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# ANALYSIS OF FACTORS AFFECTING EXPORTS INDONESIAN COFFEE


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**ARTICLEINFORMATION** **ABSTRACT**

***Keywords:***
***Export, Import, Exchange Rate, Production, Coffee***.

*This study aims to analyze the Factors Affecting Coffee Exports in Indonesia. The data used in this study is secondary data from 1990-2016 obtained from the Central Statistics Agency (BPS) and the Indonesian Ministry of Agriculture. The data analysis method used is Vector Auto Regression using Eviews Software. The results of the study can be concluded that partially coffee imports have no effect and are positive on coffee exports in Indonesia, partially inflation does not have an effect and negatively affects coffee exports in Indonesia, partially the exchange rate does not have an effect and is positive for coffee exports in Indonesia and partially production does not have an effect and is positive for coffee exports in Indonesia as well as simultaneously the variables of imports, inflation, exchange rate and production also have no effect and positive effect on coffee exports in Indonesia.The suggestion in this study is that it is expected that the government needs to emphasize the Amount of Coffee Production in Indonesia, this is done so that Exports and The Amount of Coffee Production are balanced with each other and increase state income.*

## 1. INTRODUCTION

Export is the act of sending can also sell the results of the production process or services from a country to abroad. Trade Law of the Republic of Indonesia No. 7 of 2014 defines export as the act of removing goods from Indonesian territory. Indonesia, which is famous for its tropical countries, has abundant spices to plantations, for example, such as coffee plantation products, coffee exports in Indonesia can be said to be not good, this is based on the value of Indonesian coffee distribution abroad reaching $ 809.2 million. This value decreased by 7.8% compared to last year where last year it reached $ 872 million. The United States is the top choice country for Indonesian coffee distribution with a nominal value of $202 million, or 25% of all coffee exports in 2020 (Indonesian Central Bureau of Statistics, 2020).

Coffee is a crop that is now grown and developed and has great economic value. This plant appeared in Africa, more precisely in the highlands of Ethiopia. Because it is already the third largest coffee provider in the world, Indonesia prioritizes this crop as the top production in the plantation sector. In 2019, coffee exports ranked fourth among the most agricultural products (especially grown products) in Indonesia after oil palm, rubber, and coconut. The amount of overseas coffee distribution amounted to 0.36 million tons and earned a total revenue of 0.88 billion USD (Ministry of Agriculture, 2019).

Indonesia is one of the countries that produce and distribute the largest coffee in the world. However, the rate of value of coffee export level in Indonesia is low than the value of production level. This effect occurs due to the influence of Indonesian coffee buying and selling business factors in foreign markets (Meiri, 2013) There are several factors that affect the coffee buying and selling business in Indonesia and explain how the Indonesian coffee business opportunities. According to (Central Statistics Agency, 2020) the value of Indonesian coffee distribution abroad reached $ 809.2 million. This value decreased by 7.8% compared to last year where last year it reached $ 872 million. The United States is the top choice country for Indonesian coffee distribution with a nominal value of $202 million, or

25% of all coffee exports in 2020. In exporting coffee, Indonesia itself has a destination to several countries on the European continent, some in the Americas, especially the United States itself and several countries on its own continent, namely Asia including Japan, Singapore, Korea and Malaysia (Siregar, 2018).

This statement is supported by the results quoted from (Desnky et al., 2018) with a study entitled "Indonesian Coffee Exports and Factors That Influence It". If the value of Indonesian coffee distribution to the United States grows by 12.33% per year. The value of coffee itself reached a growth value of around 8.81%, coffee production also continued to grow by 2.11%, Import is the activity of buying production or services from other countries for consumption or use in a country. Imports are an important factor in international trade. In Indonesian legislation itself, imports include an activity of entry of goods produced by other countries into Indonesian territory which is supervised by the traffic of goods or Indonesian customs (Susilo, 2008). And according to (Assauri &; Sofjan, 2008) production is defined in an activity that involves the process of a component that can produce goods or services and activities that encourage the creation of human needs, In this study can be seen the data as follows:

