cut delay policy. This is done by buying productive female cows and re-developing them to suitable breeders as program participants. This policy has been implemented in many areas.

2. Optimization of Artificial Insemination (IB) and Intensification of Natural Mating (InKA)

The Artificial Insemination (AI) program is one of the efforts made to increase the population of beef cattle, production both in quantity and quality. Although this program has been introduced to the public for a long time, the results have not been satisfactory.

Based on the development of the number of beef cattle in one IB Post for the last 6 (six) years, the number of IB acceptors, on average, is only about 41% of adult females. In addition, the success rate of artificial insemination is still low. It is shown by the value of Service per Conception (S/C) which is still high at 2.7 and the Conception Rate (CR) which is low at 57.8%. The target set by the Directorate General of Livestock is for S/C below 1.6 and CR greater than 62.5%.

To increase the optimization of IB and InKA, it is necessary to:

- a) Preparation of socialization tools for Artificial Insemination and Natural Mating Intensification;
- b) Increasing IB activities through optimizing acceptors;
- c) Improvement of natural mating through distribution of superior males and certification of pempek males;
- d) Handling of reproductive disorders and cattle health;
- e) Screening and rescuing productive females, and progeny resulting from AI;
- f) Provision of broodstock/seedlings;
- g) Educating the public about the importance of IB and InKA and handling reproductive disorders.

3. Empowerment and Improving the Quality of RPH

Slaughterhouse (RPH) is a unit to carry out animal slaughter activities in accordance with applicable procedures. This situation resulted in the emergence of places of illegal slaughter. The impact of illegal slaughter is the generation of waste that will affect environmental health and the difficulty of monitoring in the event of disease transmission.

To overcome this, it is necessary to build small-scale abattoirs close to livestock production centers and supervised by the government. Besides, it is necessary to socialize the provisions for slaughtering livestock through counseling, education and training to the perpetrators of the meat trade system and the community in general.

The ideal location for the RPH should be at least two to three kilometers from residential areas. Pollution must be suppressed/reduced so that the waste produced is at the quality standard that has been set. Therefore, at the planned RPH location, a waste management system must be built, both for solid waste and liquid waste (WWTP). The benchmarks used to measure the environmental components that will be affected by the existence of business activities are determined based on standard quality standards (according to statutory regulations).

4. Development of Livestock and Crop Integration

The pattern of integration between crops and livestock or what we often call integrated agriculture, is a combination of livestock and agricultural activities. This pattern is very supportive in providing manure on agricultural land, so this pattern is often called a zero-waste husbandry pattern because livestock waste is used for fertilizer, and agricultural waste is used to feed livestock. The integration of animals, livestock and plants is intended to obtain optimal business results, and in order to improve soil fertility conditions. The integration between livestock and plants must be complementary, mutually supportive and mutually beneficial, so as to encourage increased production efficiency and increase the profitability of farming results.

Basically, integrated farming has been done by our farmers. Farmers can take advantage of plant waste (eg straw) as animal feed so as to ease the supply of feed. Besides that, farmers can also use their cattle/buffalo power for agricultural land processing, cattle/buffalo cattle can also be used as investment (savings) which can be sold at any time for urgent needs.

5. Development of Organic Fertilizer and Biogas

The government's efforts to develop alternative energy encourage the development of renewable energy, one of which is biogas. Biogas is another form of utilization of biomass gas. Biogas is an alternative to renewable energy and it is very possible to decentralize it to rural areas, even to homes.

The development of beef cattle farming has great potential for the development of renewable energy such as biogas. This is evidenced by the composition of waste from

cattle farming that is greater than that of other farms, including goats, sheep, and poultry. A number of studies show that: (1) Cattle farming has great potential in the development of alternative energy, so that in the future it needs to be socialized and developed. Cattle farming does not only produce its main output, namely milk, meat, calves, the waste can also be used to produce biogas and organic fertilizer (compost); (2) Biogas is a government program in saving the use of fuel oil (BBM), so that the linkage of livestock business in biogas development is very large, considering the potential for this business in the future is very large.

6. Provision and Development of Feed Technology and Feed Land

Animal feed has a very important role (contributing to 70% of livestock production costs) both from forage and processed/concentrated feed.

With the high demand for quality animal feed, it is necessary to develop new technologies and processing techniques to avoid environmental damage or increase in the price of feed products. Even though the need for feed is increasing in quantity, the available land for forage forage is currently decreasing. "This development is not in line with the stagnant land area,". Ideally 1 hectare of productive land is reserved for around 15 - 20 cows.

