



Sago Farmer Development Strategy In North Konawe Regency

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ABSTRACT

This research was conducted in North Konawe Regency by taking samples of 3 sub-districts. The selected sub-district samples were 3 sub-districts, namely Oheo, Asera, and Andowia sub-districts. The selection of the 3 sub-districts was based on; 1). Number of sago processing businesses 2). Having land with sago clumps in it, whether cultivated or not. Data analysis in this study used interactive analysis from Milles and Huberman (Milles and Huberman, 2009). The purpose of study This is aiming know utilization sago as source food local and know the development strategy farmer sago in the Regency North Konawe. It is expected become reference for stakeholders' interest specifically government area Regency North Konawe utilization sago as source local food and development strategies farmer sago. Improvement ability farmer sago in manage sago will can give significant impact to welfare farmer sago which in the end will give Power support to availability food local. Research result conclude, namely: 1). Utilization production sago in the Regency North Konawe is used For food namely " sinonggi " and as material cake traditional that is cake bagea ; 2) For development farmer sago , then need done several factors, namely ; increase skills farmers , improvement roles and functions extension worker , formation group farmer , help equipment processing sago ;

Keywords: *Development Strategy, Farmers Sago, Food Security, Traditional Food.*

I. INTRODUCTION

North Konawe Regency as one of the centers of sago processing production, sago utilization business is one of the main sources of livelihood for rural communities in North Konawe Regency. This has been going on for generations. Local communities utilize sago mainly to produce wet sago flour to be sold and consumed in households. In addition, processed sago is used as a staple food besides rice. The sago processing process in North Konawe Regency has developed relatively a lot. If in the past it still used traditional methods, now it uses semi-modern technology. Starting from the production process to processing into a form that is ready for consumption (detik Finance, December 19, 2017). The processed results are quite diverse, ranging from staple foods to cake products.

Various effort has carried out by the government province and also Government Regency Konawe. Some among them is through activity *Promoting Sago Starch Utilization in Indonesia* in Kendari held by the government Southeast Sulawesi Province supported by the Ministry of Agriculture (Kementan) through the Food Security Agency and the *Food and Agricultural Organization* (FAO), December 18, 2017. Activities This covering activity development technical in production sago, extraction starch sago, and improvement mark plus sago in a way sustainable and *profitable* (detik Finance, 19 December 2017). The processed products are quite diverse, ranging from staple foods to cake products.

Various efforts have been made by the provincial government and the Konawe Regency Government. Some of them are through the promoting sago starch utilization in Indonesia activity in Kendari held by the Southeast Sulawesi Provincial Government supported by the Ministry of Agriculture (Kementan) through the Food Security Agency and the Food and Agricultural Organization (FAO), on December 18, 2017. This activity includes technical development activities in sago production, sago starch extraction, and increasing the added value of sago in a sustainable and profitable manner (detik Finance, December 19, 2017).

In general, specifically, FAO even support activity development sago in two regions in Southeast Sulawesi Province, namely Regency North Konawe and Regency South Konawe. The two district areas This of course since formerly become center production sago. Since In 2016, FAO became pioneer utilization sago that works together with

group farmers in the Regency Konawe and Regency Konawe North as well as group processor food in Kendari City. Project the covering three programs, namely a) development business farmer sago with approach agro-economics; b) building processing units flour sago integrated hygienic and without waste, and c) development business integrated sago with management garden sago, processing at a time its marketing (CNN-Indonesia, December 20, 2017) .

The description above provides an illustration that government support for sago processing efforts in the North Konawe Regency area is relatively large. Moreover, it also receives support from the UN organization through FAO. However, among the people of North Konawe Regency and its surroundings, sago is still more popular as a typical food served in the form of "sinonggi" with the addition of various types of side dishes. This can be seen from the proliferation of food stalls or restaurants that serve this typical food both in the North Konawe Regency area and in various locations in Southeast Sulawesi Province.

Commodity sago wet even be one of material marketed food between islands in Indonesia. The number even reach hundreds of tons in a month. Quota as big as that, even sometimes difficult filled because limited material the raw material produced farmer from a number of center production in the Regency North Konawe, Regency South Konawe, Regency Konawe, and Regency East Kolaka. Potential utilization sago in the Regency Konawe relatively Still big, even though tree Sago growing in the Regency area Konawe no is type tree cultivated sago.

