

# Profit of products processed from bamboos of the Forest of Mareje Bonga, Central Lombok, Indonesia

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**Abstract:** One of the non timber forest products (NTFPs) from Mareje Bonga Forest Area is bamboo. The bamboos are marketed in the form of baoo logs to several destinations, such as creaft centers. This study has the objectives of: identifying types of products processed from Mareje Bonga bamboo, both inside and outside the area; and propose strategies for developing the bamboo processing industry. The study benefits should reach all stakeholders of the Forest of Mareje Bonga, Central Lombok, Indonesia. This research uses a descriptive method, and conducted in the area of Marje Bonga Forest, Central Lombok, Indonesia. The unit of analysis is bamboo products. Data were obtained from relevant sources, including literatures, research reports, and the sorts. This study concludes that bamboos from the area of Mareje Bonga Forest are amarketed inside and outside the area. The bamboos are then processed into several bamboo products of high and low added values or profits. Inside the area of the forest, the higher profit was generated by large bucket. Outside the forest area, three bamboo products were promising for their profits, i.e. berugak, set bench, and lazy bench. There are more types of bamboo products and more profitable bamboo products outside the forest area than the inside. Therefore, it is justifiable to recommend developing more bamboo products outside the region than the inside, as also supported by high demand. The entrepreneurs need imptove their business capacities, such as management, technical aspect, marketing, and so fort.

**Keywords:** Bamboo, Bamboo product, Forest, Mareje Bonga, Profit.

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## 1. INTRODUCTION

Indonesia is one of the ten countries with the largest forests in the world, ranking ninth after Australia and Argentina. Ministry of Environment and Forestry (2020) reported that in 2019 the area of forested land reached 94.1 million hectares or 50.1% of the total land area. Indonesian forests also have very high economic potential, both from timber forest products and non-timber forest products (NTFPs). Minister of Forestry (2014) revealed that only 10% of timber forest products are utilized, while 90% are in the form of NTFPs which have not been managed optimally. NTFPs, which include vegetable and animal products other than timber, are very important in the transition from timber utilization to sustainable forest management, with strategic value for communities around the forest (Iqbal, 1993; Walter, 2001). Forests are natural resources with high economic, environmental and socio-cultural potential. WWF (2015) showed that community-based forest management in forest areas contributes to reducing poverty by 50%, increasing income from IDR 600,000 to IDR 2 million per capita per month on land area of 1.5-2 ha.

Utilization of forest resources, both timber and non-timber, must maintain their sustainability, especially to improve the welfare of local communities. Steps such as reforestation and forest rehabilitation are needed to ensure the sustainability of forest products. Minister of Forestry (2014) reported that the largest contribution of forest ecosystems to community welfare comes from NTFPs, which have not been managed optimally. Regency of Central Lombok (2013) emphasized the need for intensive management to increase contributions to the community's economy and the diversity of forest products that can be utilized by the community.

One area that has potential to be developed with various commodities, both timber and non-timber, is Mareje Bonga Forest Area which is located in the south of Central Lombok Regency. This area covers 14 villages in the three districts, including Praya Barat and Praya Barat Daya, and involves 7,468 forest farmers. In this area, NTFP commodities originating from the forest of Mareje Bonga have become the main source of livelihood for village communities (WWF, 2015).

In Mareje Bonga Forest Area, bamboo grows and develops naturally on the banks of rivers, on the slopes and valleys of the forest. They are very effective in dealing with erosion. Apart from ecological benefits, bamboo commodities also provide high value economic benefits. Bamboo shoots can be used as vegetables; and once it grows into timber it is used for various purposes, such as for building houses, building fences, roofs, stakes and various raw materials for crafts. However, bamboo commodities have not provided optimal benefits for society, especially for people who live in forest area.

Even though bamboo production in the Mereje Bonga area is quite abundant, to date there are still few processed products developed by the community. Some types of products available include house fences, stagers, stakes, *kecapil* (sort of hat), large baskets, and small baskets. If these products are further developed by the community, the potential economic value of bamboo can increase significantly. Anggita and Ilyas (2024) stated that processed bamboo is one of Indonesia's original works of art which has been developed from generation to generation as a source of income and livelihood for the people. Not many people know that bamboo can provide greater added value when it is managed optimally. Bamboo can be used as handicrafts in the form of quality woven products with economic value, but the products produced are still less creative and less variation so that the selling value and market demand are relatively low.

This study has the following objectives. Firstly, identifying types of products processed from Mareje Bonga bamboo, both inside and outside the area. Secondly, calculating profit from each bamboo product. Recommendations are provided as one of the benefits of this study. The study benefits should reach all stakeholders of the Forest of Mareje Bonga, Central Lombok, Indonesia/

## **2. RESEARCH METHODS**

This research uses a descriptive method, a method that aims to systematically and accurately analyze facts and characteristics regarding a particular population or field so that it can be easily understood and concluded (Azwar, 2014). The study was carried out in the period of July 2023 through to November 2024, focusing on the area of Marje Bonga Forest, Central Lombok, Indonesia. The unit of analysis for this research is bamboo product. At least three bamboo processors were interviewed for obtaining information on the product he/she made. The bamboo processors were from inside and outside the area of Mareje Bonga. They are identified through information provided by informants who know the channel of bamboo from its origin (Mareje Bonga Forest Area) through to final processed products. Sources of data in this research are primary and secondary data, while the types of data used in this research are qualitative and quantitative. Primary data were collected from the craftment through interviews. Secondary data were obtained from relevant sources, including literatures, research reports, and the sorts. The main variables in this study included number of bamboo logs (log), and product (unit). Collected data were analyzed accordingly, by applying the analyses of descriptive (Azwar, 2014) and profit (Damanik & Sasongko, 2015).

