The Role of Village Unit Cooperatives in Increasing Community Income in Dolok Tolong Village

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1. Introduction

Problems of economic life of rural communities whose land fertile but poorly equipped with adequate infrastructure much experienced in rural areas. Similarly, the problems in the village Dolok please. So that people lack access to markets to sell their products. Finally, the flow of money that revolves in a relatively small village. Aside from the lack of infrastructure, the smallness of the flow of money from urban to rural agricultural and livestock caused because they are oriented to the needs of their own. Because the pattern like that then agriculture and livestock they could not be economical commodity to be sold to the market due to the scale of production is small. Traffic flow a little money that result in decreased incomes.

Revenue constitutes the entire reception in cash or in the form of goods originating from the other party or industry interests are assessed on the basis of the amount of money the applicable property. Income is a source of community income to meet their daily needs and is very important for the survival and livelihood of direct family members would also not lagsung. Incomes have a direct impact on people's lives, both in terms of education, health, social relationships, living standards, social welfare, and technology.

In rural areas people have incomes over the effort being made is a person who has a large capital and considerable knowledge. Whereas in rural areas do not all people have adequate capital and government intervention is still uneven. If people apply for loans from the Bank of course the Bank will ask for collateral as security for the loan. Though agriculture and animal husbandry in the village is very advantageous because the ground is still fertile and still a lot of empty land. Most of the villagers who are less able would be a day laborer to support his family, plus a small land that is owned in addition to supporting the family. Pahadal wage for day laborers only 50,000 / day while for expenses such as education, health, and social living standards must be met.

The next problem encountered was the difficulty of rural communities to access the market. It turned out that the road infrastructure, electricity and telecommunications, technology and digitization is not enough to make the village production for the market. The cause of this problem may be due to a lack of entrepreneurial spirit in the countryside. This is where the need for a change of mindset by empowering potential and opportunities. This mindset only in the entrepreneurial spirit. Actually, if the role of village unit cooperatives (KUD) can be realized, the pace of rural economic development program could be faster. This cooperative was the one that would accommodate and marketing farm produce and processed with the whole power boost rural communities.

The existence of cooperatives in rural areas not only Tolong the population in terms of economic difficulty. But an increasing number of cooperative members and the increase koperasipun unit will have an impact on the rural environment itself. The number of units and members of the cooperative are growing shows the positive side of development. It shows that certainly has occurred employment, poverty reduction, and an increase in income and welfare of cooperative members in particular. Cooperatives are one form of legal business that stands in Indonesia. According to the Law of the Republic of Indonesia No. 25 of 1992, cooperative is a business entity consisting of persons or legal entities with the bases cooperative activities based on the principle of cooperation as well as people's economic movement based on family principles. Cooperative aims to promote the welfare of members in particular and society in general and to Tolong build a national economic order in order to realize an advanced society.

The active role of the community itself is very important for the progress of the rural economy. KUD successful achievement in the field of business management can be seen in the field of capital and financial position of the cooperative.
Majority of the rural population livelihood from the farming, gardening, farming etc. While the land is not comparable with the number of residents resulted in the average life of deprivation and pendidikananya population is still lagging behind. This situation resulted in many sources of business underused by the rural population so it does not become a source of revenue for the community.

On the other hand the positive aspects embedded in rural areas such as the nature of strong mutual cooperation, deliberation and consensus that is embedded in the rural community into a powerful weapon of bedirinya cooperatives in the countryside. Cooperative at first should clearly demonstrate the benefits of the existence of such bodies or cooperative organizations in rural areas are actually provides tangible benefits to the villagers in general. Cooperative consists of people who have a weak economy and had voluntarily joined the equal rights to the welfare of the members. This means that in cooperatives, communities who play an active role. Communities that participate actively direct cooperative certainly will be able to develop better.

2. Research Methods

2.1. Types of research
This study uses a qualitative method for researchers consider the problems studied is complex and dynamic, so the data obtained from informants were captured with more natural methods ie interviews with the speakers to obtain answers alamiah. Selain, researchers intend to understand social situations in depth, discover patterns, hypotheses, and theories in accordance with the data obtained in the field.

