

Strengthening Network-Based Regional Tourism: A Case Study of Network Between Sleman Regency Government and PT. Cikal Bintang Bangsa at the Festival of Light Kaliurang

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Abstract-*One of the ways to increase regional income is from regional tourism development. Kaliurang is an area in Sleman Regency that is considerably potential in the tourism sector. In this area,, there are many tours that offer natural and artificial tourism. A tourism object of the Festival of Light Kaliurang is a family tour that offers entertainment of dancing fountains and beautiful lantern lights. A tourism object of the Festival of Light Kaliurang is a family tour that offers entertainment of dancing fountains and beautiful lantern lights This event is held twice a year i.e. on Eid holidays and Christmas holidays. This event is held twice a year i.e. on Eid holidays and Christmas holidays.. The research method used is descriptive qualitative. Data collection techniques used were interviews and documentation taken from Sleman Regency Tourism Office, Cikal Bintang Bangsa Company, and Hargobinangun Community at the Kaliurang Festival of Light. The findings of the research show that the collaboration process of Sleman Regency Tourism Office and Cikal Bintang Bangsa Company is to decide and initiate a collaboration network because both parties have the same goals, and one of them is to increase the potential of tourist visits in Kaliurang. The two parties made a new innovation that had never existed before, by creating tourism objects in the afternoon until evening. In addition, initiation in networking is needed because the Sleman Tourism Office admits its lacks of competence, efficiency in financing, human resources and budgets*

Keywords: Tourism, Networking, Festival Of Light Kaliurang.

INTRODUCTION

Tourism is the queen in all countries having the potential of natural resources to develop. Tourism Law No. 10 of 2009 states that tourism is a variety of tourism activities that is supported by various facilities and services provided by the community, the private sector, the government, and the local government. Thus, tourism sector can help the country's economy by increasing state revenues in addition to tax, oil and gas. Indonesia is one of the developing countries which has extraordinary natural resources and a variety of culture which can be developed into a tourist attraction. Regional Regulation No. 11 of 2015 concerning the Master Plan for Regional Tourism Development for 2015-2025 states that tourism is a variety of tourism activities and various service facilities provided

by the community, business actors (private parties), and the government. Therefore, to develop and strengthen tourism requires strong commitment and integrated cooperation with each stakeholder (K, 2018).

Sleman regency is one of the districts that has many tourism objects, and one of them is Kaliurang area which is often visited by local and foreign tourists because it has ODTW (tourist attraction object) namely natural, artificial, cultural, historical and special interests. Based on tourist visitor statistics in Sleman Regency at the end of December 2017, there were 6,390,962 visitors with details of visits totaling 6,068,780 of domestic tourists (95.41%), and 292,180 of foreign tourists equaling 4.59%. When compared with tourists in 2016, there was an increase in visits in 2017 (Disparsleman, 2017).

The collaboration between Sleman Regency Tourism Office and PT. Cikal Bintang Bangsa as the manager of Taman Pelangi began in 2015. Tourism object of Festival Of Light Kaliurang is one of the attractions of the collaboration between the Sleman Regency Tourism Office and PT. Cikal Bintang Bangsa which aims to increase the potential of tourist visits in the Kaliurang viewpoint, the competitiveness of tourism objects, and the economic potential of micro, small and medium enterprises through local products (MSMEs). Tourism object of Festival Of Light Kaliurang is held twice a year i.e. on Lebaran holidays and Christmas holidays (Hermawan, 2016).

This area was seldom chosen by the tourists in the previous years seen from the condition of the site experiencing a decline in visitors. Therefore, it was said to be a quiet site because there was no place offering tourism objects at night. Opening night tourism object in the site is significant to increase regional income.. Data on visits to Kaliurang view points after the existence of the Festival Of Light Kaliurang event show that there were 76,341 visitors in 2011, 82,796 visitors in 2012, 102,358 visitors in 2013, 98,333 visitors in 2014, and 108,771 visitors in 2015 (Santosa, 2016).

The collaborative networking process is carried out because the Sleman District Tourism Office is aware of the lack of capital and human resources it has. Therefore, the

Tourism Office invited PT. Cikal Bintang Bangsa to network by creating attractions. The collaboration between two parties can be called public private partnership. The collaboration between two parties can be called public private partnership. Public private partnership is a contact of long-term cooperation in the development of public services with a government agency that becomes a regulator, and a private sector party as the capital owner that is responsible for implementing a project collaboration from design, construction, maintenance, and other operations (Dwinanta Utami, 2010).

