

Structure of Costs and Add Value to Small and Medium Enterprises in Agriproduct Processing Industry in Tabalong Regency, Indonesia

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Abstract: The purpose of this research: (1) to know the cost components as well as large income in each time the production from each SME that are in Tabalong Regency (2) analyze the number of break even point (3) analyse the added value of any SME.

This research was conducted from October 2017 until February 2018. The analytical method used is descriptive method that describes a situation objectively. Data collected by observation, interviews, and used literature are relevant to this research. Based on the result, cost components can be grouped into a fixed cost that consists of a fixed salary cost, maintenance and depreciation cost; variable cost consisting of the main raw material cost, cost of packaging, and transportation cost. Revenues on any SME who researched: coffee business with revenue of IDR.960.564, then fish abon IDR.879.175, banana chips IDR.190.589, tofu IDR.171.900, cake IDR..102.350, and fish crackers IDR.80.346. At the sixth SMES become the object of research, almost all of them have passed the break-even in quantity as well as sales, excluding fish crackers that haven't passed the break-even quantity. The value added obtained fish abon is IDR.43.130, chips IDR.356.250, fish crackers IDR.416.333, ground coffee IDR.31.761, cake IDR.910,00, and tofu IDR.20.040

Key words: small and medium enterprises, total revenue, total cost, profit, break even point, added value.

INTRODUCTION

Development of GDP per capita in South Kalimantan province during the period of 2012-2016 has increased annually from 28.20 million rupiah in the year 2012 be 36.08 million rupiah in the year 2016 or grow an average of 6.30 percent annually. In the year 2016 growth is of 4.78 percent. The biggest sector in the GDP contribution of the South Kalimantan in 2016 is a sector mining and excavation.

Table 1. Distribution of GDP in South Kalimantan on the basis of the prices in force

Number	Business Field	2016(%)
1	Agriculture, Forestry, and Fisheries	14,91
2	Mining and Excavation	20,87
3	Processing Industry	13,98
4	Procurement of electricity and gas	0,12
5	Procurement water, sanitation, waste and recycling	0,40
6	Construction	7,86
7	Large and retail trade, cars and motorcycles repairs	9,42
8	Transportation and warehousing	6,43
9	Provision of accommodations, food and beverages	1,96
10	Information and Communication	3,39

11	Finance and insurance services	3,56
12	Real Estate	2,25
13	The Services Of The Company	0,65
14	Administration, defense and social security	6,18
15	Educational services	4,87
16	Health services and social activities	1,95
17	Other services	1,20
	GDP	100,00

Source: BPS, 2017

In Table 1 the sector has shown that the greatest contribution in South Kalimantan was successively: mining and Excavation; Agriculture, forestry, and fishing; After that third place is the processing industry. On the third of these sectors we know that agriculture, forestry, and fishing Sector and processing industry is one of the categories of sustainable development that we can admit to meet the needs of the present without threatens the sustainability of future generations. In developing countries such as Indonesia, the current problems being dilematis. On the one hand confronted by the demands of the development but on the other hand must still maintain environmental sustainability.

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One of the counties in the South Kalimantan, Tabalong has a rich agricultural sector results which can be used to be organised in the processing industry. Agricultural output is indeed great, but if it is kept in the processing then it will be added value (value added) for the agribusiness products which will also boost the sales results in the venture.

Categories include industrial processing is the change of materials into new products by using the hands. This processing activity is usually done by the perpetrators of industrial SMES.

In Indonesia, the role of small and medium enterprises (SMEs) has been recognized as the engine of economic growth. This is evident when the monetary crisis hit Indonesia which later evolved into economic crisis and later became a multi-dimensional crisis, the SMES position turned out to be not too much affected, because in General SMES do not use loans in the form of foreign currency. Therefore, SMES need to be already get great attention from both the Government and private sector financial institutions, as well as other communities in order to thrive in a more competitive with other economic principals.

MATERIAL AND METHODS

Research on place and time

This research was planned to be held for a little over five months, i.e. from October 2017 until February 2018. Research activities consisted of the preparation (making research proposals), data collection, data analysis, as well as the making of the final report. As for this research will be done in Tabalong Regency.

Types and sources of Data

The type of data collected is the primary and secondary data. Primary data obtained through direct observation in the workplace the SMES concerned. Primary data are also obtained from interviews with respondents (business owners or people who are trusted and appointed by the company are considered to be knowledgeable about the ins and outs of the company). The interview is with a tool questionnaire (questionnaire) in accordance with the required data in the study. Meanwhile, secondary data obtained from institutions related to research such as the Central Bureau of statistics, the Department of industry, trade and cooperatives Tabalong Regency, Pokta (a typical gift centers Tabalong), as well as other agencies-agencies.

