

Rational Choice in Transfer of Agricultural Commodities the People of Terusan Raya Barat Village, Bataguh District, Kapuas Regency, Central Kalimantan

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Abstract: *This study aims to understand the rational choice in the transfer of agricultural commodities, namely rice farmers to sengon farmers in Terusan Raya Barat Village, Bataguh District, Kapuas Regency. The paradigm in this study uses the social definition paradigm, with a qualitative approach and a type of case study research. Data collection techniques used in this dissertation research are observation, interviews and documentation. The data analysis used is the analysis of Miles, Huberman and Saldana, namely data condensation, data modeling and drawing/verifying conclusions. The results showed that there was a lack of farmers' trust in rice commodities due to frequent failures in farming caused by several factors such as plant pest attacks, high tide conditions that soaked the rice fields of farmers which damaged rice, fertilizers that were not purchased because they were think it still feels expensive and even the shadow of fear that the rice harvest will fail means that the fertilizer distributed by the government is left unattended. In addition to farmers' lack of trust in rice commodities, there are also economic considerations as additional income. Social factors such as the age factor that is no longer young for farmers makes them unable to work optimally in rice farming so that it becomes a driving factor for rice farmers to switch to sengon farmers, because sengon cultivation is considered easy in terms of maintenance and not as routine as rice farming . Cultural factors such as migrating out of the village, either because of school, looking for work in other sectors or joining because the husband goes to the city so that a family lacks the human resources that have helped rice farming. Furthermore, environmental factors such as the existence of sengon sales transactions that were heard and witnessed by farmers made other farmers also follow in the footsteps of other farmers. This means that the greater the environmental influence that is obtained by the farmer, the greater the influence on the rational choices taken by the farmer. In addition to the influence of the environment, the convenience factor in farming also influences farmers in making decisions.*

Keywords: *Rational choice, Agricultural commodities, Rice farmers, Sengon farmers.*

1. INTRODUCTION

Indonesia has the status of a developing country that is rich in potential natural resources and is known as an agrarian country where most of the population depends on the agricultural sector for their livelihood. In Indonesia, the agricultural sector is experiencing very rapid growth, namely 1.84% from year to year in 2021 and its share of the national economy is 13.28%. In the second quarter of 2022, the agricultural sector then showed consistency with positive growth of 1.37 percent (year-on-year) and contributed 12.98 percent of the economy. This positive development also helped maintain the welfare of farmers, with the highest NTP of 109.29 in March 2022, while the NTP was 104.25 in July 2022. (Limanseto, 2022)

A very serious threat to the agricultural sector according to the Minister of Agriculture Syahrul Yasin Limpo is the transfer of functions of agricultural land to non-agriculture which results in reduced quantity of agricultural land and has an impact on reduced productivity, so that local governments play a very important role in preventing land conversion and making double efforts to raise awareness farmers on the issue of conversion of agricultural land. (Stella, 2020).

In a presentation in the online media outlet liputan6.com on July 19 2020, Ms. Sunarti, a head of an agency that handles food issues, namely the TPHP (Food Crops, Horticulture and Livestock Services of Central Kalimantan), stated that agricultural land in the Central Kalimantan region is decreasing. According to Mrs. Sunati, in 2017, the standard paddy field area in Central Kalimantan Province reached more than 200,000 hectares. Then it decreased to around 186,000 hectares in 2018 until it decreased to around 136,000 hectares in 2019. This is because some agricultural land in Central Kalimantan has been converted into other commodities such as oil palm and sengon plantations. (Maris, 2020)

Sunarti further said that the problem of changes in land use change is the domain of the district/city government because she wants all districts/cities in Central Kalimantan to have a regulation that regulates land for sustainable food agriculture (LP2B) because this regulation has many functions, namely being one of the conditions for obtaining Special Allocation Fund (DAK) for business roads for farmers. (ANTARA News, 2020)

The Governor of Central Kalimantan, Sugianto Sabran, has also conveyed to all the Regents and Mayors of Central Kalimantan that there is no transfer of function from existing land, namely agricultural land to non-agricultural land, because Pulang Pisau Regency and Kapuas Regency are land used by the central government for food estate areas, so that it can increase. again from time to time.