Pratama & Iqbal (2018) in their research entitled Analisis Pemetaan Jejaring Stakeholder Pariwisata di Kota Batu dengan Menggunakan Metode Social Network Analysis (SNA) argued that the mapping of stakeholder networks has eighteen stakeholder actors in Batu's tourism, and these eight actors influence each other. To measure the problems was done using the theory of network maps and Social Network Analysis (SNA) which includes; 1) degree centrality of the findings in the field, and it turns out that the travel agent has the highest degree value and plays a role in communicating with other actors in networking. 2) closeness centrality which measures the average distance in the recipient and disseminator of information from one actor to another actor. The highest rating in the degree of relationship in closeness is the broker. Whereas, the degree of relationship in closeness is POKDARWIS and UMKM.

In addition, Santosa (2016) analyzed the purpose of the Festival Of Light tourism object and found out the supporting and inhibiting factors in the event.

The public opinions in the existence of the Festival of Light are considered to be agreed because the data obtained reach 76%. However, people are less enthusiastic in the parking space facility for visitors. Promotion carried out by online media such as Instagram, Facebook, Twitter, Jogja radio to increase tourist visits to Kaliurang is important to do.

The data of the previous research show that the number of visits of domestic tourists and tourists from overseas to Kaliurang has experienced a significant increase from 2015 to 2017 after the existence of tourist attractions of Festival Of Light Kaliurang. There were 53, 506 visitors from December to January in 2015-2016, 57,951 visitors from December to January 2016-2017, and 122, 575 visitors from June to July in 2017. However, Mr. Kus Endarto as the head of marketing in Sleman Regency said that in 2018 attractions of the Festival of Light Kaliurang events in the June and July periods had a very drastic decline. It automatically made visitors to Kaliurang and hotel or homestay accommodation also decline (K, 2018). From the data presented above, this study seeks to find out and analyze the network processes and the pattern of relationships carried out by the two stakeholders.

Method

This research used a qualitative method or approach. Qualitative method is a method that emphasizes more aspects of deep understanding of a problem. This research is descriptive research that tends to use analysis

and emphasizes more on process and meaning (A Salim, 2006). This research was conducted at the Sleman Regency Tourism Office, PT. Cikal Bintang Bangsa, and the community involved was to confirm the role of network relations at the Kaliurang Festival of Light. The data collection technique used interviews and documentation. This study used interactive data analysis techniques by Miles and Huberman in (Salim, 2006), namely, data collection, data reduction, data presentation, and conclusion drawing.

RESULT AND DISCUSSION

Network Process

In the discussion, researchers want to look more deeply at the problems related to the decline in visitors in 2018 in the period of June and July, which has been found from the results of research in the field. It can be measured by using cooperation process indicators, namely initiation in networking, network implementation, and network sustainability (Sambodo, G. T., & Pribadi, 2016). Meanwhile, the indicators in the pattern of relationships are the role of stakeholders, interdependence relations, self-regulation of networks, negotiations, and the same interests as the public as follows;

Networking Initiation

In the initiation phase of networking, knowing the involvement of stakeholder actors can analyze gaps or problems that occur so that they can make what programs or events they want to do at the location of the tourist attraction (Zaenuri, 2018). Stakeholder actors involved in the management, development and ordering of tourism objects at the Festival of Light Kaliurang are Sleman Regency Tourism Office and PT. Examples of Bintang Bangsa (Zaenuri, 2018). Before the existence of tourism object of the Festival of Light event in 2015, Kaliurang substation looked very quiet at night (Zadek, 2006). Therefore, the Tourism Office had an idea to increase visitors in the Kaliurang viewing area. As for this desire, the government initiated a networking with PT. Cikal Bintang Bangsa to organize tourism objects at night that can entertain and attract local and foreign tourists (Melyanti, 2014).

According to Amirullah (2013), public private partnership is a collaboration in the form of the overall authority of the government to the private sector which aims to carry out part or all of the construction and operation of infrastructure (Innes, J.E and Booher, 2004). According to Amirullah (2013), public private partnership is a collaboration in the form of the overall authority of the government to the private sector which aims to carry out part or all of the construction and operation of infrastructure (Innes, J.E and Booher, 2004). Of Collaboration is a concept based on trust in a working group to achieve mutually beneficial goals within members of the partnership, where partner members always try to resolve a conflict or dispute procedurally so that each party will mutually benefit one another (Wulansari, L., & Hadna, 2014).