Data Analysis

To achieve the first objective, that is, by analyzing the calculation of costs incurred, all cost components grouped in accordance with the respective type i.e. fixed costs and variable costs.

$$TC = FC + VC$$

Description:

TC = Total cost/total cost

FC = Fixed cost/fixed cost

VC = Variable cost/variable cost

$$\pi = TR - TC$$

Description:

π = Profit

TR = Total revenue/total receipts

TC = Total cost/Total cost

To find the second goal or calculate break even then it can be calculated with the formula:

$$BEP (Q) = \frac{FC}{P - VC}$$

$$BEP (Rp) = \frac{FC \times P}{P - VC}$$

Description:

BEP (Q) = BEP Production Amount

BEP (Rp) = BEP Production Price

P (Price) = price per Unit

FC (Fixed Cost) = fixed cost per Unit

VC (Variable Cost) = variable costs per Unit

To answer the third goal that is analyzing the value added of each SME'S processing industry, can be formulated as follows:

$$Vai = NP_i - NB_{ui} - C_{ti}$$

Description:

Vai = value added products to-i

NP_i product to production value =-i

NB_{ui} = the value of the product to the main raw material-i

CTI = Charge processing fees and auxiliary material product to-i

RESULTS AND DISCUSSION

The General State Of Research Areas

Tabalong Regency is located in the northernmost capital of South Kalimantan and Tanjung with its capital, and has an area of 3,575.53 km² or about 10% of the vast province of Kalsel. Residents of the Tabalong Regency year 2016 243,477 is as much a soul comprising 123,806 soul male population 119,671 inhabitants population and women.

Aspects of production and cost components

On the study of selected SMES with the commodity form of shredded fish, banana chips, crackers, coffee powder, fish cake, and making out.

1. Manufacture of fish abon

On fish abon making business in this case that became the object of research is the attempt of the Mrs.Sri Ningsih. Her business included in the formal effort because it has the permissions of the office of the chief of the village of flotsam in the form of affidavits attempt with number 503/48/SKU/DK-MP/III/2016 10 March 2016. Technical manufacture fish abon consists of several stages, namely:

- a) weeding fish, fresh fish will be cleaned beforehand and then disposed of sisiknya as well as the contents of his stomach and washed it clean until no dirt and blood that is attached.

- b) separation and refinement of the flesh, boiling it for approximately 10 minutes. Then after the boiled fish meat will be more tender recently done taking his flesh by means ground/bruised to be shredded/shredded-meat fish flakes.
 - c) frying pan and mixing the seasoning, mix the seasonings or other helper and then put in a pan that has a bit of cooking oil contains. After a bit of heat or smell the fragrant spice then put the haruan fish meat was shredded until evenly distributed.
 - d) packaging, fish *abon* put in plastic and labeled and trademark "Tinsa" which contains information on the composition of materials, the expiration date, the number of licensing, net weight, production and address.
2. The manufacture of banana chips
On making business banana chips in this case that became the object of research is the attempt of Mrs. Minanti Faridah. Her business included in the formal effort because it has permissions in the form of a letter of permission small and micro businesses from Tanjung's office number b.02/CTJ/IUMK/12/2017 December 20, 2017. Technical manufacture chips banana consists of several stages, namely:
- a) main material selection, bananas are used with their texture Kepok Banana is a kind of still a bit hard and not too soggy.
 - b) stage of a frying pan, for frying the banana chips, high cooking oil should cover all parts of the banana so thoroughly and evenly at the same time. Fry until lightly browned bananas then drain.
 - c) packaging, packaging of banana chips into one of the stages is important because it must be done properly in order to produce a healthy and hygienic and also the old land.
3. The manufacture of fish crackers
On making business fish crackers in this case that became the object of research is the attempt of Mr. Dudung Lesmana. His effort belongs to a formal effort because his company has pocketed permission from Integrated services office in the form of a sign company list of individuals with the number 16.08.5.47.02250 on February 19, 2014 technical manufacturing crackers this fish consists of several the stages are:
- a) making dough, mashed fish meat. per 500 grams of meat fish used tapioca flour as much as 1 kg, duck egg or chicken eggs 6 grains of salt, as much as 1.5 ounces, is as much as 0.25 ounces of soda, and sugar as much as 500 grams. Combine all ingredients in a container then while scrunched up to coalesce.
 - b) steaming and drying out, the dough is then wrapped with a thin plastic and entered into the steam tool and steamed for approximately 1-2 hours. Cooked refrigerated dough and then sliced thin with a thickness of CA. 1-2 mm. Slices are then laid out in the container and then dried in the Sun
 - c) packaging, After done drying out then the process of frying in a large frying pan containing hot oil. Once fried, drained in advance only after it's done packing into plastic-plastic small
4. Making coffee powder
On making business fish crackers in this case that became the object of research is the attempt of Mr. Arsani. His bussiness effort belongs to a formal effort because his company has pocketed Industrial food production permit households with 03.1.23.04.12.2205 HK. number 5 April 2012. Technical creation of ground coffee is made up of several stages, namely:
- a) roasted be done traditionally in the top of a large skillet with the use of a gas stove. This type of coffee is robusta coffee.
 - b) pulverization, the coffee beans that have been made into powder using a cold machine milled coffee. The results of the coffee grinder then sifted using a sieve gently.
 - c) ground coffee packaging, packaging the coffee needs to pay attention to this aspect of the weight, type of packaging, labels and density. Packaging made from used aluminum foil so that it has a long shelf life.
5. The making of cakes
On a wet cake making business in this case that became the object of research is the attempt of Mrs. Riny. This ybsk effort included home-based businesses are still informal since the one who concered has not been registered with the relevant agencies. Technically making this cake consists of several stages, namely:
- a) making the dough, mix flour, cocoa powder and cornstarch, stir well. Meanwhile in a different container, whisk eggs and sugar until fluffy. Then put the mixture of flour sifted, me-mix well stirring tool use. Stir in melted butter, stirring until well blended again no liquid butter.
 - b) steaming cookie dough, pour into baking pan oven until cooked (medium heat until 25-30 minutes).
 - c) making buttercream, cream the butter until fluffy perfect white more than 15 minutes. Then enter the syrup vanilla shake back approximately 5 minutes. Brush the surface of the cake with butter cream and then grated chocolate bars to close the surface of the cake, then stack again with cake on it. Then can be decorated according to the wishes or in accordance with orders from consumers.
6. The making of tofu
On making business idea in this regard which became the object of research is the attempt of Mr. Nur Rifan. This ybsk effort included home-based businesses are still informal since those who concered has not been

