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Strengthening Social Capital In Empowerment Cocoa Farmer Groups In Kolaka Regency

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----------ABSTRACT----------
The purpose of this study is to identify the profile of cocoa farmer groups in terms of aspects: social, dynamics and independence. This study uses a mixed method to examine the strengthening of social capital in empowering farmer groups to become independent. Respondents in this study were members and administrators of farmer groups, who were equipped with informants from community leaders and the government. The combined method chosen is concurrent triangulation, quantitative and qualitative methods together in data collection and analysis. Data collection research using questionnaire techniques, participant observation, in-depth interviews. The results of this study indicate that there is a significant correlation on the level of 99% trust, between social capital and the dynamics of Cocoa farmer groups and there is a close relationship between social capital and the independence of farmer groups.
***KEYWORDS**: Social Capital, Empowerment, and Farmer Groups, Indonesia*

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I. INTRODUCTION

Most of the Kolaka people make a living in the agricultural sector. In 2005, a total of 71,415 people worked in the agricultural sector, and projected that in 2015 the number would increase to 105,839 and 112,794 people. Estimates of the population working in the agricultural sector in 2020 and 2025 reached 119,748 and 126,703 people. The agricultural sector program in the broad sense, which is the regional leading sector, will still get the attention of the regional government in the future. The role of the agricultural sector in the economy of Kolaka Regency is still relatively dominant, but tends to decrease. One of the mainstay sectors that has decreased is in the cocoa plantation sub-sector from 1.1 tons / ha in 2010 and in 2012 ranged from 524 kg / ha, decreased productivity because of three main factors. The problem of plant pests, plant age is not economical and ineffectiveness of cocoa farmer groups in an effort to maintain the presence of cocoa as a superior sector in Kolaka Regency (Bappeda Kolaka, 2014).

Hariadi (2004) states that the characteristics of farmer groups are as follows: (1) beginner classes: regular meetings, social gathering and savings and loans; (2) advanced classes: regular meetings, social gathering and savings and loans, procurement of agricultural production facilities, group work / social gathering, rental of non-agricultural equipment, cooperation in seeding, cooperation in controlling pests and diseases; (3) middle class: regular meetings, social gathering and savings and loans, procurement of agricultural production facilities, group work / social gathering, rental of non-agricultural equipment, cooperation in seeding, cooperation in pest and disease control, rental of agricultural equipment, and cooperatives; (4) main classes: regular meetings, social gathering and savings and loans, procurement of agricultural production facilities, group work / social gathering, rental of non-agricultural equipment, cooperation in seeding, cooperation in pest and disease control, rental of agricultural equipment, cooperatives, group farms , and group work partners. The results of Hariadi's research prove that farmer groups have social capital with conditions that vary from the weak to the strong. The first class (independent) farmer group turns out to have the strongest social capital compared to the other classes.

Farmer groups in Kolaka Regency have characteristics: Participation and cohesiveness of group members in group activities are still relatively low, where the level of attendance of members in group meetings only reaches 50% and management of productive activities of group members is individual. The group as a

forum for joint activities has not been able to become a unifying forum for the activities of members and binding the needs of members together, so that individual productive activities are more clearly visible. Efforts to develop institutional capacity of farmer groups need to be directed at increasing awareness about the importance of member togetherness in supporting group activities. Strengthening group productive activities needs to be supported by "channeling" marketing (partnerships) and access to capital that is affordable to farmers. These characteristics indicate that farmer groups are more dominant in the beginner and advanced classes which are more numerous (99.34%). Based on the analogy from the results of Hariadi's research, the farmer groups that are not yet independent are socially weak

The above phenomenon shows that there are 3 things that are the reasons for the need to do research on the model of social capital-based farmer groups in Kolaka Regency, namely: (1) the condition of cocoa farmer groups in Kolaka Regency, which are largely independent, (2) social capital in farmer groups but have not been used as a basis for the independence of farmer groups, (3) there has been no real effort to strengthen the social capital of farmer groups so that a model of independent capital-based farmer groups is needed, so it is deemed necessary to conduct a study

II. LITERATUR REVIEW

The functions of farmer groups are: (1) Learning classes. The farmer group is a place for teaching and learning for its members in order to increase their knowledge, skills and attitudes as well as the growth and development of independence in farming so that productivity increases, income increases and life is more prosperous; (2) A vehicle for cooperation. Farmer groups are a place to strengthen cooperation among fellow farmers in farmer groups and with other parties. Through this collaboration it is hoped that farming will be more efficient and more able to deal with threats, challenges, obstacles and disturbances; (3) Production unit. Farming carried out by each member of the farmer group, as a whole must be seen as a business entity that can be developed to achieve economies of scale, both in terms of quantity, quality and continuity (Ministry of Agriculture, 2007).

