

ABSTRAK

Penelitian ini bertujuan untuk: (1) mendeskripsikan pola kemitraan antara petani tebu dengan PTPN XI Unit Usaha Semboro, (2) mendeskripsikan manfaat yang diperoleh petani tebu mitra dari adanya kerjasama kemitraan dengan PTPN XI Unit Usaha Semboro, (3) Membandingkan produktivitas tebu Petani mitra Tebu Rakyat Kredit (TRK) dan Tebu Rakyat Mandiri (TRM) di PTPN XI Unit Usaha Semboro, (4) membandingkan pendapatan usahatani tebu Petani mitra Tebu Rakyat Kredit (TRK) dan Tebu Rakyat Mandiri (TRM) di PTPN XI Unit Usaha Semboro. Dalam penelitian ini digunakan metode dasar deskriptif analitis. Pengambilan sampel menggunakan metode *purposive sampling*, yaitu 30 petani mitra TRK dan 30 petani mitra TRM. Metode analisis yang digunakan adalah analisis statistik inferensial serta analisis uji t menggunakan *independent sample t-test*. Hasil penelitian menunjukkan pola kemitraan yang terjalin antara petani mitra TRK dengan PTPN XI Unit Usaha Semboro adalah KOA (Kerjasama Operasional Agribisnis), serta pola kemitraannya yang terjalin dengan petani mitra TRM adalah pola dagang umum. Manfaat kemitraan yang diperoleh petani tebu mitra adalah meningkatkan pendapatan usahatani per hektar per musim, membantu pengolahan hasil pertanian, menjamin pemasaran produk, bantuan sarana produksi, bantuan bimbingan serta pengawasan teknis budidaya serta terdapat hubungan yang saling mendukung antara dua belah pihak. Produktivitas tebu petani mitra TRK mengalami peningkatan. Pendapatan usahatani tebu petani mitra TRK mengalami peningkatan.

Kata Kunci: Kemitraan, Produktivitas, Pendapatan, PTPN XI Unit Usaha Semboro

ABSTRACT

The aim of this study are: (1) to describe form of a partnership between farmers and PTPN XI at Semboro Business Unit, (2) to describe benefits from partnership between farmers and PTPN XI at Semboro Business Unit, (3) to compare the sugarcane productivity of sugarcane farmers through a partnership sugarcane credit people (TRK) and sugarcane independent people (TRM) in PTPN XI at Semboro Business Unit, (4) to compare the sugarcane farming income from sugarcane credit people (TRK) and sugarcane independent people (TRM) in PTPN XI at Semboro Business Unit. The method used in this study is basic descriptive analysis. The sampling employs purposive sampling method, in which 30 TRK and 30 TRM. the analytical method used is inferential statistic and independent sample t-test. The study shows form partnership between TRK and PTPN XI at Semboro Business Unit is KOA, and form form partnership between TRM and PTPN XI at Semboro Business Unit is general trade. Benefits from partnership between farmers and PTPN XI at Semboro Business Unit are increases farmers' income, implements and machineries on custom hiring and input supply support, technical assistance and supervision in sugarcane cultivation,, and have mutually relationships between farmers and PTPN XI at Semboro Business Unit. TRK's sugarcane productivity was increased. TRK's sugarcane farming income was increased.

Keywords: partnership, productivity, income, PTPN XI at Semboro Business Unit