



## *Analysis of the Duck Egg Business Income in Labuhan Ratu Danau Village Way Jepara East Lampung During Pandemic Covid-19 Period*

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### **Abstract**

The purpose of this study is to explain the income of the duck egg business in Labuhan Ratu Way Jepara Village, East Lampung, in the period before and after the COVID-19 pandemic. This research is also to explain the social and economic impacts of the community since the pandemic occurred. This type of research is qualitative research. with the number of respondents or sources numbering one person. The resource person in this study was the owner of a duck egg farm located in labuhan Ratu Way Village, Jepara, East Lampung, named Mr. Mansyur. The results of this study show that duck egg farmers in labuhan ratu danau village during the Covid-19 pandemic diverted sales by collaborating with traveling vegetable traders, although income was not like the price before the pandemic because the price of duck eggs decreased at least this method was considered efficient because it continues to be continuous. From the data displayed, it can be concluded that the income of the duck egg business mr. mansur has decreased by 23.63% from the pre-pandemic period.

**Keywords:** group counseling, assertive practice, manners.

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### **INTRODUCTION**

Indonesia is one of the largest tropical and archipelagic countries in the world that has abundant potential for biological natural resources. The abundant diversity of biological natural resources includes agriculture, plantations, animal husbandry and fisheries. The abundance of biological natural resources, especially in the field of animal husbandry in Indonesia, must certainly continue to be improved and updated in terms of food conservation innovations. Food needs derived from livestock in Indonesia can currently be fulfilled and met, except for the need for beef which experiences a deficit every year.

At the beginning of 2020, precisely in March, world conditions were immediately tense with the emergence of the corona virus variant or Covid-19. The virus that makes people around the world instantly change the nature of the nature of human beings who are used to mingling and socializing into a society that must limit social activities. The Covid-19 pandemic that has hit the world has greatly disrupted the needs of the community, especially in terms of food availability, especially those from the livestock sector. The availability of food derived from livestock and agricultural products is a benchmark for economic development in Indonesia.

According to Dr. Susanawati, SP., MP from her article entitled Indonesia's Food Security in the Pandemic Period (2020) said that people's food security during the Covid-19 pandemic was slightly disrupted because the Government asked the public to carry out *social distancing* or with the term PSBB (Large-Scale Social Restrictions) which had an impact on food production, distribution, and consumption. During the pandemic, many sectors of the trading industry were affected by *social distancing*, resulting in a large reduction in employees which resulted in a decrease in people's purchasing power.

Therapid spread of the COVID-19 virus in Indonesia has become a national and even world pandemic, which is a challenge for small business actors or MSMEs to continue to be able to survive running their businesses. *Social distancing* causes people's mobility in distributing primary needs, especially the need for food, to be very limited. People's lifestyles that changed from those who had been socializing to limited resulted in people's demand as consumers also changing. The limitation of the community to carry out mobility has resulted

in changes and decreases in the price of primary needs products, especially food matters due to the lack of demand.

Labuhan Batu Village is one of the villages located in East Lampung where in the village there are several MSME business actors in the livestock sector, especially duck farming. In the early days, the spread of the COVID-19 virus, which was not yet massive, initially did not directly affect the laying duck farming business in Labuhan Batu village, East Lampung. Since the implementation of PPKM, the business of peternak ducks in Labuhan ratu village has suffered losses because the distribution of egg products has been hindered. The implementation of events such as weddings, ceremonies or celebrations of religious holidays, tasyakuran, birthday parties, learning and teaching and other gathering prohibitions have decreased the demand for duck eggs so that what is usually the egg taken by the collector once a week should be once every 10 days. This situation lasted for a long time so that it made breeders nervous in continuing their business. The covid-19 pandemic has changed a lot of economic order and social changes in people's lives, especially in the duck and duck egg business ventures..

