

ANALYSIS OF SWIFTLET FARMING INCOME IN IMPROVING THE COMMUNITY'S ECONOMY OF PARISAN AGUNG VILLAGE DAMPELAS, DONGGALA REGENCY

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ABSTRACT

Indonesia is a country with abundant biological resources. If managed appropriately. One of the potential biological natural resources is the swallow, which can provide great benefits, both ecologically and economically. In Parisan Agung Village, Dampelas District, Donggala Regency is one of the places that produce swallow nests which are quite numerous. There are approximately 40 houses that have swallow buildings. The purpose of this study is to understand how the swallow's nest business can contribute to increasing the income of the people of Parisan Agung Village, Dampelas District, Donggala Regency. The method used is a descriptive modus operative of qualitative data presented in the form of revenue data obtained from companies engaged in the swallow's nest business. Revenue in the swallow's nest business amounted to IDR 6,032,500,000 and total expenses incurred were IDR 5,531,300,000 and business results received amounted to IDR 501,200,000. The swallow business in Parisan Agung Village, Dampelas District, Donggala Regency can improve the community's economy and be profitable.

INTRODUCTION

One of the countries rich in natural resources is Indonesia. This potential wealth can encourage development, advance, and improve community welfare if managed effectively. Swallows are one of the prospective natural resources that have the potential to provide significant ecological and economic benefits. Currently, Indonesia is the largest producer of swallow's nests in the world. Based on data, Indonesian swallow nests control around 98% of the world market share due to their thinner, whiter, and cleaner shape. The widest market penetration of Indonesian swallow's nests comes from China, Taiwan, Singapore, Hong Kong, and Canada. This shows that swallow cultivation has a lot of potential in Indonesia. However, the benefits of the swallow business are undeniable. Every investor needs to know the swallow and its latest developments to prevent failure factors. Given its potential to provide significant and long-term income, swallow farming is one of the agricultural ventures with the most promising future for farmers. Depending on the quality of the nest and market conditions, swallow saliva can generate a high selling price, and that is where profits are made.

In Parisan Agung Village, Dampelas District, Donggala Regency, there is one location that produces a significant number of swallow nests. There are about forty houses that have swallow nest buildings. In Parisan Agung Village, Dampelas District, Donggala Regency, the swallow's nest farming business is increasingly mushrooming due to high demand and high prices offered. This swallow's nest farming business has several advantages, such as creating new jobs, absorbing labor, and boosting income. Residents of Parisan Agung Village, Dampelas District, Donggala Regency, are very benefited from this swallow's nest farming business because it provides some income for them. People are competing to build houses for the swallow's nest farming business because the price offered is very high. This swallow's nest farming business has made many profits.

Nevertheless, although production is very important, any company, made up of small companies, will not be immune to various risks, especially financial risks. Therefore, swallow nest entrepreneurs should have a clear view of the income analysis from their activities, and should not limit themselves to just one production and culture of swallow nests to produce swallow nests. In addition to a large enough capital, which can reach hundreds of millions of rupiah, breeders must also be good at managing swallow houses so that swallows feel at home living in them. If they can master this skill, money ranging from hundreds of millions to billions of rupiah can be easily managed. The price of swallow's nest is Rp 10 to 15 million per kg (100 bowl-shaped nests), and with monthly production ranging from 1 to 5 kg, you can easily estimate its revenue potential. The result of swallow captivity is a nest made from their own saliva. In addition to being expensive, swallow's nest is also beneficial for your health and boosts energy. To get a bird's nest with a high selling value, it is necessary to know the type of swallow that can produce a good quality nest.

The goal that the author wants to achieve in this study is to understand how the swallow nest business can contribute to increasing the income of the people of Parisan Agung Village, Dampelas District, Donggala Regency. The benefits of this research are (1) For the author, one of the requirements to complete the study is the D4 Department of Public Sector Accounting, Tadulako University. (2) It is hoped that the findings of this study will provide additional information and become a useful reference for all parties, including students and lecturers. (3) As a source of information that can expand knowledge, especially regarding aspects related to swallows.

