

# Extension Strategy Of Forestry In Supporting The Success Of Forest Area Forestry Development With The Special Of Pondok Buluh Forest Management Area (KPH) II

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## Extension Strategy Of Forestry In Supporting The Success Of Forest Area Forestry Development With The Special Of Pondok Buluh Forest Management Area (KPH) II

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### Abstract

The Role of Forestry Extension in Supporting the Success of Forestry Development with a the special of Pondok Buluh Forest Management Area. The purpose of this study is to analyze the start-up of forestry extension in support of forestry development. Research methods using mixed method. Internal factors have greater strengths than weaknesses and external factors have greater opportunities than threats. The success of forestry extension in supporting forestry development willingness of the community to provide funds by 29.76% and unwilling 70.24%, land ownership as an unwilling asset of 92.86%, which is willing 7.14%. Physical volume that has been targeted by extensionists that is not reached 65.48% and reached 34.52%. Farmer's understanding increased by 60.71% and his understanding did not increase by 39.29%. Farmers' incomes did not increase by 61.90% and that increased by 28.10%. In support of willing infrastructure facilities 25% who were not willing 75%, participated in the energy unwilling 57.14% and who were willing 42.86%.

### INTRODUCTION

#### 1. Background

Responding to the era of globalization, democracy and openness certainly requires the quality of human resources in all aspects of development to improve the welfare of society as a whole. Therefore, efforts towards improving human quality must be carried out in a directed and sustainable manner [1,10]. With an orientation towards sustainable development, keeping in mind that development is essentially to improve human quality both spiritual, physical, material and spiritual aspects so that humans are able to become the driving force of development itself, building with the attachment of community based development, in forestry development in particular, forestry extension is the spearhead in mobilizing community participation [5]. Forestry extension activities as one of the drivers of community participation in building and developing forests and forestry, aim to increase knowledge and skills and change people's attitudes and behavior in order to be willing and able to support forestry development and be aware of the importance of forest resources for human life. The government is obliged to take initiative and coordinate in encouraging and creating a conducive situation for the implementation of successful and sustainable forestry extension [9,10]. In particular, the Government of Indonesia has made a Law on Agricultural Extension System, Fisheries and Forestry, Number 16 of 2006 which essentially recognizes that Extension is part of national development.

The existence of forestry extension is one of the spearheads of forestry development in the field. Forestry extension has a very important and strategic role in educating and inviting people around forests to be willing and able to participate in sustainable forest

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management [11,12]. Ideal conditions that can support the success of forestry extension is the awareness, willingness and readiness of the extension to want and be able to accompany the community by being in the middle or if necessary settling with the community. By being in the community, forestry extensionists can know closely the activities of the community in their interaction with the forest, in addition to adding to the familiarity and trust between forestry extension and the local community [6,13,15]. The information obtained about what people want is objective and accurate. The strengths and weaknesses that exist in the community, especially those related to the interaction of local communities with forests will be known precisely [13], so that later forestry extension with the community can arrange appropriate activity programs and touch the hope to jointly explore the problems and potential that exist in the community [10].

To carry out their duties forestry extension must have the professional ability to empower the community or other stakeholders to consciously support and as forestry development actors [9]. Current and future forestry extensions need to be formed as facilitators of community institutional development and supervision or as community organizers to implement and support forest and forestry development[12]. As a functional force that carries out such tasks, forestry extensionists must have minimal ability to master and understand extension technology, community institutions, forestry substances and agrosilvobusiness systems [11]. Forestry extensionists not only master limited forestry techniques but have broader insights and mastery including policies, forestry work networks, international issues on forestry and so on. In the creation of forestry extension workbooks have been loaded various aspects and every year needs to be refined according to the dynamics of forestry development [7,15]. The most urgent for forestry extension is to carry out assistance that can be felt by the community even the slightest, because it will foster community trust and recognition to forestry extension [13,14].