The role of farmer groups according to van den Ban and Hawkins (2005) are as follows: Role of education, commercial and organizational roles, Management of general property and religious, cultural and recreational roles. The development of farmer groups needs to be carried out in a participatory manner so that the principles of equality, transparency, responsibility, accountability, and cooperation are new contents in empowering farmers. A farmer group formed on the basis of common interests among farmers makes the farmer group exist and has the ability to access all resources such as natural resources, human capital, information and facilities and infrastructure in the development of farming that it does (Syamsu, 2007).

Woolcock and Naraya (2000) state that there are at least four perspectives on social capital. First, communitarian views (communitarian view). This view equates social capital with local organizations. Commutarians see the number and density of groups in a community, regard social capital as something inherently good, and see its existence as always being positive for community welfare. Second, network views. This view operates two important properties of social capital, namely as bonding and bridging. Third, institutional view. This view argues that the vitality of communication networks and civil society is a product of the political system, law, and institutional environment (institutional environment). Fourth, the view of synergy (synergi view). Based on this perspective, this study focuses on the first perspective, which views social capital as a local institution and community group (social group) that grows and develops in the countryside. Local institutions and social groups that have an informal set of values or norms, mutual trust, work networks, which increase community efficiency by facilitating coordinated actions.

III. RESEARCH METHODS

This study uses a mixed method to examine models of social capital-based farmer groups in Kolaka Regency. The combination of quantitative and qualitative research in understanding a reality provides excellent results, providing richer and complementary data. Qualitative information becomes as scientific as quantitative data, often even more valid (Muhadjir, 2000). The combined method chosen is concurrent trianggulation. According to Creswell (2011), in this research method the combination of concurrent trianggulation models researchers used quantitative and qualitative methods together, both in data collection and analysis. The researcher used questionnaire techniques, participant observation, in-depth interviews and documentation from the same data source.

IV. RESULTS AND DISCUSSION

4.1. Profile of Cocoa Farmers in Kolaka Regency

4.1.1 Social Capital

Cocoa is a commercial plant that requires intensive care. Cocoa farming does not only require business capital and farming skills, but also requires strong social capital in farmer groups. Social capital is a variety of forms of social life in the form of beliefs, norms, and networks that allow participants to act effectively to pursue common goals (Putnam, 1995).

4.1.1.1 Trust

Intensive interaction with various parties in attempting to farm raises trust among fellow farmers, management of farmer groups, traders, community leaders and the government. Farmer trust is measured by quantifying qualitative data using scores. The overall level of trust of farmers as a whole reached 75%. The highest trust of group members towards fellow farmers is help with a trust level of 84%. Please help, which is intended here are activities carried out together to achieve common goals. Such activities include eradicating pests and diseases, regulating water, repairing facilities and infrastructure and maintaining plants. The lowest level of trust among fellow farmers of 65% occurs in the case of lending and borrowing money. Farmers believe in lending money only with relatives or close friends. This is related to the risks faced by farmers if the loan repayment is not on time or not as expected.

The level of trust of the farmer to the highest management is to help his score reach 84% between the farmer and the administrator doing the same activity if it involves joint activities. The lowest trust of farmers in the management is in the form of lending and borrowing which scores reach 73%. The highest level of farmer trust in traders is 74% in providing reasonable prices and making payments according to their promises. The lowest level of trust is not to harm farmers to reach 70%. To fulfill production facilities, cocoa farmers usually believe in buying in an official store in each village.

The highest level of confidence of farmers in farmer contact is 83% in terms of: success in cocoa agribusiness, actively spreading innovation and information to farmers, and being able to become a liaison with the Agriculture Service. The lowest level of trust is the trustworthiness of farmers to the ability of farmer contacts to be a liaison with universities with a confidence level of 70%. Higher education does not play much role in fostering Cocoa farmer groups.

The highest level of trust of farmers to community leaders is 76%, namely in terms of the success of Cocoa agribusiness and activeness in seeking information. In relation to farmer groups and farming, farmers have more confidence in farmer contacts. The highest level of farmers' trust in the government reached 78% in terms of guidance and field schools (FS). General guidance in the form of counseling. The most beneficial guidance for farmers is FS. The existence of a Field Laboratory in activities can convince farmers that innovations offered by the government are indeed able to increase farming production. The lowest level of confidence of farmers in the government is the assistance of agricultural tools and machinery which reached 64%. Reality in the field shows that farmer groups with beginner and advanced classes do not receive assistance from agricultural tools and machinery. Assistance is given to middle-class and primary farmer groups who are considered capable of managing agricultural tools and machinery provided by the government.