2.2. Method of Collecting Data
a. Observation
Research It uses non-participatory observation techniques, which in practice researchers not directly involved with the activity of the person being observed, and only as an independent observer. Observation in this study conducted in the village of Dolok Please Sub SUMBUL Daiy by observing the activity that happens within the KUD CU Saroha Nauli, the efforts made by the manager of CU Saroha KUD Nauli in order to increase people's income through cooperatives, especially in agriculture.

b. Dokumentasi
The documentation in this case is a data collection techniques yangdilakukan in KUD Credit Union Saroha Nauli noting -dokumen documents related to the problems examined, either by way of studying, researching and studying sourced from -book books, scientific journals, as well as previous research associated with this research.

c. Structured Interview
Answers will appear normally have been restricted. This is done so that when informants provide information that is given not to wander too far out of the question. Compile a list of questions is done in order to facilitate researchers in remembering things that will be asked of informants. So through structured interviews sought information that would be structured and possible questions that mised being a bit so that the information obtained can be obtained more complete.

In this interview, researchers conducted in stages to:
1) CU KUD Board Saroha village Nauli Dolok please.
2) CU KUD members Saroha village Nauli Dolok please.

d. Informant Research
The informants are persons or parties related to the research that can provide information on the conditions that exist location research so as to provide accurate data to the researchers. Informants in this study is representative of KUD CU board Saroha Nauli much as 2 includes the chairman and treasurer and three members KUD Saroha Nauli CU, which is triangular in this study, so that the number of informants who researched many as 5 people. Selection of informants in this study is done by using sampling techniques. Sampling technique is a technique that is performed to determine the sample. So, a good research should pay attention and use a technique in determining the sample to be taken as a research subject. Technique intake of saturated using sampling techniques. According Sugiyono (2014) Saturated Sampling is a sampling technique when all members of the population used as a sample.

3. Research Result

3.1. Members of the cooperatives CU outlook Saroha Nauli
From interviews conducted by researchers, it can be concluded that the direct cooperative activities aimed at the business related to the interests of its members, both for the success and prosperity. Village Unit Cooperative was formed based on the need for services to members as means of farming, market their products and assist members of SME members. This cooperative business activities, especially economic fields relating to agriculture and entrepreneurial members. This is related to the theory that the village is a cooperative unit is an economic organization herasaskan family and is a forum for the development of various economic activities organized rural communities of the people, by the people and for the people themselves.effort family in village. By Tokenging to channel means production and market agriculture, this research together with research Rosavinda 2012 that cooperatives have a positive role to increase revenue as well as the members of its existence the benefit of members, although only as a passive member. It is seen from the analysis of respondents' income and the statement of the respondent directly. From the statement given each respondent that the respondents felt there was an increase in their income even though not continuously every year, as well as the respondents felt that the presence of KUD "Sri Among Farmers" particularly Savings and Loans Unit was instrumental in the business capital to keep it running and even venture more advanced.

3.2. Savings and Loan
From interviews conducted by researchers, it can be concluded that, CU KUD activities Saroha Nauli very productive activities. It is known from the results of interviews conducted by the researcher to the informant that Save the loan they do is deposit collected together and lend to members who need a loan in various businesses in which members submit a written application to the board stating the amount of money needed, then the board to consider and decide for the loan in
accordance with the ability of cooperatives, at that point where the board is entitled to determine the magnitude of the amount of the loan, the terms of repayment, and the form of value. Savings deposited will serve as a source of loan funds. Members need not worry because the funds deposited will not settle for granted. The saved funds will be productive, secure, and safe. This research together with research conducted by Hertati, 2015. Based on this research conducted related to the objectives of this research that loan positive effect on the earnings of capital KUD members, are already shown by sebars coefficient value of 2.55. Koeficien significant value because the value of T calculated at 8.010 greater than T table is 1.9861. This means that if the loan capital was increased by 1% revenue KUD members will increase also amounted to Rp 2.55.

3.3. Entrepreneurship Training

From the results of informant information, researchers can conclude that based on the business activities of KUD CU Sarohe Naubul financing, there are a number of enterprises engaged in various businesses also known as cooperative serbuan saha, this cooperative effort to increase cash generation cooperatives, so that the cooperative capital can be increased. Efforts that Tolongs the cooperative to obtain additional capital so, this cooperative has the additional capital which will be useful as a capital reserve or capital savings, which could be used or to anticipate when in cooperative activities underfinanced. Conducted entrepreneurial training can increase revenue KUD members. This is according to research conducted by Yuslina 2015 concluded that KUD "Sri Among Farmers" have a positive role to increase revenue as well as the members of its existence the benefit of members, although only as a passive member. It is seen from the analysis of respondents' income and the statement of the respondent directly. From the statement given each respondent that the respondents felt there was an increase in their income even though not continuously every year, as well as the respondents felt that the presence of KUD "Sri Among Farmers". Thus KUD can build and develop the potential and ability of member economies, especially farmers. KUD also participate actively in efforts to enhance the quality of life of its members.

