

**ORIGINAL RESEARCH ARTICLE****OPEN ACCESS*****ANALYSIS INCOME OF OYSTER MUSHROOM PRODUCTION IN FATUQUERO VILLAGE POST ADMINISTRATIVE RAILACO ERMERA MUNICIPALITY****<sup>1</sup>Leopoldino Vasco Martins, <sup>2</sup>Xisto Martins, <sup>3</sup>Claudino Ninas Nabais**1 Researcher, Graduate Program for Master Degree UNPAZ, Master of Agriculture Science (M.Agr.)**2 Adviser & Dean Forestry Faculty UNPAZ**3 Adviser & Lecturer of Agriculture Technology Faculty UNPAZ***ABSTRACT****ARTICLE INFO**

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Forests are natural resources that can be utilized for human welfare because they can contribute quite a lot of natural products to the country. Apart from that, forests can be used by communities around the forest as a source of meeting their daily needs, both in the form of wood and non-wood. Therefore, one of the benefits of non-timber forest products is white oyster mushrooms which usually grow in the rainy season from rotten wood so that the community makes materials in the form of sawdust and uses agricultural waste as an alternative material for the growth and production of good quality white oyster mushrooms. Oyster mushrooms have a fairly high vegetable protein content, comparable carbohydrates, and a lower fat content than meat but have an economical price like other vegetables. The development of mushroom agribusiness has greatly encouraged mushroom farming in Ermera, both the development of the types of mushrooms consumed and the development of cultivation which has encouraged the expansion of production land. The interesting thing about mushroom cultivation is the bright economic aspect because it does not require large areas of land, the growing medium is agricultural industry waste which is easy to obtain and the production results are also able to compete with other agricultural commodities. The objective of this research is to know about the motivation of producers for the production of white oyster (*Pleurotus ostreatus*), the investment cost of producers for production and the company's inputs and outputs for production. The methodology used in this practice is the descriptive analysis method such as observation conducted directly to collect data in the field, interview is the method of data collection in the form of a list of questions according to systematic, documentation method as a technique of data collection through primary data and secondary data appointment with documents. Through the results of the summary of primary data shows that in the period of mushroom production in 2018-2023 obtained very significant results with its budget balance of \$ 12,500, and the period of 2019, \$ 7,500.00, Period 2020 with the amount of \$ 2,000, Period \$ 2021. 4,186.00, Period 2022 \$ 43,325.00 and finally the period 2023 with its budget balance \$ 1,159.10. which means that R/C values greater than >1 are favorable tree breeding activities for the Fatuquero community.

**Keywords: White Mushroom, Yield and Production**

## INTRODUCTION

Forests are natural resources that can be utilized for human welfare because they can contribute quite a lot of natural products to the country. Apart from that, forests can be used by communities around the forest as a source of meeting their daily needs, both in the form of wood and non-wood. Therefore, one of the benefits of non-timber forest products is white oyster mushrooms which usually grow in the rainy season from rotten wood so that the community makes materials in the form of sawdust and uses agricultural waste as an alternative material for the growth and production of good quality white oyster mushrooms. Fungi are plants that do not contain chlorophyll which are often found in nature. Fungi can live on rotting wood and are usually found in the rainy season. Currently, many people are increasingly popular with mushrooms as a food ingredient and medicine. White oyster mushrooms (*Pleurotus Ostreatus*) are included in the category of mushrooms that are widely consumed among various other types of mushrooms, because they are a food source that contains high nutrition. This makes the market demand for oyster mushrooms wider and demand for oyster mushroom products continues to increase (Chazali and Putri, 2009).

White oyster mushrooms are a type of wood fungus that has good prospects for being developed as a diversified food ingredient because its nutritional content is equivalent to meat and fish (Darnetty, 2006). From an economic perspective, white oyster mushrooms can provide benefits because the price is quite high, per kilogram it can reach ten thousand rupiah or even more. Local and export market demand is wide open, the harvest time is short, around 1-3 months, raw materials are easy to obtain, and do not require large areas of land, therefore this type of mushroom is starting to be widely cultivated. (Agus, 2006).

The advantage of oyster mushrooms is that oyster mushroom cultivation can take place throughout the year, resulting in continuous oyster mushroom production. Oyster mushroom cultivation can be carried out in a relatively narrow area. The level of cultivation difficulty is relatively easier, and it has the fastest production to harvest period compared to other types of mushrooms (Nugraha, 2006).

