

**FAKTOR FAKTOR YANG MEMPENGARUHI ALIH FUNGSI LAHAN
JERUK MENJADI KELAPA SAWIT DI DESA SUMBER BAKTI**

***FACTORS AFFECTING THE TRANSFER OF FUNCTION OF ORANGE
LAND TO OIL PALM IN SUMBER BAKTI VILLAGE***

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**PROGRAM STUDI AGROBISNIS
FAKULTAS PERTANIAN
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Author	: 1. Salsabila Rahmi Sinaga* 2. Devi Agustia
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FACTORS AFFECTING THE TRANSFER OF FUNCTION OF ORANGE LAND TO OIL PALM IN SUMBER BAKTI VILLAGE

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Abstract

This study aims to identify and describe the extent to which the influence of farmer age, citrus farming experience, number of dependents, citrus capital, and total area of citrus land on the conversion of citrus land to oil palm in Sumber Bakti Village, Darul Makmur District, Nagan Raya Regency. This study took 31 samples from a total of 31 populations with consideration of farmers converting citrus land to oil palm. Data collection techniques used in this study were observation and interviews. Data analysis techniques using descriptive analysis, quantitative analysis using multiple linear regression analysis. The results of the study simultaneously show that the variables of farmer's age, citrus farming experience, number of dependents, citrus capital, and the total area of citrus land influences the farmer's decision to change land functions. Although partially only the variables of farmer's age, citrus capital, and total area of citrus land that influence farmers' decisions to convert citrus land to oil palm.

Keywords: *Land Function Transfer, Jeruk, Multiple Linear Regression.*

1. INTRODUCTION

Indonesia is known as an agrarian country where most of the population work as farmers. There are several reasons for the importance of agriculture in Indonesia, namely the potential for large and diverse resources, the share of national income is quite large, the large population that depends on this sector and being the basis for growth in rural areas (Astari et al., 2016). The agricultural sector is still the most important part of economic development for the State of Indonesia to provide income for farmers, especially in rural areas which is intended for regional development to improve people's welfare (R Risna, H Munarka, 2018). Since the New Order era, the agricultural sector has become the focus of economic development. Agricultural development is directed at increasing agricultural production, in order to meet food needs and domestic industrial needs, increase exports, increase farmers' income, expand employment opportunities, and encourage equal distribution of business opportunities. Horticulture is a fairly broad field of agriculture that includes fruits, vegetables and flowers. The role of horticulture is to improve people's nutrition, increase the country's foreign exchange, expand employment opportunities, increase farmers' income, and meet the needs for beauty and environmental sustainability. However, horticultural issues also need to be considered regarding the distinctive characteristics of horticultural products, which cannot be stored for a long time, requires voluminous space,

Citrus plants which are one of the horticultural commodities can grow and produce in the lowlands to the highlands, both in paddy fields or dry fields. The brighter prospects towards Citrus agribusiness are increasingly evident by taking into account various existing potentials such as land potential, namely the availability of agricultural land for fruit crops covering millions of hectares so that there is a considerable opportunity to open large-scale plantations by taking into account agro-climate suitability, production potential can be achieved if the management of citrus farming is carried out intensively to lead to agribusiness, and the market potential is estimated that the demand for citrus fruits will increase taking into account increased income, population growth and income elasticity of demand (Soelarso). The need for fruits such as oranges continues to increase along with population growth, people's income levels and people's awareness of the importance of nutritious food. The demand for citrus fruits is also increasing along with the development of technology and knowledge that allows fruit processing to be more versatile. This means that there are good opportunities for citrus farmers and entrepreneurs. (Asmidah et al., 2013)

The plantation sector is one of the leading sectors in Nagan Raya Regency which drives the community's economy. Various plantation crop commodities that have been developed such as oil palm, citrus, and various other plants. Citrus commodity is a commodity that has been cultivated by the local community on peatland conditions. This plantation commodity has been cultivated for a long time and has started to become a mainstay of the people of Nagan Raya Regency, so that orange plantations have become the main livelihood of the people of Nagan Raya Regency, especially in Sumber Bakti Village. Over time, the commodity of palm oil began to be recognized by the people of Sumber Bakti since there were several local government policies that supported palm oil productivity. This is certainly able to arouse public interest in oil palm cultivation. The management of oil palm plantations continues to grow significantly both those managed by the community independently and by companies. Sumber Bakti Village, Nagan Raya Regency also has other plantation commodities, but changes in land area are not significant compared to citrus and oil palm commodities. The existence of land conversion activities has caused the area of citrus plantations to continue to decrease and the area of oil palm plantations to continue to increase.