3.4. Sponsorship

From interviews KUD CU researchers concluded that Sarohe Naubul Sponsoring impact on cooperatives, why sponsorship is one form of advertising or be part of the marketing. KUD through sponsorship revenue will increase. Where the image KUD image will be known by the public about the program will be the promotion of the products owned by KUD. In addition KUD also will showcase agricultural products, fertilizers, pesticides and seeds produced and used by farmers cooperatives.

3.5. Training and Education

a. Establish Relations

From interviews conducted that cooperatives have a harmonious relationship with the factory / warehouse fertilizer to get a cheaper price. In addition to agricultural cooperatives suppliers also have to establish relationships with people who are experts in agriculture. Of relations experts will add knowledge about agriculture more effective. Establish partners to add a relationship is not only addressed to people around the village Dolok please but also outside of the village. Whether it's relation to agricultural distributors, government and other cooperatives. KUD purpose for doing this is to add value in order to cover the needs of members. This study does not correspond to a study conducted in 2015 (Imansari) results of this study indicate that the nature of cooperatives in improving the income of farmers is significantly not been felt by all farmers, because Farmer "Down" is still much to complain about the lack of launch of credit and subsidized fertilizer, so its earnings not increased. Sugarcane farmers "bottom" is a farmer who owns land less than two hectares, the farmer group members or not members of KUD. On the other hand,

b. Agricultural Technology

From the results of the interview excerpts researchers concluded that the lands and technology affect people's income. If the land area increased the farmers' income will rise, and vice versa. So that the relationship between the land with farmers' income is a positive relationship, where the soil is the basis of all agriculture and land is the source of production for farmers. The technical ability of a farmer to be useful in improving the quantity and quality of farm production, while a farmer's managerial capabilities useful in managing the farm and gain. The success of peasant farmers in business is closely related to the competence of agribusiness owned by farmers manage their farm, while technology is a tool that makes it easy to farmers in their agricultural implements. this is according to research conducted by Hertati 2015. Seed positive effect on revenues members cooperatives, which show the value of the coefficient sebars 5.367362. Koeficien significant value because the value of T count of 2.959 is greater than T table at 1.9861. This means that if the purchase of seeds increased by 1% revenue KUD members will increase also amounted to Rp 5,367,362. Fertilizer and pest eradication positive effect on the income of members of cooperatives. Are already shown by the coefficient of 0.7097 sebars Koeficien significant value because the value of T count of 2.171 is greater than T table 1.9861. This means that if fertilizers and medicines was increased by 1% revenue amounted to 0.709 peningkatanpula member mengalami Seed positive effect on the income of members cooperatives, which show the value of the coefficient sebars 5.367362. Koeficien significant value because the value of T count of 2.959 is greater than T table at 1.9861. This means that if the purchase of seeds increased by 1% revenue KUD members will increase also amounted to Rp 5,367,362. Fertilizer and pest eradication positive effect on the income of members of cooperatives. Are already shown by the coefficient of 0.7097 sebars Koeficien significant value because the value of T count of 2.171 is greater than T table 1.9861. This means that if fertilizers and medicines was increased by 1% revenue amounted to 0.709 peningkatanpula member mengalami Seed positive effect on the income of members cooperatives, which show the value of the coefficient sebars 5.367362. Koeficien significant value because the value of T count of 2.959 is greater than T table at 1.9861. This
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Research, it can be analyzed by using the theory of functionalism one of Malinowski’s theory. In this study, it can be seen that the social system named KUD CU Saroha Nauli analogous to an organism who pick certain parts where each part is interconnected and to contribute to the maintenance of stability in increasing people's incomes are essentially human needs are the same, whether it needs to be biological and psychological and cultural in principally to meet these needs. Conditions revenue increase was despite a dynamic process of change towards the construction of values that are agreed on in a society that is fulfilling the daily needs and have a means of support for agriculture in order to achieve prosperity in life and the implications of that value is ultimately formed actions institutionalized through CU KUD Saroha Nauli. So in the cooperative organization that actually intends to improve agricultural products improve the quantity and quality of agricultural-related whole life will create an increase in income of farming communities. Meanwhile Fungisoomalisme theory of Malinowski may also be analogous as well as a machine. For example, if one part of the machine is damaged or impaired then the other parts of the machine will also be affected so it can not perform its functions normally. Likewise, the CU KUD Saroha Nauli when one of its members can not perform their role and duties with both the activities in the cooperative can not operate effectively.

From the description of this theory, it can be analyzed that the role of members in the CU KUD Saroha Nauli greatly affect the income of other members. This is because each member occupying the same position to be portraying that can be said to be an obligation for the board of the cooperative. Additionally role in CU KUD Saroha Nauli is a concept by individua...