According to Gillin and Gillin (1947) social change is a change that occurs due to changes in geographical conditions, material culture, population composition, ideology, as well as diffusion or new discoveries in society. With the social changes in the community due to the impact of the Covid-19 pandemic, the economic impact of the community has decreased. As stated by Stynes in Disbudpar Banten (2013: 20), economic impact is categorized into three indicators, namely *direct effect* which includes sales, job opportunities, tax revenue, and income level. Indirect effect, including changes in price levels, changes in the quality and quantity of goods and services, changes in property provision and tax variations, as well as social and environmental changes, Induced effects, namely household expenditures, and increased income.

The economy in the village of Labuhan Ratu Danau is actually still very dependent on the results of farming. Farmers generally wait a few months until the harvest season arrives, this is considered by Mr. Mansur to have less potential to increase income. Until finally one of the breeders named Mr. Mansur decided to increase income with the duck egg farming business. Mr. Mansy your has a large enough yard to be used as one of the supporting aspects for entrepreneurship. Located in a strategic place in the village of Labuhan Ratu sub-district way jepara lampung timur, the egg duck business owned by Mr. Mansy your is the right choice for the community and its surroundings to meet the community's needs for duck eggs.

In this business, Mansyur cooperates with duck or duck egg collectors to be delivered in various regions in Lampung Province, usually the collectors take eggs every weekend the eggs produced are not less than 60 to 80 trays. Tray is the name of the usual egg storage container made of plastic or kerdus with a capacity of 30 eggs. In one week, usually the livestock business of Mr. Mansy your can produce 87 trays or approximately 2,655 eggs from 500 ducks at a price of Rp. 1800 per grain with results reaching more than Rp. 1,462,500 every week. This is outside of purchases from the surrounding community which ranges from 10 to 50 grains per day at a price of 2000.

MSME players are the most important pillar in the Indonesian economy. The number of MSMEs in Indonesia is 64.19 million. 64.13 million of them are Micro, Small Business actors, which are very dominant around 99.92% of the entire business sector. The COVID-19 pandemic has had a devastating impact on MSMEs. According to the release of the Katadata Insight Center (KIC), the majority of MSMEs (82.9%) felt the negative impact of this pandemic and only a small part (5.9%) experienced positive growth. The results of a survey from several institutions such as data from BPS, Bappenas, and the World Bank show that this pandemic has caused many MSMEs to have difficulty paying off loans and paying electricity, gas, and employee salary bills. Some of them have to do layoffs. Other obstacles experienced by MSMEs include the difficulty of obtaining raw materials, capital, declining customers, distribution and production are hampered.

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**Our focus:**  
Social and Culture

**Our Scope:**  
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## METHOD

This research uses qualitative research methods based on the philosophy of *postpositivism*. According to Sugiyono (2013: 9) *Postpositivism* is a direct observation of the object to be studied. The location of this study is located in the village of Labuhan Ratu Lake Way Jepara East Lampung. Due to time constraints and the high spread of covid-19, researchers only took one informant of the resource person in this study, namely the owner of the largest duck farm in Labuhan Ratu Danau village. The data collection technique in this study was to use interview techniques, observation and documentation. Data analysis is carried out through several stages, including data collection, data reduction, data presentation, and drawing conclusions.

## RESULTS AND DISCUSSION

### *Result*

The beginning of Mr. Mansyur's establishment of a laying duck farming business was aimed at his heart's desire to make his parents happy, before starting this business, Mr. Mansyur worked as a foreign worker in Malaysia, it was considered that he would not always work in Malaysia. Mr. Mansyur aspires to create a business that can benefit the family and the surrounding environment, because it is known that the people of Labuhan Ratu village, Lake Way Jepara, are generally farmers with mediocre incomes. At the beginning of 2018, Mr. Mansyur decided to do a laying duck farming business because he saw the opportunity in this business, the availability of land and the ease of foraging were the drivers for him to do this business. In the initial process of his business, Mr. Mansyur had doubts and was judged that it would fail the surrounding community, because the cultivation of duck farming was a new thing to do in the village, and the community preferred and was comfortable as a farmer at the beginning of his business he tried to start this business by raising 100 ducks with a makeshift cage, within a period of 3 months because the value was successful then b Eliau decided to seriously develop this laying duck farming business and culminated in early 2019 his business experienced success until he had more than 500 laying ducks.