Special Purpose Forest Area (KHDTK) Pondok Reed has a function as a Forest of Education and Training, KHDTK Pondok Reed has an area of 1,272.70 ha. The extent of the forest area certainly requires the cooperation of all parties, both within the Forest and Plantation Service of Simalungun Regency and with other institutions. One of the areas that are very related in the efforts to protect and conservation forests and land is the Field of Forestry Extension.

Forestry extension activities carried out in these two locations include SPKP (Rural Forestry Extension Center), which is a community organization at the Village level that was formed based on the results of deliberations of various parties in the Village area in an effort to preserve the function and benefits of forests and land to realize the prosperity of rural communities [2,3]. It is expected that the Rural Forestry Extension Center can be used as a means of agrosilvobusiness, counseling and community empowerment related to rural development [9]. Problems that often arise in forest management activities in Simalungun Regency include the lack of community support in the implementation of policies because it has not been well socialized, as well as the lack of human resources for forestry extension, both the amount of energy and its ability has sharpened the problems that occur in Simalungun Regency.

To encourage and create more targeted and sustainable forest management in Simalungun Regency, of course, it demands strategies and approaches to Forestry Extension activities that are in accordance with the development of the era, such as professional, insightful and high empathy for the state of society and nation building [1,5]. Adequate human resource support in quantity and quality will greatly affect the success of future forestry extension activities[6].

Based on the above thoughts, it is considered important to conduct research in the framework of the development of forestry extension in accordance with actual conditions.

both human resources (number of extension workers, quality of extension workers and extension targets), infrastructure facilities and policy support. Research will focus on qualitative approaches by exploring the meaning of key-informants and developing strategies using SWOT analysis [12,14]. Based on the above thoughts, it is considered important to conduct research in the framework of the development of forestry extension in accordance with actual conditions, both human resources (number of extension workers, quality of extension workers and extension targets), infrastructure facilities and policy support. Research will focus on qualitative approaches by exploring the meaning of key-informants and developing strategies using SWOT analysis [12,14]. The study aims to analyze: (1) factors that affect the success of an extension worker in carrying out his role as a forestry extension and (2) analysis of the success of forestry extensionists in controlling forestry development.

### LIBRARY REVIEW

#### Forestry Extension

The existence of forestry extension in supporting forestry development, is needed not only in the community in or around production forest areas, protected forests, and conservation forests that are damaged and still good [2]. The presence of forestry extension workers who carry out their duties and roles well in a region is expected to have a real and positive impact on the progress of forestry development in the region, as well as bring changes in people's attitudes and behavior towards forests and forestry. Community empowerment is the process of increasing the ability and increasing the independence of the community in order to be able and have the capacity to solve their own problems. With empowerment efforts through forestry extension, the community is expected to be able to make efforts in the field of forestry to increase their income and welfare and have concerns and actively participate in forestry development [4,13]

Forestry extension must be able to play a role in controlling the success of every forestry development program initiated by the government, required to be able to invite the community to feel they have and are obliged to maintain, maintain, and protect forest resources from various forest security disturbances such as forest fires [5,8], illegal logging and encroachment, having a dual role that is in addition to being a facilitator of community empowerment in the field of forestry, they also have an obligation to perform the duty of protection and preservation of forests which are assets of the State [13].

The direction of forestry development policy has shifted from forest management oriented to timber forest products to oriented to the management of all resources and based on community empowerment [16]. In connection with this paradigm shift, the existence of forests and forest areas is not only a producer of wood, but also can produce commodities and other services for the benefit of the community. In addition, the community that was initially positioned as objects and partners in forestry development activities was directed as the main actor. Community involvement and participation will greatly determine the success of a program that needs to be done in order to develop a good and thorough understanding. Activities carried out without extension efforts are generally less encouraging [15,17].

Therefore, the change in the paradigm of forestry development has also implications for forestry development by reorienting the forestry extension paradigm from the beginning which is centrally transformed into participatory and is a process of community empowerment to realize sustainable forest management and the welfare of independent, equitable and sustainable communities [13,17]. Counseling tends to be linear from the government to the target community or more instructive.