The initiation in conducting this network was carried out because the Sleman Regency Tourism Service was aware of limitations such as lack of competence and

efficiency in financing (Ansell, 2007). In addition, there were also lack of human resources and inadequate budgets. On the other hand, the private sector offered human resources to manage tourism objects of Festival of Light Kaliurang.

Sleman Regency Tourism Office chose PT. Cikal Bintang Bangsa because it has been willing to become a partner, and has agreed to network. The attractions of the Festival Of Light Kaliurang event will provide alternative attractions at night that can be enjoyed in the Kaliurang view substation. PT. Bintang Bangsa was asked by the Sleman Regency Tourism Office to work together to succeed the Tourism Office's wishes (Wulansari, L., & Hadna, 2014). As for this matter, the private sector agreed to join in networking the cooperation. That way, both parties can exchange ideas and resources to complement mutual desires and benefit in enlivening the Kaliurang view substation.

Network Implementation

To implement the program, a program or an event that has been agreed was made through a cooperation at the time of network initiation. In addition, the obstacles that occur when the network is held can also be found (Zaenuri, 2018). The collaboration network between the Sleman Regency Tourism Office and PT. Cikal Bintang Bangsa has an agreement on a cooperation agreement to network with Mou. The agreement on cooperation agreement No. 506/544 concerned on organizing Festival of Light Kaliurang event in 2018 on Lebaran (the popular name for Eid al-Fitr in Indonesia and is one of the major national holidays in the country). The basis for networking is equality, mutual assistance, synergy, transparency, and mutual benefit (Sleman Regency Tourism Office and PT Cikal Bintang Bangsa, 2018).

However, during the process of implementing the collaboration network at the Festival Of Light Event, there were obstacles that occurred and were recognized by both parties. Therefore, there are many things that must be evaluated in implementing the event. The obstacles that occurred in 2018 became an evaluation to hold the next event. The first obstacle in implementing the collaboration was sharing benefits of the entrance tickets.

The district tourism office provides a simple example of the constraints in dividing the entrance ticket benefits by 50% of the agreed ticket price. However, occasionally, the private sector raises the ticket price from the agreed ticket price of Rp.2000 to Rp. 3000. 50% of the entrance ticket price remains the Sleman Regency Tourism Service gets Rp. 1,000 for retribution. As a result, it becomes a huge advantage for the private sector causing objection from the tourism office. The statement above is only a simple example of the constraints of profit sharing. With the agreement written in the MoU regarding the Festival Of Light entrance ticket, the Sleman Regency Tourism Office receives 20% and the private party gets 80% of the price agreed between the two parties. In addition, in sharing this profit, the private sector requested gross calculation but the Tourism Office asked for nett calculation which became an obstacle in the networking process.

The second obstacle is related to the timing of the implementation of the Festival of Light Kaliurang event. In a cooperation agreement, the private sector sometimes exceeds the deadline for the agreement that has been set and agreed upon. This triggers the income of the private sector to add and costs will occur which have been detailed more than the collective agreement. This is an obstacle that impedes the process of implementing a network of cooperation so that the results to achieve are not in accordance with the desired target.

The third obstacle, regarding the limitations of regional regulations from the government, is recognized by the private sector as not knowing much about the rules in cooperation. As a result, it becomes an obstacle for the private sector to do things related to the Kaliurang Festival of Light event. Then the fourth obstacle is the visitors decline of Festival Of Light Kaliurang caused by the increase of Merapi status in Kaliurang. In addition, the night attraction offered that year was less attractive for visitors and there were more interesting tourism objects than the Festival of Light event making revenues in 2018 greatly decreased compared to previous years. Thus making revenues in 2018 greatly decreased compared to previous years.

The fifth obstacle is related to the parking lots. It was found that the government had lack cooperation with the surrounding community in providing parking spaces for visitors. The limited parking areas made the visitors reluctant to come because it is often full. Sometimes, people's yards are also functioned as parking lots for visitors. However, the most influential obstacle on the field regarding the outdoor event is weather. However, the most influential obstacle on the field regarding the outdoor event is weather. It is because the weather can not be predicted and avoided.

