

ABSTRAK

Produksi salak pondoh Kabupaten Sleman tahun 2016 mencapai 73 kton dimana produksi ini mencakup hingga 98% dari keseluruhan produksi salak pondoh di provinsi Daerah Istimewa Yogyakarta, namun pada kenyataannya petani salak pondoh di wilayah tersebut justru menerima harga yang rendah ketika musim panen raya, dimana harga jual per kilogram anjlok hingga mencapai kurang dari Rp3000, dibawah margin keuntungan petani yang mempunyai posisi tawar lemah sehingga tingkat kesejahteraan petanipun juga rendah. Pada penelitian ini problema tersebut berhasil direpresentasikan dalam hasil simulasi dinamis untuk model *business as usual* (BaU) dimana terdapat *seasonal pitfalls* pada pendapatan petani. Skenario pengadaan usaha turunan (bahan baku berbasis buah dan limbah) memberikan peningkatan pendapatan yang signifikan dibandingkan dengan BaU dan mampu mengurangi jumlah pengangguran di Kabupaten Sleman dengan probabilitas penjualan produk turunan minimal sebesar 48,97%. Dibutuhkan nilai probabilitas keberhasilan riset akademik lebih dari 41,67% agar nilai pendapatan dari skenario program riset akademik lebih besar dari *business as usual* dan lebih dari 89,42% agar lebih dari program pengadaan usaha turunan. Skenario pengadaan usaha turunan + penjualan buah + program riset akademik + program kredit usaha (kode ABG2) memberikan nilai tertinggi pada hasil pendapatan petani. Sementara skenario pengadaan usaha turunan + penjualan buah + program kredit usaha (kode BG2) memberikan nilai *BC ratio* tertinggi. Pengembangan model dapat dilakukan dengan penambahan variabel-variabel baru, penggabungan dengan metode *decision making* & optimasi, dan transformasi kebentuk praktis yang aplikatif.

ABSTRACT

The production of salacca-pondoh at Sleman District in 2016 reaches 73 kton where this production covers up to 98% of total production in Yogyakarta Province, but in fact the farmers in the region actually got the low price during great harvest season, where the selling price dropped to less than Rp3000 per kg, which made the farmers had a weak bargaining position and impacted to their welfare. In this study the problem is successfully captured in systems dynamic simulation results for the business as usual (BaU) model where there are seasonal pitfalls on farmers' income. The scenario for derivative business procurement (raw materials based on fruit and waste) provides a significant increase in farmers' income compared to BaU and able to reduce the number of unemployment in Sleman District with the probability of sales of derivative products at least 48.97%. It takes a probability value of more than 41.67% for successful academic research program to get greater income than business as usual and more than 89.42% to get that from derivative procurement program. Scenario of derivative business procurement + fruit sales + academic research program + business credit program (code ABG2) gives the highest value on farmers' income. While the scenario of derivative business procurement + fruit sales + business credit program (BG2 code) gives the highest BC ratio value. Further model's development can be done with the addition of new variables, combine with decision making & optimization method, and transform it to more practical form.