## **3. RESULTS AND DISCUSSIONS**

This section starts with presentation of bamboo types available from the area of Mareje Bonga Forest. This is continued with marketing of bamboo logs, so that places where bamboo logs are delivered are known. From those points, bamboos are processed into several bamboo products, and their profits are presented in the part of this section, before conclusions are drawn.

### **Types and quantities of bamboo in the forest area of Mareje Bonga**

Bamboo is a plant belonging to the order Gramineae, family Bambuseae, a family Bamboideae. Based on its growth, bamboo can be divided into two large groups, i.e. sympodial bamboo and monopodial bamboo. Sympodial bamboo grows in the form of clumps, each rhizome will only produce one bamboo stem, young bamboo grows around the old bamboo. Sympodial bamboo grows in tropical and subtropical areas, so only this type can be found in Indonesia. Monopodial bamboo develops with rhizomes that penetrate in various directions underground and emerge to the ground surface as individual stands of bamboo (Widjaja, 2001).

The bamboos in Mareje Bonga Forest Area are bamboo that has been around for a long time, for many years, without the initial point of its existence being known. Practically speaking, this bamboo already exists as a legacy from their ancestors. Thus, farmers who control existing bamboo plants do not cultivate bamboo from scratch, but only maintain existing bamboo, harvest it and let new bamboo emerge by itself from new shoots.

The types of bamboo in Mareje Bonga Forest Area are Galah bamboo (*Gigantochloa atter*), Aur (*Gigantochloa apus*), Gereng (*Bambusa vulgaris*), Bilok (*Gigantochloa ligulata*), Tali (*Gigantochloa apus*) and Tutul (*Bambusa maculata*). The bamboos grow without maintenance by farmers at that location. Without maintenance is meant as without fertilization, irrigation or other cultivation measures. Farmers only harvest existing bamboos, then allow the remaining bamboos to grow and develop again, so that bamboos can be available for sustainable production in the long term. All the types of bamboo from Mareje Bonga, are utilized for producing processed products.

### Development Strategies for Bamboo Processing Enterprises in the Mareje Bonga Area

This study identifies critical development strategies necessary to ensure the sustainability and growth of bamboo processing enterprises in the Mareje Bonga area. The findings emphasize the need for targeted strategies that will enhance profitability, improve operational capabilities, and support the socio-economic well-being of the local population involved in bamboo processing. The following development strategies are recommended:

#### 1. Prioritization of High-Profit Products

The findings highlight that *large bucket* products within the Mareje Bonga area and *berugak* products outside the area represent the most profitable bamboo products. As such, the primary development strategy should focus on increasing the production of these two items. Concentrating efforts on these products will enable enterprises to meet market demands, ensure economic viability, and improve the livelihood of entrepreneurs dependent on bamboo processing.

#### 2. Capacity Building of Entrepreneur

Another key development strategy is to enhance the capacity of bamboo processing entrepreneurs by addressing the following areas:

**Management Skills:** Strengthening business management practices to optimize production and marketing activities.

**Technical Expertise:** Developing technical skills related to bamboo processing to ensure better product quality and operational efficiency.

**Marketing Strategy:** Improving knowledge and implementation of marketing strategies to expand the market reach and attract diverse consumer groups.

Building these capabilities will foster innovation, operational sustainability, and improved performance of bamboo enterprises in the long term.

#### 3. Adoption of Sustainable and Professional Business Practices

There is a pressing need to shift from current informal practices to more sustainable and professional business operations. This includes efficient resource utilization, consistent production standards, and sound financial management. Adopting such business models will enable these enterprises to remain competitive and resilient in the face of market challenges.

#### 4. Optimization of Marketing Channels

Effective marketing strategies are essential for the successful distribution of bamboo products. Findings from this study indicate the importance of optimizing both local and external marketing channels. Strengthening these channels will ensure that bamboo products reach consumers in local markets and beyond, thus satisfying demand while creating sustainable revenue streams for producers.

### 4. CONCLUSION AND RECOMMENDATION

This study concludes that bamboos from the area of Mareje Bonga Forest are marketed inside and outside the area. The bamboos are then processed into several bamboo products of high and low added values or profits. Inside the area of the forest, the higher profit was generated by large bucket. Outside the forest area, three bamboo products were promising for their profits, i.e. berugak, set bench, and lazy bench. There are more types of bamboo products and more profitable bamboo products outside the forest area than the inside. Therefore, it is justifiable to recommend developing more bamboo products outside the region than the inside, as also supported by high demand. The entrepreneurs need improve their business capacities, such as management, technical aspect, marketing, and so fort.

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