In addition, Sarwo Edhy, as the Director General of Agricultural Facilities and Infrastructure at the Ministry of Agriculture, also said that the Ministry of Agriculture fully supports the local government's efforts to overcome the problem of land conversion. This is because the Ministry of Agriculture is pushing for a national food security campaign, which means high productivity is needed so that Indonesia can achieve food independence, especially during the Covid-19 pandemic. (Maris, 2020)

Farmers play a very important role in the utilization of agricultural land. Among other things, he plays a role in the decision whether to keep his farm, divide his farm with other crops, or convert his farm to non-agricultural activities entirely.

Farmers certainly know the functions and benefits of agricultural land, but not all farmers know about the multifunctionality of agricultural land, such as a source of livelihood or income, as an absorber of labor, family consumption, supporting the economy, supporting national food security so that conditions like this can lead to farmer behavior. which tends to ignore other functions besides the functions that farmers know. (Irawan, 2006)

One of the programs of the Kapuas Regency Government is to make Kapuas Regency the largest rice producer in Central Kalimantan and in realizing Kapuas Regency to be the largest rice producer in Central Kalimantan, of course there must be support from all levels of society who own agricultural land and the Kapuas Regency government, this is because the farming community is one of the important actors or government partners in achieving the goals of the Kapuas Regency government, so that farmers are government partners and therefore there must be mutual support between one another because without support from the government or the community, then, the ideals of the Regency Kapuas to become the largest rice producer in Central Kalimantan will not succeed.

The form of support from the Kapuas Regency government to the community is by providing and adding new agricultural land in several sub-districts that have the potential for rice crops, one of which is the West Terusan Raya Village, Bataguh District, Kapuas Regency and also providing an understanding to the community of the importance of paddy fields, especially as a buffer for food security in the region and in Indonesia in general.

This village is one of several villages that were made by the Kapuas Regency government as a rice producer, but now in this village there are several paddy fields which are used as other commodity land by the farming community, including the sengon plant commodity which is considered by the farming community as a plant that is quite promising in terms of rice production economic matters.

The shift of agricultural commodities from paddy to sengon in the West Terusan Raya Village is an event that certainly has a huge impact on the lives of rice farmers. The shift in agricultural commodities from rice to sengon certainly also affects various aspects of farmers' lives as a whole, including changes in livelihoods, where rice farmers who previously relied on rice farming as their main livelihood, experience changes in the way of earning a living. This means that they have to switch and learn how to farm and manage sengon as their new commodity. This of course requires an adaptation and adjustment to techniques and knowledge that are different from what they were previously familiar with.

In addition to changes in livelihoods, the following impact can also affect their income and economic welfare, because rice is generally a commodity that has a relatively short planting cycle. However, when switching to sengon, farmers will experience differences in income patterns. Sengon requires a longer time to grow before it can be harvested or sold. This means that, in the short term, they may face economic constraints because they do not get the income as quickly as they get from paddy. But on the other hand, sengon can be a more stable and sustainable source of income in the long run when they reach the maturity stage.

The shift from rice to sengon can also have an impact on the environment and natural resources. For example, if there is an area of land that was previously used for rice farming and then switches to sengon plantations, this can affect the sustainability of the local environment. Water use and soil nutrients can differ between the two types of crops, which can lead to changes in soil quality and fertility. For farmers who have large and many paddy fields in different locations, of course there will not be many problems that arise, because they can convert only part of their land to be used as sengon plantations. Unlike the case with farmers who only have one relatively small plot of land, of course this can cause unexpected problems such as land fires.

Besides that, there is also a social impact, namely this shift in commodities can also have an impact on the social structure of farming communities. The life of rice farmers who have been tied to agricultural patterns for centuries can change with this change. This shift may lead to migration of farmers or changes in the employment patterns of family members, as it affects the way they access resources and earn a living.

Sengon plants as an alternative choice of the farming community in the Terusan Raya Barat Village are considered the right choice by them, because sengon plants are fast wood-producing plants, sengon are plants that grow fast and can be harvested at a young age, four to five years. Sengon plants have very good prospects, sengon plants are not only in demand from within the country but abroad. Sengon wood is used as a building material, home furnishings, paper and even as a plywood material.