In general, the decrease in the area of citrus land is caused by land conversion activities. This activity will have an impact on decreasing orange production, while an increase in the area of oil palm land will result in fluctuating and declining citrus production. This situation occurs because of the reduced area of citrus land due to land conversion which will affect orange production. Sumber Bakti Village is one of the villages where many people have switched functions from citrus plantations to oil palm plantations. Citrus plantations have become the main livelihood of the community, but the development of information and technology and since the existence of several local government policies that support palm oil productivity. This is certainly able to arouse public interest in oil palm cultivation. The management of oil palm plantations continues to develop significantly, both those managed by the community independently and by companies have been able to make the community interested in managing oil palm plantations. Oil palm plantations are considered by the community to be more profitable than orange plantations. The increase in the area of oil palm plantations causes the area of orange plantations to decrease. This happens because oil palm is a prima donna commodity that has guaranteed market potential compared to oranges and various other plants, so that farmers are interested in converting citrus land to oil palm land. Citrus farmers change their plantation commodities one of them due to economic factors (Sari et al, 2015), farmers think that the income to be obtained from oil palm land is more profitable than orange land, even though they realize that the price of oranges is higher than the price of palm oil if the yield of oranges well managed. Farmers think that in oil palm cultivation, in addition to the capital aspect that can be coordinated, maintenance techniques are also easier and less time consuming because it is planted and then you only have to enjoy the results, which is once every 2 weeks, so farmers have more time to do other work. This is different from citrus plantations which need time every day for cultivation activities. Apart from economic factors, one of the reasons for farmers to convert citrus plantations into oil palm plantations is the farmer's "go-to-behavior" with other farmers. If farmers change their function to become oil palm plants, other farmers will also switch functions. Based on this background, the authors are interested in conducting research to find out more about the factors that influence the conversion of people's citrus lands in Sumber Bakti Village, Nagan Raya Regency

2. RESEARCH METHODS

Place and time of research

This research was carried out in Sumber Bakti Village, Darul Makmur District, Nagan Raya Regency from July to November 2022.

Method of collecting data

1. Primary data

In this study data collection was carried out by direct interviews with farmers using a questionnaire (list of questions) that had been prepared in advance.

2. Secondary Data

In this study, secondary data was obtained from related agencies such as the Village Head, Village Secretary, Chair of Farmers' Groups, and from various internet sites.

Sampling technique

The sample is part or representative of the population to be studied. In this study the sampling technique used purposive sampling or deliberately, namely as many as 31 farmers with the consideration that they were farmers who had converted their land from citrus to oil palm. In describing the data that has been obtained, researchers use quantitative methods, namely an analysis of data in numerical form, then processed with the SPSS statistical program. The data translation model used in this study is a multiple linear regression equation with the following formula:

$$Y = a + b_1x_1 + b_2x_2 + b_3x_3 + b_4x_4 + b_5x_5 + e$$

Where :

Y	: Area of converted land (Ha)
a	: Constant
b ₁ b ₂ b ₃ b ₄ b ₅	: Regression Coefficient
x ₁	: Age of Farmer (Years)
x ₂	: Experience in citrus farming (year)
x ₃	: Number of dependents (Person)
x ₄	: Citrus Capital (Rp)
x ₅	: Total area of citrus land (Ha)
e	: error

1. Variable Constraints

Variable limits in this study are:

- a. Age is a person's age starting from the time he was born up to several years (Years).
- b. Experience in trying to farm oranges is the experience of farmers when trying to farm oranges (Year).
- c. The number of dependents is all family members who are dependents of the household in question (soul).
- d. Citrus capital is all the cash costs needed to run an orange farming business (Rp).
- e. The total area of citrus land is the area planted with citrus trees (Ha).
- f. The area of land converted is the total area of land converted from citrus to oil palm (Ha).