The development of mushroom agribusiness has greatly encouraged mushroom farming in Ermera, both the development of the types of mushrooms consumed and the development of cultivation which has encouraged the expansion of production land. The interesting thing about mushroom cultivation is the bright economic aspect because it does not require large areas of land, the growing medium is agricultural industry waste which is easy to obtain and the production results are also able to compete with other agricultural commodities (Widyastuti, 2013).

White Oyster Mushroom farming has promising prospects because the natural conditions are very supportive, apart from that the raw materials for making substrate or planting logs for White Oyster Mushrooms are quite abundant. Ermera has the potential to become one of the cities producing edible mushrooms because it has various types of mushrooms that are highly nutritious and can be used as health products. This could be a potential for state revenue (Sumarsih, 2011).

Oyster mushrooms have a fairly high vegetable protein content, comparable carbohydrates, and a lower fat content than meat but have an economical price like other vegetables. Therefore, oyster mushrooms are the right choice as an alternative food ingredient for consumption (Nurhusaeni *et al*, 2021). Oyster mushrooms are a healthy food that is rich in benefits. Mushrooms have complete nutritional value at a relatively affordable price. Mushrooms have an advantage that other types of vegetables do not have, namely their high nutritional content. In fact, the nutritional content in mushrooms almost equals the nutrition in beef and chicken. The large nutritional content contained in oyster mushrooms makes Many people cultivate oyster mushrooms (Piryadi, 2013).

By cultivating oyster mushrooms, farmers feel a tremendous impact. There has been an increase in the income of farming families who cultivate oyster mushrooms. The importance of conducting a farming income analysis is to find out how much income oyster mushroom farmers have earned. From this research it will also be known which group of farmers will make the biggest contribution so that farmers can use it as a reference for developing farming in the future Agricultural wastes are increasing due to agro-industrial development, and when mismanaged, they may pollute the air and water and endanger human health. These are composed of structural polymers such as cellulose, hemicellulose, and lignin that can be easily broken down by lignocellulosic enzymes through mushroom biodegradation, serving as an energy source for mycelial growth. Saprophytic mushroom cultivation of *Pleurotus* may be the only economically viable biotechnology for handling and recycling organic waste.

## RESEARCH METHODS

This research was conducted in the Fatuquero village Railaco Administrative Post, Ermera Municipality.

The Techniques for data collection in this research are:

Questionnaire: According to Ulber Silalahi (2012:296) The questionnaire is a number of written questions used to obtain information from respondents regarding things he knows.

Interview: According to Ulber Silalahi (2012:312) Interviews can be done carried out with certain individuals to get data or information about the problem related to a particular subject or someone else.

Documentation: in the form of a number of facts and data stored in materials in the form of letters, notes daily, reports, photos and so on.

The data obtained was analyzed sequentially tabulation with financial analysis regarding costs, revenues and feasibility of oyster mushrooms production in Fatuquero Village.

To find out the amount of costs used, formulated as follows (Kasim, 2004):

$$TC = TEC + TIC$$

Where:

TC = Total Cost (US\$)

TEC = Total Explicit Cost / (US\$)

TIC = Total Implicit Cost / (US\$).

Revenue is the amount of value or result sales received in the run business. Mathematically, the amount of revenue can be written as follows (Soekartawi, 2006) in (Asnidar & Asrida, 2017).

$$TR = P \times Q$$

Where:

TR = Total Revenue / (US\$)

P = Price / (US\$ / Kg)

Q = Quantity / (US\$ / Kg)

To find out the benefits the difference between revenue and all farming costs. To get Maximum profit according to input factors owned by farmers must make a decision (Soekartawi, 1989)

$$\pi = TR - TC$$

Where:

$\pi$  = Profit / (US)

TR = Total Revenue / (US\$)

TC = Total Cost / (US\$)

According to Kasim (2004) states that the feasibility of a business can be known by analysis the balance of revenues and costs is the comparison between revenues and costs which is formulated as follows:

$$R/C \text{ Ratio} = TR / TC$$

Where:

TR = Total Revenue / (US\$)

TC = Total Cost / (US\$)

R/C = Revenue Cost Ratio / Feasibility

Information:

1. If  $R/C > 1$ , the work done is economically viable.
  2. If  $R/C \text{ Ratio} < 1$ , work is done economically it is said to be unfeasible.
  3. If  $R/C \text{ Ratio} = 1$ , it means that the effort is do this break even.
- ODC: A free service from Google that allows users to easily create various types of online forms, such as surveys, questionnaires, or quizzes.