4.1.1.2 Norm

The level of clarity of group norms with an average of 78%. The most obvious group norm according to farmers is the group meeting rule (84%). Several years were held by FS in farmer groups so that group meetings became clear, according to the schedule of the FS. If there are FS activities, regular group meetings are held once a week or 2 weeks for 8 weeks. The lowest level of group norm clarity reaches 70%, namely in terms of rules in utilizing government aid funds, utilization of group facilities, and sanctions against group members who violate the rules. Sanctions for group members who violate the rules are unclear. Sanctions for members who do not return loans on time are only reprimand. Strict sanctions were only found in the farmer groups of Mattiro Walie, Samaturu Sub-district. If the farmers had not returned the loan, the farmers could not borrow before the previous loan was repaid. If they are not present at a group meeting or field school, the farmers do not get assistance with production facilities.

The highest level of clarity of government norms is in the implementation of 76% of Integrated Pest Management Field Schools (IPMFS). Field school activities that are most often done in Cocoa farming are IPMFS. Farmers who participate in IPMFS are all active and unrestricted members of farmer groups. The lowest level of government norm clarity is 57%, namely in the implementation of training outside the group. Farmers who have the opportunity to take part in training outside the group are only administrators, especially farmer contacts. This policy was taken by the government in the hope that farmer contacts could carry out the diffusion of knowledge that had been obtained to members of the farmer group.

4.1.1.3 Social Networks

The average level of relations in the social networks of members of the Cocoa farmer group reaches 62%. The largest information network of Cocoa Farmers is obtained from fellow farmers in the farmer group by 75%, the largest Cocoa seed information network also from fellow farmers, members of farmer groups, which is equal to 77%. Farmers individually learn from other farmers who have succeeded first. The process of transferring information among fellow farmers in farmer groups is carried out effectively. The source of information that becomes a reference for farmers is from farmer contacts. Farmer contacts get information from the government; especially through the Field Agricultural Extension, Agricultural Pest Extension and training held by the Agriculture Service that he had participated in. Laboratory of pests and diseases in Samaturu Sub-district provides guidance to Cocoa farmers. Guidance carried out in the form of ways to control pests and diseases, both chemically and biologically. Pest and disease laboratories provide a set of tools for making biological agents to 2 farmer groups, namely Prosperous Farmers Group 1 which is in Samaturu District and Subur Makmur farmer groups in Watubanga District. The two farmer groups are expected to be the center for making biological agents to meet the needs of biological agents of farmers in Kolaka Regency.

The level of network of farmers in obtaining the largest Cocoa seedlings is from local breeders, which is 74%. Farmers believe that seeds from local breeders are of good quality because many farmers have successfully planted cacao with local seeds. Besides that the price is also cheaper and seeds are easily available. The lowest network level is 54%. Farmers find it difficult to obtain Cocoa seedlings from the Agriculture Service and the price is more expensive, reaching double the price of seeds from local breeders.

The biggest level of network of Cocoa traders is local traders, which is 83%. Farmers have no difficulty in selling cocoa because many farmers are also traders or launchers (intermediaries). The lowest network level is sales to supermarkets at 44%. Farmers who are also traders have sold Cacao to the Modern Market but are not sustainable because they have not competed with outside Cocoa. The level of use of own capital is the highest at 89%. Farmers keep cocoa business capital in the form of money, but also in other forms of investment. The lowest acquisition of venture capital is from the use of government aid funds in the form of the Direct Maysrakat (BLM) fund specifically for Cocoa which reaches 49%. This is because not all farmer groups receive BLM assistance.

4.1.2Group Dynamics

Group dynamics are the forces that cause a group to move towards achieving group goals.

4.1.2.1 Cooperation

The average level of cooperation is 77%. The highest level of cooperation in achieving group goals is to maintain the security of cocoa which is ready for harvest to reach 90%. When farmers go to the land to look after their cocoa, the farmers indirectly look after the cocoa plants around their land. The lowest cooperation is in the procurement of business capital in groups, reaching 63%. The existence of business capital in groups is considered to have a negative impact due to the congestion of loan funds.

The level of cooperation in completing the highest group's tasks is to seek and disseminate agricultural information which is equal to 81%. Groups often collaborate to find agricultural information. The lowest collaboration is in creating ideas or innovations for Cocoa farming which reaches 73%. These ideas usually appear individually from farmers who are creative and dare to take risks, while other farmers passively wait and see the success of other farmers.

The highest level of collaboration in group maintenance was attending 88% group meetings. The presence of farmers in group meetings is a concrete manifestation of farmers' participation in group activities. The lowest group collaboration is in the utilization and maintenance of group facilities which reaches a level of 65%. The level of cooperation in maintaining the highest group cohesiveness is in resolving pests / diseases in cocoa plants, which is 89% Farmers must be compact in handling pests and diseases so they do not move or spread from one plant to another. Cooperation in maintaining the lowest group cohesiveness is group decision making that reaches the level of 72%. Decision making is usually discussed in group meetings, but there are some farmers who are passive and become a group of followers in decision making.