**Table 1**
**Coffee Imports, Exchange Rates, Coffee Production and Coffee Exports in Indonesia in 2012-2021**

| Year | Import Coffee (Tons) | Exchange Rate (Rupiah) | Coffee Production (Tons) | Coffee Export (Tons) |
|---|---|---|---|---|
| 2012 | 52.645 | 9.387 | 691.163 | 448.591 |
| 2013 | 15.800 | 10.461 | 675,882 | 534.023 |
| 2014 | 19.111 | 11.865 | 643.855 | 384.816 |
| 2015 | 12.462 | 13.389 | 639.412 | 502.021 |
| 2016 | 23.634 | 13.308 | 663.871 | 408.838 |
| 2017 | 14.221 | 13.381 | 717.962 | 467.790 |
| 2018 | 78.847 | 14.237 | 756.051 | 279.961 |
| 2019 | 32.102 | 14.148 | 760.963 | 359.053 |
| 2020 | 38.280 | 14.105 | 762.380 | 379.354 |
| 2021 | 32.694 | 14.269 | 786.869 | 387.264 |

Source : Ministry of Agriculture & Central Bureau of Statistics Indonesia 2023

In Table 1, of the four variables experienced fluctuating conditions such as data on coffee imports, coffee production, exchange rates and exports This identifies problems between variables in this study, For coffee exports themselves are fluctuating, This condition can be considered as in 2013 to 2014, In 2014 coffee exports were declared to decrease from the previous year, but in the next year coffee exports again increased, The same thing also happened in 2015 to 2016, this identifies if the possibility of fluctuating coffee exports cannot be separated from the production factors and the price of coffee itself, In theory, if imports increase, exports will decrease, but in this research data a few years are contrary to theory, such as in 2015 coffee prices increased compared to 2014, but coffee exports also increased from the previous year.

Production of an item will increase making exports likely to fall, This is based on if export activities which are sales of products from one country abroad have limited needs of the buying country, for example if the United States imports coffee from Indonesia, then the United States only buys according to its needs, however, from the period of 2013 to 2015 coffee production is counter-proportional to export theory.

Furthermore, if the rupiah exchange rate strengthens it will reduce exports, but based on the data in this study there are problems that are not in accordance with theory such as in 2015, the exchange rate value this year conditions rose from 2014 to touch 13,389 Rupiah, but coffee exports also experienced the same thing, namely an increase from the previous year to touch 502,021 tons, The same thing happened in 2017, as for the areas with average coffee producers can be considered in this table:

**Table 2**
**Coffee Producing Regions in Indonesia**

| Coffee Producing Areas | Number of Coffees (Tons) |
|---|---|
| South Sumatra | 178.783 |
| Lampung | 110.752 |
| Bengkulu | 57.756 |
| East Java | 35.926 |
| Central Java | 18.532 |
| Other Provinces | 50.033 |

Source : Indonesian Ministry of Agriculture 2023

In Table 2, it can be stated that the largest coffee producing area comes from the South Sumatra region with a total of 178,783 tons of coffee, then followed by the Lampung area with a total of 110,752 tons of coffee, then Bengkulu which only amounts to 57,756 tons and East Java of 35,926 tons, then the Central Java area of 18,532 tons and the last one is the Other Provinces of 50,033 tons. Indonesia which has several regions in coffee production certainly exports coffee to several countries to increase state income, Coffee exports carried out by Indonesia are spread in various countries in Indonesia, The destination countries for the distribution of Indonesian coffee are:

**Table 3**
**Indonesian Coffee Export Destination Countries**

| Country | Number of Coffee Exports (Tons) |
|---|---|
| USA | 58.672 |
| Malaysia | 36.895 |
| Italy | 35.452 |
| Egypt | 34.287 |
| Japan | 25.594 |

Source : Indonesian Ministry of Agriculture 2023

Based on Table 3, it can be seen that the largest destination country for Indonesian coffee distribution is the USA at 58,672 tons, then Malaysia at 36,895 tons, followed by Italy at 35,452 tons and Egypt at 34,287 tons and finally Japan at 25,594 tons, This identifies if coffee from Indonesia is in great demand by foreign countries such as the countries mentioned above and also the amount of coffee exported by Indonesia to reach 58,672 tons such as Indonesian coffee exports and USA.