Secondary Data: Information that already exists and has been collected by others previously. This includes: Agricultural Statistical Reports: Official reports from the government or related institutions providing insights into mushroom production, market prices, and income trends in the area. Scientific Literature: Articles, papers, and scientific publications discussing similar topics, including other case studies on mushroom production. Historical Data: Information about past mushroom production and income that can be used for trend analysis and comparison.

The number of farmer respondents to be observed in this study is 3 group respondents from COMSATIL 15 respondents, EAMO 7 respondents and EPAO from respondents, there is a total 34 respondents who will be analyzed in this study. The sampling technique used in this study is total sampling of the population. In this study, the applied data analysis method is quantitative descriptive analysis. This analysis involves calculating income, including receipts and production costs, as well as income from mushroom production.

## RESULTS AND DISCUSSION

### Investment Cost

According to (Halim, 2003). It is stated that the funds that have been invested will be used to purchase production materials related to business commodities, the use of which is expected to result in profits in the future. Generally, we know that the process of investment and production of white mushrooms naturally comes from nature or its raw materials used from grass, wheat grass, CaCo3 wood, water and F2 mushroom seeds.

**Table 2 budget spent on the first phase of development of white mushroom production as mentioned below;**

| Nu              | Matter            | Price      | Qty | Total             |
|-----------------|-------------------|------------|-----|-------------------|
| 1               | Mushroom House    | \$1,000.00 | 1   | \$1,000.00        |
| 2               | Sawdust           | \$20.00    | 10  | \$200.00          |
| 3               | Rice Bran         | \$10.00    | 15  | \$150.00          |
| 4               | Firewood          | \$50.00    | 3   | \$150.00          |
| 5               | Agricultural Lime | \$25.00    | 4   | \$100.00          |
| 6               | Packaging         | \$35.00    | 2   | \$70.00           |
| 7               | Borax             | \$5.00     | 10  | \$50.00           |
| 8               | F2 Seeds          | \$10.00    | 10  | \$100.00          |
| 9               | PVC Pipe          | \$4.00     | 10  | \$40.00           |
| 10              | Transport         | \$50.00    | 1   | \$50.00           |
| 11              | Bunsen Lamp       | \$15.00    | 2   | \$30.00           |
| 12              | Spiritus          | \$20.00    | 2   | \$40.00           |
| 13              | Alcohol 70%       | \$10.00    | 2   | \$20.00           |
| 14              | Ropes             | \$25.00    | 4   | \$ 100.00         |
| 15              | PP Plastic        | \$125.00   | 2   | \$250.00          |
| <b>Totality</b> |                   |            |     | <b>\$2,350.00</b> |

Primary Data: Data analysis of 2025 researchers

### Yield and Profit

According to (Angraeni et al., 2014). It is said that the income of the white mushroom business is the difference between the receipt and the total price spent or the income from the cultivation of white mushrooms is the result of selling white mushrooms.

**Table 3. Revenue generated during the sale of white mushrooms Period (Year 2018)**

| N u          | Month     | Money            | Amount           |
|--------------|-----------|------------------|------------------|
| 1            | January   | \$1,300          | \$1,300          |
| 2            | February  | \$1,200          | \$1,200          |
| 3            | March     | \$1,150          | \$1,150          |
| 4            | April     | \$1,145          | \$1,145          |
| 5            | May       | \$1,000          | \$1,000          |
| 6            | July      | \$998            | \$998            |
| 7            | June      | \$994            | \$994            |
| 8            | Augustus  | \$992            | \$992            |
| 9            | September | \$980            | \$980            |
| 10           | October   | \$920            | \$920            |
| 11           | November  | \$921            | \$921            |
| 12           | December  | \$900            | \$900            |
| <b>Total</b> |           | <b>\$ 12,500</b> | <b>\$ 12,500</b> |

Chart3. White mushroom sales revenue Period (Year 2018)

**Table 4. Revenue generated during the sale of white mushrooms Period (Year 2019)**

| Nu            | Month     | Money           | Amount          |
|---------------|-----------|-----------------|-----------------|
| 1             | January   | \$650           | \$650           |
| 2             | February  | \$640           | \$640           |
| 3             | March     | \$620           | \$620           |
| 4             | April     | \$624           | \$624           |
| 5             | May       | \$623           | \$623           |
| 6             | June      | \$621           | \$621           |
| 7             | July      | \$620           | \$620           |
| 8             | August    | \$619           | \$619           |
| 9             | September | \$617           | \$617           |
| 10            | October   | \$625           | \$625           |
| 11            | November  | \$615           | \$615           |
| 12            | December  | \$626           | \$626           |
| <b>Amount</b> |           | <b>\$ 7,500</b> | <b>\$ 7,500</b> |