The advantages of sengon wood include that it is the result of the community's own cultivation and not the result of encroaching on the forest which can cause forests to become denuded and can have an impact on the environment, so that industry players really appreciate wood products planted by the community and forests that are not cut down which will have an impact on the global climate. Currently, sengon wood is a *prima donna* native to Indonesia and is proud to be able to enter the global market, so that industries that use natural wood are starting to switch to sengon wood. This study aims to understand the rational choice in the transfer of agricultural commodities, namely rice farmers to sengon farmers in Terusan Raya Barat Village, Bataguh District, Kapuas Regency.

2. LIERATURE REVIEW

Research illustrates that significantly the factors influencing the formation of the conversion of rice land use into oil palm plantations by farmers in the first Banyuasin District, Tanjung Lago District, namely the income factor, the cost factor of production and education, where the income factor and the cost of production influence towards positive otherwise education affects in a negative direction. Second, recommendations based on SWOT analysis, namely 1). Determine the area of paddy fields for food crops in each village in the Tanjung Lago area, accompanied by socialization activities regarding the provisions for the conversion of land use, 2). Carry out revisions to the reclamation of swamp lanes in Tanjung Lago and urge farmer groups to manage a network of swamp reclamation areas. (Fitriyana, 2018).

Furthermore, research conducted by Jawawi, Sanggar Kanto, Darsono Wisadirana in the *Wacana Journal* Vol 19 No. 4 (2016) concerning the exact factors of the conversion of agricultural land and its impact on the welfare of farmers in Jatirejo, Mojokerto Regency. The research results illustrate that almost a third of the farmers, namely 27 people or 31.0% of the farmers, have changed land functions. Various internal, external and political factors simultaneously affect land conversion by 67.9%. The variables that have the greatest influence on the occurrence of conversion of agricultural land in the Jatirejo area are land productivity and also the presence of irrigation canals. The mean welfare of the farmers in Jatirejo is 87.41 ± 6.69 , with a minimum score of 59 and a maximum score of 105, and it is known that 59 people or 67.8% farm based on their level of welfare being vulnerable to poverty. Poverty risk categories. Logistic regression testing concluded that land conversion has an impact on the welfare of farmers by 9.6% in Jatirejo District. (Jawawi, 2016).

Research conducted by Sri Rejeki in his journal sociological analysis in October 2019 concerning the rational choices of poor farmers during the famine season, the results of the research stated that the factors that cause poverty include cultural or cultural and structural factors. Cultural factors include low levels of education, lack of human resources, lack of job diversity, and low motivation to excel. On the other hand structural factors such as lack of job opportunities and inequality in aid.

On the other hand, in this case, the community adopted a strategy that enabled poor farmers to survive in a season where there was a shortage of food, namely by looking for wood as fuel from the forest, taking loans, and moving places. This was all done because in the dry season agriculture could not be used optimally, so they looked for other ways to survive and continue their lives. (Fortunate, 2019).

Subsequent research conducted by Yanti Nurmalasari and Ruly Awidiyantini in the National Conference Proceedings of Agriculture entitled Farmers' decisions in converting tobacco plants to vegetable crops, took a case study in Pengantenan District, Pamekasan Regency in 2019. The results showed that there were 3 (three) The first aspect that influences farmers in converting tobacco plants to vegetable crops is the profit difference between tobacco farming and chili farming with a significance level of 0.004. The second is the economic factor or family income and the third is the condition of the farmer's land. (Nurmalasari & Awidiyantini, 2019)

Furthermore, research conducted by Fajri Rahman which was published in the Conference Proceeding International (IIFFS) Andalas University in 2015 entitled From Selong to Sengon: Agricultural Transformation in the Java Mountains Community, the research results showed that the cause of society changing to sengon was due to several factors that occurred in the the community itself is the first to be pressured by population, or external factors such as market mechanisms and government intervention. (Rahman Fajri, 2015).

Furthermore, the study conducted by Heru Dwi R., Susi. A, and Ragil. The study of Sengon as a tree with economic and environmental value illustrates that it benefits from a large economic value and a healthy environment. If the price of sengong with an average diameter of 15 cm is $\pm 150,000$ rupiah, it is estimated that forest farmers in the community will receive an additional income of \pm .month. 600,000 rupiah per month and within 6 years for 41,250,000 million rupiah. As the existing sengon trees age, the reduction in CO2 emissions increases from 24,841 tons/ha in 1 year to 371,891 tons/ha in 8 years. (Heru Dwi R., 2009).