Forestry extension plays a role as a moderator and facilitates the community with efforts to transfer forestry technology through out-of-school education aimed at farmers and other community groups to increase their knowledge, awareness, skills and ability to utilize their land, security, and preservation of natural resources[9]. In line with the change in direction and development policy in the era of regional autonomy, there needs to be a strategy of extensionists to support development in the field of forestry [11].

To support development it is necessary to note how the strategy of forestry extension as a teacher or coach becomes a facilitator of participatory extension process or as a companion shifted into the process of developing knowledge, attitudes and skills of the community to know, willing and able to play an active role independently in supporting forestry development and the preservation of forest resources and the environment [2,3]. Through extension, it is expected that the sustainable forest goals of equitable and sustainable communities can be realized. No less important is that forestry extension agencies must also position themselves as well as possible so that they can act as development coordinators [5,6]. Furthermore, forestry extension needs to continue to be pursued into an integral part of forestry development so that it becomes a necessity, planned, implemented and developed continuously.

The problem of forestry development, especially in Forest Areas with Special Purposes of Simalungun Regency is currently low community participation in activities to use the potential of forest resources and lack of community concern to maintain forest sustainability. With these problems, the role of forestry extension needs to be an investment in securing and preserving forest resources as state assets and efforts to prosper communities [1,2], as well as protect forest resources from various forest security disturbances such as forest fires, illegal logging and encroachment [5]. The success of a forestry extension to carry out his role properly, certainly cannot be determined by the internal factors of the extension itself alone, but also depends very much on external factors. Then there needs to be a forestry extension strategy in supporting forestry development. The expected solution is to formulate a strategy so that forestry extensionists are able to implement innovation, methods and extension materials in order to realize an independent society [6].

#### **Education and Human Resources Forestry Extension**

The success of extension in forestry development is largely determined by the quality of human resources, especially forestry extension [11]. As the spearhead of forestry development, the competence of forestry extension must always be improved. Law No. 16 of 2006 states that counseling is carried out by civil servants, private extension and/or self-help extension. It was also mentioned that the government and local government improved the competence of civil servant extension through education and training. Extension resources at least include four things, namely: extension capabilities, extension materials, extension facilities, and costs available for the implementation of counseling [13]. While human resources extension consists of human resources of farmers and ranchers, and mansuai resources from the apparatus consisting of leadership apparatus, functional including extension and researchers, technical and agricultural observers [14]. Human resource development extension can be done through education, training, internships, learning assignments and study permits, comparative studies, training cooperation and other non-formal education[12]

#### **Forestry Development**



Forestry development programs need to pay attention to the cultural values that exist in society [13]. Forest utilization is the embodiment of strong socio-cultural values in local communities such as in the utilization of sago because it plays a role and serves to organize and bind communities through various cultural mechanisms and management of local wisdom formed due to long life processes and people's understanding of their environment [12,15]. This situation and condition resulted in the implementation of forestry extension activities in supporting the success of overall forestry development to the maximum [13].

## MATERIALS AND RESEARCH METHODS

This research was conducted in Pondok Bulu Village of Dolok Pardamean District of Simalungun Regency. This type of research is mixed methods research. The object of research in this study is the community around the Forest Area with Special Purpose Pondok Buluh, Dolok Panribuan district of Simalungun Regency. The subject to be studied is the community that is directly related to the existence of Forest Area With Special Purpose Pondok Buluh.

Based on a pre-research survey in Pondok Buluh Village has 4 (four) hamlets with a total population of 1,685 people consisting of Hamlet 1 as many as 350 people, Hamlet 2 has 401 people, Hamlet 3 as many as 562 and Hamlet 4 as many as 372 people.

The number of samples taken is as much as 5%. Sampling is done intentionally (purposive sampling), this is in accordance with Arikunto (2005) in sampling can be done in percentage because the sample is homogeneous that is directly related to the forest area. Analysis of internal and external factor data using SWOT analysis.