LITERATURE REVIEW

Income

A person's or household's income is the result of their work or effort. Many people work in both the public and private sectors, including farmers, fishermen, ranchers, laborers, and traders (Karim et al., 2022). Adam Smith defined income in economic terms

as an amount that can be spent without spending capital, including working capital and fixed capital. According to Hicks, income is the total amount of money spent by a person over a period of time. Income is defined in the perspective of individual income as the total market value of goods and services purchased plus the variation in the value of wealth that already existed at the beginning and end of the period. Triana & Nasmiwati, 2019).

In essence, the income received by individuals and business entities is influenced by various factors, such as a person's level of education and experience (Takaredase et al., 2019). The higher the education and experience, the greater the income obtained. In addition, income is also influenced by working capital, working hours, access to credit, the number of workers, family dependents, the type of merchandise (products), and other factors. In general, people tend to look for high incomes to meet household needs, although this is limited by these factors.

Business Costs

Costs are expenses or expenses incurred by a company or individual to maximize profits from its activities. In this context, cost refers to expenses incurred by companies or individuals that are directly related to the results or products they produce.

According to Bustami and Nurlela (2010), cost is defined as a change in economic resources expressed in monetary units, which can be replaced or replaced, with the aim of achieving a specific goal. In line with that, Supriyono (2011) emphasized that cost of goods is a price that can be measured in monetary units to obtain goods and services needed by the company, both for the past (acquisition price that has occurred) and for the future (future acquisition price).

Mulyadi (2005) reveals that Cost is: a sacrifice of economic resources, measured in monetary units, that are used or vulnerable to achieve a certain goal. In a special sense, cost is considered the sacrifice of financial resources to acquire goods that have cost value. Or, from another perspective, cost is part of the purchase price that is sacrificed in an effort to make a profit.

According to Hansen and Mowen (2001), cost is a sum of money or equivalent value that a company spends to acquire a product or service in the hope of generating a profit, i.e. higher profit.

Efforts of Swallow's nest

Swallow nests on the island of Java were first developed in the 1980s when Tohir Sukarama, a Muslim, moved back to his hometown of Sedaya, Gresik, after several years of living in Mecca. Arriving at his home, he discovers that his house has been turned into a swallow's nest. He moved and he started raising swallows in his former home after realizing the great economic potential of swallow nests. The effectiveness of this

cultivation method made a number of people then follow in his footsteps, but only those who were close to Sukarama did it. Scientists began studying swallows and various housing methods in the late 1980s. Through guidebooks, training, seminars, and consulting companies, swallow cultivation methods are now increasingly known. The opportunity for the industry to grow was created when many stakeholders in the swallow farming industry gathered in a seminar in 1989 to discuss the secret method.

Swallows are birds that produce nests at a very high price. The swallow's saliva is used to build its nest. It is very important to know which species of swallows can produce nests with a high selling value to obtain them. Swallows are insect eaters who are capable of flying through the air and are characterized by their tendency to glide. This bird is distinguished by its dark plumage, flight speed, simple or small size, narrow, sharp, crescent-shaped wings, and small legs and beak. Swallows never perch on trees. They generally live in caves or places that are dark and damp, using domes to build nests where they rest and forage.

Increase existing extraordinary opportunities and potential for future development. Since no one offers high-quality food for health, it won't be too expensive. The economic value of swallow's nest is the main reason why this business is in great demand by the community to be cultivated.

Efforts to Increase Swallow's Nest Production

To increase the production of swallows, this requires a multiplier of the production of nids d'oiseaux from the number of houses limited to the existing hirondelles. When planning the construction of an outdoor building or a large house, you need to pay attention to things that ensure the comfort of the swallow when it is inside, such as the shape and construction of the house, the shape of the room and the way in and out of the swallow, the paint of the building and lighting, the humidity and temperature of the room, and the existence of walls around the building as a safety from disturbances.

The requirements for building an ideal swallow building are as follows.

1. The distance of the inlet hole is at least 40 cm from the ceiling and a maximum of 80 cm.
2. The height of the ceiling is at least 2-2.5 m from the ground. Ideally 2.5-5m.
3. The room size is at least 4 m x 4 m or multiples thereof.
4. The width distance between the poles in the space is at least 2.5-4 m.
5. The thickness of the attached fin should ideally be 3 cm and the width should be at least 15 cm.
6. The inter-room hole should be at least 60 cm x 60 cm in size.
7. Indoors, you should avoid installing overhanging poles so as not to interfere with the flow of birds.

