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Stakeholder Analysis of Coconut Downstreaming in North Kolaka

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Abstract

Coconut downstreaming represents a strategic pathway to enhance value addition, strengthen agroindustry systems, and increase smallholder incomes in coconut-producing regions of Indonesia. In North Kolaka Regency, downstream development remains constrained by weak institutional coordination, heterogeneous farmer capacities, and limited processing infrastructure. This study aims to identify and map the roles, interests, and influence of key stakeholders involved in coconut downstreaming to support agribusiness and regional development strategies. A mixed qualitative–quantitative approach was applied using stakeholder analysis based on a power–interest framework combined with the Analytic Hierarchy Process (AHP). The results show that the Agriculture and Plantation Office, cooperatives or farmer groups, and processing industries are key actors with high power and interest, driving regulation, extension services, quality upgrading, and agroindustrial investment. The AHP prioritizes shared processing facilities, followed by postharvest and traceability training and cooperative strengthening. These findings highlight the importance of coordinated stakeholder engagement to support inclusive and sustainable agribusiness development at the district level.