The previously mentioned obstacles are very influential on the decline of visitors experienced from June to July in 2018. It is proven by visitor data and tourist revenue of the Festival of Light Kaliurang event in 2015 - 2018 as follows;

Visitor Documents on tourism object of Festival of Light Kaliurang Event in 2015-2018

Year	2015– 2016	2016 - 2017	2017	2017 - 2018	2018
Period	Dec- Jan	Dec- Jan	June- July	Dec-Jan	June- July
Number of visitors	53.506	57.951	122.575	55.077	19.489

Source: Sleman Regency Tourism, 2018

By looking at visitors' data on tourism of the Festival of Light events in Kaliurang from 2015 to 2018, it is clearly found a very drastic decline. From June to July in 2018, the number of visitors was fewer compared to the previous years. It automatically made visitors to Kaliurang Substation decline. This happened because it was affected by the existence of constraints when the collaboration network process was implemented. As a result, the earned income also greatly reduced from previous years. Income of Festival of Light Kaliurang event in 2015-2018.

Year	2015 – 2016	2016 – 2017	2017	2017 – 2018	2018
Period	Dec-Jan	Dec-Jan	June-July	Dec-Jan	June-July
income	107.012.000	115.902.000	245.150.000	110.154.000	38.978.000

Source: *Sleman Regency Tourism, 2018*

By looking at tourism revenues of Festival Of Light Kaliurang event from 2015 to 2018, it can be seen that in 2018 there was a drastic decline of only Rp. 38,978,000. This proves that there are significant obstacles when the network implementation process takes place. The Sleman Regency Tourism Office with PT. Cikal Bintang Bangsa should solve the problems that occur and create new innovations to attract visitors. Furthermore, those problems also affect the decrease of hotel and homestay accommodation in Kaliurang.

Network Sustainability

At the stage of network sustainability carried out, due to continuous efforts in a program or event that has been held among stakeholders - Zaenuri (2018: 224-236). Sleman Regency Tourism Office and PT. Cikal Bintang Bangsa have entered the third year of conducting a collaboration network. Due to the respond that was shown by the surrounding community or enthusiastic and happy visitors with the holding of the event they have still been in collaboration to achieve the desired goals (Winara, A., & Mukhtar, 2011). Tourism Object Festival Of Light Kaliurang is held twice a year, during Lebaran and Christmas holiday.

Both parties conduct regular evaluations every two weeks for 45 days during the event. The results of the first evaluation report, which is related to the theme, is monumetary and very varied and creative so that it can influence the response of the public and visitors. Although the community and visitors feel there are no problems with different themes and very varied that are offered in each year, there should be no issues as long as it is accordance with, even exceed their expectations, and can give positive impression. But if it is not in accordance with the expectations of the community and visitors, what happens at the next event is that visitors will not want to return to the Festival of Light Kaliurang event. This must be considered in the future in offering interesting themes, but still in accordance with expectations of the community and visitors.

The results of the second evaluation report are, more on the technical issues of timing that were felt to be inaccurate, so that they could be discussed again by both parties at the next event. Furthermore, there are natural constraints that occur in the field such as the trigger of Mount Merapi status.

The two parties between the Sleman Regency Tourism Office and PT. Cikal Bintang Bangsa, in its sustainability network at the Festival Of Light, can help and focus by carrying out a new innovation in determining the themes chosen during the Festival of Light of Kaliurang. After finding out the evaluation reports from both parties, the community and visitors helped provide input for new innovations to the Sleman Tourism Office and PT. Cikal Bintang Bangsa. Then both parties can deliberate and

produce a consensus in choosing, determining the theme with an innovation that is different from the previous one

Pattern of Network Relationships

The role of stakeholders

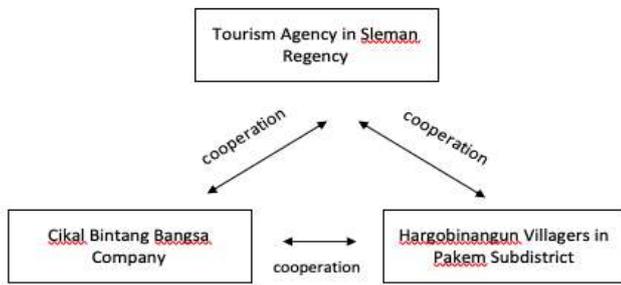
The role of stakeholders here is to find out the actors of interest in the networking process, and which parties dominate the local government, the private sector, and the community, Marin and Myntz in (Zanna, 2016) [10]. In good governance there are three stakeholders who interact with each other and carry out their respective roles. namely government, private sector, and society. The three pillars include the state (state or government), private sector (private), and civil society (society). The third pledge is to carry out integration which can be realized through networking cooperation relationships between the three and can carry out their roles well.