4.1.2.2 Competition

The highest level of competition is: competition in finding new ways to increase Cocoa production 82%. Competition that occurs in farmer groups is competition in cocoa cultivation, including finding new ways to increase production. Farmers who are able to compete are farmers who have a lot of knowledge and are economically able to buy production facilities in accordance with the recommendations. The result of this hard work in addition to increasing production and income is recognition from other farmers as people who succeed in cocoa farming. The lowest level of competition is competition in utilizing government funds, which is equal to 62%. Distribution of government funds usually follows prescribed rules. The use of government funds does not occur much competition, but when the funds cannot be returned on time it will cause conflict.

4.1.2.3 Conflict

The lowest conflict occurs in the management of order funds which is equal to 56%. This low percentage shows the number of conflicts that occur in farmer groups. Conflicts occur when group members do not comply with agreed rules, especially in terms of loan repayments. The reason farmers have not returned the loan when it has matured varies, among others: plants attacked by disease, Cocoa plants have been leased, and died. However, there are also farmers who do not return loans for reasons that are not clear because they assume that the funds are grants that do not need to be returned. The source of external conflict occurred at the research location, originating from the village head. The village head tried to overthrow and replace the joint chairman of the Matiro Walie farmer group because the village head felt rivaled by the joint chairman of the farmer group who had succeeded in leading farmer groups and farmer groups.

4.1.2.4 Partner Institutions

The external environment that contributes to group dynamics is partner institutions. The partner institutions in question are the government and the private sector that are related to farmer groups. The average role level of partner institutions is 70%. The highest level of role of the Agriculture Service is in providing counseling, which is 89%. The role of the Agriculture Service in providing counseling occupies the highest level of 89%. Counseling is carried out by Field Extension Officers (FEO) with a system of training and visits (behavior) under the coordination of the Service Implementing Unit. Visits to farmers are carried out 4 days a week, one day a week is used for the training of the Field Workers Extension, which takes place at each FEO office. The lowest role level of the Department of Agriculture is providing business capital assistance in the form of revolving funds of 61%. This is because not all groups get Community Direct Aid funds specifically for Cocoa.

The level of the role of the agricultural service as the highest farmer group partner institution is 70%, namely in providing information on new ways of cocoa cultivation. The agricultural office has a role in providing training to cocoa farmers who represent their groups. The level of the role of universities as partner institutions of farmer groups in providing information on cocoa cultivation is 62%. The university plays a role in fostering farmer members of farmer groups.

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The highest level of the role of traders as farmer group partners is 86%, namely in facilitating the sale of Cocoa. Farmers do not have difficulties in selling cocoa products because many traders come to farmers. The lowest level of the role of traders is providing loans to farmers, reaching 52%. This loan is a down payment so that the farmer's cocoa is sold to traders who give advances. The level of the role of banks in providing capital with an easy procedure is 55%. Although the procedure is easy but Farmers feel they have not been able to pay installments per month which is their obligation to the bank, meanwhile farmers' income is not routine every month.

4.1.3Independence

4.1.3.1 Ability to Solve Problems

The greatest level of ability in finding the cause of a problem is the ability to find the cause of farming problems faced by members in general 77%. The farmer group is usually accompanied by the Field Agricultural Extension in looking for factors that cause problems experienced by the group. The level of ability of the group in finding a way out of problems that care for plants reaches 84%. The experience of farmers in Cacao cultivation, the intensive guidance of the Field Agricultural Extension and the ease in communication make farmers members of farmer groups easy to solve the problems faced, especially in the care of cocoa plants.

The process of preparing a group work plan is usually discussed in a meeting and accompanied by the Field Agricultural Extension. The written group work plan is a definitive plan for group needs (WGWP) to meet fertilizer needs. The process of drafting the WGWP was not carried out through deliberation, but was carried out on its own by the management based on the vast expanse in the group territory. An unwritten group plan in the form of a plan for group activities such as planting plans for food crops, tillage, irrigation, mass spraying, cocoa security plans, cleaning of waterways and road repairs.

4.1.3.2 Aspirations

The level of aspirations of members to achieve the highest group goals is 87%, namely the realization of good cooperation between members and administrators. The realization of this aspiration is social capital that can be used as a basis for group independence. Farmers who are active in groups will get a lot of information, additional knowledge and skills that are very useful to increase cocoa production. Managers also benefit when active farmers are in the form of increasing group dynamics.

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4.1.3.3 Creativity

The highest group creativity level was in the use of organic fertilizer, which was 88%. Based on the experience of other farmers, farmers from farmer groups observed that the use of oganik fertilizers was able to prolong the life of the plant. The lowest level of farmer creativity is 64%, which is in making biological agents. Making biological agents is considered difficult and complicated by farmers who are members of farmer groups.

