



Tour Package in South Centra Timor Regency

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Abstract— East Nusa Tenggara Province is one of the provinces in Indonesia that has a lot of potential in the tourism sector, so that East Nusa Tenggara Province is one of the leading tourism destinations. Each district in East Nusa Tenggara Province has its own uniqueness, both natural and cultural tourism that can become a tourist attraction, including South Central Timor Regency. South Central Timor Regency is one of 21 regencies/cities in East Nusa Tenggara Province. This district consists of 32 sub-districts, 12 sub-districts, and 266 villages. South Central Timor Regency consists of 3 kings of exchange, namely Banam (Amanuban), Onam (Amanatun) and Oenam (Mollo) and South Central Timor Regency has tourism potential, namely natural tourism such as Fatumnasi nature tourism, Kolbano Beach while historical tourism such as the history of the formation of the City Soe and the history of the formation of 3 swabs in South Central Timor Regency, while cultural tourism such as Benteng None, Boti traditional village and water magic turned into wine in Soe City. The purpose of this study is to find out what are the potential tourist attractions in South Central Timor Regency that can be used as Tour Packages and how to make tour packages in South Central Timor Regency. The data analysis technique used is Data Reduction, the goal is to select and summarize important data, in this case the author chooses what tourist objects will be included in the criteria to make it easier for writers and further data collection in making tour packages in South Central Timor Regency. The following is the presentation of the data, at this stage the data that has been sorted previously by the researcher, namely the data that directs the researcher to the main purpose of the study will be presented with narrative text. The last is drawing conclusions, in qualitative research what is expected is new findings that have never existed in the manufacture of tour packages in South Central Timor Regency. The results of this study indicate that South Central Timor Regency has tourism potential such as tourist sites turning water into wine, None fort, Sonaf Sonbesi, Tugu Lilin, King Mollo's House in Ajaobaki, Fatumnasi Nature Tourism, Tunua Beach, Kolbano Beach and the Dutch Monument in Kolbano. The tourism potential is packaged in a tour package with the concept of 3 days 2 nights in South Central Timor Regency at a price of Rp.650.000,00 per person.

Keywords: *Tourism potential; tour packages; South Central Timor Regency*

I. INTRODUCTION

Advances in science and technology in today's era have had an impact that makes competition increasingly fierce in all fields. Everyone is busy with their own activities, routines experienced by people which in their daily life cause tension, boredom and boredom. It is undeniable that the free time you have will be used as a means to restore clarity of mind, get new inspiration and freshness. One of the activities carried out by some people in their spare time is traveling.

RI Law No. 10 of 2009 states that tourism is a variety of tourism activities and is supported by various facilities and services provided by the community, businessmen, government, and local governments. Because tourism is a means of introducing the natural beauty, culture and traditions of the Indonesian nation, it is necessary for the cooperation of the government, the private sector, and the community to develop better tourism so that it can increase the number of tourist visits.

Sugiama, (2011) revealed that tourism is a series of activities, and service providers both for the needs of tourist attractions, transportation, accommodation and other services aimed at meeting the travel needs of a person, or a group of people. The trip he does only temporarily leaves his place of residence with the intention of resting, doing business, or for other purposes.

To meet what people do today and what they expect from a tour, it is said that tourism has become one of the foundations of modern human hope to fulfill one of their needs. This fact can be used as a basis for thinking that tourism must be packaged in such a way as to be attractive. To make it more attractive, it is necessary to plan or plan first. According to GR. Terry in Sukarna (2011:10), planning is the selection and linking of facts and the making and use of estimates or assumptions for the future by describing and formulating the activities needed to achieve the desired results.

A tour package is a travel product that is produced and marketed by a travel agency or marketed by another travel

agency (Project & Growth, 2015). Tour packages are a combination or combination of tourism components consisting of transportation, accommodation, tourist attractions, food and beverages, and tour leader services sold to tourists in one price (Holloway & Humpreys, 2019).

South Central Timor Regency is one of 21 regencies/cities in East Nusa Tenggara Province. This district consists of 32 sub-districts, 12 sub-districts, and 266 villages. In 2017, the population reached 463,857 people. South Central Timor Regency consists of 3 kingdoms namely Banam (Amanuban), Onam (Amanatun) and Oenam (Mollo). South Central Timor Regency has potential tourist attractions, namely natural tourism such as Fatumnasi nature tourism, Fatukolen nature tourism, historical tourism such as the history of the formation of Soe City and the history of the formation of 3 jobs in South Central Timor Regency, cultural tourism such as the traditional village of fort none, the traditional village of Boti. and the miracle site of water turning into wine in Soe City.