The interested actors involved in implementing the collaboration network have their respective roles that can be carried out as well as possible. The role of the Sleman Regency Tourism Office is as the organizer of the Event Festival Of Light event, the land used for the event is owned by the Tourism Office, so that the private sector cooperates in leasing the Tourism Office in cooperation with the private sector to carry out their wishes. The managers of capital decides concepts by making interesting shows. The involvement of the private sector is urgently needed by the Sleman Regency Tourism Office, because the role of the private sector helps to deal with the needs of the Festival of Light Kaliurang tourism management. The following is supported by the results of an interview by Mr. Agus as one of the managers at the Kaliurang Festival of Light event. The role of the private sector here is very important in the implementation of the event, because the role of the private sector here arranges such interesting concepts with different themes each year, so that people are interested and want to visit the Festival of Light Kaliurang. In addition, in managing the festival, the capital conducts it from the private sectors as a whole. As for that, in the distribution of profits the private sector is greater, namely getting 80% and the Sleman Tourism Service gets only 20%. PT. Cikal Bintang Bangsa (Taman Pelangi) works in terms of land used by the Festival of Light Kaliurang.

The involvement of the role of the community that participated was felt very important in the success of the Festival of Light Kaliurang tourism object. However, the role of the community here is not too involved in the collaborative networking process, because the community is only involved in parking management for festival visitors and booth sales that have been provided by official and private parties.

In the description, can be found out in the involvement of the relationship pattern that occurs in the network of cooperation between the local government, the private sector, and the community at the Kaliurang Festival Of High Events. The following is a triangle image of the pattern of stakeholder roles in the Kaliurang Festival of Light Event.

Picture 1. stakeholder involvement in the network



Thus, these characteristics are in accordance with the Pattern of cooperative relationships, in which the pattern of relations between stakeholders has become a collective decision for the common good. The cooperation here is also on the pattern of relationships among stakeholders that mostly presents during resource sharing that each has, and good ideas for building a tourist attraction desired by the public interest.

Stakeholders involved play a role in accordance with the agreed upon contract of cooperation agreement. However, there was a drastic drop in visitors in 2018, which needs to be fixed again at the next event. The role of stakeholders is very influential and dominating in the collaborative networking process, namely the Sleman Regency Tourism Office. because the office is the organizer, the land owner, and the one which regulates the local regulations for the event. While the role of the private sector is more about managing the concept for the event, and the community only deals with parking and sales at the festival event.

Interdependence Relationships

The relationship of interdependence in a collaborative network is needed. In a relationship of interdependence, it can measure the extent of the relationship of each stakeholder (local government, private sector, and community) in the networking process, and has been running according to the desired target or has not reached the target, Marin and Myntz in (Zanna, 2016). Sleman Regency Tourism Office coordinates by controlling the private sector and the community which is held every two weeks when the Festival Of Light event in Kaliurang takes place. Success is created because of good coordination between stakeholders. Coordination relationships can be done in routine meetings to discuss things that happen when the event takes place.

As for what PT. Cikal Bintang Bangsa in a relationship of interdependence is coordinating related to sponsorship for the success of the festival. This sponsorship is a supporting factor in the facilities and infrastructure of the event. Sponsors such as teh botol sosro and newspaper 'Kedaulatan Rakyat' at the same time promote tourism objects Event Festival of Light Kaliurang.

In the implementation of the Festival of Light Kaliurang, the community participated in the management of visitors' parking lots. The people here can also increase the economy in selling food products, so this is an opportunity for the surrounding community. The economic impact that is felt by the influential community is increasing surrounding community income as well as new employment.

Thus, these characteristics are in accordance with the pattern of coordination relations, where in the pattern of the relationship between stakeholders has become a collective decision for the common interest. The following is a picture of the relationship of interdependence among stakeholders at the Festival of Light Kaliurang event;

Picture 2. Interdependence relationship



Coordination between stakeholders of Sleman Regency Tourism Office and PT. For Bintang Bangsa and the community has been conducted routinely for the sake of the smoothness of the event which will be held twice a year. It is inseparable from that, the goal to reach the targets to increase visitors at Kaliurang Substation can be achieved.