4.1.3.4 Risk Ability

The greatest level of ability to deal with risk is the risk of saving and buying gold, which is equal to 85%. When Cocoa crops make a lot of money, farmers invest their income to save and buy gold. If there is not much money, farmers usually rent land to plant seasonal crops. According to farmers, renting land for 3 years costs can be covered by Cocoa harvests in a year. The results of the next two years are farmers' profits. Farmers have invested in Cocoa farming profits to buy land. The lowest ability to deal with risk is 61%, which is for traders of production facilities.

4.2. The Relationship Between Social Capital and the Dynamics of the Cocoa Farmer Group

To analyze the relationship between social capital and group dynamics used the Spearman rank statistical analysis tool (rs). The results of the analysis show that the rs value of the relationship between social capital and the dynamics of the Cocoa farmer group is 0.609 with a significance value of 0,000. The results of the analysis showed that there was a significant correlation on the level of 99% trust between social capital and the dynamics of the Cocoa farmer group. The first hypothesis states that there is a close relationship between social capital and the dynamics of accepted Cocoa farmer groups. The indicators used to measure social capital are beliefs, norms and social networks, while the indicators used to measure group dynamics are cooperation, competition, conflict and partner institutions.

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4.2.1 Relationship Between Social Capital and Cooperation

The three indicators of social capital (trust, norms, social networks) have a significant relationship with cooperation. The efforts made by the group to increase Cocoa production are working together in the procurement of production facilities, management of plant pests and diseases and water management. To meet the needs of production facilities, farmer groups collaborate with the private sector in each district. This collaboration is mainly in the procurement of fertilizers with the aim that farmers can buy fertilizers at subsidized prices. The network between the private sector and farmer groups and their members creates

reciprocal relationships and trust. Based on private trust in farmers, the private owners usually allow farmers to borrow fertilizers or pesticides and pay later. This social capital produces cooperation that benefits both parties.

Plant maintenance, especially pest and disease control, requires cooperation between farmers whose land is adjacent. This is to reduce the possibility of moving pests from a controlled place to a place that is not controlled. The network built between fellow farmers originated from the government's suggestion to do mass spraying. Spraying is done by farmers in their respective fields. The agreed time is 1-5 dates every month. This mass spraying finally becomes a rule that must be followed

The increase in production became very profitable for farmers when it was followed by high selling prices of cocoa too. Marketing institutions play an important role in this matter. Social networks between farmers and traders foster trust. Cooperation also occurs in group activities. Trust and social networks among farmers who are members of farmer groups facilitate the activities of farmers in seeking information related to farming and group activities.

4.2.2 Relationship Between Social Capital and Competition

The highest level of competition reached 82%, namely competition among group members in seeking innovation to increase production. The social network formed to market Cocoa is by Cocoa traders. Cocoa traders usually compete in getting their merchandise. The basic considerations of farmers in choosing traders are: (1) trust; (2) ease of sale and (3) ease of payment. Farmers will choose to sell to merchants who have already subscribed to them even though the price may be slightly lower than other traders. This is done by farmers to avoid fraud in payments. In order for the group to get help from the government, the group must compete with other farmer groups. Negative competition does not occur much in farmer groups, even if there is usually associated with government assistance given to farmer groups.

4.2.3 Relationship Between Social Capital and Conflict

There is no relationship between trust and conflict, but norms and social networks are related to conflict. Non-compliance of group members against agreed rules will lead to conflict. The case of conflict that arose in the Karya Bhakti farmer group occurred because a member could not pay the loan on time. When Cocoa plants produce well, there is no conflict in managing savings and loan funds. But when Cocoa production began to decline, the management of savings and loans began to conflict. Some farmers were unable to repay loans when they were due, and even more so was the shame of the farmers for attending group meetings so that farmers who still had dependents to the group chose not to attend group meetings. In response to this conflict, the group finally decided to stop the savings and loan activities in the group. Generally conflicts occur because of financial problems. Unclear norms, especially related to sanctions for members who violate norms provide a gap for naughty farmers to commit violations.

4.2.4Relationship Between Social Capital and Partner Institutions

The partner institutions that have a large role in farmer groups are the government. The government can strengthen existing social capital in the group through coaching. Guidance carried out by the government in the form of counseling, business meetings, business capital assistance, input production assistance, and assistance with agricultural equipment and machinery. Extension methods that are considered effective in changing the behavior of farmers are field schools. The social capital invested by the government through extension activities with the field school method can change the behavior of farmers due to: (1) Farmers obtain additional knowledge and skills in farming that are practiced directly in field schools. By looking directly at the implementation of these innovations on the land, the farmers become convinced that the technological innovations that the government advocates are true can make plant growth better and benefit farmers. This trust will be the basis of the motivation of farmers to want to implement innovation. If farmers want to accept and implement innovation and trust the government, it will support the smooth development of agriculture. (2) Farmers recognize the importance of cooperation among farmers in the farming production process, especially in terms of: (a) eradicating pests and diseases simultaneously so that the pest or disease cycle is cut off; (b) utilization, cleaning and deepening of irrigation channels. (3) There are group norms that are built in the form of: (a) agreement on group meetings; (b) agreement regarding the collection of group cash funds for operational costs; (c) agreement on who is entitled to receive assistance; (d) agreement on how to channel aid from the government; (e) agreement on combating pests and diseases together.