With such conditions, it is necessary to immediately make policy breakthroughs to continue to protect animal feed land. This can be done by helping to provide the land needed for forage for livestock. If possible, the government can facilitate cooperation in the use of HGU land or stipulate it in the regulations set forth in the Regional Spatial Plan for the provision of animal feed land.

7. Development of Cattle Cattle Facilities and Infrastructure

The development of beef cattle needs to be supported by adequate facilities and infrastructure. Efforts to improve facilities and infrastructure that need to be carried out in supporting the development of cattle are:

- a) Provision of sustainable livestock land in Kupang Regency which is stipulated through regional regulations concerning RTRW;
- b) Development of Animal Health Center;
- c) Development of Animal Health Laboratory;
- d) Animal Market Development;
- e) Development of Artificial Insemination Service Unit (ULIB);
- f) Development of Feed Processing Technology and Mini Feed Factory;
- g) Development of Organic Fertilizer Processing Unit (UPPO) and Livestock Waste;
- h) Development of Slaughterhouses;
- i) Development of Animal Husbandry Extension Posts (Posluh);
- j) Development of Animal Feed Land and Water;
- k) Improvement of Livestock Production Roads.

Considering the potential for beef cattle production (supply capacity) in Kupang Regency is very large, while the demand for livestock continues to increase, beef cattle commodities can become a comparative and competitive advantage in order to support the progress of the economic development of the people of Kupang Regency. Therefore, the development of beef cattle farming can no longer be carried out by the Livestock Service Office alone but must also be carried out in a synergistic and integrated manner with other related agencies/agencies, both between sub-sectors and across sectors. In addition, the support from parties engaged in animal husbandry, such as researchers, extension workers, associations and the private sector also greatly determines the success of beef cattle development in Kupang Regency.

Analysis of Economic Barriers to Income and Optimization of Cattle Livestock

Development in Support of Livestock Development Programs in Kupang Regency

Through this analysis of barriers, researchers can separate the obstacles faced both internally and externally. The internal environment is a factor in the environment of a company which is mostly controlled by the company. The internal environment influences the competence or performance of a company. The internal environment includes factors such as finance (especially internal finance such as owner equity contributions and guarantees), managerial expertise, location, investment in information technology and production costs (Cassar, 2004;

Barbosa and Moraes, 2004). Access to finance All businesses need financial resources to start a business and to finance growth. Lack of access or availability can be an obstacle in business growth (Cassar, 2004). Management expertise Martin and Staines (2008) find that lack of managerial experience and skills is a major reason why start-ups fail. Location Location has an impact on the market potential and growth opportunities of new companies. Geographical proximity to buyers or suppliers allows new companies to more easily identify and take advantage of growth opportunities in the market. This has an impact on the market prospects of new firms (Dahl and Sorenson, 2007).

Investment in information technology and production costs Investment in technology and keeping up with information technology is increasingly important for all companies. Technology plays an important role in the development of new SMEs. Technology not only helps in developing multi-pronged strategies but also maximizes business opportunities. The use of technology involves costs. Computer hardware and software must be purchased and installed. New SMEs without access to capital may find it difficult to purchase the necessary technology (Philips and Wade, 2008).

Meanwhile, from the external environment, Beck (2007) argues that the performance of SMEs can be influenced by two factors, namely factors within the company (internal factors) and systemic factors (external factors). External factors are all events outside the company that have the potential to affect the company. External factors include: Economy and Market. Economic factors have a direct influence on the potential attractiveness of various strategies and consumption patterns in the economy and have a significant effect on organizations across industries and in different locations. Variable The economy includes fiscal policy and government monetary policy, inflation, interest rates and foreign exchange rates. These variables affect the demand for goods and services and hence the growth of new SMEs (ehlers and lazenby, 2007).

Crime and Corruption A survey sponsored by Standard Bank and Fujitsu Siemens Computer (2009) found that SME owners did not aggressively pursue avenues to develop their growth market share to stay ahead of competitors. Instead they focus on operational problems because of the high crime rate. Gaviria (2002) argues that the reasons why SMEs engage in corruption are often related to problems with regulatory compliance and bureaucracy. SMEs lack the bargaining power and leverage to challenge requests for informal payments and similar requests.