Until now, there has been no massive effort from the government, community, or business world in North Konawe Regency to shift the use of wet sago to processed sago in certain packaging. Although some are found on the market, the amount is still very limited. Processing sago into various types of processed food products in packaging, of course, does not mean eliminating the traditional essence of sago itself, which is presented in the form of traditional "sinonggi" food which is generally known in the Tolaki community, which then also becomes a typical food that is also in demand by various ethnic groups in the Southeast Sulawesi Province, or in the form of "kapurung" food which is also known in the Bugis-Makassar community in South Sulawesi Province.

Packaged sago processed products are expected to provide added value both economically, and in terms of the quality of their presentation which is more diverse, so that the opportunity to be in demand by various groups in Indonesia and even in the world is wide open.

II. LITERATURE REVIEW

2.1 Local Food Sources

Food is all something that comes from from source biological product agriculture, plantation, forestry, fisheries, animal husbandry, water and water, both processed and unprocessed and also No processed for the intended purpose as food or drink for consumption humans, including material addition food, ingredients standard food and materials others used in the process of preparation, processing, and/ or making food or drink (Ministry of Agriculture, 2015). Furthermore, food local is food produced and consumed by the community local besides rice and wheat in accordance with potential and wisdom local (Ministry of Agriculture of the Republic of Indonesia, 2017) .

Furthermore, Nugraheni (2017:3) to describe that source food local is product food that has long been produced, grown and consumed in a country area or a group public local certain . Generally, product food local processed from material standard local, technology local, and knowledge local too. Besides that, product food local usually developed in accordance with preference consumer local too. So that product food local This related with culture local local. Therefore, the product This often use Name areas, such as gudeg jogja, dodol arrowroot, kudu porridge, rice Cianjur, and so on. With Thus, food local very close with element traditional from food or source food that alone.

Riches in type food traditional supported with potential source Power local in each region. This is in accordance with understanding food traditional, namely usual food and drink consumed by the community certain with a distinctive taste that is accepted by society said. Food traditional can in the form of food complete, food snacks, and enough drinks content nutrition, as well as normal consumed by the community area mentioned. How to process it done with diverse and varied such as: roasting/grilling, smoking, steaming, frying, and stir - frying. Indonesian traditional culture is influenced by customs Eat community and unite to in system social culture various group ethnic in the regions. Food the can liked because of its taste, texture and aroma in accordance with appetite (Nugraheni, 2017:2) .

Main purpose development food main local above is for develop food main source carbohydrate with various form its processing which can juxtaposed with rice, which is made from standard source food local. In addition, for build awareness public For back to pattern consumption food main the origin through provision material food main besides rice as well as socialization and promotion diversification food (Ministry of Agriculture of the Republic of Indonesia, 2017) .

Approach strategy taken by the government in effort development food main local as described in technical guidelines released by the Ministry of Agriculture is through approach technology and wisdom local. Approach technology done through utilization technology processing food. This is done with change from original food local that already exist in society and enrich mark nutrition contained in inside it through fortification or addition content other nutrients in instant. The goal is for change the inferior impression becomes superior so increase image food local through utilization technology food in form based on flour, change shape, and quality processing, packaging, additions mark nutrition for improvement health (low Glycemic Index, high fiber, antioxidants, and gluten free etc). In addition, food local customized with pattern modern life were sued more practical Good from aspect processing and also presentation. Approach This directed at the segment public certain and in its development can done cooperation with college tall or institution study.

Whereas approach wisdom local done with maintain wisdom local to culture pattern food local however still notice hygiene in the production process. In addition, it is necessary done socialization and promotion to society to emerge trust self that pattern consumption food local is very wise thing for maintained good from side health and also preservation culture.

2.2 Food security

In general general, resistance food covers 4 aspects, namely sufficiency, access, security, and time (Baliwaty, 2004: 25). With existence aspect the so resilience food viewed become the system which is series from three component main that is availability and stability food (*food availability and stability*), convenience to obtain food (*food accessibility*), and utilization food.

Resilience food covers four dimensions (FAO, 2003), namely (i) availability food, (ii) reach/access resident to food, (iii) stability supply and reserves, and (iv) utilization food (usually related with culture utilization material food). Refers to the internal situation and conditions (strengths and weaknesses) as well as challenges faced related with dynamics factor external (opportunities and threats) potential, then effort consolidation resilience food requires two conditions following in a way simultaneously. First, his approach must holistic so that the fourth dimensions covered in the resilience system food handled in a way simultaneously. Second, there is strengthening the pillars of resilience food based on source Power local, so as not to prone to influence factor external threats stability availability food and also access resident to food.

