



THE EFFECT OF EDUCATION AND INCOME FACTORS IN LAND TRANSFER FUNCTION ON REGIONAL DEVELOPMENT

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ABSTRACT

Land conversion in Deli Serdang district is able to support regional development directly but does not provide significant enough value, because land conversion will realize regional development if the community is involved in all aspects. Land use change occurs due to changes in land value. The aim of this study was to analyze the education and income factors in the conversion of land to the development of the Deli Serdang district. The method used in this study used exploratory research and descriptive research. This research was conducted in the Deli Serdang Regency area with limitations on areas that experienced land conversion changes. The results of the study are education and income have a significant positive effect on land conversion, land conversion has a negative effect on regional development, education and income have a positive effect on regional development through land conversion.

INTRODUCTION

Implementation of development generally uses a sectoral approach, such as the agricultural sector. In its development, the agricultural sector experienced a decline, especially in terms of production and land area. Changes in the conversion of agricultural land to non-agricultural purposes are more felt in short-term interests, industry, housing and so on, which is higher than still being cultivated for agriculture. One of the reasons for the conversion of agricultural land to non-agriculture is economic reasons. This happens because the level of profit (land rent) obtained from non-agriculture is higher than the agricultural sector. The land use change that has occurred has actually become the government's concern. In 2009, the government passed Law number 41 of 2009 concerning the protection of sustainable food agricultural land. states that land that has been designated as sustainable food agriculture land is protected and prohibited from being converted. However, there are exceptions regarding this protection, namely when the transfer of function occurs due to the public interest (Isdiyana and Benny, 2018).

Sugiharto (2010) in a book on regional development and development writes that increasing population is closely related to development dynamics which results in problems in land tenure, use and utilization. Land use change is an unavoidable phenomenon in relation to the transformation process in allocating natural resources from one use to another.

Regional development cannot be realized without changes in social organization and value systems, because the productivity of the economic system and resource management is conditioned by the culture and institutions that exist in society (Hayami, 2000). Therefore the level of social welfare in a region is not only sufficiently interpreted by the level of economic growth and productivity as well as advances in the physical



sector, but also must consider the socio-cultural performance of the community, such as social interaction, community access to income, education, health and social processes. democracy (Rustiadi *et al*, 2018).

Formulation of the problem

1. What is the influence of educational factors in land conversion on regional development in Deli Serdang Regency.
2. How does the influence of the income factor in land conversion to regional development in Deli Serdang Regency.

Research purposes

1. To analyze the influence of educational factors in land conversion on regional development in Deli Serdang Regency.
2. To analyze the influence of income factors in land conversion on regional development in Deli Serdang Regency.

LITERATURE REVIEW

According to Alkadri *et al* (2011), efforts carried out in the context of developing an area must be carried out in a comprehensive and integrated manner. This can be in the form of various development programs carried out by the government or local communities. In developing the region there are two approaches, namely the sectoral approach and the regional or territorial approach carried out by the region or the local community. The concept of regional development in Indonesia was born from an interactive process that combines the basics of theoretical understanding with practical experiences as a form of dynamic application. In the history of its development, the concept of regional development in Indonesia has several theoretical foundations that have colored its existence. (Hariyanto and Tukidi, 2007). An approach that prioritizes growth without paying attention to the environment will even hinder growth itself. Regional development by paying attention to growth potential will help increase sustainable economic growth through more rational population distribution, increasing employment opportunities and productivity (Mahi, 2016).

The income of paddy farmers compared to the income of oil palm farmers is much smaller, which is indicated by the relatively low land rent value and a significant difference in income each year for the same harvested area. Increasing the land rent of rice fields can be done through increasing production through increasing the cropping index. In order to reduce production costs, farmers must provide incentives that are operational and in accordance with the characteristics of tidal swamp land which naturally have many problems (Daulay *et al*, 2016).

Theoretically, the conversion of paddy fields to non-agriculture by farmers is directly influenced by the socio-economic conditions of agriculture, such as the level of land ownership, the distribution of paddy fields, the proportion of agricultural income to non-agriculture, economic capacity and the price of paddy fields. Some conversions to paddy fields are not carried out directly by farmers but by other parties, namely buyers, so the process of converting paddy fields is through a buying and selling process (ownership rights or land tenure) (Sunartomo, 2015).

Complex land characteristics make competition occur in land use for various activities. Economically, land supply is fixed while demand continues to increase in line with the dynamics of regional development. The growth in demand for land is driven by population growth, income and the rate of migration of people from other regions. The interaction between demand and supply of land produces land use patterns that lead to the most profitable activities, namely increasing land prices (Nuryaman, 2017).