New SME Workforce, Infrastructure and Regulations require appropriate access to a skilled and motivated workforce to sustain growth. Mahadea (2008) found that it is difficult and expensive for SMEs to hire a workforce in South Africa. The quality of infrastructure can affect the growth prospects of new SMEs especially in developing countries such as South Africa. Developing countries suffer a lot because of the state of basic infrastructure such as transportation, telecommunications and electricity. The supply of electricity in South Africa does not meet demand leading to power outages which can affect the production and turnover of new SMEs (Kalra, 2009).

In addition, regulatory costs can have an impact on the growth of new SMEs. New SMEs must obtain permits and pay taxes (Hashi, 2001). From previous research conducted by Olawale and Garwe in South Africa, it was found that the inhibiting factors for the growth of Micro and Small Enterprises were: 1. Lack of access to finance 2. Lack of guarantees 3. Lack of contribution from capital owners 4. Crime 5. Lack of support from the government 6 High interest rates 7. Insufficient demand 8. Inadequate market research 9. Location 10. High competition 11. Poor credit record 12. High production costs 13. Lack of information technology 14. High transportation costs 15. High taxes High and other rates 16. Economic recession 17. Lack of relevant business experience 18. Founder not familiar with market/industry 19. Lack of networking 20. Lack of business skills 21. Shortage of skilled labor 22. Registration and licensing fees 23. Inflation rate 24. High foreign exchange rate 25. Poor electricity supply 26. Lack of training 27. Corruption 28. Poor road access 29. Poor water supply 30. Poor telecommunications.

The inhibiting factors from these previous studies have been grouped by Sherazi, et al. (2013, p.1330) as follows:

a. Financial barriers:

- Not having sufficient equity contribution
- Difficult to get financial support from government
- Difficult to get a loan from the bank
- Don't have enough money to run this business
- Bank credit facilities have high interest rates

b. Management barriers:

- Not familiar with industrial market
- No experience relevant to business
- No previous experience in managing this type of business
- Lack of experience to attract and retain suitable staff
- No experience in small business management

c. Training barriers:

- No formal education in business management
- Lack of HR/personnel management training
- Lack of formal training in financial management
- No formal education in bookkeeping/accounting
- No formal training in marketing

d. Economic and technological barriers:

- Poor telecommunications system for business
- High inflation rate in the economy
- Businesses have high production costs
- Lack of technology availability
- The government imposes high taxes and other tariffs

e. Barriers to corruption

- Government officials extort money from businesses
- Bribery as a common means of obtaining contracts from the Government

Corruption is a big problem for businesses

- Using informal networks to organize things.

f. Infrastructure barriers

- Lack of support from government for business
- Electricity and gas issues for business
- High cost of registration and business license
- Bad roads are a major obstacle to business
- Water supply is also a big problem for businesses.

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Based on the previous research above, the dimensions of the barriers to be used in this study are as follows:

Internal factors include:

1. Managerial ability

- Respondent's knowledge of current market conditions
- Relevant experience for business
- Previous experience in managing this type of business
- Experience to attract and retain suitable staff
- Experience in business management small

2. Location and Network

- How much influence the current occupied location has
- Network of respondents to the environment around the business

External factors include:

1. Financial

- Difficulty obtaining loans from financial institutions.
- High loan interest rates from financial institutions.
- Lack of financial assistance from the government.

2. Economy and Technology

- Instability of raw material prices.
- People's purchasing power of related products.
- Difficulty getting production equipment

3. Crime and Corruption

- The number of illegal levies on businesses.
- Bribery to obtain contracts from the government.
- Bribes to get business credit.
- High crime rate.

4. Infrastructure

- High cost of electricity and water.
- The high cost of registration and business permits.
- Poor road conditions.

5. Competition

- It is easy for new players to enter the same venture.
- There are substitutes.
- Most competitors are big businesses.

6. Labor

- Difficulty in getting skilled workers.
- Demand for high wages.
- Low employee loyalty.
- Low employee productivity.
- High demand for facilities by employees.

Specifically regarding the obstacles obtained by researchers when conducting research with an interview approach with a number of informants and respondents, the obstacles experienced in developing a livestock business with compensation from the government are the lack of support from community members in the success of the program, the lack of supervision from the government in livestock development efforts, especially cattle. , lack of support from the regional legislature (Regional House of Representatives) in supervising the implementation of the cattle breeding development program. Lack of support from stakeholders in supporting the cattle husbandry development program. Including the lack of internal and external supervision of livestock development in supporting the optimization of community income.

