

Development of Tofu and Tempeh Business through Partnership in Tidore Island City of North Maluku Province

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Abstract: *The purpose of this study was to examine the role of partnerships for the development of tempeh business know and analyze the process of procuring raw materials for tempeh and tofu. The analytical method used is carried out qualitatively by partnership analysis Economic order quantity (EOQ) method and income analysis. The results of the study show that partnerships play an important role in business development. The problem of raw material availability which is a problem of the businessman can be overcome by conducting a partnership. Of the 6 businesses of tofu and tempeh, 4 businesses have entered into partnerships and 2 other businesses have not yet entered into a partnership. Partnerships are very influential in the production activities, the amount of production, raw materials, product quality, and the extent of the marketing area which has an impact on increasing the income of each business that is partnering. Whereas 2 businesses that has not yet partnered, the production system still depends on soybean stock, poor product quality which has been impacted on low income.*

Keywords: Development, Business and Partnership

1. Introduction

Partnerships in general will be established when there are parties who feel the implementation weakness if a development is only one party's focus of interest. In other words, the true partnership is the right solution for those who aspire to accelerate progress

In partnership, all elements get what they need. Synergy between elements is key in playing their respective roles. The partnership building must be based on the following: common interests or interests, mutual trust and respect, clear and measurable goals, and willingness to sacrifice both time, energy and other resources. In general, the principles of partnership are equality or equality, openness or transparency and mutual benefit or mutual benefits.

The fact shows that small businesses still cannot realize their capabilities and roles optimally in the national economy. This is due to the fact that Small Businesses still face various obstacles and constraints, both external and internal, in the fields of production and processing, marketing, capital, human resources and technology, as well as a business climate that has not been supportive for its development. Actually building partnerships is very important to open access to community independence, especially in marketing their products.

In the tempeh and tofu production business, partnerships are also very necessary. This is very important because the tempeh and tofu production business has a great opportunity to develop. because the way to produce it does not require a lot of workforce, the event does not require a very complex maintenance period, and is a very familiar food in Indonesia

The total domestic soybean needs increase every year is directly proportional to population growth. The increasing demand for soybeans is due to the increasing consumption following the increase in population. Soybeans are a healthy source of vegetable protein, also known as cheap and affordable by most of the people of Indonesia. Processing soybeans into a variety of food products such as tempeh, tofu, tauco, soy sauce, milk and others with a demand that is increasing every year in proportion to the growth population. At present, it is estimated that in Indonesia there are more than one hundred thousand tempeh and tofu producers, with a production scale that varies greatly from one another. About 60% of soybeans are processed into tempeh and tofu.

Annual consumption of tofu has increased; the average annual consumption of tofu is 0.049. The average annual growth of 3.2% in tempeh consumption also experienced an average increase of 0.996 in each year, and an average growth occurred.

Every year by 2.2%. the amount of soybeans is limited while the demand for tempeh continues to increase along with the taste and population growth, with the low quality of soybean in the City of Tidore and the limited supply of soybeans so that the raw materials and know more in saplay from outside the province, thus greatly affecting the sustainability of tempeh business in Tidore City.

When a problem like this is faced by the tempeh and tofu businessman, then that is where the partnership is very important to be done between the entrepreneurs with the display of raw materials, similar business actors and also with the government. other. Broadly speaking, we really need a Network of Work or partnerships to make our

business more successful. In the face of competition, business and business actors are required to restructure and reorganize with the aim of meeting consumer demands that are increasingly specific, rapidly changing, high quality products, and low prices. Therefore, research is needed in an effort to answer the above problems. Namely "Development of Tofu and Tempeh Businesses through Partnerships in the City of Tidore Islands North Maluku Province".

2. Review of Literature

2.1 Business Development

In connection with business development, this depends on the ability of the entrepreneur and the manager in his business every day development is a process, way, deed develops. Development is a planned effort from the organization to improve employee knowledge, skills and abilities. Development is emphasized more on increasing knowledge to do work in the future, which is done through an integrated approach to other activities to change work behavior.

2.2 Understanding of Business

In meeting human needs, business can lead to a business world that creates goods and services business is an activity that includes production and distribution activities by using energy, mind and body to achieve a goal. Based on the above understanding, the researcher can draw a conclusion that business development is a way or process to improve current and future work by increasing business expansion and quality and quantity of production rather than economic activities by moving the mind, energy and body to achieve a goal certain.

2.3 Business Development Techniques

- a) Expansion of Business Scale
 - 1) Increase engine and labor capacity and additional capital for investment
 - 2) Adding the type of goods or services produced.
 - 3) Add business locations elsewhere
- b) Expansion of Business Coverage The expansion of business scope or business diversification is carried out by developing new types of businesses in new business areas, as well as with new and varied types of products.
- c) Expansion with cooperation.