## 2. RESEARCH METHODOLOGY

Economic analysts generally involve time series analysis, which is represented by the interrelation of changing economic quantities and economic phenomena and actions at different times. Economic linkages are built according to dynamic linear types. Generally, dynamic linear types tend to emphasize short-term dynamic structures, while the ARDL model is as follows:

$$y_t = a_0 + a_1\, y_{t-1} + a_K\, y_{t-P} + \beta_0 X_{t-1} + bX_{t-j} + e_t$$

After in this study the model is as follows:

$$\Delta Eks_t = x_0 + x_1\, \Delta Eks_{t-1} + \beta_0\, Imp_{t-1} + \beta_1 \Delta Kurs_{t-1} + \beta_1 \Delta\, Prod_{t-1} + e_t$$

A distributed lag model is included if the test regression type includes the present sum and past sum (latency) of the bound variable (X). Meanwhile, self-regressive distributed lag is a model that includes one or more past values (latency) of the dependent variable among explanatory variables. Gujarati (2003), explained that the type of test consisting of the total number of variables that refer to the clarity of the present or past maturity value (lagged) of the dependent variable plays a role as an explanatory factor is Autoregressive Distributed Lag (ARDL). This type describes the difference between the short and long-term responses of the dependent variable to a change in one factor in the dependent variable's results.

If Yt and Xt are not stationary but have cointegration, then a suitable model is the error correction model (ECM). ARDL analysis there are several estimation techniques that will be used, consisting of:

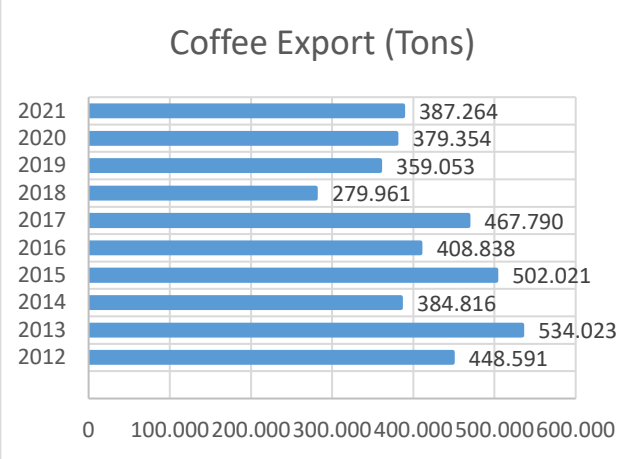
1. Data Stasionecity Test
2. Determination of Lag Length
3. Bound Test Cointegration Test
4. ARDL estimation
5. Normality Test
6. Auto Correlation Test
7. Heteroscedasticity Test
8. CUSUM and CUSUMQ Test

The first step when conducting an ARDL study is to check whether stationary data at level 1, discriminant 1 is not recommended for discriminant 2, because the ARDL method is not suitable for use with discriminant data. which can be used to determine the stationarity of time series data in the sense of using discriminative methods. In this study, the unit root test used the Dickey Fuller method. The test concept of the Enhanced Dickey Fuller test is that if the time series data is not stationary on order 0, I(0), then stationary data can be found in the next order to reach the stationary level. order (first difference) or I(1). , or I(2).

## 3. RESULTS

### Development of Indonesian Coffee Exports in 2012-2021

Coffee export is the sale of coffee from different countries to the destination country, as well as imports. Export also has its own process and classification, Indonesia is a large supplier and provider of coffee in the world, coffee production areas in Indonesia are in the regions of Aceh, South Sumatra, Bengkulu, Lampung and North Sumatra, Export itself is essentially one of the indiactors of economic growth, because by exporting it will also increase state income, Based on the data obtained, the development of coffee exports in Indonesia in theyear 2012-2021 can be seen in the following figure.