Potential tourist attractions in South Central Timor Regency can be packaged into an attractive tour package. Tour packages also have advantages and disadvantages. Quoted from *www.dictio.id* explains "The advantages and disadvantages of using tour packages, the advantages of which are the presence of tour guides who are ready to take tourists wherever they go and provide information needed for tourists who are visiting a destination or tourist destination for the first time, and the use of time that more effective because all activities are well-scheduled so they don't waste time and the direction of the trip is clear. While the drawback in using a tour package is time for tourists who don't really like the rules of time, can't be free for tourists who want to visit tourist attractions that are not scheduled in the tour package ". However, several reasons for using tour packages according to Bima Pangraso (CEO of Kili-Kili Adventure) are to form a community of walks, much more efficient than private walks, unique and valuable activities, saving time to search for information and enjoying tourism as much as possible.

1.1. Formulation of problem

- a. What are the potential tourist attractions in South Central Timor Regency?
- b. How to make a tour package in South Central Timor Regency?

1.2. Research Purposes

- a. To find out what are the potential tourist attractions in South Central Timor Regency.
- b. To make a tour package in South Central Timor Regency?

II. LITERATURE REVIEW

Tourism

Tourism is a tourist trip carried out by a person or group of people repeatedly or around, both planned and unplanned which can produce a total experience for the perpetrators. While tourists are a group of people who travel or travel who have a specific purpose in doing the trip.

According to Law No. 10 of 2009 concerning Tourism, Article 14 states that the tourism business includes: a). Tourist Attraction, b). Tourism Area, c). Tourism Transportation Services, d). Travel Services, e). Food and Beverage Services, f). Provision of Accommodation. g). Organizing Entertainment and Recreational Activities, h). Organizing Meetings, Incentive Trips, Conferences and Exhibitions, i). Tourism Information Services, j). Tourism Consultant Services, k). Tour Guide Services, l). Tirta Tour, m). SPA.

Tourist Potential

Tourism potential is a variety of resources contained in a certain area that can be developed into a tourist attraction. Tourism potential is all things and events that are arranged and provided so that they can be used to develop tourism in the form of atmosphere, events, objects and services, Pendit (in Mahendra Putra 2016). Various kinds of tourism potential are natural tourism potential, cultural tourism potential and man-made tourism potential. Locational factors that influence the development of tourism potential are physical conditions, accessibility, land ownership and use, barriers and support and other factors such as labor wages and political stability.

According to Cooper in Denita (2021:12) suggests that a tourist destination must be supported by 4 (four) main components in tourism or usually known as "4A" namely Attraction (attractions), Amenity (facilities), Accessibility (accessibility), Ancillary Services (additional services).

Tour Package Planning

According to G.R Terry in Sukarna (2011: 10) also defines planning or planning is the selection of facts and efforts to connect the facts with one another, then make estimates and forecasts about the situation and the formulation of actions for the future that if needed to achieve the desired result.

Tour Package

According to Utama (2014: 37) a tour package is a tour trip of one or several visit destinations that are compiled from various certain travel facilities in a fixed travel program, and are sold as a single price involving all components of the tour. The tour packages offered are generally arranged in a standard

format and made to anticipate market demand trends. The same understanding from Camileri (2019: 18) that tour packages are tours that include all services such as transportation and accommodation services ordered by tourists in one price.

Before making a tour package according to Camilleri (2019:4), the following things must be considered by tour package planners, namely identifying why people travel, when is the right time for the trip, what is the motivation for choosing a vacation destination.

According to Kesrul (in Triyanti et al, 2015) the components of tour packages can be seen from two sides, namely: 1). Tour package/Itinerary, The tour package itinerary is a travel document that contains travel events from departure, at the destination, to returning to the place of origin. So that the itinerary is nothing but a list or schedule for a tour to a certain route with the departure time and the places to stop being determined in advance including places to eat, accompanying guides, and several other components that are considered important during the trip. 2). Tour Packages As Price, Tour packages as prices can be seen as a combination of two or more of the prices of various tourism components as well as other additional prices (such as profit, taxes, insurance, incidentals, tips and so on) according to the variables that are considered important to be calculated in the compiled price. The resulting price is the price of the tour package, which at the time it is offered or sold is accompanied by an itinerary that has been prepared.

III. RESEARCH METHOD

This research is a type of qualitative descriptive research, namely research that describes the phenomena in the field in accordance with current conditions. Data collection will be carried out by recording, observing, observing and in-depth interviews with local cultural figures and tourism industry entrepreneurs related to the manufacture of tour packages. The data analysis technique used was descriptive qualitative, namely collecting important data and leading to the main purpose of implementing this research, namely planning cultural tourism packages in South Central Timor Regency.