Chart4. White mushroom sales revenue Period (Year 2019)

**Table 5. Revenue generated during the sale of white mushrooms Period (Year 2020)**

| Nu            | Month     | Money              | Amount             |
|---------------|-----------|--------------------|--------------------|
| 1             | January   | \$40,833           | \$40,833           |
| 2             | February  | \$20,833           | \$20,833           |
| 3             | March     | \$10,833           | \$10,833           |
| 4             | April     | \$19,833           | \$19,833           |
| 5             | May       | \$18,833           | \$18,833           |
| 6             | June      | \$16,833           | \$16,833           |
| 7             | July      | \$20,831           | \$20,831           |
| 8             | August    | \$19,830           | \$19,830           |
| 9             | September | \$22,830           | \$22,830           |
| 10            | October   | \$18,834           | \$18,834           |
| 11            | November  | \$17,838           | \$17,838           |
| 12            | December  | \$21,839           | \$21,839           |
| <b>Amount</b> |           | <b>\$ 2,500.00</b> | <b>\$ 2,500.00</b> |

Chart5. White mushroom sales revenues Period (Year 2020)

**Table 6. Revenues obtained during the sale of white mushrooms as shown in the following table. Period (Year 2021)**

| Nu            | Month     | Money              | Amount             |
|---------------|-----------|--------------------|--------------------|
| 1             | January   | \$550.00           | \$550.00           |
| 2             | February  | \$765.00           | \$765.00           |
| 3             | March     | \$850.00           | \$850.00           |
| 4             | April     | \$875.00           | \$875.00           |
| 5             | May       | \$950.00           | \$950.00           |
| 6             | June      | \$955.00           | \$955.00           |
| 7             | July      | \$625.00           | \$625.00           |
| 8             | August    | \$400.00           | \$400.00           |
| 9             | September | \$534.00           | \$534.00           |
| 10            | October   | \$756.00           | \$756.00           |
| 11            | November  | \$770.00           | \$770.00           |
| 12            | December  | \$950.00           | \$950.00           |
| <b>Amount</b> |           | <b>\$ 8,890.00</b> | <b>\$ 8,890.00</b> |

Chart6. White mushroom sales revenues Period(Year 2021)

2021 Fund: Revenue \$8,890, Expenditure \$ 4,704.00 Balance \$4,186.00.

The 2021 period spending money is \$4,704, so:

$$= \$392.00 \text{ (production period) } \times 12 \text{ (months)}$$

$$= \$4,704 \text{ (2021 period spending money)}$$

$$\Pi = \text{TR-TC (Period yield 2021)}$$

$$= \$8,890 - \$4,704$$

$$= \$4,186$$

$$= \text{revenue / total budget}$$

$$= \$8,890 - \$4,704$$

$$\text{Balance} = \$4,186$$

**Table 7. Revenues obtained during the sale of white mushrooms as shown in the following table. Period (Year 2022)**

| Nu            | Month     | Money             | Amount             |
|---------------|-----------|-------------------|--------------------|
| 1             | January   | \$686.80          | \$ 686.80          |
| 2             | February  | \$779.90          | \$779.90           |
| 3             | Mars      | \$1,283.1         | \$1,283.1          |
| 4             | April     | \$1,014.75        | \$1,014.75         |
| 5             | Mayu      | \$942.1           | \$942.1            |
| 6             | July      | \$661.50          | \$661.50           |
| 7             | June      | \$811.65          | \$811.65           |
| 8             | August    | \$502.1           | \$502.1            |
| 9             | September | \$479.6           | \$479.6            |
| 10            | October   | \$210.05          | \$210.05           |
| 11            | November  | \$154.4           | \$ 154.4           |
| 12            | December  | \$262.55          | \$262.55           |
| <b>Amount</b> |           | <b>\$7,788.50</b> | <b>\$ 7,788.50</b> |

Chart 7. White mushroom sales revenues Period (Year 2022)

Revenue year 2022 mushroom products amounted to \$ 7,788.50  
Expenditure \$ 3. 456. Balance \$ 4,329.50