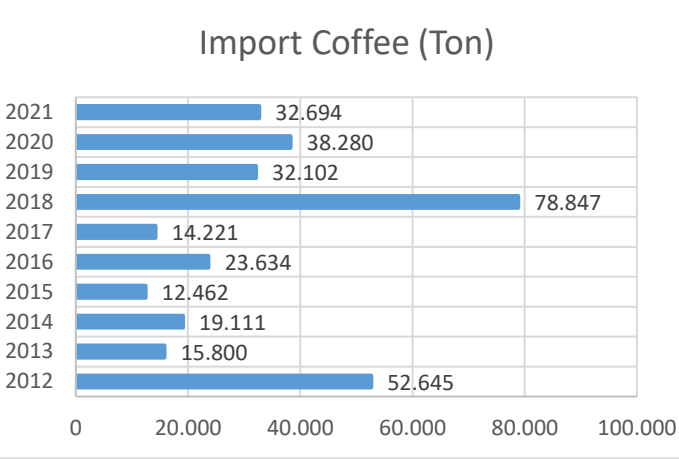

Source : Results of Researcher Data Processing 2023

**Figure 1. Development of Indonesian Coffee Exports in 2012-2021**

Based on Figure 1, it can be seen that the lowest coffee exports in Indonesia occurred in 2018 to touch 279. The highest coffee export in Indonesia occurred in 2013 to reach 534,023 tons, The increase in exports in a country is a very good thing for the country because if exports increase then state income also increases, in this case it will also affect economic growth, in essence export is the sale of a product that can make money, Conversely, exports also have a bad impact on a country, such as if competition is not balanced, economic growth in a country tends to decline and has an impact on the growth of the number of unemployed.

**Development of Indonesian Coffee Imports in 2012-2021**

Coffee import is the purchase of coffee from one country to another, the nature of import is basically the purchase of a product from the buyer's country from the seller's country legally, importing generally in the trade process has no restrictions, from the purchase of raw materials produced by a country to spice plants such as pepper and imports have their own classifications and processes, Based on the data obtained, the development of coffee imports in Indonesia from 2012-2021 can be seen in the following figure



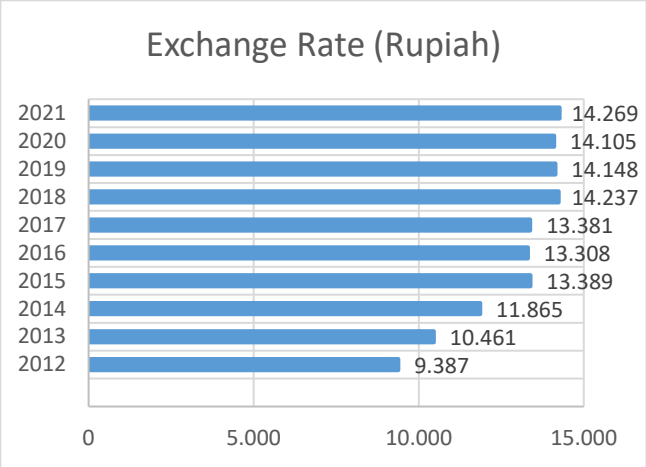

Source : Results of Researcher Data Processing 2023

**Figure 2. Development of Indonesian Coffee Imports in 2012-2021**

Based on Figure 2 it can be seen if the lowest coffee imports in Indonesia occurred in 2015 to touch only 15,800 tons, then the highest coffee imports in Indonesia occurred in 2018 To touch 78,847 tons, increasing imports in a country will have a bad impact on the country because domestic products face more competition from other countries. It could be that the country's own production is even classified as expensive than imported products due to logistical problems and supply flows. Conversely, the good impact of imports is to make it easy for business people to get more products to be able to process finished goods or even to be directly sold domestically.