According to FAO (2003), resilience food will come true with fast If in a way simultaneous three condition following fulfilled. First, growth high economy. Second, deep growth high economy the sector agriculture grows faster from sector others. Third, growth resident can pressed. Fourth, acceleration development source power man reach target. Realization resilience food is results work from a system consisting of from various interconnected subsystems interact, namely subsystem availability covers arrangement stability and continuity provision food. Availability food concerning problem production, stock, import and export must be managed such that appearance, so that although production food part nature seasonal, limited, and scattered between regions, available food for family must sufficient volume and type, and stable from time to time. While that, subsystem distribution covers effort smooths the circulation process food between regions and between time as well as stability price food. This is intended for increase Power access public to sufficient food. Food surplus regional level, not yet ensure adequacy food for individuals/society.

III. RESEARCH METHODS

3.1 Location and Time of Research

Study This implemented in Regency Konawe North with take Sample 3 Subdistricts. Research will be implemented during One year namely in 2023 (month, adjusted with contract study).

3.2 Population and Informants

Population study This is all over sub-district (11) Subdistrict in the Regency Konawe North. Remembering limitations time and funding so study This do samples on several the sub-district that is considered can represent or to represent characteristics existing population. The selected sample of glasses as many as 3 sub-districts, namely Subdistrict Oheo, Andowia, and Asera. Election of 3 sub-districts the based on; Number processing sago, has land sago. As for the informant in study This consisting of 3 people, namely:

No	Name	Age	Education	Address
1	Hassan	48	Junior High School	Linomoioyo Subdistrict, Oheo District
2	Jumardin	51	Elementry	Walalindu Village, Asera District
3	Sardines	55	Senior High School	Puuwonua Village, Andowia District

3.3 Collection and Data analysis

Technique data collection was carried out with method interview discussion in depth, notes field and documentation. Data analysis in study This use analysis interactive from Milles and Huberman (Milles and Huberman, 2009) . There are three stages that is:

- *Data reduction* is the process of selection, centralization attention to simplification, transformation of the rough data that appears from notes in the field.
- *Data presentation* is activity presentation a bunch information in form text narrative, which is assisted with purposeful metrics, graphs, tables and charts sharpen understanding researcher to information obtained.
- *Conclusion* is looking for meaning, patterns explanation, possible configurations, flow because consequences and propositions, so that the existing data tested its validity.

IV. RESULT AND DICUSSIONS

4.1 A Brief Overview of the Sago Production Process in North Konawe Regency

Processing process sago No as easy as imagined, namely must through a number of stages, such as logging tree sago, transportation, milling process and fermentation. In the process of extracting starch from tree sago need quite a long time so that can drain Lots power. This process often done manually. The first thing done at the time be on site is make useful *basecamp* as place processing, then make tub shelter starch sago in various size, for example 8x4 meters or bigger size small and bigger Again.

Reservoir sago the made from designed tarpaulin become like pool place functional sago water reservoir as place Sago water sedimentation. Location of manufacture place extract tree sago that will be processed must near with water source /river, thing This because of in the process of extracting starch sago need material sufficient water supply many. Processing process sago is very determined water availability, if water is available Enough Good so processing will walk with smoothly, by him that water is an important factor in processing sago.

Figure 4.1 One of the Processing Basecamps Sago and Reservoir



Another thing that becomes attention important is water quality, if the water used in processing sago quality good (clean, clear, not smelly) eat will influence quality production sago The color of the water greatly influences the color of the sago that becomes results processed, if clear water color so sago they will become white clean, on the contrary when cloudy water color even black so results sago processed the can become color black or red.

Next step does log tree Sago is assessed Already worthy for harvested or productive. After That do stripping using a machete or crowbar. Tree bark peeled sago a number of type size thickness among them 2 cm thick so that the part in soft stem will can take. This process needs time hours, sometimes 2-3 hours. Then Contents stem sago that has been peeled and grated use machine grate. The result of solution Then brought to place processing to extract the powder entered into the A filter then doused with water and trampled to extract the juice out. The water Then accommodated in the tub and the dregs thrown away after all over the essence considered has finished. The storage process said, usually need about 1-2 days. The water is there in the tub the thrown away so stay sediment from starch sago colored white. That's what it's called sago.