The 2022 period expenses are \$ 288.00 per month, so:

$$= \$288.00 \times 12 \text{ (months)}$$

$$= \$3,456 \text{ (2023 period spending money)}$$

$$\Pi = \text{TR-TC (Period yield 2023)}$$

$$= \$7,788.50 - \$3,456$$

$$= \$4,332.5$$

$$= \text{revenue / total budget}$$

$$= \$ 7,788.50 / \$3,456$$

$$\text{Balance} = \$ 4,332.55$$

**Table 8. Revenues obtained during the sale of white mushrooms as shown in the following table. Period (Year 2023)**

| Nu                 | Month     | Money              | Amount    |
|--------------------|-----------|--------------------|-----------|
| 1                  | January   | \$594.90           | \$594.90  |
| 2                  | February  | \$ 722.10          | \$ 722.10 |
| 3                  | March     | \$ 762.05          | \$ 762.05 |
| 4                  | April     | \$ 724.75          | \$ 724.75 |
| 5                  | May       | \$ 727.90          | \$ 727.90 |
| 6                  | June      | \$ 609.65          | \$ 609.65 |
| 7                  | July      | \$ 705.40          | \$ 705.40 |
| 8                  | August    | \$ 472.35          | \$ 472.35 |
| 9                  | September | \$ 421.80          | \$ 421.80 |
| 10                 | October   | \$ 190.50          | \$ 190.50 |
| 11                 | November  | \$ 129.75          | \$129.75  |
| 12                 | December  | \$197.95           | \$197.95  |
| <b>Grand Total</b> |           | <b>\$ 6,259.10</b> |           |

Chart8. White mushroom sales revenue Period (Year 2023)

Money spending period 2023 \$ 425.00 per month, Means:

$$= \$425.00 \times 12 \text{ (months)}$$

$$= \$5,100.00 \text{ (2023 period spending money)}$$

$$\text{II} = \text{TR}-\text{TC} \text{ (Period yield 2023)}$$

$$= \$6,259.1 - \$5,100$$

$$\text{Balance} = \$1,159.10$$

### Feasibility Study

According to scholars (Suliyanto, 2009). It is said that a feasibility study is a thorough research on a business idea about the viability or not of the idea to conduct a feasibility study effort to learn more about the business to be conducted and to define the investment plan through the calculation of costs and benefits dreamed. White mushroom business viability barometer.

### Explanation

In the process of producing white mushrooms is a very scientific process with its raw materials from the island such as: wood, wheat grass, wood, F2 seeds and water are the main save in the process of breeding white mushrooms. Technically, to produce white mushrooms are mixed or mixed from bark, wheat straw, wood and water, when mixed all will be covered with tarpaulin to make tight for three or four days after processing back into the press into plastic. After filling the plastic, we take to the process sterilization in the fire for 4 or 6 hours after we remove to the inoculation room ensures for two weeks or 14 days to fill the seeds to media bag log, after filling F2 seeds we wait for the process of mycelium spread for a month or thirty days production to wait for its life process so that we can harvest its results.

It is true that in the period of production of white mushrooms during 2018 to 2023 its production is different in its production cost and its income from the activity of selling white mushrooms always differ because of climate factors and covid-19 that impact the production results do not run efficiently.

Through the results of the summary of primary data shows that in the period of mushroom production in 2018-2023 obtained very

significant results with its budget balance of \$ 12,500, and the period of 2019, \$ 7,500.00, Period 2020 with the amount of \$ 2,000, Period \$ 2020. 4,186.00, Period 2022 \$ 43,325.00 and finally the period 2023 with its budget balance \$ 1,159.10.

From the budget results released from the period 2018 to 2023 to say only that mushroom products are very viable to continue developing in the future to contribute revenues to support family needs including creating jobs for young people in society.

### Conclusion

Through the results of this practice shows that the income from the business of white mushrooms is positive for the community of Fatuquero to develop, because it can produce white mushrooms from six thousand to ten thousand per portion / box (label) with its price to the market \$ 0.85, so each price multiplied by the quantity of seven to eight thousand trees. This shows that the income per year in the amount of \$8,890.00, \$7,788.55, \$6258.55 from the total income of white mushrooms per year divided by the total production budget \$4,704.00 \$3,456.00 \$5,100.00 from the fixed cost of \$8,200 activity. \$6,900.00 \$11,040 received R/C ratio values of 6,087, 5,858, and 2,427, which means that R/C values greater than >1 are favorable for the Fatuquero community to develop.

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