Table 1. Population and Sample Number of Each Hamlet

No	Hamlet	Population	Sample
1.	I	350	18
2.	II	401	20
3.	III	562	28
4.	IV	372	19
	Sum	1.685	84

## RESULTS AND DISCUSSIONS

Respondents to the study were dominant with male sex, with 49 people (58.3%) and women 35 people (41.7%). Most of the respondents came from areas traditionally seen as having a strong farming culture, namely the Batak Toba tribe 41 people (48.8%) and the Simalungun tribe 28 people (33.3%). The rest come from a mixture of Javanese, Nias and Manadiling tribes. The dominant respondent's education level is at the high school level of 28 people (45.2%), the rest are at the Bachelor / diploma level as many as 3 people (3.6%), Elementary and Junior High Schools respectively 19 people (22.6%) and 24 people (28.6%). In terms of age, respondents to this study were predominantly in the productive age category, which is 21-30 years (9.5%) and 31-40 years (26.2%), at the age of 41-50 years (46.4%), the age of >50 years (17.9%).

### 1. Factors That Affect the Success of An Extensionr in Carrying Out His Role as a Forestry Extension

#### Internal Factor Analysis

#### 1. Strength

- Support from the government. Simalungun Regency Government prioritizes regional agricultural superior commodity improvement programs in order to meet the needs of food crops, especially the community around the forest area empowered so that agriculture carried out by the agroforestry system of coffee plants with various types of horticulture saturan. This is realized by the assistance program from the government, in this case the Department of Agriculture and Forestry by preparing forestry extension. Efforts to improve extension competence to improve the performance of extension, The Implementation Agency for Agricultural Extension, Fisheries and Forestry (BP4K) Simalungundalam Regency increase knowledge and competence of extension, conduct sub-district extension training programs, and Farmers Training at the District, District and Provincial levels
- An agricultural extension program is a plan that is systematically prepared to provide direction and guidelines as a means of controlling the achievement of goals. The agricultural extension program that is prepared annually contains the following year's extension plan and is prepared with regard to the coherence and synergy of the extension program at each level.
- Bp3K Work Program of Simalungun Regency in the implementation of extension activities is carried out regularly and scheduled by extension workers tailored to the needs of farmers who are members of farmers groups as implementers of agricultural business activities at the field level. The Work Program at BP3K is carried out 2 days in 1 week. Where on Mondays and Fridays, extension workers hold regular meetings to discuss work programs and work program evaluation meetings.

#### Weakness

##### 1. Less Strategic Office Location

The existence of the BP3K office of Simalungun Regency is less strategic, because it is far from Dolok Pardamean sub-district, so that farmers are around it is difficult to go to the extension if they need help  $\pm$  60 minutes by using two-wheeled transportation to get to the BP3K office from the district center. However, even though it is located far from the district center, access to be able to connect with extensionists is very wide open so that the community can still connect with extensionists properly through telephone communication tools.

##### 2. Limited Number of Extensions

The lack of the number of extension workers in BP3K Simalungun Regency, the number of extension workers in BP3K amounted to 35 people even though the area of Simalungun Regency when compared to the number of extension workers has not been comparable. Where the lack of number of field extensionists can slow the rate of growth and improve the quality of the target of extension workers, namely farmers and farming groups. In addition, most of the extension officers in BP3K are not domiciled in their respective work regions.

##### 3. Counseling Media Less Supportive

One aspect that inhibits the smoothness of extension activities in BP3K is the lack of media availability in extension activities. The need for counseling information, forcing extensionists in BP3K to use makeshift media in the form of print media news newspapers about agriculture. With the limited supply of extension media, resulting in information conveyed by extension workers to farmers is very lacking so that farmers feel less satisfied with extension services.

#### 4. Improper Extension Methods

The extension method is one of the indicators that can be used to measure whether the information conveyed by the extension is acceptable to farmers. The method of extension is a way of giving material to farmers. In accordance with the results of the study, most extensionists in BP3K only use the method of lectures, discussions and Q&A. This method feels less beneficial to farmers, because this method mostly only contains information in the form of direct delivery without any demonstration or practice directly on the ground. In addition, the long extension time causes extension participants to feel bored with counseling activities with methods like this.