**Development of Indonesian Exchange Rate in 2012-2021**

The exchange rate, usually, is the value or price of one country's currency measured or expressed in another country's currency. The notion of exchange rate can also be interpreted as an agreement of an exchange rate for current or future payments between two different currencies of countries., the exchange rate is also often called the price level agreed upon by residents of both countries to trade with each other. In this study, the main focus is the Indonesian exchange rate in 2012-2021, Based on the data obtained, the development of the Indonesian Exchange Rate from 2012-2021 can be seen in the following figure




Source : Results of Researcher Data Processing 2023

**Figure 3. Development of Indonesian Exchange Rate in 2012-2021**

Based on Figure 3, it can be seen that the lowest Indonesian exchange rate occurred in 2012 to touch only 9,387 Rupiah, Next the highest Indonesian exchange rate occurred in 2021 to touch 14,269 Rupiah, The decrease in exchange rate value against the dollar will result in an increase in the price of imported commodities in a country, Conversely, if the rupiah exchange rate increases against the dollar, it will have a stable impact on foreign trade in a country.

**Descriptive Statistics**

Statistics describe data as stats. The stats in this test refer to the mean (mean) and standard deviation (SD), minimum and maximum values and all variables in this study viz. Indonesian Coffee Export (Y), (X1), Exchange Rate (X2). Before entering the classical assumption test, we need to analyze descriptive statistics first, which is as follows:

**Table. 4 Descriptive statistics**

| | LNEKS | LNIMP | LNKURS | LNPROD |
|---|---|---|---|---|
| Mean | 12.81022 | 8.833883 | 8.868901 | 13.08424 |
| Median | 12.80163 | 9.127988 | 9.130722 | 13.37251 |
| Maximum | 13.18819 | 11.27526 | 9.565845 | 13.57582 |
| Minimum | 12.34671 | 4.564348 | 7.519150 | 6.516019 |
| Std. Dev. | 0.198623 | 1.608695 | 0.717448 | 1.215687 |
| Observations | 32 | 32 | 32 | 32 |

Source : Results of Researcher Data Processing 2023

Based on Table 4 above, the variable value of Indonesian Coffee Export has an average value (mean) of 12,810 tons with a minimum value of 12,346 tons and a maximum of 13,188 tons. Furthermore, the standard deviation value of 0.1986 tons, this indicates that the distribution of Indonesian Coffee Export data is evenly distributed, because the average value is greater than the standard deviation value or (12,810 > 0.1986) This distribution shows normal and even results, so as not to cause bias, from observations of 32.

The variable value of Coffee Import has an average value (mean) of 8.83 tons, With a minimum value of 4.56 tons and a maximum of 11.27 tons, Furthermore, the standard value of coffee import is 1.60 tons, This means that if the mean value is greater than the standard deviation, thus indicating if the results are good and even, this spread shows normal and even results, so as not to cause bias, from observations of 32.

The value of the Exchange Rate variable has an average value (mean) of 8,868 Rupiah, with a minimum value of 7,519 Rupiah and a maximum of 9,565 Rupiah, Furthermore, the standard value of the exchange rate of 0.717 Rupiah, this is interpreted if the average value is greater than std, thus informing the data of these results evenly distributed, this distribution shows a test that is not error and even, so there is no bias, from observations of 32.

The variable value of Production has a value (mean) of 13,084 tons, and the minimum yield is 6,516 tons and the maximum is 913,575 tons, Furthermore, the standard value of development from Production is 1,215 tons, meaning that the average is greater than the standard deviation, indicating that the test passes and is even, this distribution shows good and even results, so it does not cause bias, from observations of 32.

**Stasionecity Test**

Stasionecity is an important concept in time series analysis. As mentioned earlier, time series data is considered stationary when the mean and variance do not change systematically over time, i.e. H. Mean and variance are constant. The test uses a unit root test using the Augmanted Dickey Fuller (ADF) method. If this test shows uneven results, then continue the test at the first difference level to observe the feasibility of the type of test used as research