Furthermore Hastuty, S. (2018). Identification of factors driving the conversion of agricultural land. Proceedings, National Seminar 3(1). Cokrominoto University of Palopo research findings suggest that changes in agricultural land use are a fairly common phenomenon in Indonesia today. Land use change, namely land conversion, is a change in part or in whole of the operation of a land area from the original intended use to another use purpose. Based on statistical data from Angkona Regency, the area of cocoa plantations in the last five years has decreased because farmers have converted their land into paddy fields.

The results of this study also show that factors that encourage farmers to change land include production factors (yields), infrastructure factors (adequacy of irrigation), economic factors (price stability), and cultivation factors (pest and disease attacks). (Hastuty, 2017).

Kalsum, K. (2021). The title of the research from Farmers to Fishermen: The Rational Choices of the Bungku People. The results of the study show that the community takes a stand due to insufficient

economic factors. Especially when viewed from the farmers' livelihood, the plants they plant are long-lived and some still don't have land for gardening. This makes the community consider fishing as their main occupation. Seasonal fluctuations are also part of the factor preventing a decline in revenue. (Social and Cultural et al., 2021).

Research by Daulay, A. R., et al. 2016 concerning Analysis of the factors causing the conversion of paddy fields to oil palm in East Tanjung Jabung Regency. The results of the study show that the incompatibility of development policies is caused by a change in regional leadership whose mission is not integrated with the previous agricultural development program, and differences in land rent, where income from paddy fields is much lower than income from palm oil in the same area. Implementation challenges are serious, namely inadequate regulations, weak coordination between relevant government agencies and limited development resources. (Daulay, 2016)

Aryiansyah, Murdy, 2021 regarding the factors that encourage the conversion of paddy fields in the rice production center area of East Tanjung Jabung Regency. The results of the study show that economic, socio-cultural, environmental, technical and government policy factors jointly affect the transformation of paddy fields in the rice planting center area of East Tanjung Jabung Regency. Although some are only economic factors and government policy factors that influence the transformation of paddy fields in the rice planting center area of East Tanjung Jabung Regency. (Arviansyah & Murdy, 2021).

3. METHODOLOGY

The paradigm used in this study is the social definition paradigm, a method used to study the various types of problems studied. This paradigm is a very specific aspect of Max Weber, namely his analysis of social action. The purpose of social action here is individual action as long as the action has subjective meaning or meaning for him and is directed to the actions of others. But on the other hand, individual actions directed at inanimate objects or exclusively at physical objects are inseparable from the actions of others. (Ritzer, 2016)

Weber definitively stated that sociology is a science that tries to interpret and understand (interpret and understand) social activities and social relations to arrive at a causal explanation. There are two main concepts of this definition, the first is social action and the second is interpretation and understanding which explains the concept of social action.

According to Weber, the intended social action is a real action aimed at other people, mental or subjective in nature, which can arise due to the positive influence of certain situations, or actions that are intentionally repeated as a result of the influence of similar situations or in the form of passive acceptance in certain situations. (Ritzer, 2016).

A qualitative approach is an approach in which the data is explained in the form of sentences, words and also pictures, in other words the purpose of this research is to explain the rational choices of farmers in transferring agricultural commodities from rice farmers to sengon farmers in Terusan Raya Village, Bataguh District, Kapuas Regency.

Considerations for choosing Qualitative Research. First, in qualitative terms, researchers are tools as data collectors and are also assisted by other people in completing data in this field. Both qualitatives are easy to use when dealing directly with multiple realities. Third, it directly represents the nature of communication between a researcher and an informant, thereby making the researcher-informant more friendly and the data obtained in the field more comprehensive. Fourth, this method is more sensitive and adaptive to various conditions in the field.

The type of research taken is a case study. Case studies allow researchers to explore real contemporary finite systems (cases) or disparate finite systems (multiple cases) through detailed and in-depth data collection covering multiple sources of information (observations, interviews, audiovisual materials, various documents and reports).

Case studies in qualitative research can be distinguished by the size of the case boundaries. For example, is the case related to an individual, multiple individuals, a group, a larger program, or a variety of activities. (Creswell, 2015). A single instrumental case study was used as a type in this study. According to Stake (Creswell, 2015), in a single instrument study, the researcher focuses on a question or problem and selects a number of cases to describe that problem.