Research Sites

This research was conducted in South Central Timor Regency and took several tourist sites including the candle monument, water well turned into wine, None fort, Raja Nope's house, Ajaobaki craft center, Raja Ajaobaki's house, Fatumnasi village, Dutch monument, Oetune beach and kolbano beach. Some of these locations were chosen because they have a unique charm and are currently a priority for tourism development in the South Central Timor Regency.

Data Collection Technique

The data collection techniques in this study are as follows: 1) observation, the purpose of which is to observe in order to know the culture and conditions in each object, and to find out the price of each item that will be used in making tour packages. 2). Interviews, interviews or interviews are conducted to seek information about culture, customs and also the state of the surrounding object in order to become a source of information for guests who will travel in South Central Timor Regency. 3). Documentation study, aims to be used when making brochures in the sale of tour packages to potential tourists.

IV. RESULT AND DISCUSSION

It can be seen that in South Central Timor Regency there are 11 tourism potentials that can be arranged to be used as tour packages. These tourism potentials include the wax monument, the site of the water turning into wine, fort none, the house of the king of Nope, the ajaobaki craft center, fatumnasi village, tunua village, fatunausus, the Dutch inscription monument, kolbano beach, oetune beach.

The Wax Monument

The wax monument is a symbol of the founding of Soe City for the first time and in this place the name of the city of Soe and history was formed as the capital of the South Central Timor Regency.



Miracle site of water into wine

This well has become one of the places of spiritual history in the city of Soe, in this well on September 26, 1965 a spiritual event occurred where water turned into wine. And after this incident occurred, several miracles began to occur throughout the South Central Timor regency.

Fort None

Fort none is one of the traditional villages inhabited by people with the surname Tauho. In this place there is a typical house of the Timorese, namely ume kbubu and lopo. This fort is a defensive fort and a fort for monitoring enemies for the Amanuban community. Fort none is located in Tetaf Village, Kuantana District and is 17 km from Soe City.





Nope King's House

Sonaf amanuban is the center of the Amanuban kingdom (banam) located in Niki-niki, in this place there are historical relics of the Amanuban Kingdom and currently sonaf amanuban is guarded and preserved by the Nope family. In addition to the king's palace house, tourists will also be invited to see the tombs of the Amanuban kings who at that time fought against the Dutch colonials.



Ajaobaki Tani Suka Maju



In this craft center, there are several local food processing products that will be offered to tourists. In addition, this place also provides the woven products of the ajaobaki community which are sold to visitors and also some local souvenirs. At Tani Suka Maju Ajaobaki, visitors can also see the process of making the original Mollo woven fabric.

Sonaf Ajaobaki

Sonaf Ajaobaki is the center of the Mollo kingdom. In this place you can see the remnants of the Mollo kingdom led by King Oematan in the form of royal trinkets and also stories about the struggle of the Mollo people against the Dutch Colonial while enjoying cultural arts attractions in the form of the sleigh dance. Sonaf is located in Kapan Village, South Mollo sub-district and is \pm 25 km from Soe City.



Fatumnasi Village

In Fatumnasi Village, there are several attractions that can be presented to tourists such as Mount Mutis, Bonsai Forest, strawberry cultivation, and other agricultural products. In Fatumnasi there is also a homestay that can be rented to stay and can also do camping ground.



Tunua Village

Tunua Village is a village that produces agricultural crops including oranges, carrots, potatoes and so on. In addition to agricultural products, the village of Tunua has a tourist attraction of marble and also a place for making banana wine.

Dutch Inscription Monument

This monument was built by the Dutch government in 1908 to honor the services of its troops during the Kolbano war in 1907. This monument tells of the rebellion of the Kolbano people led by Boi Kapitan, Pehe Neolaka and Esa Taneo against the Dutch colonial government.



Kolbano Beach

Kolbano Beach is located in Kolbano Village, Kolbano District, and is \pm 80 km from Soe City. The attraction of this beach is the stretch of beach that has no sand but colorful pebbles which are the main attraction on this beach.



Oetune Beach

Oetune Beach has 2 different beach beauties for visitors to enjoy. First, Oetune offers the beauty of a very wide white sand beach and very high waves that are suitable for surfing. The second oetune also offers a desert which is about 10Km long and is one of the main attractions for oetune's beach today.



All tourism potentials are then compiled into three tour packages, namely, the history and spirit of Soe tour, explore the fatumnation tour and the beauty of Kolbano. The three packages will be made in the form of tables, graphs, package prices.