**Table 5. Stasionecity Test Results**

| Variabel | Unit Root | ADF test Satistic | Critical Value 5% | Prob ADF | Keterangan |
|---|---|---|---|---|---|
| Coffee Kopi | Level | -4.021066 | -2.960411 | 0.0041 | Stasioner |
| | First Diff | -9.257381 | -2.963972 | 0.0000 | Stasioner |
| | Second Diff | -6.509728 | -2.976263 | 0.0000 | Stasioner |
| Import Coffee | Level | -1.398302 | -2.967767 | 0.5693 | Tidak Stasioner |
| | First Diff | -6.082465 | -2.967767 | 0.0000 | Stasioner |
| | Second Diff | -7.951884 | -2.971853 | 0.0000 | Stasioner |

| | | | | | |
|---|---|---|---|---|---|
| Exchage Rate | Level | -1.693577 | -2.960411 | 0.4245 | Tidak Stasioner |
| | First Diff | -2.743604 | -2.971853 | 0.0795 | Tidak Stasioner |
| | Second Diff | -7.099945 | -2.971853 | 0.0000 | Stasioner |
| Coffee Productio | Level | -5.601592 | -2.960411 | 0.0001 | Stasioner |
| | First Diff | -9.237601 | -2.963972 | 0.0000 | Stasioner |
| | Second Diff | -3.233605 | -3.004861 | 0.0314 | Stasioner |

Source : Results of Researcher Data Processing 2023

Based on Table 5 Explains if all Coffee Export variables are indicated stationary at the first different and second different levels as evidenced by a statistical ADF value greater than a critical value of 5% with an ADF probability value below 0.05, the Coffee Import variable is not stationary at the level level and second different because the statistical ADF is smaller than the critical value of 5% with an ADF probability value above 0.05 and the statistical Coffee Import variable at first different and second different as evidenced by the statistical ADF value greater than the critical value of 5% with the probability value of ADF below 0.05, the Exchange Rate variable is not stationary at the level level and first different because the statistical ADF is smaller than the critical value of 5% with the probability value of ADF above 0.05 and Statistical Coffee Import Variables at first different and second different as evidenced by statistical ADF values greater than critical value 5% with ADF probability values below 0.05, Coffee Production variables are all indicated stationary at the first different and second different levels as evidenced by statistical ADF values greater than critical value 5% with ADF probability values below 0.05.

**Results of Determining Optimal Lag**

In this study the determination of lag length was used with the basic model of the ARDL by looking at the values of the Akaike Information Criteria, Schwarz Criterion and Hannan-Quinn Criter. The optimum lag test results can be seen in Table 6 as follows:

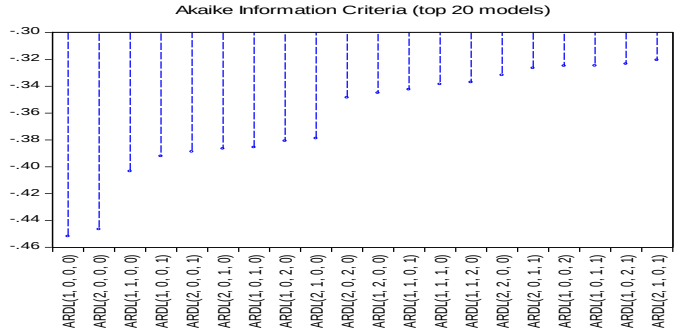
**Table 6. Optimum Lag Test Results**

| | | | |
|---|---|---|---|
| R-squared | 0.511756 | Mean dependent var | 12.81628 |
| Adjusted R-squared | 0.306180 | S.D. dependent var | 0.202236 |
| S.E. of regression | 0.168454 | Akaike info criterion | -0.469218 |
| Sum squared resid | 0.539158 | Schwarz criterion | -0.041009 |
| Log likelihood | 15.56905 | Hannan-Quinn criter. | -0.338310 |
| F-statistic | 2.489372 | Durbin-Watson stat | 2.200487 |
| Prob(F-statistic) | 0.049077 | | |

Source : Results of Researcher Data Processing 2023

Based on the test results in Table 6 of the lag selection criteria have automatically been performed by Eviews. The criteria by looking at the values of the Akaike Information Criteria, Schwarz Criterion and Hannan-Quinn Criter offered by the basic model criteria of ARDL and the selected criteria are ARDL (0,0,0) meaning that Coffee Import amounts to 0 lag, Exchange Rate amounts to 0 lag and Production amounts to 0 lag.