#### 5. Limited Facilities and Infrastructure

From the results of the study, it is seen that the availability of facilities and infrastructure in BP3K is inadequate. In addition to the location of the office far from the district center, there are still many office facilities that have not been functioned because there are no tools and materials to use. To monitor each location of farmers' land, extension workers use personal transportation with the help of BOP (Extension operational assistance) Rp.500,000 per month from the government received 3 (three) months. This causes extension activities to be hampered in the absence of other supporting facilities and facilities. The identification of internal factors of strengths and weaknesses can be seen in the following table.

Table 2. Identify internal factors of strengths and weaknesses

	Kekuatan	Kelemahan
External Environmental Analysis	Support from the government	Less strategic office location
	Extension competence	Limited Number of Extensions
	Extension program	Less supporting media
	BP3K work program of Simalungun Regency	Improper extension methods
External environmental analysis is the	Limited Facilities and Infrastructure	

identification of Opportunities Opportunities and Threat Threats outside of extension activities at the Agricultural, Fisheries and Forestry Extension Center (BP3K) of Simalungun Regency. External factors are described as follows:

#### Chance

##### 1. Farmer's Demplot Program

In accordance with the results of the study, Extension in BP3K Patilanggio Subdistrict with the farmer's demplot program, the extension hopes to provide additional knowledge and skills to farmers in helping their farming process by utilizing the farmer's demplot program.

##### 2. Business Development

By utilizing the potential of superior commodities, indirectly agricultural extension has become one of the factors supporting the increase in farmers' production in Simalungun Regency.

##### 3. Cooperation with stakeholders

The success of an agricultural activity is inseparable from the support and cooperation of several related parties in developing these activities. In an effort to provide information assistance, facilities and infrastructure supporting activities. In addition, in collaboration with the Animal Husbandry Office, Bappeda, and BPSS Simalungun Regency in the framework of the development plan of the regional superior commodity region.

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#### 4. Group Development and Combined Farmer Groups

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The need for increased capabilities in Gapoktan is intended to function as a business unit, processing business unit, production facilities and infrastructure business unit, marketing business unit and microfinance business unit and other supporting services unit so that it becomes a strong and independent farmer organization.

#### 5. Optimization of Extension Services

Agricultural extension services are not only when extension is in their work area. However, the task of the function of the extension itself is to serve and assist the goal of counseling in helping to solve the problem at hand. Based on the results of research, extension at BP3K that extension services to farmers are not only the working time of extension workers in BP3K, but servants to farmers are prioritized. By utilizing communication tools and media, extension workers can perform services to farmers anytime and anywhere.

#### 6. Development of Agricultural Technology

In the long-term plan of agricultural extension activities, agricultural program planning is needed that has quality to agricultural goals. The use of appropriate technology is one of the supporting indicators in developing the agricultural sector itself. From the results of research on the ground, it is known that in the framework of improving the agricultural sector, with the local government policies that have cooperated with related institutions / institutions in terms of the development and improvement of agricultural quality. And with the existence of agricultural programs that have great benefits for their goals.

#### **Threat**

##### 1. Lack of Farmer Participation in Extension Activities

Delay in information on extension schedule and due to the busyness of farmers on land is one factor in the lack of participation of farmers in participating in extension activities. In accordance with the results of the study, the lack of the level of participation of farmers in extension activities is due to the delay in the information of the extension schedule to farmers, notification of extension activities is only conveyed to the chairman of Gapoktan and then passed on to its members, the location of the extension place that is so far from the farmer's land and the farmer's habits in extension activities always expect a cost in the form of sitting money.

##### 2. Limited Agricultural Information Limited Agricultural Information

Farmers in Dolok Pardamean District get agricultural information only through some electronic media such as Radio (RRI) and are less focused on the information needed by farmers. Farmers in Dolok Pardamean District get agricultural information only through some electronic media such as Radio (RRI) and are less focused on the information needed by farmers.