Before conducting the research, the researcher has contacted the relevant party in this case, namely Mr. Mansyur to conduct a wawancara to explain what steps were taken to survive during the Covid-19 Pandemic. In the meeting, the researcher asked 3 important questions to business owners, these questions were in accordance with the identification of the researcher's problem, namely as follows:

1. What are Mr. Mansur's steps to maintain the duck egg business during the Covid-19 Pandemic?
2. Is there a difference in duck egg business income before covid 19 and after covid 19?
3. What langkah was taken by mr. mansur to increase the income of duck eggs during the Covid-19 pandemic ?



Source : Personal Documents

**Figure 1.** Duck Cage

### Discussion

#### 1. What are Mr. Mansur's steps to maintain the duck egg business during the Covid-19 Pandemic?

The duck farming business has been started since 2018, and I have often experienced problems in this livestock business, I never thought of a pandemic that really hindered sales, hindered the growth of this livestock business," he said. According to Mr. Mansyur in the early days of the covid-19 pandemic, it did not have much effect on this business because the pandemic only affected big cities and his business in rural areas which tended to be safer from the spread of covid-19, because in this business it does not require so much. mobility. Changes in the marketing system of duck eggs began to be felt after the implementation of regional restrictions to the province of Lampung, especially in the district of East Lampung. In the context of handling COVID-19, the Government carried out a social distancing program in the community that forbade gatherings until there was a temporary closure of traditional markets, required to wear masks, prohibited celebratory events. This has disrupted the routine of picking up duck eggs, Mr. Mansyur, usually selling weekly to collectors, turning into monthly and even stopping completely. And he also used to sell it to the surrounding community for the purposes of celebration events, it was no longer possible, this made the toughest challenge for his business. With this condition, he decided that he had to try how to sell eggs without rotting at home because he needed income so that this business could survive during the covid-19 pandemic. From this incident, he learned to promote his duck egg business via WhatsApp or short messages to friends and local residents by delivering the order himself. To maintain his business he tried to contact and seek information from duck breeders from other areas, who might be able to help sell his duck eggs, this did not provide an answer to his problem, in fact other villages experienced the same thing as he felt.

During this pandemic, for rural areas such as where he still has many people who go out to work in the garden and there are still traveling vegetable sellers who trade every day, this is considered by Mr. Mansyur to be able to help his business, finally he decided to chat and offer cooperation to mothers who usually sell vegetables around on motorcycles or commonly called techsmiths. Initially, Mr. Mansur did not

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really hope that this could help sales problems. If viewed in terms of income, the price offered was lower than before the pandemic, which usually the price of eggs collected was around Rp.1,800. During this pandemic, the price of eggs decreased in the price range of up to Rp.1,500 per grain then he gave a price of Rp.1,500 to traveling traders and gave freedom to traveling traders to provide prices in the market. It turned out that the public response was very positive, even many people deliberately bought eggs through traveling merchants, finally he was more serious in cooperation with this traveling merchant, from this collaboration his business began to rise again running well. Mr. Mansur started doing poultry soup at stalls around the area with a system of being picked up by traveling vendors while leaving for the market.

**Table 1. The flow of sales of duck eggs**

Information	Agents and consumers
Before the pandemic	1. Collector 2. Society
After the pandemic	1. Collector 2. Society 3. Traveling merchants

Source: Interview Results

From the data above, it can be seen that Mr. Mansur in maintaining his business by multiplying sales and selling agents through traveling merchants is considered very efficient and can help in maintaining the duck farming business that he runs.