By using the basic model of ARDL, in this study it can also be seen if the best model for the next 20 years using the Akaike Information Criteria method, The best model for the next 20 years using the method of the Akaike Information Criteria can be seen as follows:

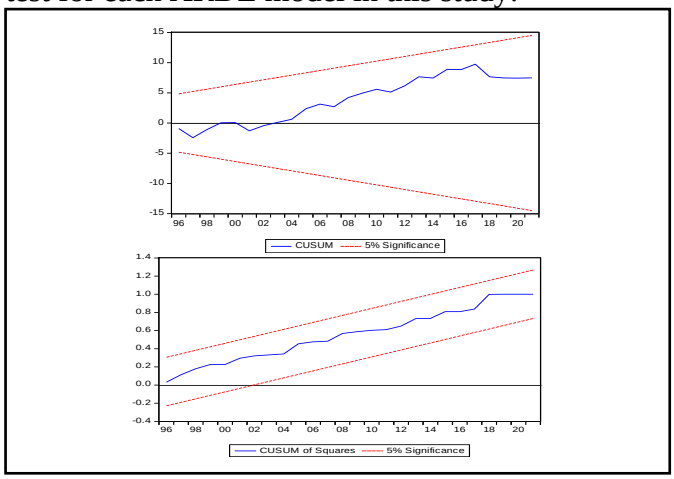



Source : Results of Researcher Data Processing 2023

**Figure 2. ARDL Model Results**

**Model Stability Test Results**

To determine the stable and valid model in the ARDL method, several diagnostic tests need to be carried out, including the CUSUM test used to measure the stability of the coefficient and to determine whether there is a structural break in the model as a result of analysis and Correlogram of Residuals Squared to see whether a model is valid or not. Here are the results of the taility test and validity test for each ARDL model in this study:




Source : Results of Researcher Data Processing 2023

**Figure 3. Cussum Test and Cussum Q**

Based on Figure 3 above From the results above, the results of the CUSUM test can be

interpreted, namely the graph of the Wr magnitude is not at the limit at the level of significance of 5%, the graph forms a linear line and indicates that the model is stable. from the results of the CUSUM-Q test The plot of the magnitude of Sr does not cross the boundary line at the real level of 5%, and the plot forms a straight line. Conclusions can be formed based on the results of stability tests of the two models described above. if the plot is stable and the validation generated by Q-Stat with prob up to a lag of 20 > 0.05, then this model is valid and there is no Akaike in the model.

**Cointegration Test Results**

In this procedure, a cointegration test is performed by comparing the F-statistic value with the F value of the Table. To see the resulting F statistic, estimate the first step in the ARDL Bound Test technique. F-derived statistics will explain whether the variable has a long-term relationship or not.

**Table 7. Bound Test Results**

| Test Statistic | Value | K |
|---|---|---|
| F-statistic | 5.580875 | 3 |
| Significance | I0 Bound | I1 Bound |
| 10% | 2.72 | 3.77 |
| 5% | 3.23 | 4.35 |
| 2.5% | 3.69 | 4.89 |
| 1% | 4.29 | 5.61 |

Source : Results of Researcher Data Processing 2023

Based on Table 7 shows if the statistical F value is below I (0) and I (1) bound 5.580875 > 5.61, so it can be concluded if the research variable has integration or there is a long-term relationship with the following conditions:

1. If the F-statistic obtained from the calculation of the Limit Test is greater than the critical value of I(1), then reject H0, so that there is a long-term relationship or cointegration.
2. If the statistical value of F is less than the lower critical value of I(0) then there is no rejection of H0, so that in the model there is no long-term relationship or cointegration, if the value of F-statistic is between the upper and lower critical values then the result cannot be concluded.