For the history and spirit of soe, the tour will start by visiting the wax monument, the site of the water turning into wine, fort none, sonaf amanuban and returning to the hotel.

Explore fatumnasi tour takes the route from the fatumnasi village (bonsai forest), strawberry cultivation, Tunua village, sonaf ajaobaki, Tani Suka Maju souvenir ajaobaki and back to the hotel.

The beauty of kolbano takes the Kolbano beach route, the Dutch inscription monument in Kolbano, Oetune beach and back to the Hotel.

The tourism potentials in the South Central Timor Regency are arranged in 3 tour packages including the History and Spirit of Soe tour, the Exploration Fatumnasi Tour and the Beauty of Kolbano. Then these 3 packages are made in the form of tables, charts and prices.

The table describes the series of events, routes and time duration during the tour. The following is a table for the history and spirit of soe tour.

Table 1

The history and spirit of soe tour.

| Time | Route | Description | Remark |
|-------------|--|---|---|
| 08:00-08:08 | Hotel-Tugu lilin | The journey to the wax monument by Ahmad Yani street | |
| 08:08-08:38 | Tugu Lilin | Explanation of the history of Soe City | Photo group |
| 08:38-08:43 | The Wax Monument-the site of water turning to wine | The journey continues to the site where water turns into wine in the safe village of Soe City | |
| 08:43-09:43 | the site of water turning to wine | Tourists see the well where the water turns into wine | Photo Group |
| 09:43-10:14 | Sites of water turn to wine-Fort none | After from the Site, the journey continues to Fort None on the Soe-Niki-Niki road | Snack |
| 10:14-11:14 | Fort None | See the traditional houses of the Timorese people, namely ume kbubu and lopo, after that go around to see Fort None | Welcomed by Natoni and Photo Group together |
| 11:14-11:20 | Fort None - Singgalang restaurant | The journey continues to Singgalang restaurant for lunch together | |
| 11:20-12:00 | Singgalang Restaurant | Enjoy lunch together | Lunch |
| 12:00-12:10 | Singgalang Restaurant-Sonaf Sonbesi | The journey continues to Sonaf Sonbesi | |
| 12:10- | Sonaf | • View a collection of | Photo |

| | | | |
|-------------|---------------------|---|---|
| 14:40 | Sonbesi | relics of King Amanuban <ul style="list-style-type: none"> • Visiting the tombs of the Amanuban kings | Group using the traditional clothes of the Amanuban community |
| 14:40-15:40 | Sonaf Sonbesi-Hotel | Back to Hotel | The first day of the tour is over |

Table 2
The Exploration Fatumnasi Tour

| Time | Route | Description | Remark |
|-------------|---------------------------------------|--|---|
| 08:00-09:30 | Hotel-Fatumnasi Village | The journey begins by visiting the village of Fatumnasi | |
| 09:30-11:30 | Fatumnasi Village | Tourists see bonsai forest, traditional homestay of fatumnasi residents, plants Strawberries and some souvenirs made by the villagers Fatumanasi | Photo Group and picking strawberries Snack |
| 11:30-12:00 | Fatumnasi Village-Tunua Village | Tourists continue their journey to the village of Tunua | |
| 12:00-13:30 | Tunua Village | Tourists visit Tomenas, a marble tour, pine forest and banana winery | Photo group and Lunch Box |
| 13:30-13:45 | Tunua Village-Tani Suka Maju Ajaobaki | The journey continues to the local food-making center Ajaobaki | |
| 13:45-14:15 | Tani Suka Maju Ajaobaki | Tourists shop and see the process of making local food and weaving | Shopping and photo group |
| 14:15- | Tani Suka | journey continues to | |

| | | | |
|-------------|---------------------------------|---|----------------------|
| 14:25 | Maju Ajaobaki to Sonaf Ajaobaki | sonaf Ajaobaki | |
| 14:25-15:25 | Sonaf Ajaobaki | Tourists go around sonaf and see trinkets left by the Mollo Kingdom | Snack |
| 15:25-16:05 | Sonaf Ajaobaki-Hotel | return trip to hotel and tourists rest | Tour day two is over |

Table 3
The Beauty of Kolbano

| Time | Route | Description | Remark |
|-------------|---|---|-------------|
| 08:00-10:17 | Hotel-Kolbano beach | the journey starts towards Kolbano Beach | Snack |
| 10:17-11:47 | Kolbano Beach | Tourists surround the beach while enjoying coconut water | Photo group |
| 11:47-11:50 | Kolbano Beach - Putra Surya's restaurant | The journey continues to Putra Surya restaurant to enjoy lunch | |
| 11:50-12:30 | Putra Surya restaurant | Lunch while tourists enjoy the beauty of Kolbano beach during the day. | Lunch |
| 12:30-12:35 | Putra Surya restaurant-Dutch inscription monument | After that, tourists go to the Dutch Inscription Monument | |
| 12:35-13:05 | The Dutch Inscription Monument | Tourists see the Dutch monument and the names of the Dutch soldiers who | Photo Group |