It can be illustrated that the results of the author's interviews with a number of informants from the local government of Kupang Regency where they explained that the target needs of the community continued to increase and were not matched by income, so every effort of the community members was to freely sell cattle without involving the government as a cow aid provider.

Meanwhile, the community members who were given cattle assistance in order to run their cattle breeding and fattening program explained that on average they sold the assistance cows as a way to find better seeds so that they could be fattened within a certain time based on the availability of animal feed they had, because The average feed that can help with timing is seasonal so that before the feed is hit by a prolonged heat/drought, fattened cows can be classified as scales for sale.

In addition, the obstacles from the Kupang Regency Animal Husbandry Service explained that the obstacles experienced by them as technical owners of government programs were not given sufficient space to manage the assistance program, including all the efforts made directly by the community in supporting the livestock development program. One of them is in the form of no cooperation agreement between the government and the community as a group of farmers who receive assistance for fattening and breeding cattle. So that the community members are sometimes taught with the word help that they can freely sell aid cows without the knowledge of the government.

Meanwhile, the informants that the authors obtained from previous researchers who also often conduct comparative studies with other regions including other countries, explained that many livestock development programs have only been completed but are difficult to implement due to many obstacles, such as human resource barriers, barriers to facilities and infrastructure. infrastructure owned by both farmers and local governments, infrastructure barriers or community access to compete with other regions, barriers to public consumption patterns that are difficult to balance with residents' income, and so on. If all these obstacles are resolved then all program designs will be achieved by all programs. In fact, this informant clearly explained that the average human being is grouped to receive assistance without seeing the potential for success and optimal implementation of animal husbandry assistance, including fattening cattle. In the case that if each village is made a cowshed and how to manage it by scheduling villagers to manage the cattle distributed to each village, it can certainly minimize the program implementation target.

Analysis of local government support in overcoming problems of income and optimization of cattle development in support of livestock development programs in Kupang district

The local government of Kupang Regency, has sought assistance for livestock breeding and fattening for community residents who need have the advantage in raising cattle. Many breakthroughs have been made by the government through compensation or assistance including breeding and fattening cattle, including treatment and maintenance costs.

The results of the study show that even though the community has received assistance from the government in the form of cattle and their maintenance, there has not been good support from community members, such as selling aid cows to buyers without notification as the government as the owner of the program. Sometimes people see it as aid so that their rights are sold without involving the government.

Meanwhile, several new groups in the Amabi Oefeto Timur sub-district explained that since 2016 they had prepared a feed area of 25 ha (twenty-five hectare acres) but so far, there has been no assistance to make this land a target for fattening or breeding cattle.

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. However, the government prioritizes the old group which only produces one package of fattening cattle or one pair per group member.

On the same occasion, through a Focus Group Discussion (FGD) conducted at the sub-district office of Am Abi Oefeto Timur, the field officer for the Livestock Service Office of Kupang Regency explained that all cattle assistance, be it beef cattle or breeding or breeding cattle, began to stop aid since 2016 also because with the change in the leadership of the service, of course, many programs will change so that new proposals cannot be served.

As a companion, he always records all suggestions and opinions of group members including new groups so that in further planning assistance can be provided in response to the expectations of community members in the sub-district area who are always given tasks through the service. We just hope that there will be no negative provocation from other parties that will only disrupt social conditions.

Through the FGD, the resource persons also explained that the nursery program is very good in helping the community, especially the economic income of farmer households. However, some of the group members who have the responsibility to send their children to school just by raising cattle do not only expect assistance from the government. This means that the assistance cows are an encouragement for activists who raise cattle. Of course, if there is an intention and responsibility in sending children to school, it is obligatory to raise livestock so that they can be sold, the children's needs can be overcome, because for example every month the children ask for money to buy internet credit and college assignments, parents are obliged provide so that children do not drop out of school. The group members also shared their condition after growing beef cattle. On average, they admit that by raising beef cattle, many needs are addressed, because if the assistance cattle need permission from the village head, group leader, and reports to go through field assistants and the office, it is difficult to deal with emergency needs.