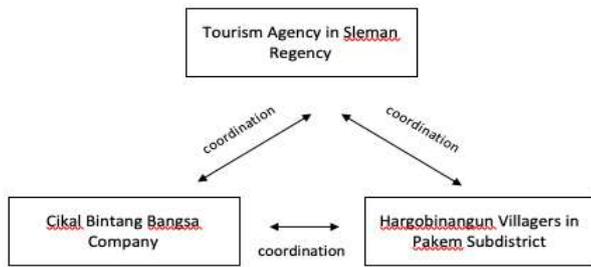
Network Settings Alone

The network arrangement itself is a self-made arrangement but is not ordered autonomously due to the desire of the two actors in collaboration, Marin and Myntz in (Zanna, 2016). Self-regulation here is the rules that are made by themselves in terms of cooperation between the two parties. Government networks regulates its own regulations because it aims to regulate with certain policy areas an idea made. The resources have dynamic interactions and the government does it with regulations, normative, cognitive, and imaginary that are adjusted to negotiations between other stakeholders. The regulation governing the implementation of the Festival of Light Kaliurang Event is Regional Regulation number 11 of 2015 concerning the Master Plan for Regional Tourism Development for 2015-2025 and the cooperation agreement between the two parties namely Sleman Regency Tourism Office and PT. Cikal of Bintang Bangsa (Taman Pelangi) Number 506/544 concerning the of the Festival of Light Kaliurang Event 2018.

Negotiation

Logooing means to make the right decision by deliberating on the involved stakeholder actors, Marin and Myntz in (Zanna, 2016). Negotiations conducted at the Festival of Light Kaliurang event from preparation, implementation to evaluation, involved actors in good governance, namely the local government, the private sector, and the community. The realization of the implementation of the event needed coordination between stakeholders, especially in negotiating to take a decision in the deliberation. Negotiations are carried out between the three actors to realize a common goal by way of deliberation when overcoming the problems that occur.

Picture 3. Negotiation Among Stakeholders



By looking at the picture above, the pattern of negotiation relationships between stakeholders involved in the Festival of Light Kaliurang event can be explained as follows; Negotiations carried out by the Sleman Regency Tourism Office with PT. Cikal Bintang Bangsa (*Taman Pelangi*) is related to the problem of the place, bid prices, and profit sharing, while negotiation with the community is related to parking lots. Then the negotiations carried out by PT. Cikal Bintang Bangsa with the Sleman Regency Tourism Office related to the Kaliurang Viewpoint area while negotiation with the community is related to parking management and booth sales. The negotiations carried out by the Hargobinangun Village Community with the Sleman Regency Tourism Office and PT. Cikal Bintang Bangsa is related to the price of parking and a place to stroll at the Festival Of Light Kaliurang. Regarding coordination with the Tourism Office and PT. Cikal Bintang Bangsa, permission from village officials is required. The village officials confirmed the community.

The pattern of negotiation relations conducted by the Sleman Regency Tourism Office, PT. For example, Bintang Bangsa and the Hargobinangun Village Community is said to be fairly good in terms of negotiation, so that one another can coordinate according to their respective roles. The three stakeholders can solve a conflict with a collective discussion, and can find a solution to find a middle ground that does not harm any party.

The same interests as the public

Having similar interests as the public, the actors of interest make new opportunities and innovations to establish cooperation, Marin and Myntz in (Zanna, 2016). In this case the Sleman Regency Tourism Office opens up opportunities as much as possible to Event Organizer who wants to establish a joint collaboration. Then, the Tourism Office will make a promotion and media campaign for the target to be shown. Promotions are shown by the service by making banners, billboards and posters as attractive as possible, and are presented with a concept that has been agreed upon. Interactive marketing was conducted for the Festival of Light Kaliurang event through Facebook and Instagram media. Facebook and Instagram Social Media are used because according to the Sleman District Tourism Office, the two social media are the most widely used by the community. Therefore, the intended target is accurate and the desired results are achieved.

Both parties agreed to make opportunities for mutual benefit and create a tourist attraction that conceptualizes fountains and lanterns - lanterns that adorn the night. The night was chosen because in 2015 there were no tourism

objects offered at night, so the two parties agreed to open a new opportunity to cooperate with each other.

Thus, these opportunities can be realized, agreed upon and specifically designed to attract visitors to these attractions. Both parties have a new innovation to create a show each year with a different concept. As for having a different concept theme, it is expected that visitors will not be easily bored, and always happy if the festival is held.