2. Initial Hypothesis

H₀ : Farmer's age, experience in farming oranges, number of dependents, capital for oranges, total area of citrus land has no effect on the conversion of citrus land to oil palm in Sumber Bakti Village.

H_a: Farmer's age, experience in farming oranges, number of dependents, capital for oranges, total area of citrus land has an effect on the conversion of citrus land to oil palm in Sumber Bakti Village.

Condition :

If the value of T count > T table and Sig < 0.05 then H₀ is rejected and H_a is accepted.

If the value of T count < T table and Sig > 0.05 then H₀ is accepted and H_a is rejected.

3. RESULTS AND DISCUSSION

Characteristics of Farmers

Table 1. Age of Citrus Farmers

No.	Farmer Age	Amount	Percentage
1	<30	1	3.23%
2	30-40	11	35.48%
3	41-50	15	48.39%
4	51-60	2	6.45%
5	> 61	2	6.45%
Amount		31	100.00%

Source: Primary Data Processed 2023

Farmers who switched from citrus to oil palm commodities in Sumber Bakti Village based on the farmer's age level can be grouped into 5 groups as shown in table 1. From this data it can be seen that farmers who switched from citrus to oil palm were dominated by farmers aged 41-50 year or 48.39%. This condition shows that farmers who carry out land conversion are still at a productive age.

Table 2. Farmer's Experience in Citrus Farming

No.	Orange farming experience	Amount	Percentage
1	1-5	13	41.94%
2	6-10	15	48.39%
3	11-15	2	6.45%
4	>16	1	3.23%
Amount		31	100.00%

Source: Primary Data Processed 2023

From Table 2. above it can be seen that the experience of farmers in trying to farm oranges with the highest number is in the range of 6-10 years and with a percentage of 48.39%.

Table 3. Number of Respondents of Citrus Farming Families

No.	The number of dependents	Amount	Percentage
1	1-3	18	58.06%
2	4-6	13	41.94%
Amount		31	100.00%

Source: Primary Data Processed 2023

Table 3 provides information that the average number of dependents of citrus farmers in Sumber Bakti Village has 1-3 dependents with a percentage of 58.06%. The number of family members or dependents will affect the level of work of farmers, because the more dependents, the more expenses that must be borne by the head of the family.

Table 4. Citrus Farming Capital

No.	Orange Capital	Amount	Percentage
1	Rp. 1,000,000 - Rp. 4,000,000	23	74.19%
2	Rp. 5,000,000 - Rp. 8,000,000	8	25.81%
Amount		31	100.00%

Source: Primary Data Processed 2023

Capital is all the cash costs needed to run a citrus farming business. Capital is a supporting factor in running a farming business. Table 4. Shows that in farming oranges, the capital spent by citrus farmers reaches Rp. 1,000,000 – Rp. 4,000,000 with a percentage of 74.19%.

Table 5. Total Area of Citrus Land

No.	Total Land Area	Amount	Percentage
1	1-3	30	96.77%
2	4-6	1	3.23%
	Amount	31	100.00%

Source: Primary Data Processed 2023

From Table 5. above it can be seen that there are 31 farmers who converted citrus land to oil palm in Sumber Bakti Village with an average total land area owned by farmers of 1-3 hectares or 96.77%.