The Kupang district government program has designed the area and the community as a place of production for fattening cattle and breeding. This is marked by a number of collaborations carried out with a number of regional heads in the Java Island area, especially in DKI Jakarta and its surroundings. This collaboration has also been supported by the central government through the Indonesian Ministry of Social Affairs, namely providing cattle assistance to a number of groups in the Kupang Regency area. Each group is distributed according to the number of members, even though the government has distributed assistance in the form of cows in each group member, it still places animal husbandry extension workers in each sub-district to answer the needs of farmers who need them at any time related to cattle health problems.

The assistants have also been provided with a number of knowledge and skills to facilitate community members in raising their own cattle and livestock distributed by the Kupang Regency government. On average, the animal health assistants who are placed in the sub-districts in the Kupang Regency have an educational background of animal husbandry. Of course, professionalism and academic ability cannot be doubted in terms of assisting the community in terms of raising livestock in general and especially for breeding cattle and fattening cattle (beef cattle).

The main problem for each field facilitator is the condition of their employment status because on average some of them are still under contract by the local government or work as government employees with a work agreement (P3K). However, with a status that is still on a contract, the assistants always work to serve each group of farmers sincerely and sincerely according to the mission they carry out. To the future They hope

that one day the central government will appoint them as civil servants while still serving the community as field assistants. Because on average the assistants always mingle with the life of the community in each village to help the village community in terms of managing and utilizing village funds according to their designation, including village problems in terms of developing certain villages as priority villages in terms of livestock development.

The main obstacle to the condition of the assistants in carrying out the task of mentoring is that there is only one person in each sub-district, while in each sub-district in the Kupang district there are no less than four villages so that the problem of community service is always an obstacle. However, by continuing to provide good service to the community while continuing to educate the farmers, each group can self-vaccinate without having to wait for field assistants to vaccinate their pets. This means that the companions also have a way of educating the community as veterinarians in terms of caring for their livestock to avoid outbreaks of animal diseases including pigs, chickens, ducks and cows.

Every year the community is distributed medicine in terms of vaccines for free or free of charge through field assistants. Each group always received medical assistance in terms of vaccines for their pets. Indeed, since the Kupang Regency Government has programmed the development of livestock, especially cattle and pigs, it has planned for the bad consequences of livestock raising issues.

Analysis of the condition of the livestock farming community on the income and optimization of cattle development in support of the livestock development program in Kupang Regency

The potential for feed available in the community becomes a target for cattle distribution, both in the form of fattening and breeding. The results of the FGD through the presentation of material from the head of the farmer group explained that the Manek'toh group was surveyed to see if it was feasible or not, for example whether there was feed or not, if there was, then it was eligible to receive assistance, usually the group received recommendations to complete the requirements to receive assistance, usually get 5 packages, namely five pairs, in the form of a female-male

Selan, the head of the group explained that in order to receive assistance for cattle, there was a condition that he must state his ability to provide animal feed from his own. Of course, in terms of receiving assistance, it has helped the household's economic income, of course I as the recipient of the assistance must state that the assistance has provided many benefits in terms of household income, especially with regard to sending children to higher education.

It was different with the group. We had many complaints and finally we were able to get an answer. 2016 and then until now. Our old service head met and conveyed our intentions and our final goal of getting an answer in the form of assistance. And the condition is that there must be a group of livestock. I do have feed since 2016. About 2 ha. We have also been promised but that promise is hard to keep. When it comes to programs or we have activities from the past twenty ha. This business person when we give us a cow, we must appreciate it. But until now there has never been any hope to be obtained. We have twenty five people, and there are 25 ha. While there is no help yet, we are just waiting for an appointment until now. it means that if we make an agreement with politicians, it is difficult to get. If it is related to what we feel about paronization, it always comes from the village in the form of village funds. Cows are extraordinary, it means that we are diligent, so we can feel it too, for example, if we keep one cow in one year, we can get one too. This means that the profits that we can use for children's schooling, can be used for household matters. response from 2016 until now there has

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been no help. If the leader changes, the policies will change. So there needs to be clarity in this matter. Groups that may have been around for a long time will definitely get it while the new group has not yet been realized

Mr. Village, (nikodemus) I must explain that from 2000 to 2003 it was only legalized, and in 2004 it could only be realized. awhile. Until 2016 you can only get. The group's name is "Matop", three months later, we get a fattening cow. And we get in the form of cows, we one group get 15 pairs. (15 packages) while the other group only got 5 packages. We as farmers are only limited to get and even if it can be good. The group in 3 years all changed the leaf houses to houses with floors and tin roofs. There are children's schools. If I sell cows without being caught, I will definitely be angry. So all sales must be in my knowledge. All children's schools and I myself bought a car and also two children's schools can go to college. To this day We have also had feed since 2014. Response: We really hope that all group development cows are obliged to prepare seeds for other groups.