registered with the relevant agencies. Technical creation know consists of several stages, namely:

- a) soaking soy, soybeans are first sorted to get rid of the grime-dirt like small rocks or leaves or other impurities. After that the soybeans are soaked with clean water for approximately 6 hours.
- b) milling, soybeans that have been expanding as well as software and then washed it clean. Then soy grinded with engine wear and while added water little by little until the resulting slurry of soy that are white.
- c) boiling, carried out by wearing a tub made of cement in it overlaid the material stainless with a diameter of 1 m and height of approximately 2 m. A tub of boiling wear of fuel wood. Pemakaian fuel it is more efficient and faster than using gas. After boiling, the solution was filtered with soy slurry wear muslin that is so subtle, to separate from the ampasnya. Cider soy that is already cached and then give it water, dissolve 3 ml of vinegar for 1 liter of soy, a little juice for a little while stirring slowly.
- d) printing process know, after sari soy lumpy, step after that IE is doing the printing. Printing can be done using molds made of wood has a size of 40 x 40 cm² breadth of height 10 cm, more or less in every facet of the mold made a hole to drain.
- e) frying pan, know then moved to different places for only for half a day. After it is cut into pieces and then fried tofu in a large frying pan. After it's drained, then know to do packaging and sold to consumers.

Then from the results of the calculation of the fixed costs and variable costs, then obtained the total costs. After that then it can be imputed to the amount of revenue and revenue per production on any SME are examined, as shown in table 2 below.

Table 2. Revenue, total costs, and profit on SMES that became respondentsstomers.

Number	Processing Industry	Revenue (IDR)	Total Costs (IDR)	Profit (IDR)
1	Fish <i>Abon</i>	9.000.000	8.120.825	879.175
2	Chips	850.000	659.411	190.589
3	Crackers	1.500.000	1.419.654	80.346
4	Coffee	4.000.000	3.039.436	960.564
5	Cake	500.000	397.650	102.350
6	Tofu	1750.000	1.578.100	171.900

Breakeven and added value

1. Break Event Point

Then on the following table 3 it is shown the amount of breakeven (BEP) of each SME that are scrutinized.

Table 3. The number of break even based on the number of productions and based on the IDR for each SME that are Scrutinized

Description	BEP (Q)	BEP (IDR)
Fish <i>Abon</i>	232	5.797.825
Chips	50	420.859
Crackers	297	1.347.847
Coffee	118	2.355.762
Cake	1	317.145
Tofu	2.540	1.270.215

Source: primary data processing, 2018

Fish *abon*, in efforts on production produced a number of products once 360 wrap, or IDR.9.000.000 this means efforts Sri Ningsih's had passed the breakeven or can said to be profitable.