1. Multiple Linear Regression Results

This multiple linear regression analysis is used to determine the farmer's age, experience, number of dependents, citrus capital, total area of citrus land on the conversion of citrus land to oil palm in Sumber Bakti Village. The estimated results of the translation of multiple linear regression in this study are shown in table 1 below:

Table 6. Multiple Linear Regression Results

Model	Coefficients ^a					
	Unstandardized Coefficients		Standardized Coefficients Betas	t	Sig.	
	B	std. Error				
1	(Constant)	-.049	.238		-.204	.840
	Age of Farmer (X1)	.004	.004	.082	1862	.039
	Experience in Citrus Farming (X2)	.005	.010	.050	.575	.571
	Number of dependents (X3)	-.012	.034	-.031	-.360	.722
	Orange Capital (X4)	.016	.049	.066	1933	.000
	Total Citrus Land Area (X5)	.030	.040	.061	1.754	.046

a. Dependent Variable: Area of land converted (Y)

Source: SPSS Output Ver 26

Based on the table above, the regression equation is obtained as follows:

$$Y = -0.049 + 0.004.X1 + 0.005.X2 - 0.012.X3 + 0.016.X4 + 0.030.X5$$

The above equation can be described as follows:

- The constant value of -0.049 shows the influence of the independent variables (age of farmer, experience in citrus farming, number of dependents, capital of oranges, and total area of citrus fields).
- The regression coefficient of the farmer's age variable (X1) is 0.004, which means that if the farmer's age (X1) increases by one unit, then the area of land converted (Y) will increase by 0.004.
- The regression coefficient of the variable experience of farming oranges (X2) is 0.005, which means that if the experience of farming oranges (X2) increases by one unit, the area of land converted (Y) will increase by 0.005.
- The regression coefficient for the variable number of dependents (X3) is 0.012, which means that if the number of dependents (X3) increases by one unit, the area of land converted (Y) will increase by 0.012.

- e. The regression coefficient of the citrus capital variable (X4) is 0.016, which means that if the orange capital (X4) increases by one unit, then the area of land converted (Y) will increase by 0.016.
- f. The variable regression coefficient The total area of citrus land (X5) is 0.030, which means that if the area of orange land (X5) increases by one unit, then the area of land converted (Y) will increase by 0.030.

2. Hypothesis testing results

a. Simultaneous Test (F)

The F test is used to determine the overall ability of the independent variables included in this model, namely the age of the farmer, the experience of farming oranges, the number of dependents, the capital for oranges, the total area of citrus land on the farmer's decision to convert land from citrus to oil palm in Sumber Village. The results of the analysis of the calculated F value can be seen in the table below.

Table 7. Simultaneous Test

ANOVAa						
Model	Sum of Squares	df	MeanSquare	F	Sig.	
1	Regression	5	.846	29,917	.000b	
	residual	25	.028			
	Total	30				

a. Dependent Variable: Area of land converted (Y)

b. Predictors: (Constant), Total Area of Citrus Land (X5), Experience in Citrus Farming (X2), Citrus Capital (X4), Number of Dependents (X3), Age of Farmer (X1)

Table 7. above shows that the calculated F value is 29.917 and F table is 2.60 so F count > F table where the significance is ($0.000 < 0.05$). Then H_0 is rejected and H_a is accepted. This means that the five independent variables included in this model, namely the farmer's age, citrus farming experience, number of dependents, citrus capital, total area of citrus land, jointly influence the farmer's decision to convert land from citrus to oil palm in Sumber Bakti Village. .

b. Partial Test (t test)

Partial testing is used to find out the impact of the independent variable partially on the dependent variable.

- 1) The variable age of the farmer (X1) obtained the t count $>$ t table, which is $1.862 > 1.708$ at $0.039 < 0.05$. Then H_0 is rejected and H_a is accepted, meaning that the age variable of the farmer (X1) partially affects the area of land converted from citrus to oil palm in Sumber Bakti Village.
- 2) The citrus farming experience variable (X2) obtained the value of t count $<$ t table, namely $0.575 < 1.708$ at $0.571 > 0.05$. Then H_0 is accepted and H_a is rejected, meaning that partially the experience variable (X2) has no effect on the area of land converted from citrus trees to oil palm in Sumber Bakti Village.
- 3) The variable number of dependents (X3) obtained the value of t count $<$ t table, namely $0.360 < 1.708$ at $0.722 > 0.05$. Then H_0 is accepted and H_a is rejected, meaning that partially the dependent variable (X3) has no effect on the area of land converted from citrus trees to oil palm in Sumber Bakti Village.
- 4) The citrus capital variable (X4) obtained the t count $>$ t table, which is $1.933 > 1.708$ at $0.000 < 0.05$. Then H_0 is rejected and H_a is accepted, meaning that partially the citrus capital variable



(X4) has an effect on the area of land converted from citrus trees to oil palm in Sumber Bakti Village.