4.3. Relationship Between Group Dynamics and Independent Farmers' Groups

Analyze the relationship between diamika and the independence of Cocoa farmer groups, the Spearman rank statistical analysis tool (rs) was used. The results of the analysis show that the value of rs is 0.438 with a significance value of 0.004. This means that there is a significant relationship between dynamics and the independence of farmer groups. The indicators used to see the dynamics of the farm group are cooperation,

competition, conflict and the role of partner institutions. The indicators used to see independence are the ability to solve problems, aspirations, creativity, and ability to face risks.

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4.3.1 The Relationship Between Group Dynamics and the Ability to Solve Problems

Collaboration in the procurement of production facilities and water management can solve farming problems faced by farmers. Cooperation in making huts and maintaining the security of cocoa that is ready to be harvested can overcome the problem of Cocoa theft. Cooperation in road improvement and marketing Cocoa in farmer groups can solve marketing problems. Collaboration in seeking information and disseminating information can fulfill the information needed by farmers in farmer groups. Collaboration in group activities can solve problems that exist in farmer groups. Cooperation in fostering the courage of members to issue opinions can resolve differences of opinion, decision-making processes and create a pleasant atmosphere for members. There is a significant relationship between competition and ability to solve problems. The motive of the competition is to be able to try Cocoa farming as well as possible so that the production of lots and income also increases. So people who are actively competing in finding innovations to increase production are able to help group members to solve problems in cocoa farming.

There is a relationship between conflict and problem solving skills. Conflicts within certain limits are needed to make the group more dynamic. Conflicts that occur will encourage groups to make clear rules for resolving conflicts. The results of the analysis between partner institutions with problem solving skills obtained by the value of rs of 0.363 with a significance of 0.018; means there is a relationship between partner institutions and problem solving skills. The biggest role of the Kolaka District Agriculture Service is in providing counseling to farmers. Counseling provided by Field Agricultural Extension workers can help solve problems faced by farmers.

4.3.2 Relationship Between Group Dynamics and Aspiration

The results of the analysis of the relationship between collaboration and aspiration obtained a value of rs of 0.459 with a significance of 0.002; meaning there is a significant relationship between cooperation and aspirations. Collaboration by farmer groups with various parties turned out to realize the aspirations to increase cocoa production. The private sector that collaborates a lot in improving the skills of farmers is a pesticide company. Pesticide companies promote their products by sponsoring mass spraying.

The results of the analysis of the relationship between competition and aspiration obtained a value of rs of 0.495 with a significance of 0.001; meaning there is a relationship between competition and aspiration. Competition made by members of farmer groups is competition for personal gain such as increasing production and income. The hard work done by farmers to seek information and make better efforts to increase production can finally reach group aspirations

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The results of the analysis of the relationship between competition and aspiration obtained a value of rs of 0.495 with a significance of 0.001; meaning there is a relationship between competition and aspiration. Competition made by members of farmer groups is competition for personal gain such as increasing production and income. The hard work done by farmers to seek information and make better efforts to increase production can finally reach group aspirations.

The results of the analysis of the relationship between conflict and aspirations were obtained by the value of rs of 0.380 and 0.022; meaning there is a relationship between conflict and group aspirations. Conflict can produce many positive benefits for the organization if managed well (Cherrington, 1989 in Gitosudarmo and Sudita, 2000). When the government offers capital for farmer groups, not all group members agree with the program. When funds are included in the group, conflicts occur in managing funds. Conflicts in group decision making regarding the formulation of rules for managing government aid funds can finally be obtained agreement on the best rules in managing aid funds. The existence of this agreement can establish good relations between members and between members and administrators.

The results of the analysis of the relationship between partner institutions and aspirations obtained rs value of 0.363 with a significance of 0.004; means there is a relationship between partner institutions and group aspirations. Partner institutions of farmer groups are government and private. Government institutions such as the agricultural service, ICSRR, Universities, Banking and Pest and Disease Laboratories have a role in increasing knowledge and skills in cocoa farming, helping to provide business capital and improving group dynamics. Private institutions that play a role are Cocoa inputs and marketing kiosks that provide convenience to farmers to obtain inputs and market their crops. Partner institutions have a big role in realizing the aspirations of the group in the form of increased productivity of Cocoa trees.

4.3.3 Relationship Between Group Dynamics and Creativity

There is no relationship between cooperation, conflict and partner institutions. Competition has something to do with creativity.