This case study is consistent with its nature which emphasizes the completeness and depth of the research subject. In case studies there are single case studies, multiple case studies, and comparative case studies. In this case, the researcher chose a case study in the West Terusan Raya village.

Data analysis technique. According to Miles, Huberman and Saldana in *Qualitative Data Analysis* (Miles et al., 2018), there are three types of activities in qualitative data analysis, namely: Condensation, Data Display, and Drawing and Verifying Conclusions.

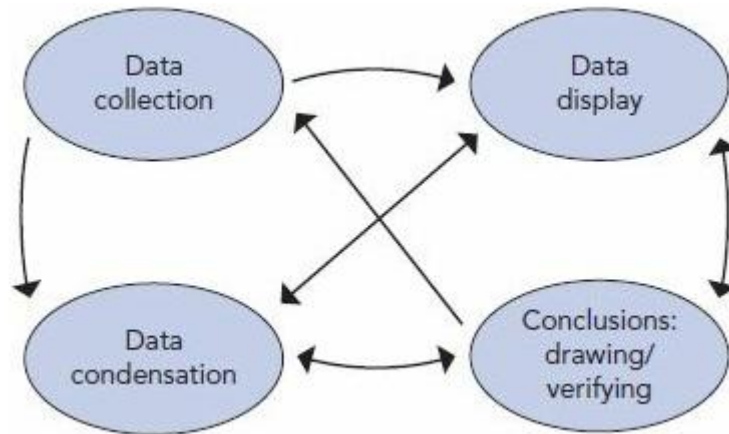


Figure1.

Miles, M. B., & Huberman, A. M., Saldana J. (2014). *Qualitative data analysis: A Methods sourcebook*

4. RESEARCH RESULTS AND DISCUSSION

A. The Process of Transfer of Agricultural Commodities from Rice Farmers to Sengon Farmers in Terusan Raya Barat Village, Bataguh District, Kapuas Regency

1. The Phase of Lack of Confidence of Farmers with Rice Plants

Terusan Raya Barat Barat Village, Bataguh District, Kapuas Regency is a village in Bataguh District, most of the population works in agriculture with the subsector being food crops. However, over time, many of the farmers have slowly shifted their agricultural commodities from rice to sengon, coconut and oil palm with various kinds of considerations taken by the farmers. Both those who transferred all the paddy fields owned by farmers or only part of the land they owned. This is as stated by the research subject named Asmuni, he is one of the elders and who is considered qualified in the field of religion so that whatever he conveys is always heard by the people in Terusan Raya Barat Village, Bataguh District, Kapuas Regency.

From the description of the research subject above, which was obtained from the results of interviews, it was stated that rice harvests often fail due to rice pests which have been enemies for rice farmers such as rice bugs, rats and tidal factors which when the tide is high or high also results in crop failure. for rice farmers so that it becomes one of the causes or reasons for farmers to look for other alternatives in order to continue their family's survival.

From the narrative of the second research subject above, it is the same as what was conveyed by the first research subject, namely the frequent failure of the rice harvest due to several things such as natural factors in the form of tides that drown the paddy fields so that the rice becomes damaged, this makes farmers look for alternatives. others to overcome the problems that occur so that they can continue to support the survival of their families, which previously only relied on paddy fields that produce rice for consumption by the family.

If you look at the data from BMKG in the form of a map of the distribution of faults and faults, then the location of Kapuas Regency is indeed not in an inactive collision or fault zone, which means that the area of Kapuas Regency is not at risk of natural disasters such as earthquakes and eruptions from volcanoes. fiery. However, when viewed from the physiographical aspect, the possibility of a disaster that could occur in the Kapuas Regency area is a disaster in the form of flooding due to high tides, coastal erosion and abrasion, as well as disasters that often occur, namely peat fires.

From the results of interviews conveyed by Gunawan to researchers, it was illustrated that the lack of money to buy subsidized fertilizers and the effect of high tides that soaked his paddy fields caused crop failures because the rice became damaged, thereby reducing his confidence in growing rice. This is what made him think of looking for other alternatives such as planting sengon so that the existing land is not neglected or not used.