- 5) The variable total area of citrus land (X5) obtained the value of t count > t table, namely $1.754 > 1.708$ at $0.046 < 0.05$. Then H_0 is rejected and H_a is accepted, meaning that partially the variable total area of citrus land (X5) has an effect on the area of land converted from citrus trees to oil palm in Sumber Bakti Village.

3. Correlation Coefficient Test (r)

This correlation coefficient test was used with the aim of finding out the relationship between the age of the farmer, the experience of farming oranges, the number of dependents, the capital for oranges, the area of citrus land on the conversion of land from citrus trees to oil palm in Sumber Bakti Village.

Table 8. Correlation and Determination Test

Summary model b

Model	R	R Square	Adjusted R Square	std. Error of the Estimate
1	.926a	.857	.828	.1681

a. Predictors: (Constant), Total Area of Citrus Land (X5), Experience in Citrus Farming (X2), Citrus Capital (X4), Number of Dependents (X3), Age of Farmer (X1)

b. Dependent Variable: Area of land converted (Y)

Source: SPSS Output Ver 26

Table 8. above shows that the correlation coefficient value is 0.926 indicating that the degree of association between the independent and dependent variables is the farmer's age, citrus farming experience, number of dependents, orange capital, total area of citrus land to the area of land converted from citrus plantations to oil palm of 92.6%. This relationship is included in the very strong category because the R of 92.6% is in the interval 0.80-100.

4. Determination Coefficient Test (Adjusted R2)

The coefficient of determination test is a number that indicates or is used to find out the participation or contribution made by a variable or X (independent) on variable Y (bound). Based on Table 8. The Adjusted R Square value is 0.828, this shows that the conversion of citrus land to oil palm is 82.8% influenced by the age of the farmer, the experience of farming oranges, the number of dependents, capital oranges, the total area of citrus land and the remaining 17.2 % is explained by other variables outside this model.

5. Discussion of Research Results

a. Effect of farmer's age on land conversion of oranges

The results of the elaboration of multiple linear regressions show that the age variable of the farmer affects the area of land converted from citrus trees to oil palm with a regression coefficient of 0.004. The results of the t-test for the age variable, the significant yield value is 0.039 with a value of $\alpha = 0.05$. Means ($0.039 < 0.05$) it can be concluded that H_0 is rejected and H_a is accepted. This means that the chance of land conversion decisions by farmers is positively related to the age of the farmer or it can be said that the older the farmer is, the less labor productivity will be. In conducting citrus farming, high labor productivity is required, so that the age factor will affect farmers to convert their agricultural land. This is in accordance with research conducted by Manullang, TW

b. Effect of citrus farming experience on the conversion of citrus lands

The results of the elaboration of multiple linear regression show that the citrus farming experience variable has a positive relationship but does not affect the conversion of citrus land with a regression coefficient of 0.005. The results of the t test for the experience itself have a significant value of 0.571 with a value of $\alpha = 0.05$. Means ($0.571 > 0.05$) it can be concluded that H_0 is accepted and H_a is rejected.

Which means the longer the citrus farmer's farming experience, the smaller the orange farmer's land area tends to be converted into oil palm land. The research results obtained are the same as the research conducted by Putra (2017) which states that the variable farming experience has a positive impact and does not affect the occurrence of land conversion because the longer the experience in farming, the higher the knowledge and ability of farmers to overcome problems in their farming business. prevent land displacement. However, in fact many citrus farmers continue to convert their land due to several factors, one of which is the maintenance of citrus plants which is quite difficult, the high cost of pesticides and fertilizers on citrus plants compared to oil palm,

c. The influence of the number of dependents on the conversion of citrus land

The results of the elaboration of multiple linear regression show that the variable number of dependents has a negative relationship and does not affect the conversion of citrus land with a regression coefficient of -0.012. The results of the t test for the number of dependents, the significant yield value is 0.722 with a value of $\alpha = 0.05$. Means ($0.722 > 0.05$) it can be concluded that H_0 is accepted and H_a is rejected. This means that if there are more and more family dependents, it is likely that the area of citrus farmer's land that will be converted into oil palm will decrease. This is in accordance with Puspasari's statement (2012) which explains that the variable number of family dependents has no significant effect on the conversion of agricultural land because for farmers land is a source of food production and survival.