##### 3. *Limites des fonds de vulgarisation*

Sesuai dengan fakta dilapangan diketahui bahwa dalam setiap kegiatan penyuluhan, BP3K using budget funds from government agencies, namely from the Agriculture Department. The lack of budget obtained by the extension center leads to a lack of achievement of extension performance in every extension activity.

#### 4. Low Farmer's knowledge level

In accordance with the results of the study, it is known that the level of knowledge of farmers is very low. This is seen from the level of education of the average farmer only high school graduates and for the mastery of skills of farmers is quite low. And it needs to be more attention from the government in organizing routine extension activities by utilizing agricultural extension programs in each group and a combination of farming groups.

#### 5. Coaching and Supervision of Extension Activities Less Than Maximal

The construction and supervision of extension activities in BP3K is not well implemented. Which affects this because the location of the extension residence is far from their respective work locations. The large number of farming groups and combined farming groups makes it difficult for field extensionists to prioritize their goals.

Table 3. Identify external factors

<b>Peluang</b>	<b>Ancaman</b>
Farmer's demplot program	Lack of farmer participation in extension activities
Business development	Limited agricultural information
Cooperation with stakeholders	Limitations of extension funds
Group development and combined farming groups	Low farmer knowledge level
Optimization of extension services	Coaching and Supervision of Extension Activities Less Than Maximal
Development of Agricultural Technology	

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Based on Table 3 below, agricultural extension activities have 6 opportunities that can be utilized by using the forces possessed and 5 threats that can cause failure or loss so that the power to overcome the threats that need to be increased to support counseling development strategies in BP3K.

Table 4. Internal Rating Value (Strengths and Weaknesses)

<b>No</b>	<b>Internal Factors</b>	<b>Score</b>
1.	Strength	
	Support from the government	0,62
	Extension competence	0,23
	Extension program	0,23
	BP3K Work Program of Simalungun Regency	0,46
Total Value		1,54
2.	weakness	
	The location of the office is less strategic.	0,30
	Limited number of extensions	0,20
	The media is less supportive.	0,10
	Improper extension methods	0,40
	Limited facilities and infrastructure	0,40
Total value		1,40

Table 4, it is seen that the total value of the strength factor is 1.54, while the total value of the weakness factor is only 1.40 this state indicates that the strength factor for counseling in BP3K Kabupten Simalungun is greater than the weakness factor as an obstacle to the development of extension activities. The main strength is the existence of government support and extension programs that are a reference. While the main weaknesses that must

be overcome are the method of extension is not appropriate and limited extension infrastructure facilities.

Table 5. External Rating Value

No	Internal Factors	Score
1.	<b>Opportunity</b>	
	Demplot farmer	0,17
	Development of farming business	0,50
	Cooperation with stakeholders	0,33
	Group development and combined farming groups	0,17
	Optimization of extension services	0,22
	Development of agricultural technology	0,33
	Total value	1,72
2.	<b>Threat</b>	
	Lack of farmer participation in extension activities	0,40
	Limited agricultural information	0,20
	Limitations of extension funds	0,20
	Low farmer knowledge level	0,20
	Coaching and supervision of extension activities are less than optimal	0,40
	Total value	1,40

Based on Table 5, it is seen that the total value of the odds factor of 1.72 is greater than the total threat value of 1.40. This situation shows that the opportunity for counseling in BP3K Simalungun Regency is greater than the threat that will be faced in extension activities.

The main opportunity that is very helpful is the development of farmers to achieve these opportunities of course by utilizing the power they have. While the main threat is the lack of participation of farmers in agricultural extension and coaching activities, the supervision of extension activities is less than maximal.