4.2 Utilization of Local Food Resources (Sago) in North Konawe Regency

Mature This interest public for consume sago relatively high. Demand sago from consumer to farmer sago in the Regency North Konawe and surrounding areas (district) around Regency North Konawe and South Konawe) every year experience quite an improvement high. Information from processor sago that production sago produced always finished sold without waiting for a long time even often buyers Already pay results processed sago the although not yet become sago Still in the processing process.

Flour sago in demand consumer along with increasing interest public for consume food made from standard sago, then request to flour Sago also increased. This is based on demand. public Good personally, trader's retailer, trader collector and also perpetrator industry House enough stairs tall. High consumer interest to need sago is capital that can be made into as strength for government area together all stakeholders involved for develop agribusiness sago in the Regency North Konawe.

Quality sago good quality sago is one of matter important for farmer fulfil request Consumers. Products flour Sago produced by farmers in the Regency North Konawe is one of the flour sagos with good quality. The taller quality a product, then will the taller fulfillment need the average consumer stated in satisfaction Consumers. Quality sago farmers in the area study including in category Good Because type sago produced No contain residue (poison), no contain pollution microbes, no contains sulfur in sago, texture sago smooth, color sago white clean, and the aroma of sago No stinging.

4.3 A number of Processed Sago

4.3.1 Sinonggi

Utilization sago generally used as food main, in Tolaki language called "*Sinonggi*". *Sinonggi* is results end from sago that has been Ready serve. For process sago become *Congratulations* through the process or stages, namely sago filtered moreover previously and deposited on a container, such as basin or for example. Next sago that has been deposited earlier Then taken enough and add clean water and stir until evenly Then doused with boiling water while stirred until thicken, result end from this process named *greetings*. *Sinonggi* is Eat the Tolaki tribe's traditional tradition is very popular, almost every day ethnic group Tolaki consume *sinonggi*. Therefore that, request to sago is relatively sufficient tall.

4.3.2 Bagea

Beside used as Eat main (*sinonggi*) product processed Sago is also used or utilized as material making cake traditional. One of the the most popular cake made from material sago is cake Bagea. Bagea Cake be one of cake

traditional that becomes typical area Southeast Sulawesi Province. Request to cake Bagea is relatively sufficient tall Because beside consumed by local communities also becomes as a souvenir or present for visitors in Kendari City.

Utilization efforts sago become eye livelihood part community in the Regency North Konawe has in progress in a way hereditary. Manager sago will produce flour sago wet for sold and consumed in house stairs. Motivation farmer sago of course dominated need to obtain income, but There is another motivation is for utilize resource available nature as well as look after culture process inherited sago from generation to generation. Besides that, values function culture and function social sago is still there found in life manager Sago. Sago no only viewed as valuable commodity economy, but also as commodity inheritance ancestors as unifier public.

4.4 Sago Farmer Development Strategy in North Konawe Regency

Strategy is one of the determinant success a business or business can reach goals. With the right strategy so the goals that have been determined will easy achieved and vice versa strategies that are not in accordance with source power and condition will produce absence achievement objective a business or business. Therefore, that important for a business for can to formulate an appropriate strategy with source Power or in accordance with need. Based on results observation and discussion with informant so done analysis, so that produce a number of possible strategic conclusions increase ability farmer in processing sago so that make sago as one of the support resilience foods in the Regency North Konawe. Some strategies concluded namely;

4.5 Improvement Competence Farmer One

Competence farmer sago in the area study is base in understand farming sago, both in the subsystem upstream as well as on the subsystem downstream. Competence farmer sago seen from ability farmer in manage farming sago based on effective and efficient planning in accordance with technical cultivation plant sago. Based on observation in the area research, competence farmer shows performance and responsibility answer farmer in operate farming sago with good and sustainable. Those who have characteristics and behavior measurable in act and be responsible for the farming business that he/ she is working on. Ability technical from a farmer can useful in increase quantity and quality production farming sago, while ability managerial a farmer sago useful in manage his business and obtained profit.

Success business farmers are very dependent to competence farmer as farmer as perpetrator main. The competencies intended in the research This is experience business farmer sago in the Regency North Konawe. Experience business is amounting year in the form of experiences that have been passed farmer as part from the learning process in activity cultivation, production and ins and outs beluk business and marketing results harvest in frame to obtain income.