d. The effect of citrus capital on the conversion of citrus land

The results of the elaboration of multiple linear regression show that the citrus capital variable has a positive relationship and influences the conversion of citrus land with a regression coefficient of 0.016. The results of the t test for the capital orange yield significant value is 0.000 with a value of $\alpha = 0.05$. Means ($0.000 < 0.05$) it can be concluded that H_a is accepted and H_0 is rejected. This means that the size of the capital used in farming will affect land conversion by farmers because more and more capital is spent to carry out citrus farming, so farmers decide to convert their land because the results or income earned are not proportional to the capital spent. by farmers in citrus farming. This is in accordance with research conducted by Juniaty.

e. The effect of the total area of orange fields on the conversion of orange fields

The results of the elaboration of multiple linear regressions show that the total variable area of citrus fields has a positive relationship and influences the conversion of citrus fields with a regression coefficient of 0.030. The results of the t test for the total area of citrus land have a significant value of 0.046 with a value of $\alpha = 0.05$. Means ($0.046 < 0.05$) it can be concluded that H_a is accepted and H_0 is rejected. The results of this study are in line with the research of Nasution (2015) and Alitawan, AA and Sutrisna, K (2017) which explain that the total land area has a positive effect on land conversion at the farm level. In research conducted in Sumber Bakti Village, citrus farmers who have large land areas tend to convert their land into oil palm land. This happens because the price of oranges is fluctuating so that it will affect the income received by citrus farmers in meeting their daily needs, besides that citrus farmers must spend time every day to be able to care for and check citrus plants which will cause farmers to be unable to carry out side jobs. to meet the needs of his family. Because of this, citrus farmers prefer to convert their land into oil palm land so that the variable total area of citrus land has an effect on land conversion. Besides that, citrus farmers have to spend time every day to be able to care for and check citrus plants which will cause farmers to be unable to carry out side jobs to meet the needs of their families. Because of this, citrus farmers prefer to convert their land into oil palm land so that the variable total area of citrus land has an effect on land conversion. Besides that, citrus farmers have to spend time every day to be able to care for and check citrus plants which will cause farmers to be unable to carry out side jobs to meet the needs of their families. Because of this, citrus farmers prefer to convert their land into oil palm land so that the variable total area of citrus land has an effect on land conversion.



4. CONCLUSION

Adjusted R² test results of 0.828. This shows that the conversion of orange land into oil palm in Sumber Bakti Village is 82.8% influenced by the farmer's age, experience in orange farming, number of dependents, orange capital, total area of orange land and the remaining 17.2% is explained by other variables outside of this model. Analysis test results with F count 29.917. The results of the t test can be stated by the hypothesis that the age of the farmer, the capital of the oranges, and the total area of the citrus fields partially affect the conversion of citrus land to oil palm at the level of $0.039 < 0.05$, $0.000 < 0.05$ and $0.046 < 0.05$.

Suggestion

1. For citrus farmers who convert their commodity into oil palm, it is better if they have more knowledge about the plant. Because successful farmers are farmers who have good knowledge.
2. In order to prevent the extinction of the citrus commodity and the loss of icons from the village of the source of devotion, farmers should balance their agricultural commodities more.
3. For the government to conduct guidance and counseling for farmers whose commodities are oranges and oil palm regarding good and correct techniques and cultivation so that they can improve the economic conditions of farmers for the better.
4. For future researchers who will examine the same topic in order to be able to add several other variables that are allegedly significant because in this study the independent variables have not been fully able to explain the effect on the dependent variable.

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