4.3.4 Relationship Between Group Dynamics and Risk Facing Ability

There is no relationship between cooperation, competition, conflict and partner institutions with the ability to deal with risk. The results of the study indicate that the collaboration between farmers members of farmer groups in farming will reduce the risk of failure in farming. Cooperation in irrigation reduces the risk of drought. Collaboration in mass spraying reduces the risk of pest and disease attacks. Collaboration on crop maintenance reduces the risk of Cocoa theft. These examples show that the existence of cooperation will reduce the risk of failure. Reduced risk of failure is not due to the ability of individuals or groups to deal with risks, but more because farmers cooperate.

4.4 Relationship Between Social Capital and Independence

The results of the analysis of the relationship between social capital and independence obtained rs value of 0.623 with a significance of 0,000; meaning there is a relationship between social capital and independence. The third hypothesis states that there is a close relationship between social capital and the independence of farmer groups accepted. The indicators used to measure social capital are beliefs, norms and social networks; while independence is measured by indicators of problem solving skills, aspirations, creativity, and ability to deal with risk.

4.4.1 The Relationship Between Social Capital and the Ability to Solve Problems

There is a relationship between trust, norms and social networks with problem solving skills. The government instills farmers' trust in the excellence of innovation through extension activities. Counseling is done repeatedly and continuously can change the attitude of farmers from the original do not believe to believe in the superiority of innovation. The results of the analysis of the relationship between norms and problem-solving abilities obtained a value of rs of 0.491 with a significance of 0.001; means there is a relationship between norms and problem solving skills. According to Schein, 1991), some norms in organizations can be considered very vital (pivotal), in the sense that compliance with norms is a necessity for the continuity of membership of the organization. Government rules relating to the implementation of counseling, management of aid funds, and the implementation of field schools are pivotal norms that must be complied with by members of farmer groups. Members of farmer groups must adapt to SLGAP rules to increase their knowledge and skills in cocoa farming. Compliance of members to always be present at every SLGAP meeting can help solve the problem of Cocoa cultivation. Member compliance with the rules in utilizing government aid funds can help solve the problem of lack of capital in farming.

The results of the analysis of the relationship between social networks and problem solving skills obtained by the value of rs of 0.553 with a significance of 0,000; means that there is a connection between social networks and problem solving skills. The social network of farmer groups with the government is able to solve farming problems, business capital and tools and agricultural machinery. The social network between farmer groups and Hippa is able to solve irrigation problems. Social networks between farmer groups and kiosks are able to solve the problem of production facilities. The social network between farmer groups and Cocoa traders is able to solve Cocoa marketing problems.

4.4.2 Relationship Between Social Capital and Aspiration

The results of the analysis of the relationship between trust and group aspirations obtained a value of rs of 0.456 with a significance of 0.002; means that there is a relationship between trust and aspiration. Trust is like a lubricant that makes the way groups or organizations become more efficient in achieving group goals (Fukuyama, 2002). Farmers' trust in the government and innovations offered by the government in Cacao cultivation will encourage farmers to adopt innovation faster. The trust of farmers in the benefits of California porridge that is known from field agricultural extension agents encourages farmers to make California porridge.

The advantage of using California porridge is that it is a cheap and effective way to kill fungi in the fruit, leaves and stems of cocoa plants. The method for making California porridge according to farmers is easy and the ingredients and tools used to make it affordable for farmers.

The results of the analysis of the relationship between norms and aspirations obtained a value of rs of 0.586 with a significance of 0,000; means there is a relationship between norms and aspirations and creativity. According to Fukuyama (2002), the norm is very important to reduce transaction costs. To facilitate the distribution of subsidized fertilizers, for example, the government makes a rule that each village must have an official kiosk. The mechanism for supplying fertilizers starts from the proposed fertilizer needs of group members within a year made by farmer groups with the knowledge of FEO and the Village Head.

The results of the analysis of the relationship of social networks with aspiration and creativity obtained a value of rs of 0.517 with a significance of 0,000; means there is a relationship between social networks and group aspirations. The farmer group network with the government such as Disperta, Higher Education, and Disease Pest Laboratory can improve farmers' knowledge and skills in Cocoa cultivation. Social networks between farmer groups and production stall can meet the needs of fertilizers and pesticides. The social network between farmer groups and traders can facilitate the sale of cocoa. Social networks between farmers and close relatives and friends can make it easier for farmers to obtain additional capital for Cocoa farming.

4.5. Utilization of Cyber Extension of Cocoa Farmers in Kolaka Regency

As a service program, a cyber extension-based extension communication system is expected to become a renewable system for the communicant community, through the use of a system of hopes that data and information on all agricultural extension activities or policies throughout Indonesia are collected in one container.

