

ANALISIS RISIKO KEMITRAAN DAN PERBANDINGAN PENDAPATAN *OPEN* DAN *CLOSED HOUSE* PETERNAKAN AYAM BROILER DI KABUPATEN TRENGGALEK

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INTISARI

Penelitian ini bertujuan untuk mengidentifikasi dan menganalisis risiko kemitraan serta menganalisis perbandingan pendapatan antara peternakan ayam broiler dengan sistem *open* dan *closed house*. Penetapan sampel secara *purposive sampling* peternak ayam broiler mitra dari PT. X di wilayah kabupaten Trenggalek yang sudah bermitra minimal selama 3 periode pemeliharaan. Sampel diambil 30 peternak yang terdiri dari peternak *closed house* sebanyak 15 dan *open house* 15 peternak. Analisis data menggunakan analisis *z-score* untuk probabilitas risiko produksi, *Value at Risk* (VaR) untuk dampak kerugian maksimal risiko produksi, dan uji *independent sample t-test* untuk perbandingan pendapatan. Berdasarkan penelitian risiko kemitraan terdiri dari risiko produksi, risiko harga dan risiko sosial. Sumber risiko produksi yaitu iklim, penyakit, afkir dan lainnya (hama & predator, gangguan lingkungan dan sumber daya pengelola). Probabilitas risiko produksi *open house* untuk iklim 27,77%, penyakit 30,5%, afkir 29,5% dan lainnya 32,64%, potensi kerugian dari sumber risiko iklim Rp. 1.840.177, penyakit Rp. 2.032.150, afkir Rp. 795.648, dan lainnya Rp. 1.331.765. Risiko produksi *closed house* untuk iklim 19,22%, penyakit 16,11%, afkir 12,10% dan lainnya 10,75%, potensi kerugian dari sumber risiko iklim Rp. 251.220, penyakit Rp. 2.744.762, afkir Rp. 2.135.934, dan lainnya Rp. 1.710.725. Risiko harga berkurang dengan adanya harga kontrak ditambah meningkatkan produktivitas pemeliharaan. Risiko sosial berupa konflik sosial sangat jarang terjadi karena hubungan antara peternak dan lingkungan terjalin baik. Perbedaan pendapatan peternak per 1000 ekor selama 3 periode pemeliharaan memiliki perbedaan nyata atau signifikan dengan nilai $P < 0,001$ ($P < 0,05$), sistem *closed house* lebih tinggi dengan nilai pendapatan sebesar (Rp. 2.845.405) dibandingkan dengan kandang *open house* (Rp. 1.535.943)

(Kata kunci: *closed house*, *open house*, kemitraan, risiko kemitraan, perbandingan pendapatan, risiko produksi, risiko harga, risiko sosial)

PARTNERSHIP RISK ANALYSIS AND INCOME COMPARISON OF *OPEN* AND *CLOSED HOUSE* BROILER FARMS IN TRENGGALEK REGENCY

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ABSTRACT

This study aims to identify and analyze partnership risks and analyze the income comparison between broiler farms with open and *closed house* systems. Determination of the sample by purposive sampling of broiler breeder partners of PT X in the Trenggalek district area who have partnered for at least 3 rearing periods. The sample was taken from 30 farmers consisting of 15 closed house and 15 open house farmers. Data analysis used z-score analysis for production risk probability, Value at Risk (VaR) for maximum loss impact of production risk, and independent sample t-test for income comparison. Sources of production risk are climate, disease, culling and others (pests and predators, environmental disturbances and management resources). Probability of *open house* production risk for climate (27,77%), disease (30,5%), culling (29,5%) and others (32,64%), potential losses from climate risk sources IDR. 1.840.177, disease IDR. 2.032.150, culling IDR. 795,648, and others IDR. 1,331,765. *Closed house* production risk for climate (19,22%), disease (16,11%), culling (12,10%) and others (10,75%), potential losses from climate risk sources IDR. 251.220, disease IDR. 2.744.762, culling IDR. 2.135.934, and others IDR. 1.710.725. Price risk is reduced by the existence of a contract price plus increased rearing productivity. Social risk in the form of social conflict is very rare because the relationship between farmers and the environment is well established. The difference in farmers' income per 1000 heads during the 3 rearing periods has a real or significant difference with a P value of 0.001 ($P < 0.05$), the *closed house* cage is higher with an income value of (Rp. 2,845,405) compared to the *open house* cage (Rp. 1,535,943).

(Keywords: *closed house*, *open house*, income comparison, partnership, partnership risk, production risk, price risk, social risk)