## 2. *Is there a difference in duck egg business income before covid 19 and after covid 19?*

The issue of income is obviously a difference," said Mr. Mansur. He explained that previously in this business, to get an income, it was quite easy to be able to wait for a leisurely sit back and drink at home waiting for the collector to come and wait for the residents' orders. After the pandemic, the collection of duck eggs by collectors is getting slower than the usual schedule, this must have affected income also because it was also hampered, where else the wife's needs were getting more and more "jokes of father Mansur". According to Mr. Mansur is more sad approaching the average day of Eid al-Fitr in the year 2020, collectors stopped taking eggs completely, the market is also at our close as entrepreneurs really feel distressed because the need for duck feed every day and the feeding is not there yet and now it is obligatory to sell the duck eggs we produce ourselves. For duck feed itself, it is actually not so difficult because there are many feed sellers and indeed the habit of buying one buy is quite a lot for a few months. But through this pandemic, I was really taught not to rely on humans because I would be disappointed, and through this pandemic it taught me as a duck entrepreneur to be diligent in trying and giving alms.

Mr. Mansur also explained that in his farm there are approximately 500 ducks, in a day that lay 375 ducks or 75% of the number of ducks and eggs are not taken until almost two months what do you want to be left rotten then I think how to prevent the eggs from rotting in vain- sia at least I got income even though it was not as big as before pandemic. My habit is to have a coffee every morning before feeding the ducks, I often see my mother selling vegetables around or commonly called bakul etek, then I talked about the problems I experienced and offered to cooperate with the khoir mother to leave duck eggs in her room to be confused every day. The deal we got me to sell eggs to khoir mothers the same as the market price of duck farmers selling collectors Rp. 1.500 per grain and khoir mothers are free to sell how much is important not to damage the market price with the condition that the eggs have been cleaned, usually if for laying duck eggs cleaning it is quite easy just by using a washcloth and packing it only with a neat

rope, it is different from the usual peking duck eggs for meat to sell how to clean it needs to be sandpapered.



Source: Personal Documents

Figure 2. Duck Egg Packing Activities

Table 2. The price of duck eggs

Information	Sum ( granules)	Agents and consumers	On-site pick up price
Before the pandemic	1	1. Collector	IDR 1800
		2. Society	IDR 2,000
After the pandemic	1	1. Collector	Rp1500
		2. Society	RP1,700
		3. Traveling Merchants	Rp1.500

Source: Interview Results

From the explanation and table data above, it can be seen that there is an influence of the Covid-19 pandemic on the laying duck business that he runs, the influence at the beginning of the pandemic income becomes longer received by mr. mansy your due to the slowing of egg retrieval by collectors and the second influence after the pandemic is increasing widely to Kabupaten L Eastern ampung and the implementation of PPKM duck business income has decreased which is clearly seen there is a decrease in the price of collectors which was previously 1,800 per grain to Rp.1,500 experienced a decrease of around Rp.300 per grain, and a decrease in the price sold to the community who took it directly before the pandemic Rp.2,000 per grain to Rp.1,700 after the Covid-19 pandemic.

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**Table 3. Duck egg income****The price of laying duck feed**

Information	Price	Heavy
1 sack	400.000	50 kg

How to calculate the income of duck eggs of mr. mansur as many as 500 heads Before and during the covid-19 pandemic.

Total expenses per day:

Known costs for a day of laying duck feed: 3.6 kg for 30 ducks

$400,000 : 50 = 8,000$  / kilogram

$3.6\text{kg} : 30 \text{ ducks} = 0.12$

$0.12 \times 8.000 = \text{Rp.}960$  duck cost per tail

$960 \times 500 \text{ ducks} = 480,000$

So the total cost for 500 ducks is Rp.480,000

Total revenue =

a. Before the pandemic

It is known that the price of grain eggs is Rp.1,800

Number of eggs produced per day = 75% of 500 heads = 375

$375 \times 1,800 \text{ grains} = 675,000$

$675,000 - 480,000 = 195,000$

So the income before the pandemic was 195,000 per day or 5,850,000 per month.