The quality of managing information services after this cyber extension-based communication system begins with how quality data is. Quality data will be automatically followed by quality information too. Ensuring the quality of data in this cyber extension-based communication system, the management initially applied conventional systems, including sending directly from the field instructor to the Regency to deposit data and information to the manager. This was initially done because there were obstacles to the cyber extension system (channel) system, this was caused by communicators having limited funding in providing cyber extension system (channel).

The observations in this study, although in the Tanggetada area, Baula and Samaturu have media (channels) as supporters of communication activities that are quite strong, but other inhibiting factors still exist. Among them are the limitations of communicators to accommodate all data and information in large quantities. As well as the limitations of extension agents as communicators as well as communicants in a cyber extension-based communication system. Irregular communication management reduces the collection of quality data, for the smooth flow of information in effective communication flows. The manager said, the quality of data and information cannot be guaranteed, because of the lack of ability of instructors in writing and describing information. This situation led to innovations that could have been disseminated to fellow communicants of extension extension systems based on cyber extensions, which were hampered. In order to keep the confusion of information away, special calls were made for farmers in the Kolaka Regency to participate in socialization and training on a new program. The author's study, why this is done is to avoid communication that does not reach farmers, because the number of farmers is quite large and the area with a wide range of extension services is quite extensive. Making the steps taken as stated by the informants above.

The management of quality information is inseparable from whether data on relevant information and sources of information obtained can be trusted. At this stage it means that the information must come from honesty, information that is not exaggerated and information provides information that matches facts and circumstances that are appropriate to the situation experienced in the field. The proof of the trustworthiness of the data and information sources is by utilizing the cyber extension system, which is to shorten the existing bureaucratic path. Actually this cyber extension-based agricultural development communication system provides convenience to its users.

Kolaka Regency is inseparable from the constraints of the lack of supporting facilities and infrastructure, so that the ever-changing policies add to the length of the quality of management that is problematic in implementing this cyber extension-based agricultural development communication system. The condition of cyber extension-based agricultural development communication management systems that occur in Kolaka Regency does require special expertise. A person with competencies that are in accordance with the field of information system management is an expectation for success in implementing this system. The fact that happened in Kolaka Regency, also influential in supporting the management of a cyber extension-based agricultural development communication system in terms of obtaining reliable sources.

An information system management also requires good quality data and information storage. Managing information not only requires good management, but data and information require good storage. This is done to

facilitate the search of the desired data and information. related to data on agricultural extension in the Kolaka Regency. BP4K as the manager of cyber extension-based communication systems is very necessary to provide data and information storage to avoid unwanted things. Regarding data storage, it also concerns data security, maintaining data and information from undesirable conditions is the purpose of this management. Regarding the data storage carried out by BP4K in Kolaka Regency, (1) data storage and information on cyber extension-based extension communication systems are managed directly by the center. BP4K only provides data and information reports. (2) data security for the BP4K domain in the Kolaka Regency area has not yet prepared a data bank, storage for data security uses a personal laptop from the communicator who manages a cyber extension-based communication system.

The above fact can be interpreted that the quality of management in terms of storage and data security is relatively low. This is evidenced by the lack of management of special data storage in the BP4K, and the lack of awareness of the BP4K regarding the importance of maintaining the quality of data and information. Regarding this matter, the manager further revealed that the preparation of special storage was not only from the management, but according to the results of a review of the cyber extension system that was not well connected between the elements with one another, causing communication from the regional center to be still constrained by server or link. Thus, the storage section for data and information security is still not met due to (1) the presumption that data and information storage and security are the responsibility of the central government in this case the Ministry of Agriculture, (2) only as a meeting point or communication between extension agents and farmers and farmers or extension agents and farmers, and (3) do not understand the importance of storing and safeguarding information data that is in accordance with the information system management standards.

V. CONCLUSION

Based on the results and discussion it can be concluded as follows: (1) Cocoa farmer groups in Kolaka Regency can be seen in their social capital, dynamics and independence. (2) Relationship between social capital and Cocoa farmer group dynamics, To see the relationship between social capital and group dynamics used the Spearman rank statistical analysis tool (rs). The results of the analysis show that the value of r in relation to social capital with the dynamics of the Cocoa farmer group is 0.609 with a significance value of 0,000. The results of the analysis showed that there was a significant correlation to the level of 99% trust, between social capital and the dynamics of the Cocoa farmer group. The first hypothesis states that there is a close relationship between social capital and the dynamics of accepted Cocoa farmer groups. The indicators used to measure social capital are beliefs, norms and social networks, while the indicators used to measure group dynamics are cooperation, competition, conflict and partners. (3) The relationship between social capital and the independence of the Cocoa farmer group, the value of rs is 0.623 with a significance of 0,000; meaning there is a relationship between social capital and independence. The third hypothesis states that there is a close relationship between social capital and the independence of farmer groups accepted.

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