2.4 Form of Partnership

Partnership in essence is known as mutual cooperation or cooperation from various parties, both individually and in groups. According to Notoatmodjo (2003), partnership is a formal collaboration between individuals, groups or organizations to achieve a specific task or goal. Some forms of cooperation that can be created in the form of mutuality on the basis of mutual need.

- 1) Upstream-downstream cooperation (forward linkage)
- 2) Working together downstream (backward linkage)
- 3) Cheers with the Shareholders of the Company.

2.5 Partnership Patterns

According to the Directorate General of Agricultural Product Management and Marketing, Ministry of Agriculture (2003: 5-10), partnerships in agricultural businesses can be implemented with six patterns. In Article 27 the Small Business Act is determined by the following partnership patterns:

- a) Plasma Core Pattern
- b) Sub Contract Pattern
- c) General Trade Pattern
- d) Franchise Pattern
- e) Agency Pattern
- f) Pattern of Agribusiness Operational Cooperation (KOA).

3. Materials and Methods

This research was conducted from April 2018 until June 2018. The implementation of this research was located in the City of Tidore Islands, North Maluku Province.

The strategy of increasing production in descriptive analysis, which is a research method that describes, illustrates the relationship between phenomena that are examined systematically, factually and accurately.

The research method used in this research is qualitative and quantitative descriptive type. Descriptive method aims to create a systematic, factual and accurate description, description or painting of the facts, properties and relationships between the phenomena investigated. Research using quantitative analysis methods usually uses statistical methods or other formula models as a tool for the process of drawing conclusions. Whereas for research using qualitative analysis methods, the process for drawing conclusions does not use statistics or other mathematical formula models, but with phenomenological analysis, symbolic interaction analysis, constructive analysis, hermeunetic analysis and others. To see business development, the analysis used is partnership analysis.

According to Arikunto (2002), that descriptive research is a study that explains, analyzes or describes variables (conditions, circumstances or situations) both past and present.

4. Results and Discussions

Table 1: Duration of Tofu and Tempe Production Business

Business Name	Owner	Since	Business Duration (Years)
X1	Marsidih	1996	22
X2	BayuWahono	2014	4
X3	EkoSutiknoSpd, M.Pd	2005	13
X4	Supriyanto	2015	3
X5	M. Khatib	2017	1+
X6	Mayar	2008	10

Source: Primary Data Processed, 2018

The data above shows that the first X1 business established a tofu and tempeh production business that was 22 years. And the X5 business is only 1 year running the

business of producing tofu and tempeh. Business duration can also be influential from the car every effort to maintain business and the way of business development carried out by each business.

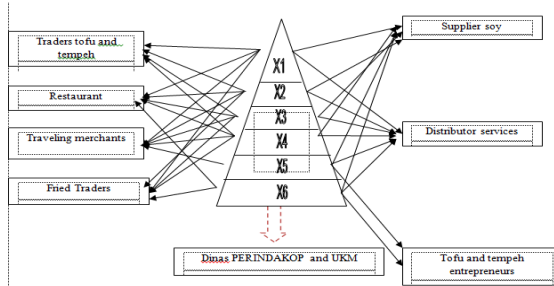


Figure 1: Partnership Matrix

Source: Primary Data Processed, 2018

The partnership matrix shows that 4 businesses that have partnered and 2 businesses that have not partnered have different partnerships and soybean distribution pathways. Enterprises X1, X2, X3, X4 both market their tofu and tempos to the community, tofu and tempe traders, restaurants, traveling merchants and fried vendors, the raw material procurement channels are also different, from suppliers and distributor services and directly to traders. While the other 2 businesses were also different, business X5 only sold tofu and tempeh to the community, and mobile vendors and businesses X6 sold tofu and tempeh to the community, food and mobile vendors. In the raw material procurement line. Business X5 and X6 apart from suppliers and distributor services, both businesses also buy raw materials from entrepreneurs X4. The 6 businesses both do not get assistance from the government.

Table 2: Soybean Raw Material Needs in 1 Year (2017)

No.	Business Name	Price (Rp)	Needs / months (Kg)
1	X1	11,000	12,600
2	X2	10,000	12,640
3	X3	9,000	33,600
4	X4	10,000	36,700
5	X5	11,000	12,560
6	X6	11,000	3,200

Table 3: Total production for 1 year

No.	Business	Production			Income	
		Raw material	Tempe (Wrap)	Know (cut)	Month	Year
1	X1	12600	22,200	154,000	6,077,250	72,927,000
2	X2	12640	92,000	145,000	10,998,458	131,981,500
3	X3	33600	97,000	158,200	14,813,875	177,766,500
4	X4	36700	192,000	173,600	46,056,500	552,678,000
5	X5	12560	19,500	168,680	5,650,333	67,804,000
6	X6	3200	4,900	168,680	3,955,666	47,468,000

Source: Primary data Processed. 2018

Table 2 can be said that every effort of raw material prices for each business varies this is because of the way to partner each different business. From data in Atasa can be seen, businesses x1, x5 and x6 both get the price of Rp. 11,000 for 1 kg of soybeans. Business x2 and x4 get a price of Rp10.000 for 1 kg of soybeans and x3 business gets the lowest price of Rp. 9000 for 1 kg of soybeans. Prices greatly affect income.