Conclusion and Future Recommendation

Based on the results of the research that has been carried out from the results of discussions on the networking process and the pattern of governance (governance network), the implementation of the Event Festival of Light Kaliurang is as follows;

1. **Networking Process**, there are three things to measure, namely; initiation in networking, implementing networks and network sustainability.
 - a. The initiation in conducting a network namely the Sleman Regency Tourism Office aims to increase visitors and enliven the Kaliurang View Substation area. Therefore, the Tourism Office initiates a network with PT. Examples of Bintang Bangsa (*Taman Pelangi*). Initiation in networking is needed, because the local government recognizes that it lacks competence and lacks efficiency in financing. PT. Cikal Bintang Bangsa has these things. Both parties will be mutually beneficial in initiating joint networks.
 - b. Implementation of the network, there was a decrease in visitors in 2018, this was due to constraints that occurred in conducting the network implementation process. Constraints are such as profit sharing, regarding the timing of the Festival Of Light Event, the limitations of regional regulations, the increasing status of Merapi in Kaliurang, and the lack of cooperation with the community regarding parking lots.
 - c. Network sustainability occurs because both parties agree together when conducting the network, and until now it has entered its third year in networking cooperation. In network sustainability, the results of the evaluation report from the implementation of the network have been identified. The results of the evaluation reports from both parties at the Festival of Light Kaliurang event is the concept offered by the mononton, and regarding the selection of inappropriate times to do the program at night and triggered by the increase in Merapi's status. But regardless of this, the response shown by visitors or the community was positive enthusiasm and the surrounding community is also participating in the Kaliurang Festival of Light event.
2. **Pattern of Network Relations**, there are three things to measure, namely; the role of stakeholders, interdependence relations, self-regulation of networks, negotiations, common interests with the public.
 - a. The role of stakeholders, in the implementation of the Festival of Light Kaliurang event is that the stakeholders dominate the Tourism Office of Sleman Regency as the land owner of the Substation and organizers at the Kaliurang Festival Of light event.

Then there is the involvement of the private sector in the Kaliurang Event Festival of light as perplolala in the event. The Hargobinangun community is the manager of parking and visitors.

- b. The interdependence relationship in the Festival of Light Kaliurang event is through coordination between stakeholders. In general, the coordination carried out in a sense has been good. The coordination is always carried out with stakeholders from the start of preparation, implementation to evaluation. In conducting coordination at the Festival Of Light Kaliurang event, it is conducted regularly every two weeks.
- c. The arrangement of the network itself, in its implementation has regulations governing the implementation of the Festival of Light Kaliurang Event, which is Regional Regulation Number 11 of 2015 concerning the Master Plan for Regional Tourism Development for 2015-2025 and the cooperation agreement between the two parties namely Number 506/544 concerning the Implementation of the Festival of Light 2018.
- d. Negotiation among stakeholders, Sleman Regency Tourism Office negotiated with PT. Cikal Bintang Bangsa. It deals with problems from the place, bid prices, and profit sharing. Besides that, the Sleman Regency Tourism Office and PT Bintang Cikal negotiated and consulted with the surrounding community regarding parking lots for visitors.
- e. The same public interest, here the Sleman Regency Tourism Office opens opportunities for anyone to network such as any Organazer Event and Swsata party. Because the agency realizes that each party has the same public interest.

This research was conducted by qualitative approach and survey was conducted at the field. Future researchers may consider investigating other approach or developing constructs which are appropriate in either government, private, and community context. Future researchers could frame other measures deemed to be appropriate for the constructs.

Suggestion

To increase visitors to the Festival of Light Kaliurang, efforts must be made to encourage tourists to visit the event;

1. In the process of collaborative networking, the Sleman Regency Tourism Office with PT. Cikal Bintang Bangsa, it is necessary to improve innovation renewal and provide a unique theme concept which is different from the previous concept or theme, so that the Event Festival of Light Kaliurang is not monotonous and not boring.
2. In terms of the pattern of network relations among stakeholders, there should be enhanced coordination between the Tourism Office, PT. The Stars of the Nation, and Society. Especially in terms of coordination with the public regarding parking lots for visitors. Regional regulations that have been made by the local government should also be improved in order to make the network relations more open and communicative with the private

sector, including the limitations in the cooperation process.

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