8. The fin mounting system should be correct. When using the select column system, the position of the fins should be transverse to the inlet hole.
9. It is better not to use a gutter, but to use a direct tile system so that rainwater will fall on the side of the house. Thus, house leaks can be prevented. The roof can also be made of cement mixture that has been mixed with water proofing.
10. The ceiling installation must be flat and must not be made of perforated materials as it will interfere with the comfort of the swallow.
11. The ideal size of the swallow house for the room system is 8 m x 16 m. At this size, per floor will produce a minimum of 20 kg of nests. The size of the swallow house for the los system is ideally 4 m x 8 m which will produce a nest of at least 5 kg.
12. Avoid buildings from nuisance animals, such as ants, bed bugs, rats, cockroaches, and geckos.

RESEARCH METHOD

This study uses a descriptive method, which was chosen because it is related to current events and events. The goal of a descriptive research methodology is to characterize current events, symptoms, or events. The purpose of this study is to determine the financial state of swallow cultivation business in Parisan Agung Village, Dampelas District, Donggala Regency. By using qualitative data presented in the form of revenue data obtained from companies engaged in the swallow business. The data sources used are primary and secondary data. The data collection methods in this study are observation, interviews, and documentation. This data collection method is to make it easier to conduct research.

The data analysis technique used in this study is descriptive with a qualitative approach. This qualitative descriptive approach aims to provide an overview of data or events based on the facts seen in the situation being studied, where the researcher and the object being studied are in separate conditions

1. **Total Cost** is the sum of all costs incurred to produce a certain number of outputs (Syahrantau, 2018).
$$TC = TFC + TVC$$

Information:

$$TC = \text{Total Cost of Operation (Idr)}$$
$$TFC = \text{Fixed Cost (Idr)}$$
$$TVC = \text{Variable Cost (Idr)}$$
2. **Revenue** is obtained by multiplying the amount of production produced by the selling price (Syahrantau, 2018).
$$TR = Q \times P$$

Information:

TR = Total Business Revenue (Idr)

Q = Total Business Products (units)

P = Business Product Price (Idr)

3. **Income** is the surplus value obtained from the capital used in the business (Syahrantau, 2018).

$$\pi = TR - TC$$

Information:

π = Profit (Idr)

TR = Total Revenue (Idr)

TC = Total Cost (Idr)

RESULTS AND ANALYSIS

The swallow business farmers who are respondents in this study have different characteristics. These respondents were obtained from 30 informants through the results of observation and direct interviews in the field. Characteristics include age, gender, and education level. Based on the age of the dominant informant at the age of 32-40 years, namely as many as 12 entrepreneurs. For the more dominant gender, the male gender, namely as many as 16 entrepreneurs. And at the dominant level of education are those who do not go to school and graduate from high school, namely as many as 10 entrepreneurs.

Analysis of Swallow Business Income

1. Fixed Costs

Fixed costs are costs that do not change in amount, regardless of changes in activity levels within a given relevant range. Fixed costs will continue to be incurred even if the factory output level plummets to zero (Simamora, 2002). The fixed costs can be seen in the following table 1:

Table 1. Fixed Cost of Swallow Nest Business in Parisan Agung Village, Dampelas District, Donggala Regency

Num ber	Types of Fixed Fees	Amount (IDR)
1.	Building Construction Costs	IDR 3,055,000,000.
2.	Equipment/Equipment Purchase Fee	IDR 765,000,000.
Total Fixed Costs		IDR 3,660,000,000.

Source: Primary Data (Processed in 2025)

Table 1 shows that the fixed cost of swallow entrepreneurs in Parisan Agung Village, Dampelas District, Donggala Regency has two types, namely the cost of building construction of Rp 3,055,000,000. And the cost of purchasing equipment or equipment is IDR 765,000,000. Where the cost of building construction is more than the cost of purchasing equipment or equipment.