Next table 3 shows that the highest profit is x4 business. this is due to the amount of production, price and marketing area wider than others. And the other low income is the x4 business because it only serves a few buyers and a small amount of production.

Table 4: Quality of Soybeans

Business Name	Purchase location (Area)	Quality
X1	Manado (SULUT) and Ternate (MALUT)	Import
X2	Surabaya (JATIM)	Import
X3	Manado (SULUT)	Import
X4	Solo (JATENG)	Import
X5	Sofifi (TIKEP) and Tobelo (HALUT)	Import
X6	Tobelo (HALUT) and Tidore	Import and Local

Source: Primary data Processed, 2018.

Table 5: Rendemen Know Every Effort

Business	Number of Soybeans (Kg)	Number of Tofu (Cut)	Texture	Weight (gr)	Printing (Hour)	Save (Days)
X1	1	45	Solid	14	1+	2
X2	1	37	Solid	15	1+	1
X3	1	55	Solid	15	1+	2-3
X4	1	59	Solid	14	1+	3
X5	1	22	Solid	13	1+	5
X6	1	20	Solid and soft	14	1+	5

Source: Primary data Processed, 2018

Table 6: Tempe yields for each business

Business	Number of Soybeans (Kg)	Amount of Tempeh	Texture	Weight (gr)	Fermentation (day)	Save Power (days)
X1	1	8	Solid	17	2-3	3
X2	1	9	Solid	17	2-3	3-4
X3	1	21	Solid	16	3	4-5
X4	1	10	Solid	18	3	3
X5	1	8	Solid	16	2-3	4
X6	1	5	Solid and soft	25	3	5

Source: Primary data Processed, 2018.

The data in Tables 4, 5 and 6 above show that the quality of soybeans as raw material for making tempeh and tehu greatly influences the quality of the quality of tofu and tempeh later. This can be seen from the yield of tofu and tempeh. Soybean with imported quality has a more dense and long-lasting texture, unlike tofu and tempeh which is obtained by using standard local ingredients, partly solid and partly soft.

Table 7: Business Comparison Table that Partnered with Unfinished Business

Description	Partnering				Not partnered	
	X1	X2	X3	X4	X5	X6
Quantity	Order 12,600 Kg and demand 12,000 Kg	Order 12,640 Kg and request 12,200 Kg	Order 33,600 Kg and demand 13,600 Kg	Order 37,000 Kg and demand 36,700 Kg	Order 12,560 Kg and the same request.	Order 3200 Kg and demand 3900 Kg.
Quality	Import Quality	Import	Import	Import	Import	Import / local
Continuous	Production throughout the year	Production throughout the year	Production throughout the year	Production throughout the year	Reduce production period	Reducing the amount of production
Price	Rp 11,000	Rp 10,000	Rp 9000.	Rp 10,000.	Rp 11,000	Rp 11,000.

Source: Primary data Processed, 2018.

From the comparison table above it can be seen that, businesses X1, X2, X3, X4 and X5 get more convenience from the procurement of raw materials, except for imported raw materials. However, businesses that have not yet partnered are X5 businesses and X6 businesses. From the price of raw materials, X4 business even though it has partnered but gets a price of Rp 11.000 / Kg of soybeans because negotiations are carried out at a fixed price of Rp 11.000, but the standard needs for harud are prioritized.

5. Discussion

Based on the partnership analysis carried out, the partnership is very influential in the development of tofu and tempeh production businesses, by partnering, the production process is not hampered, the process of tofu and tempeh is also extensive, and the procurement of raw materials is no longer an obstacle. The partnership is carried out to answer the problems related to production processes which are constrained by the quality and limited standard of tofu and tempeh.

When looking at income, the partnership also affects the net income earned by each business, business X1, X2, X3, and X4 have the highest net income from businesses X5 and X6 because of the partnership. The problem of raw materials is also still a constraint for these two businesses.

In this partnership process, it is expected that the partnership can be established in all parties, including entrepreneurs, suppliers, distributors, and consumers as well as related services in this case the PERINDAKOP and SME Service. But until now businessmen and agencies have not carried out partnerships well.

6. Conclusions

The results of partnership analysis can establish a good cooperative relationship between employers, suppliers and consumers and have an impact on the net income of every business that has a partnership. Daru is 6 usha, X4 business has the highest marketing area, highest production and income. Within 1 year, X4 attempts to generate Rp 552,678,000 and the average per month is Rp 46,056,500.

Improving the pikir pattern of businessmen who have not yet partnered, the Office again performs activities of engagement with entrepreneurs, making it easier to capitalize on business will increase business interest and change the entrepreneur's mindset from just fulfilling the needs of life to make businesses worth developing.

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