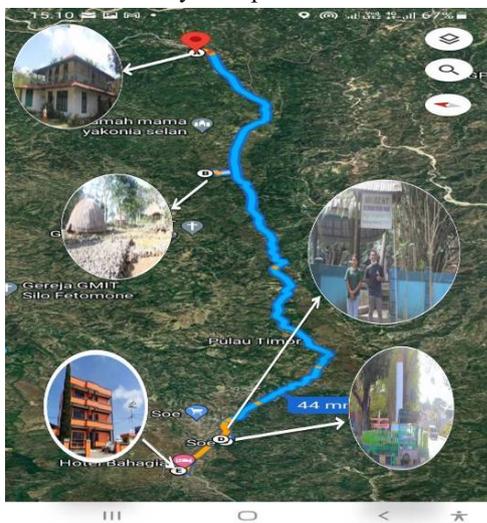
| | | | |
|-------------|---|---|-------------|
| | | died during the Kolbano war | |
| 13:05-13:45 | The Dutch Inscription Monument-Oetune Beach | The journey continues to Oetune beach | |
| 13:45-16:15 | Oetune Beach | Tourists enjoy the desert and play water on the Oetune beach. Tourists also enjoy some local food | Photo Group |
| 16:15-18:03 | Oetune Beach-Hotel | The trip back to the hotel and the tour is complete | Snack |



Bentuk Grafik
The Beauty of Kolbano



Bentuk Grafik
The history and spirit of soe tour.



Bentuk Grafik
The Exploration Fatumnasi Tour

The following will explain the price of the package for a tour for 3 days 2 nights.

| QUOTATION SOE TOUR | | | |
|--------------------|--|------------------------------|-----------|
| Destination: Soe | | Quote by : Melky Tour | |
| Total Pax : 25 | | | |
| Period : 2022 | | | |
| FIX COST | | VARIABLE COST | |
| DOMESTIC Ticket by | | Entrance Fee / Admission Fee | |
| Individual Cost | | Meal | |
| Airport Tax Jkt | | Lunch @30.000 | 90,000.00 |

| | | | |
|--|--|--|------------------------|
| Apt Handling Jkt Return | | | |
| Guide Fee Local Guide Tour Guide: 3 Day Driver : TL : | 60,000.00 | Accommodation Blessing Hotel | 103,500.00 |
| | 0 | Refreshment Snack 6x @10.000 Mineral Water 3 bottle | 60,000.00 15,000.00 |
| Transport BUS Parking Fee for Damri | 96,000 | Tipping Tour Guide | 5,000.00 |
| ETC FLAG K3 BANNER DONATION 1. Fort None 2. Sonaf Sonbesi 3. The site of water turns to wine | 4,000.00 6,000.00 8,000.00 8,000.00 4,000.00 | ETC Photo 10 R SOUVENIR LUGGAGE TAG | 50,000.00 |
| TOTAL FIX COST | 186,000.00 | TOTAL VARIABLE COST | 323,500.00 |
| TOUR COST | 25 Pax | | |
| TOTAL TOUR COST | | | |
| TOTAL FIX COST | 186,000.00 | | |
| VARIABLE COST | 323,500.00 | | |
| NETT PER PAX | 509,500.00 | | |
| PROFIT 20% | 101,900.00 | | |
| ADD ON 5% | 30,570.00 | | |
| TOTAL | 641,970.00 | | |
| VAT 1% | 6,419.70 | | |
| TOTAL SELLING IDR | 648,389.70 | | |
| TOTAL SELLING USD | 43.71 | | |
| RECOMMENDED SELLING | 650,000.00 | | |

V. CONCLUSION

Making a tour package in the south-central timor district can be designed with the concept of soe exotic tour 3 days 2 nights.

The first day tour with the name The history and spirit of soe tour will take 7 hours 40 minutes. Meanwhile, the second day of the tour with the name The Exploration Fatumnasi Tour takes 8 hours and 5 minutes. Then for the last day tour with

the name The Beauty of Kolbano, the time for the tour will last for 10 hours and 3 minutes.

The total cost will be incurred by the tourists as many as 25 participants for a tour in Soe City for 3 days 2 nights, which is Rp. 650,000.00. And will visit approximately 11 tourist attractions in South Central Timor Regency.

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