METHODS

This research design uses exploratory research and descriptive research. This research was conducted in the Deli Serdang Regency area with limitations on areas that have changed land use changes. The design of this research is a study looking at the independent variables that directly affect land use change. The purpose of this study was to analyze the effect of the independent variable, namely land conversion which includes education level and income on the dependent variable, namely regional development which includes educational facilities, extension workers, cooperatives, wholesale markets, banks, public transportation, and health facilities. type of policy research / research policy. Then secondary data is needed to provide an overview and answer to the research question (research question) as well as to describe the land use change. The analytical technique



used in testing the research hypothesis is the Moderated Regression Analysis (MRA) model testing. Methods of collecting data by means of surveys or direct observation to the research location.

Land Function Transfer Affects Regional Development in Deli Serdang Regency.

From the statistical analysis for land conversion has an effect on regional development in the Deli Serdang Regency area where it is known that $H_0: \beta_1X = 0$, land conversion has no effect on regional development and for $H_1: \beta_1X \neq 0$, land conversion has an effect on regional development.

Model Summary ^d					
Model	R	R Square	Adjusted Square	R Std. Error of the Estimate	Durbin-Watson
1	.187 ^a	.035	.028	4.53102	.678

a. Predictors: (Constant): Land use change

b. Dependent Variable: Area Development

ANOVA ^a						
Model		Sum of Squares	Df	Mean Square	F	Sig.
	Regression	109.673	1	109.673	5.342	.022 ^b
1	Residual	3038.467	148	20.530		
	Total	3148.140	149			

a. Dependent Variable: Area development

b. Predictors: (Constant), Land use change

The results of statistical tests on land conversion and regional development obtained an R square coefficient standard value of 0.035 or 3.5% the effect of land conversion on regional development while the remaining 96.5% was influenced by other variables with a high level of significance.

Indicators that affect land conversion include education and income. Each of these indicators is able to explain land use change.

- There is an effect of education level (x1) on land conversion (X) in the Deli Serdang Regency area of 0,915 points. In the sense that each increase in education level by 1 point can increase land conversion by 0.915 points and has a significant positive effect.
- There is an influence of income level (x2) on land conversion (X) in the Deli Serdang Regency area of 0.489 points. In the sense that every 1 point increase in income level can increase land conversion by 0.489 points and has a significant positive effect.

Direct regional development can also be explained by several of them including educational facilities, extension workers, cooperatives, wholesale markets, banks, transportation and health facilities. Each indicator is able to explain regional development.

- There is an influence of educational facilities (w1) on regional development (W) in the Deli Serdang Regency area of 0,982 points. In the sense that every increase in educational facilities by 1 point can increase regional development by 0,982 points and has a significant positive effect.
- There is an influence of extension workers (w2) on regional development (W) in the Deli Serdang Regency area of 0.857 points. In the sense that each increase in extension staff by 1 point can increase regional development by 0.857 points and has a significant positive effect.
- There is an influence of cooperatives (w3) on regional development (W) in the Deli Serdang Regency area of 0.529 points. In the sense that every 1 point increase in cooperatives can increase regional development by 0.529 points and have a significant positive effect.
- There is an influence of the wholesale market (w4) on regional development (W) in the Deli Serdang Regency area of 0.190 points. In the sense that every increase in the wholesale market by 1 point can increase regional development by 0.190 points and has a significant positive effect.



- There is an influence of banks (w_5) on regional development (W) in the Deli Serdang Regency area of 0,975 points. In the sense that each bank increase by 1 point can increase regional development by 0,975 points and have a significant positive effect.
- There is an influence of transportation (w_6) on regional development (W) in the Deli Serdang Regency area of 0.466 points. In the sense that every 1 point increase in transportation can increase regional development by 0.466 points and have a significant positive effect.
- There is an influence of health facilities (w_7) on regional development (W) in the Deli Serdang Regency area of 0,902 points. In the sense that every 1 point increase in health facilities can increase regional development by 0,902 points and have a significant positive impact.

In Deli Serdang Regency, land conversion is not able to support regional development directly, because land conversion will realize regional development if it involves the community in all aspects. This is similar to what happened in the Namlea area, based on research conducted by Umanailo (2019), apart from an urgent need. Farmers sell their agricultural products because they receive offers from migrating communities and are tempted by high land selling prices. This caused drastic changes to the area in Namlea Village. The transition of agricultural lands into housing and offices as well as for trade has made it even more difficult for farmers, they have even started to be pressured to leave and develop agriculture in locations that are of course farther away than before.