From the information the research subject above said that he prefers not to farm rice first due to several things such as frequent crop failures because they are damaged or eaten by stink bugs and also rats especially when the tide comes which is very deep and high which causes damage to the existing rice.

The results of the interviews inform that often crop failures are caused by plant pests such as walang sangit insects, rats which often attack rice from farmers so that farmers think about switching agricultural commodities with other commodities, but in deciding which commodity to take also full of considerations such as oil palm plantations with land that is not too large which makes it impossible for farmers to plant oil palm, coconuts are also often disturbed by a herd of monkeys, so the decision taken is sengon plants which are relatively easy to care for, they said, but sengon plants are also what needs to be watched out for is fire attacks due to peatland fires as happened a few years ago as in 2015.

Rice farmers prefer to plant sengon and coconut as their commodity of choice even though sengon and coconut also have almost the same problems, namely monkeys and peatland fires that can destroy both sengon and coconut cultivated by farmers.



Figure2.

In the picture above, it can be seen that the abandoned fertilizer and lime were not taken by the farmers in West Terusan Raya Village, Bataguh District, Kapuas Regency because of their lack of trust in the existing rice commodities. From all the research results in the form of interviews obtained from ten research subjects, the majority of research subjects stated that problems such as locust pest attacks, rat attacks, high tide conditions that submerged the entire rice field, besides that attacks from monkey herds were often This occurs because the habitat of these monkeys has been lost either due to widening of the oil palm area by the company or due to peatland fires which often occur when the dry season has arrived.

Farmers have also anticipated other pest attacks such as rat attacks in various ways such as protecting areas that become rice fields with plastic, covering them with tarpaulin and even using zinc. many of them divert their agricultural commodities to other commodities, one of which is sengon cultivation.

B. Phase of Substitution Decision Making from Paddy to Sengon

The decision-making process is a method in order to collect various kinds of existing information, assess alternatives, and determine the final choice with the aim of making the best decision. In the process of making or making a decision, of course someone has gone through certain processes to

make decisions such as understanding problems or identifying existing problems, analyzing existing phenomena or problems then developing various kinds of alternatives for a choice and evaluating various kinds of alternative choices. those who have just made a decision as the final choice which he thinks is more appropriate or rational to take.

From what Pak Asmuni's wife said above, information was obtained that in order to survive in everyday life, they rely on yields from paddy fields that are lent to other people. From the results that can be in the form of rice yields or it can also be in the form of money, besides that also remittances in the form of money can also be received from their children in addition to buying their daily needs.

In the midst of a relaxed conversation between the researcher and the research subject, the researcher was invited to see his sengon cultivation on foot which is indeed not far from where they live. From the results of observations made by researchers in the field, it can be seen that sengon trees are quite shady which are planted on balurans or mounds between former rice plants as shown in the image below



Figure3.

Furthermore, the second research subject, namely Mrs. Mastan, when the researcher entered her house which is located on the bank of the river, you can also see on the right and left of this mother's house a lot of sengon trees, then this mother told her that the sengon plants next to her house belonged to her. his neighbour. Then this woman also said that they also owned some land which used to be paddy fields but some of that land is now used as land for cultivating sengon plants.

Based on the results of interviews obtained from the research subject above named Mrs. Mastan that planting sengon is a choice taken from various existing options as a source of additional income to meet the needs of his family, besides that selling sengon trees will be considered sufficient. easy and there is already a company in the neighboring district that is ready to accommodate the existing community's sengon cultivation results, so this is also the impetus to plant their rice fields with sengon trees.

Besides that, sengon cultivation has very good and promising prospects both now and in the future, this can be seen from the number of farmers who have succeeded in selling their sengon trees to others with transactions that are quite large enough so that it is very interesting to be followed in their footsteps. other farmers. This can also be seen from the results of observations in the village of Terusan Raya Barat, Pulang Pisau district, where farmers can see former paddy fields planted with sengon trees.

Based on the research results obtained in the field in the form of observations, interviews and documentation in the field, there are findings that will be analyzed and discussed. The analysis process focuses on predetermined assumptions of the theory, namely rational choice theory. The function of this theory is as an analytical tool in looking at various kinds of phenomena that occur in the Village of Terusan Raya Barat, Bataguh District, Kapuas Regency.