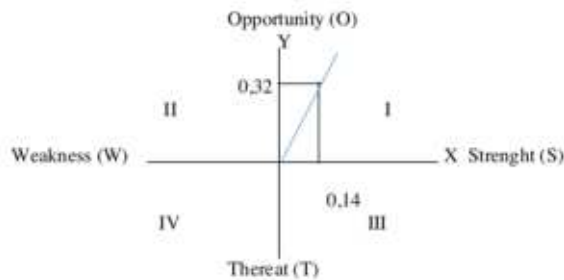


Figure 4. Diagram of SWOT Analysis of Simalungun Regency Forestry Extension

It is known that the strength possessed is greater than its weakness, resulting in the X-axis in the SWOT diagram. Likewise, the odds faced are greater than the threat resulting in the Y axis in the SWOT diagram with the value showing that the gap between the odds and

the threat shows the number 0.32 while the difference between the strength and weakness is 0.14. So the extension development strategy in BP3K in agriculture is in quadrant 1 where it supports aggressive start-ups or SO (Strength-Opportunities) strategies, where extensionists take the decision to combine the two situations. Where the extension has a strong position that is indicated by the strength and opportunities possessed. The success of a forestry extension to carry out his role well, of course, cannot be determined by the internal factors of the extension itself alone, but also depends on external factors. Internal factors concern the ability and quality of human resources extension that is determined by the level of competence in carrying out tasks. The decisive external factors are the attention and support of various parties, such as government, the business world, and the community.

## 2. Analysis of the Success of Forestry Extension in Controlling Forestry Development

The presence of forestry extension workers who carry out their duties and roles well in a region is expected to have a real and positive impact on the progress of forestry development in the region, as well as bring changes in people's attitudes and behavior towards forests and forestry.

Table 6. Analysis of the success of forestry extensionists in controlling forestry development

No	Description	Sum	Percentage	
1	Physical volume	Achieved	29	34,52
		No achieved	55	65,48
2	The level of people's understanding of	Increase	51	60,71
		No increase	33	39,29
3.	Agricultural information Community income level	Increase	32	38,10
		No increase	52	61,90
4	Willingness of peasant groups in funds	Ready	29	29,76
		No ready	59	70,24

In accordance with the table above that the process of community empowerment through forestry extension is the key to success, to see the success of extension and extension activities is:

### 1. Achieving targeted physical volume and meeting the desired quality.

The non-achievement of the physical volume that has been targeted by the extension was not reached by 55 people (65.48%) and reached 29 people (34.52%). This is because people who are less concerned about the information provided by extension workers, because in general farmers lack confidence in the experience possessed by farmers and farmers are more likely to follow people who have succeeded in agriculture in their environment.

Lack of response from local governments in anticipating agricultural failures that have been guided by extensionists. This shows the service does not have a long-term program for farmers and provides consolation for farmers. Some of the extension capabilities that farmers see need to be improved are a good understanding of the potential resources of the built area, culture and the needs of the farming community. Facts on the ground, show that the equality between extension and farmers has not been realized properly which resulted in farmers lacking confidence so that the target or physical volume does not run in accordance with the original goal.

2. Increase people's understanding of the purpose and purpose of activities and become a necessity for him.

The principle of extension to increase understanding of agricultural information to adults is well received, this is seen the understanding of farmers increased by 51 people (60.71%), and farmers whose understanding did not increase by 33 people (39.29%).

Agricultural extension in the sense of community empowerment indicates that farmers are communities that are able to develop their potential in accordance with the potential of natural resources around them. With this potential, farmers are expected to be able to change their thinking patterns in a better direction. This means that agricultural extension can be said as a form of education to add understanding to farmers and their families.

### 3. Rising income

The role of forestry extension is to assist farmers in increasing agricultural production so that farmers' incomes increase, but the reality in the field of farmers' incomes does not increase by 52 people (61.90%) and that increases by 32 people (28.10%).

Conditions that occur in the field show that it turns out that not all farmers are willing to apply the advice of forestry extensionists. This is because there is still a lack of awareness of farmers in understanding the importance of agricultural information for increasing farmers' production and income and for the health of the surrounding environment. In addition, it is also not easy to change the mindset of farmers who have been attached that conventional farming is the best way for them.