Help as long as one develops well. For sale female cows exist but must be selected properly. All members of the Matop Group have tried to develop with some buying motorbikes, children's schools, even the group leader has bought a car. Over the next few years from 2016 to 2020 many members are developing well. The group's deficiency is only related to the provision of forage land.

According to the results of the FGD, field assistants have the initiative to make agreements with groups so that the assistance cows are felt by all members of the village community. So that each member keeps a cow for five years and after that the cow is overthrown, the aid is handed over to the community members who have not received it. In particular, female cows must be guarded for three years and one female must be handed over to the service and handed over to other groups of people in the Kupang Regency area. Each group must report to the office for assistance. This means that administrative requirements are the target for providing cattle assistance. The field assistant has the task of verifying the requirements in terms of handing over aid and rolling the cows that are already in the hands of each group.

The problem of selling and buying aid cattle must always have the supervision of the group leader and field assistants. The main condition for selling female cows must be that they are no longer productive. The price must also be adjusted to the market price, of course this is the companion and the group leader must pay attention to price competition. Each member was happy with the price set by the facilitator and group leader because it was always in accordance with the target time of the election and the burden of needs to be addressed.

As farmers and ranchers time is spent in terms of cattle breeding. On average, the recipients of cattle are lay assistance in terms of raising cattle, but with the assistance of counseling and assistance from field officers, the development of cattle is always under control in terms of maintenance. On average, managing cattle is always well assisted so that the problem of vaccines is handled properly by field assistants.

The results of the FGD were also explained by the facilitators that every year there is always a temporary Baksin assistance specifically regarding the complaints of group members. Each facilitator always goes directly to the location of the group concerned to take samples and take action. Of course the problem of the epidemic can be controlled so that it does not spread widely to livestock in other groups. This means that even though the vaccine program and animal health management are carried out through two types of programs, namely providing one vaccine every year and getting reports at each location, the group is always there to overcome animal health problems in each group of cattle breeders.

Analysis of stakeholder concern for cattle traders in supporting income and optimization of cattle development in support of livestock development programs in Kupang Regency

According to the results of studies and observations or information from the facilitators, the stakeholders who support farmers and breeders have not yet reached the stage of providing assistance. The average buyer is already in the government's target because the buyer must be controlled by the service through the Kupang district livestock service. Even though the aid cows are the result of rolling over from each group, if they are no longer productive, the health workers must also know how to sell them because on average, the assistance cows are cattle programs sent between islands, so of course they have to go through a strict selection, whether heavy or heavy. animal body, its health is included in the price.

Even though the price is a boon, but still prioritizing the condition of health and weight remains under strict supervision. Buyers always coordinate with group leaders, facilitators and the local government, because the main purpose of aid cattle is to provide benefits for farmers' incomes. So that related to price issues and marketing methods, they must go through standard procedures.

Buyer support has never existed in relation to cattle development. Because all fattening cattle have to do with milling for the rest of the group. Unless the fattening comes from privately owned cows, of course, the way to sell it is according to the wishes of the owner, the most important thing is related to the needs that must be resolved or overcome.

CONCLUSION

Based on the results of the discussion as described in the previous chapter, the conclusions in this study include: It must be recognized that the income of the community with the assistance and livestock development programs has not been optimized in Cattle Livestock Development in Kupang Regency. There are many economic barriers to income and optimization of Cattle Livestock Development in supporting the Livestock Development Program in Kupang Regency, including income that is not balanced with the expenditure needs of the community members of the livestock group. Even though there is assistance from the local government in overcoming income problems and optimizing Cattle Development in supporting the Livestock Development program in Kupang Regency. However, there is a lack of support and standards for program implementation, especially fattening and cattle breeding for the community so that the assistance obtained does not answer income optimization. The income condition of farmers has not been evaluated periodically to determine the Optimization of Cattle Development in the implementation of the Livestock Development Program in Kupang Regency. There is no stakeholder concern (cow traders) in supporting Revenue and Optimization of Cattle Livestock Development in Support of Livestock Development Programs in Kupang Regency.

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