On chips, resulting in a number of products once production of the 100 packs of banana chips, or IDR.850.000 this means businesses Mrs.Minanti had passed the break-even point or can said to be profitable.

On crackers, in all production produced products a number of 150 packets of crackers, or IDR.1.500.000 this means the effort Mr. Dudung had passed the break-even point in terms of price but in number of BEP production then he must pass through at least two times production to be able to achieve a profit.

Efforts on coffee, in all production produced a number of 200 product wrap IDR.4.000.000. This means the effort Mr. Arsani had passed the break-even point or can said to be profitable.

On a wet cake business, in all production produced a number of products are 2, IDR.500.000 it means Mrs Riny effort had passed the breakeven or can said to be profitable.

On tofu, in all production produced products a number of 3,500 tofu, or IDR.1.500.000. This means the effort of Mr. Nur Rifan had passed the breakeven or can said to be profitable.

2. Added value (Value Added)

The results of the calculation of the value added of any SME who examined can be seen in table 3 below.

Table 4. The amount of the value added at each SME determined

Description	The main raw materials	Added value (IDR)
Fish <i>Abon</i>	100	4.313.000
Chips	2	712.500
Crackers	3	1.249.000
Coffee	116	3.684.300
Cake	500	455.200
Tofu	50	1.002.000

Source: primary data processing, 2018

Fish *abon*, efforts for product value per once production is IDR. 9.000.000. In other words, every kilogram of haruan fish obtained additional product value IDR.43.130,-. If the calculated quantity ratio of added value against the value of the end product, then the obtained quantities 0.4792 or 47.92%. It can be diinterpretasikan that any IDR.1.000,-product value will accrue to the added value of IDR.479,-.

Banana chips for a business, product value per once production is IDR.850.000. In other words, of every banana retrieved an additional product value IDR.356.250,-. If the calculated quantity ratio of added value against the value of the end product, then the obtained quantities 0.8382 or 83.82%. It can be interpreted that any IDR.1.000,-product value will accrue to the added value of IDR.838,-.

For the processing of crackers, product value per once production is IDR.1.500.000. The value added is IDR.416.333 per kilogram. The ratio of the added value of a product is of 0.8327 (83.27%). Thus each IDR.1.000,-product value will accrue to the added value of IDR.833,-.

For a business of the ground coffee, the product value per once production is IDR.4.000.000. In other words, of every ounce of coffee obtained additional product value IDR.31.761. If the calculated quantity ratio of added value against the value of the end product, then the obtained quantities 0.9211 or 92.11%. It can be diinterpretasikan that any IDR.1.000,-product value will accrue to the added value of IDR.921,-.

For a business cake, product value per once production is IDR.500,000. The value added is IDR.910,-per gram. The ratio of added value against the value of the product is 0.9104 (91.04%). Thus each IDR.1.000,-product value will accrue to the added value of IDR.910,-.

For a business tofu, product value per once production is IDR1.750.000 b. The value added is Rp. 20.040,-per kilogram. The ratio of added value against the value of the product is 0.5726 (57.26%). Thus each IDR.1.000,- product value will accrue to the added value of IDR.573.

CONCLUSIONS

Cost components can be grouped into a fixed fee that consists of a fixed salary costs, maintenance costs, the cost of water and electricity, depreciation cost. Variable cost consisting of the main raw material cost, material cost, cost of packaging personnel work, as well as transportation costs.

Revenues on any SME who researched in sequential views of the largest coffee business with revenue of IDR.960.564; then fish *abon* with business income of

IDR.879.175; then venture chips with a revenue of IDR.190.589; followed tofu in IDR.171.900; then venture cake with a revenue of IDR.102.350; and crackers with a revenue of IDR.80.346.

At the sixth the SMES become the object of research, almost all of them have passed the break-even in quantity as well as sales, excluding businesses that haven't passed the crackers breakeven quantity. The more goods are produced faster then break even.

The value added obtained from fish *abon* is IDR.43.130; as for the attempt of banana chips is IDR.356.250; then fish crackers business was IDR.416.333; for ground coffee is IDR.31.761; cake making business while gaining the added value of IDR.910,00; and for tofu gained added value amounted to IDR.20.040.

Of all the agribusiness industry become the object of research, seen that the ground coffee processing business has the most value added ratio is large i.e. 92.11% while the value of the ratio of most small business is processing fish *abon* haruan i.e. 47.92%. The high added value in the processing of ground coffee belongs to Mr. Arsani is caused because a lot of things, such as the primacy of the mastery of technology, the quality of human resources, access to information, product innovations, and others.

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