4. The willingness of the community to include funds, assets, facilities / infrastructure, energy, in an effort to succeed the program.

#### (1) Funds

Community participation in forestry development, often interpreted as community participation is much to voluntarily donate funds in development activities. Conditions in the field of community willingness in financial assistance as many as 29 people (29.76%) and unwilling 59 people (70.24%).

The low willingness of the community in providing funds is due to problems that occur in the management of funds, namely internal problems in management and return on capital that are not smooth or stuck. The uneventful return on capital is due to the low participation of farmers in following counseling, which results in a lack of farmer understanding of the provision of capital so that farmers do not perform their obligations to return capital. The low rate of return on capital will affect the provision of capital for prospective members of the next farmer group.

#### (2) Assets

Land is a strategic natural resource for development. Almost all sectors of physical development require land such as agriculture and forestry. The willingness of the community in land ownership as an asset that is not willing as many as 78 people (92.86%), who are willing 6 people (7.14%).

Many people are not willing to farm their farm as an asset because they see very small agricultural opportunities and agricultural products are not guaranteed in price, and people need more agricultural land products can be sold quickly and the results are worth it. Existing agricultural land is an asset that must be maintained and maintained, the potential of agricultural land should be further enhanced, developed and advanced so that in the future, agricultural products can meet food needs. Even if the farmland is not maintained, it is feared that little by little the rice fields will switch functions into housing.



Agricultural land is agricultural land that needs to be managed properly does not have to depreciate, may even have an increased value. But mismanaged land can cost years to be productive again because land is an asset in agriculture.

### (3) Facilities/infrastructure

The state of facilities and infrastructure is not met in accordance with standards. Even the community does not support to meet infrastructure facilities for farming groups, it can be seen that respondents who are not willing in supporting infrastructure facilities as many as 62 people (75%) and who are willing 21 people (25%). This clearly affects the performance and effectiveness of existing agricultural extension activities in the area.

In creating an effective extension condition, it is very important to pay attention to the needs of facilities and infrastructure, so that there are no more things that become obstacles in extension activities in terms of facilities and infrastructure supporting activities. Extension activities are a series, and the system is strongly influenced by various other supporting elements, so it is necessary to minimize the inhibition factors of forestry extension in carrying out activities by the government must make a provision that regulates how to manage and use effective facilities and infrastructure to enable the achievement of extension goals in accordance with the expected program.

### (4) Power

Energy is a type of participation, where the participation by using all the energy owned by groups and individuals to achieve something desired. Respondents who were not willing to participate in energy as many as 38 people (57.14%) and who were willing as many as 36 people (42.86%)

The role of the peasant group will increase if it can grow the forces possessed in the group itself to be able to move and encourage the behavior of its members towards achieving the group's goals so that the farming group will develop to be more dynamic. Farmers groups can develop dynamically if supported by all activities that are initiative, have creative power, and concrete action taken by all members of the peasant group in carrying out activities that have been mutually agreed upon.

In implementing agricultural extension programs, the participation of farming groups as a target for agricultural extension is a very important factor. Such participation can be in the form of energy in a group in achieving the same goal.

## CONCLUSION

1. Factors that affect the success of an extension in carrying out his role as a forestry extension: internal factors: the strength has greater than the weakness and external faktor: has the opportunities faced greater than the threat, so that the strategy of forestry extension development is in quadrant 1 where the extension takes the decision to combine the two situations that have the strengths and opportunities they have.
2. The success of forestry extension in supporting forestry development Willingness of community assistance funds amounted to 29.76% and unwilling 70.24%, land ownership as an unwilling asset amounted to 92.86%, which was willing 7.14% Physical volume that has been targeted by extensionists that was not reached 65.48% and reached 34.52%. Farmer's understanding increased by 60.71% and his understanding did not increase by 39.29%. Farmers' incomes did not increase by 61.90% and that increased by 28.10%. In support of willing infrastructure facilities 25% who were not willing 75%, participated in the energy unwilling 57.14% and who were willing 42.86%.

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