The process of discussion in this chapter implies an attempt to reveal existing phenomena both in paradigmatic, theoretical and empirical terms. The use of rational choice theory as the main theory in this research is believed to be able to reveal the phenomenon of rational choice in the transfer of agricultural commodities from rice farmers to sengon in West Terusan Raya Village, Bataguh District, Kapuas Regency.

This rational choice theory serves as a tool for researchers to understand various kinds of phenomena that exist in West Terusan Raya Village, Bataguh District, Kapuas Regency in the transfer of agricultural commodities from rice to sengon. In rational choice theory, an actor plays a very important role in making a choice or an action. A choice or action taken by someone in a choice that is considered rational for them in living life is a choice that has certain goals with full consideration, which before making this choice starts from various kinds of information received by them before determining or making choices that are considered rational in order to survive and continue life for themselves and their families in the midst of increasing daily needs. Meanwhile, paddy fields are a resource that they have, although not all of the paddy fields owned by farmers in Terusan Raya Barat Village, Bataguh District, Kapuas Regency have a large size, and are located in several locations so that every action or choice made by each of them Farmers will of course be different.

These choices may vary and vary from one farmer to another, depending on the desires and goals to be achieved. They will certainly be faced with various kinds of choices for utilizing their agricultural land, such as the desire to continue planting rice, planted with fruits, various vegetables, coconut and oil palm, but the farmers in the West Terusan Raya Village, Kapuas Regency prefer cultivation. sengon trees as an alternative as an agricultural commodity even though the harvest can be up to 4 or 5 years

This makes the choice taken for various reasons and also careful consideration, namely from the lack of trust of rice farmers in existing rice commodities due to frequent failures during good harvests due to attacks by plant pests in the form of stink bugs, rats and even due to natural factors such as water. The tides were so high that they submerged all of the rice fields. That reason is what later becomes a consideration for farmers to look for alternatives by utilizing their land by planting sengon. although there were some people who suggested that the existing agricultural land be planted with other crops such as coconut, oil palm whose yields were also not inferior to sengon, sengon was the choice and was considered reasonable for farmers in Terusan Raya Barat Village, Bataguh District, Kapuas. But sometimes also that the choice is considered irrational for others. In accordance with the concept of rational choice theory James S. Coleman which states that in real life, people do not always act rationally. Everyone has their own mindset in taking action. The results of these actions may be irrational or unreasonable for some people, but for someone who makes a decision or choice that has been chosen, it is certain that the results of previous considerations and calculations are considered so that the choice is considered rational.

This choice is considered the most rational because farmers are no longer faced with various kinds of speculation whether their rice yields will be successful or not. While sengon commodities are considered easier in terms of maintenance, sales, nurseries either by buying or growing or sowing the sengon seeds yourself. However, what sengon farmers need to watch out for when the dry season hits is the occurrence of peatland fires which often occur in Central Kalimantan, both due to drought and the hot sun causing peatland fires to occur, like the impact that has also been experienced by the residents of Terusan Raya Barat Village. Bataguh District, Kapuas Regency, as experienced by a sengon farmer who said that the sengon plants he cultivated were almost completely devoured by fire because the peat land fires also almost spread to local residents' settlements.

In the process of making the decision to switch rice to sengon commodities, it is also not instantaneous, but through various processes that have been passed and the driving factors. Economic factors as additional income are often the reason or encouragement for farmers to make choices in planting sengon, bearing in mind the frequent failures in rice farming so that the desire arises that the existing land can be used optimally by planting sengon and continue to produce for their lives.

5. CONCLUSION

Contains answers to research questions conducted, namely how to make rational choices in the transfer of agricultural commodities, namely rice farmers to sengon farmers in West Terusan Raya Village, Bataguh District, Kapuas Regency. The choices made by farmers can of course differ from one another depending on several conditions of each farmer, including the following.

There is a lack of farmers' trust in rice commodities due to frequent failures in farming caused by several factors such as attacks by plant pests in the form of stink bugs, rats, high tide conditions that soak the rice fields of the farmers which make the rice damaged, in addition to the fertilizers used they are not bought because they are still considered expensive and even the shadow of fear that the rice harvest will fail causes the fertilizer distributed by the government to be left unattended.

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