This is supported by the opinion of Avelino *et al.*, (2019), that regional development is the starting point for changes in a rural area, changes in community structure, infrastructure development and resource management to form the main factors of social change in the area. The condition of the community which originates from homogeneous characteristics consisting of indigenous tribes and surrounding residents turns out to be heterogeneous due to the arrival of residents from surrounding areas with different socio-economic backgrounds. This phenomenon has become two forces for the development and change of the socio-economic community in the region.

The transfer of land functions carried out by the community in an area will affect the development of the area in that area. In this study, the increase in land use change was not able to directly increase regional development. For example, agricultural land turned into educational facilities or other public facilities such as roads. Research conducted by Bintang and Luthfi (2018), that the conversion of agricultural land is a consequence of regional development. However, this activity does not improve the welfare of the community, because the main factor causing land conversion is the high selling price. The transfer of land functions does not affect the economic condition of the community, because there is only a process of transferring the power of property that is inherited to the land owner's family. The increase in community income after selling land is directly proportional to the increase in household needs. Changes in social conditions in the form of the level of vulnerability to traffic accidents increase after land conversion occurs. The same thing will happen if the land conversion occurs on the grounds that it has a high selling value and does not aim to improve the welfare of the community.

In some areas, land conversion occurs for many reasons, one of which is an urgent financial need. This is one of the factors in the occurrence of land conversion and will only increase people's income for a moment, but not in the long term. As it is known that land conversion will be able to support regional development if there is an increase in community welfare.

The length of education influences the respondent's decision to change land functions. The length of education shows the education achieved. Respondents' education will be wiser in making land conversion decisions. Land area (ha) Respondents who have large land sizes tend to maintain their land because the larger the land area, the more efficient the business on the land will be and the relatively greater profits. The wider the land owned by the respondent, the smaller the land conversion that occurs.

Education as a whole has a real influence on land conversion, meaning that education has a tendency to maintain the land owned so that it is not converted. The higher the level of education, the wiser in making decisions not to change land functions. The education level of respondents is dominated by farmers with high school education, many of whom do not even go to school. This condition makes it easy for farmers to be tempted to sell their rice fields to other parties other than middlemen when economic needs are increasingly urgent to be met. This is also in accordance with the opinion of Dewi and Rudiarto (2013) that the level of



education and skills of farmers is limited or low so that they cannot access formal work and have inadequate income.

Education is one of the basic human capital that must be met to achieve sustainable economic development. Therefore education is increasingly being developed, a few years ago education was only focused on primary and secondary education. A study conducted by Wicaksono and Witoelar (2018) suggests the importance of experience in the primary education period. However, currently education has been developed to higher education. This is done because education is able to improve welfare and reduce poverty. Education has an important role in reducing poverty both in the short and long term, either indirectly through improving productivity and efficiency in general, and directly through training the poor with the skills needed to increase their productivity and in turn increase their income. . According to Simanjuntak, (2001) the relationship between the level of income at the level of education is because it assumes that the higher the level of education, the higher the level of income. It can be explained that the level of education is an important factor in increasing farmers' income and can reduce land conversion that has occurred at this time. The same thing was also stated by Pewista and Harini (2013), that most of the population who carried out land conversion had a low level of education.

Rauf (2010), states that land conversion has an impact on economic conditions, social roles, orientation of cultural values, social stratification, and employment opportunities and community business opportunities. Some of the changes reflected are the increase in the workforce engaged outside the agricultural sector. Even though it should be able to increase the economic level and income of farmers, in reality this is not the case. This is an indication that as people's income increases, the need for land for non-agricultural activities such as housing, offices and other infrastructure will increase. The land requirement tends to be converted from agricultural land.

According to Nasoetion (2003) in Prilly and Trisna (2018) the decision of farmers to convert their paddy fields has greater opportunities for farming households with a smaller proportion of income from paddy rice farming. The higher the proportion of lowland rice farming income to total household income, the smaller the opportunity for farmers to convert their paddy fields.

Based on research conducted by Aryawati and Budhi, (2018) that the amount of land conversion in Bali Province greatly affects the income of farmers in Bali. Where farmers who previously depended heavily on the agricultural sector as their livelihood, now many of them cannot do farming again. The large amount of land conversion can also be related to the use of land area, which is seen from the more land area used for industry, housing and tourism, the lower the income of farmers. Basically the increase in income is aimed at increasing economic growth, employment opportunities and increasing per capita income. This business is carried out effectively and efficiently and has high competitiveness. Income is one indicator of economic growth, but what needs to be emphasized is how that income can improve the standard of living of the community and the community becomes prosperous. This means that the growth created by the development process must be of higher quality.

CONCLUSION

1. Land conversion activities occur due to increased education and increased income.
2. Land conversion activities do not automatically lead to regional development, this can happen if land conversion is used to improve people's living standards such as higher education levels and higher incomes and occurs because of a desire to improve living standards.

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