**Auto Regressive Distributed Lag Model (ARDL) Estimation Results**

**Short-Term Model Estimation Results**

The determination of this short-term model through the Error Crection Form procedure is to see if the model has a negative and significant coefficient of cointegration (ECT). The results are as presented in the following table:

**Table 8. Short-Term ARDL Estimation Results**

| Variable | Coefficient | Std. Error | t-Statistic | Prob. |
|---|---|---|---|---|
| D(LNIMP) | -0.020391 | 0.042030 | -0.485151 | 0.6316 |
| D(LNPROD) | -0.046276 | 0.026830 | -1.724811 | 0.0964 |
| D(LNKURS) | 0.156226 | 0.079928 | 1.954572 | 0.0615 |
| CointEq(-1) | -0.863245 | 0.194122 | -4.446921 | 0.0001 |

Source : Results of Researcher Data Processing 2023

Based on the test results of the results in the short term, the model can be seen as follows:

$$\Delta Eks_t = \text{-0,046}\Delta\text{LnProd} + \text{-0.863ECT(-1)}$$

Based on Table 8, it can be seen that the exchange rate variable coefficient is 0.156, if the exchange rate change in the previous 2 years increases by 1%, If the exchange rate changes, Coffee Exports in the following year decrease by 1.56% and this model is significant at α: 1% with a probability of 0.000. The Coefficient of Determination R^2 is 0.306180, meaning that the influence of Coffee Imports, Exchange Rates and Production on Indonesian Coffee Exports is represented by 30.61%, while 70.39% of the population is influenced by factors outside this model. The correlation coefficient (R) of 0.306 = 0.5531 is close to positive, indicating the relationship between the dependent and independent variables. Thus it can be concluded that the relationship between coffee imports, exchange rates, and coffee production to Indonesian coffee exports is very strong (very close) positively. (+1).

**Long-Term Model Estimation Results**

Long-term model determination can be done through the Ordinary Least Square (OLS) model as shown in the following table

**Table 9. Short-Term ARDL Estimation Results**

| Variable | Coefficient | Std. Error | t-Statistic | Prob. |
|---|---|---|---|---|
| LNIMP | -0.023621 | 0.051185 | -0.461487 | 0.6483 |
| LNPROD | -0.053607 | 0.031205 | -1.717926 | 0.0977 |
| LNKURS | 0.180975 | 0.105278 | 1.719015 | 0.0975 |
| C | 12.105864 | 0.684520 | 17.685194 | 0.0000 |

Source : Results of Researcher Data Processing 2023

Based on the test results in Table 9 above, the model in the long term is as follows:

$$Eks_t = 12{,}105 + \text{-}0{,}023LnIMP_t - 0{,}054LnProd_t + 0{,}181LnKurs_t$$

Constant ( $\beta_0$ ) of 12.10 is if Coffee Imports, Exchange Rates and Production are constant (fixed), then Coffee Exports will also be constant at 12.105, variable coffee imports of -0.023 is if Coffee Imports increase by 1%, then Coffee Exports decrease by 0.023% and then variable exchange rates of 0.180 are if the Exchange Rate value increases by 1%, then Coffee Exports increase by 1.80%, As well as the variable Coffee Production of -0.053 if Coffee Production increases by 1%, then Coffee Exports decrease by 0.053%.

## 5. CONCLUSION

1. Partially, the variable of Coffee Import in the long run does not have a significant and negative effect on Indonesian Coffee Exports, meaning that increasing Coffee Imports will reduce Indonesian Coffee Exports.
2. Partially, the exchange rate variable in the long run does not have a significant and negative effect on Indonesian Coffee Exports, meaning that increasing the exchange rate will reduce Indonesian Coffee Exports.
3. Partially, the variable of Kopu Production in the long run has a significant and positive effect on Indonesian Coffee Exports, meaning that increasing Coffee Production will increase Indonesian Coffee Exports.
4. From the end of the study that was tested thoroughly or at the same time the variables of Coffee Imports, Exchange Rate and Coffee Production together have a positive and significant effect on Indonesian Coffee Exports.

**Suggestions**

1. Special attention needs to be paid by the Indonesian government to increase the amount of coffee production in Indonesia, so that exports can be increased so as to increase state revenue.
2. The Indonesian government should pay attention to potential coffee production areas in Indonesia and provide facilities and training needed for coffee production so as to increase export value.
3. There needs to be a policy of the Indonesian government to increase coffee export commodities, so that the exchange rate increases and the trade balance is balanced and the exchange rate does not weaken.
4. It is expected that further research can be carried out in each province in Indonesia with different factors.

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