b. After the pandemic

It is known that the price of grain eggs is Rp.1500

So  $375 \times 1,500 = 562,500$

$562,500 - 480,000 = 82,500$

So the income during the pandemic is Rp.82,500 per day or 2,475,000 per month

So there was a decrease in revenue from before the pandemic of Rp.195,000 to

82,500 or by 23.63%

*Source: Interview Results*

### **3. What steps are taken by mr. mansur to increase the income of duck eggs during the Covid-19 pandemic?**

Personally, actually, during this pandemic, the main goal of mr. mansur is how this business is to survive and recover, not increase," said Mr. Mansur. Honestly, during this pandemic, I have not seriously thought about how to increase business because I think being able to survive can survive is something that I must be grateful for But if I continue to survive, there is no development When my goals and goals can be achieved, the first step I take to increase sales is mainly by maintaining the good relations of traveling merchants " said Mr. Mansur".

Mr. Mansur tried to attract traveling merchants from the village next door, namely mas Yusuf who used to sell also in this village, because I judged that previously the sales through Mrs. Khoir were quite good and the response of the community was positive, so I increased the addition of the Road through mas Yusuf Who knew it was an additional sustenance road for me. Personally, Mr. Mansur dared to entrust duck eggs to traveling merchants because I knew and knew who the trader was, at least I knew he was a good, responsible and legible person a. So that in the future there would be no problems in this cooperation. Syaalso wants the COVID-19 pandemic and new variants and their children to disappear soon in Indonesia, so that the economy can gradually recover. So that the schedule for picking duck eggs by collectors can operate normally again so that my previous income can recover as it was before the pandemic and definitely.

Actually, I hope that this business can develop into a business that can be imitated by the surrounding community, can create jobs, can become a job or a business that can produce something that can benefit my family and the community so that it can improve the economic level of the community. And if anyone wants to learn how to cultivate this business from me, start how to build this business, how is the cage system, how is the cooperation system to get the feed or how the sales system is, I'm ready," explained Mr. Mansur.

If they are really interested, want to learn and want to open this livestock business, I am happy to teach them the steps in this business, because for me the knowledge I share will be useful. when I can't help others materially I hope this knowledge can help them create businesses for them to develop or improve their economy. Actually, for sales, there have been suggestions to make sales through online applications, after I thought it was good too because now many people are using Android phones and have internet packages because when the pandemic spread, almost all schools required online learning (online) using good cellphones. in urban areas, at the district level and even in rural areas. So almost all students and parents use cellphones, I think that if it is supported by social media in the future, it will be even better, but for now I will focus on how the cooperation with the traveling merchants that I have created can hope to continue to grow. Another thing I want is, selling duck eggs to traders who need duck eggs such as herbalists, STMJ sellers or food stalls such as Tegal stalls (warteg) and Padang stalls, usually if we sell directly, it will be more expensive. In the future, if the COVID-19 pandemic and its new variants and their families are lost and destroyed from Indonesia, I hope that this business will continue to increase and run smoothly.

## CONCLUSION

The Covid-19 pandemic is a disease outbreak that has become a world pandemic which is still a big task for the health world. The impact of this pandemic is not only in the health sector but has an impact on other sectors such as the economy, education, and is even able to change the order of life and change people's lifestyles. The rapid spread of Covid-19 has also had an impact on community business income, not only the income of people in big city areas but also the income of rural communities including duck egg breeders in Labuhan Ratu village, Lake Wayjepara, East Lampung.

Efforts to contain the spread of this pandemic have made most areas apply a lockdown system so as to close the delivery of duck eggs out of the area, as an effort to anticipate the damage to duck eggs and maintain their duck egg business. By cooperating with mobile vegetable traders, even though it is not as smooth and as big as the income before the pandemic because the price of duck eggs has decreased, at least this method is considered efficient because it continues to be sustainable. From the data displayed, it can be concluded that the income of Mr. Mansur's duck egg business has decreased by 23.63% from the period before the pandemic.

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Vol. 4, No. 1,  
April 2022,  
pp. 337-345

e-ISSN:  
**2686-5009**

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