Based on results interview to informant, then can know that experience farming informant farmer sago in the Regency North Konawe is around 5-17 years. From the perspective of the long process of farming, production and the ins and outs beluk business and marketing results harvest informant rated own competence. Besides that, education farmer sago in the Regency North Konawe is relatively limited Where from 5 informants It is known that 3 people have junior high school qualifications, 1 person has elementary school qualifications and 1 person has high school qualifications. Therefore that, is needed step strategic from government area for give improvement competence to farmer sago in various form.

A number of form improvement competence farmer sago in the Regency North Konawe which can carried out by the government area, namely; Training cultivation sago; Training management sago; Training use technology in processing product material standard sago; Comparative study in areas that have process sago with Better such as, in Palopo (South Sulawesi), Ambon (Maluku) and Papua.

4.6 Increasing the Role and Function of Extension Workers

Another strategy that can take by the Government Regency North Konawe in support farmer sago to be more maximum is increase function and role extension worker agriculture. The lack of quantity and quality counselor / companion result in development system sustainable agriculture specifically sago not enough maximum. Required effort for increase quality resource useful human being in support development agriculture. Improvement quality This No only in improvement productivity of farmers, but can increase ability farmers to be able to more play a role in various development processes. In terms of This counseling agriculture is important factors in realize objective development agriculture. Through counseling agriculture, society agriculture equipped with science, knowledge, skills, introduction package technology and innovation new in the field agriculture, planting values or principal agribusiness, creating source Power man with draft base philosophy diligent, cooperative, innovative, creative and so on.

Fact in the field about counseling agriculture especially for farmers sago Not yet found Because return to government programs areas that are not make plant sago as priority main for developed. Government programs has put a number of extension worker agriculture in the area Regency North Konawe through the Department of Agriculture and Plantations. However, extension worker agriculture placed in each village is extension worker agriculture with background behind skill plant food and livestock.

4.7 Formation Group Farmer Sago

One of phenomena found in the field is Not yet There is group farmer sago which is a form association functioning farmer as a medium for extension in delivery innovation. Group farming is very important in the process of delivery information and technology new to farmers. Group farmer functioning as receptacle maintenance and development knowledge and skills and mutual cooperation of its members. In the area research, not yet existence group the farmers used as receptacle institutional for farmer sago in do his business. This is due to Because government area Not yet make farmer sago as one of the priority development agricultures.

Condition in the field to inform that farmer sago Not yet Once get help facilities and infrastructure for increase production sago. Government area more prioritize farmer rice, plantations, horticulture and animal husbandry. The existence of group farmer be one of hope farmer sago on site research. Based on results interactions carried out by researchers, found that Not yet Once formed group farmer sago. This is one of the things constraints for farmer for to obtain help from government or party other.

Existence group farmer aiming for process sago from upstream to downstream, start from the production process until sales. With existence group farmers on site study will make it easier agency related for do coaching to farmers and get counseling that will be carried out later farmer sago will capably increase empowerment farmer in do management farming sago to get results more production tall.

4.8 Help Equipment Processing Sago

Equipment is one of the determining factors in produce a quality and powerful products competitive. When equipment is used technologically advanced tall so quality from a relative production will have Power high competition. Informant study convey that during do processing sago and already lasted for about 15 years Not yet Once get help equipment from government area.

Equipment needed in processing sago relatively simple, such as; machines grater, sensor, tarpaulin, axe, bucket, sack, basin, etc. However, if want to increase capacity production can make factory processing sago that needs high-tech equipment tall.

V. CONCLUSIONS AND SUGGESTIONS

5.1 Conclusions

Based on analysis results research, then obtained conclusion as following:

1. Utilization production sago in the Regency North Konawe is used for food namely " *sinonggi* " and as material cake traditional that is cake bagea, baku and dange.
2. For development farmer sago, then need done several factors, namely; increase skills farmers, improvement roles and functions extension worker, formation group farmer, help equipment processing sago.

5.2 Suggestion

Suggestions that can be given with based on the results study This is as following:

1. Need done cultivation plant sago. Development sago in the Regency North Konawe is expected aiming for optimize resources and processing in a way sustainable in frame build resilience food.
2. Modernization technology processing sago. Processing process sago is done by farmers Still simple that is with use power man with use tool as is which causes farmer experience difficulty for increase production. Technology processing sago moment This Already experience progress, namely with use technology machine so that produce flour quality sago good and high production.
3. Establishment factory sago. During This farmer sago Still process sago in a way individual and not coordinated. With existence center processing integrated sago will increase mark sago become products that are in demand by the global market at the same time repair welfare population. This program will help promote production food local at a time support diversity source Power food for realize resilience food.

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