2. Variable Costs

Variable costs are costs whose total amount changes in proportion to changes in the volume of activities or costs incurred by entrepreneurs as a result of the use of variable production factors, so that the amount of this cost varies with the number of goods produced (Suprpto, 2005). Variable costs can be seen in the following table 4.2:

Table 2 Variable Cost of Swallow's Nest Business in Parisan Agung Village, Dampelas District, Donggala Regency

Number	Variable Cost Type	Amount (IDR)
1.	Electricity Usage Fee	IDR 64,300,000.
2.	Labor Wages	IDR 1,864,000,000.
Total Variable Cost		IDR 1,871,300,000.

Source: Primary Data (Processed in 2025)

Table 2 shows that the variable cost of swallow entrepreneurs in Parisan Agung Village, Dampelas District, Donggala Regency has two types, namely the cost of electricity use of Rp 64,300,000. And the cost of labor wages is IDR 1,864,000,000. Where the cost of electricity use is less compared to the cost of labor wages.

3. Total Cost

Total cost is the lowest expenditure required to produce any level of output (Samuelson and Nordhaus, 2003). The total cost of a swallow's nest business includes all fixed costs and variable costs. The total cost of a swallow's nest business in one production process /month can be seen in the following Table 3:

Table 3. Total Cost of Swallow Nest Business in Parisan Agung Village, Dampelas District, Donggala Regency

Number	Types of Total Costs	Amount (IDR)
1.	Fixed Fees	IDR 3,660,000,000.
2.	Variable Costs	IDR 1,871,300,000.
Total Cost		IDR 5,531,300.00.

Source: Primary Data (Processed in 2025)

Table 3 shows that the total cost of swallow entrepreneurs in Parisan Agung Village, Dampelas District, Donggala Regency has two types, namely a fixed cost of Rp 3,660,000,000. And variable costs of IDR 1,871,300,000. Where fixed costs are more than variable costs.

4. Swallow Business Income

Business income is the amount of income earned by an individual or group. Business income is obtained by adding up the total revenue obtained from the business minus the total expenses to finance the business. Based on the calculation of income, the results are obtained which are presented as follows.

Table 4. Swallow's Nest Business Income in Parisan Agung Village, Dampelas District, Donggala Regency

Number	Description of Swallow's Nest Business	Value (IDR/Kg)
A	Income	IDR 6,032,500,000.
	1. Production	721 kg
	2. Production Price	IDR 8,300,000.
B	Fixed Fees	IDR 3,660,000,000.
	1. Building Construction	IDR 3,055,000,000.
	2. Equipment/Equipment	IDR 765,000,000.
C	Variable Costs	IDR 1,871,300,000.
	1. Electricity Use	IDR 64,300,000.
	2. Labor Wages	IDR 1,864,000,000.
D	Total Cost	IDR 5,531,300,000.
E	Business Results	IDR 501,200,000.

Source: Primary Data (Processed in 2025)

From Table 4 above, it can be seen that the business results obtained by the swallow's nest business in Parisan Agung Village, Dampelas District, Donggala Regency amounted to Rp 501,200,000. The swallow nest business is a profitable and promising business for a success and success for the people who have built the swallow business. From the results of this study, the total cost incurred reached Rp 5,531,300,000. And the income obtained from the swallow's nest business reached Rp 6,032,500,000.

CONCLUSION AND SUGGESTIONS

The conclusion of the study is that the bird's nest business is a promising and profitable business and the swallow business will develop both in terms of production and the value of its receipts if swallow entrepreneurs know more about swallows. Both from building construction, location selection, and so on. The costs incurred for the swallow business are also relatively large but still profitable because the income that has been obtained from the swallow nest business is more than the total cost incurred from the swallow business. The total cost incurred was IDR 5,531,300,000 and the revenue from the swallow's nest business was IDR 6,032,500,000. And the income received by the swallow's nest business amounted to IDR 501,200,000. So it is very profitable and contributes to increasing the income of the people of Parisan Agung Village, Dampelas District, Donggala Regency. The suggestion from this study is that to build a swallow nest business, a lot of expertise and knowledge are needed about the swallow business and the current has many models.

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