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Kelayakan Finansial dan Sensitivitas Harga Usaha Tani Padi Organik di Kabupaten Boyolali
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INTISARI

Usaha tani padi organik di Kabupaten Boyolali berkembang berkat dukungan kelembagaan Aliansi Petani Padi dan Palawija Organik Boyolali (APPOLI). Petani anggota tetap dapat menghadapi pendapatan yang tidak stabil, karena usaha tani organik memerlukan banyak tenaga kerja dan petani menanggung fluktuasi harga jual serta biaya input. Penelitian ini bertujuan (1) menganalisis struktur biaya, penerimaan, pendapatan, dan keuntungan, (2) menganalisis kelayakan finansial, dan (3) menganalisis sensitivitas kelayakan usaha tani padi organik terhadap harga jual gabah dan total biaya. Penelitian berlangsung pada September hingga Oktober 2025 dengan metode deskriptif-analitis. Peneliti memilih 62 petani anggota APPOLI melalui *purposive sampling*, lalu menganalisis data dengan struktur biaya, *Revenue Cost Ratio* (*R/C Ratio*), *Profit Cost Ratio* (*π/C Ratio*), *Break Even Point* (BEP), dan *switching value*. Rerata total biaya usaha tani mencapai Rp9.443.876,05 per musim tanam. Biaya tenaga kerja luar keluarga dan mesin menyumbang 53,12% dari total itu. Petani memperoleh pendapatan Rp5.519.558,77 dan keuntungan Rp2.592.809,43 per musim. *R/C Ratio* 1,85 dan *π/C Ratio* 0,27 melampaui standar kelayakan, dan capaian aktual petani melampaui BEP penerimaan, produksi, dan harga. Menurut analisis *switching value*, *R/C Ratio* tetap layak sampai harga jual turun 46% atau biaya naik 86%. *π/C Ratio* mencapai titik kritis pada penurunan harga 20% atau kenaikan biaya 26%. Usaha tani lebih sensitif terhadap penurunan harga jual daripada kenaikan biaya produksi. Menjaga stabilitas harga gabah organik lebih penting daripada menekan biaya produksi bagi keberlanjutan usaha tani jangka panjang.

Kata kunci: kelayakan finansial, sensitivitas harga, switching value, usaha tani padi organik, R/C Ratio.

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ABSTRACT

Organic rice farming in Boyolali Regency has grown with institutional support from the Boyolali Organic Rice and Palawija Farmers Alliance (APPOLI). Individual farmers may still earn unstable incomes. Organic production demands heavy labor spending, and farmers absorb changes in both rice prices and input costs. This study aimed to (1) analyze the cost structure, revenue, income, and profit; (2) assess the financial feasibility; and (3) examine the sensitivity of grain selling price and total cost to the feasibility of organic rice farming in Boyolali Regency. The research was conducted in September–October 2025 using a descriptive-analytical method on 62 APPOLI member farmers selected through purposive sampling. Data were analyzed using cost-structure analysis, the Revenue Cost Ratio (R/C Ratio), the Profit Cost Ratio (π/C Ratio), Break Even Point (BEP) analysis, and a switching value sensitivity analysis. The results show that the average total cost of farming reached IDR 9,443,876.05 per growing season, dominated by hired labor and machinery costs (53.12%). The farming generated an average income of IDR 5,519,558.77 and a profit of IDR 2,592,809.43 per season, with an R/C Ratio of 1.85 and a π/C Ratio of 0.27, both exceeding the feasibility threshold. Actual revenue, production, and price all exceeded their respective break-even points. The switching-value analysis indicated that the R/C Ratio remains feasible until the selling price falls by 46% or total cost rises by 86%, whereas the π/C Ratio reaches its critical point at only a 20% price decline or a 26% cost increase, indicating that the farming is far more sensitive to output-price declines than to cost increases. These findings imply that maintaining organic grain price stability is more critical than controlling production cost for the long-term sustainability of the farming.

Keywords: *financial feasibility, price sensitivity, switching value, organic rice farming, R/C Ratio.*