

ANALISIS USAHA PEMBESARAN SAPI POTONG KETURUNAN BRAHMAN CROSS EX IMPOR PADA POLA KEMITRAAN ANTARA KORPORASI DAN PETERNAKAN RAKYAT

INTISARI

Restu Mekar Muninggar
18/437408/PPT/01043

Penelitian bertujuan untuk mengkaji skema kemitraan usaha pembesaran sapi keturunan Brahman *Cross ex impor* antara korporasi dengan peternakan rakyat, menentukan kelayakan usaha secara finansial dan ekonomi, dan menentukan faktor-faktor yang berpengaruh terhadap produksi pembesaran sapi. Penelitian dilakukan pada kelompok ternak di Jawa Barat, Jawa Tengah dan DIY, yang menjalin kemitraan dengan importir sapi bakalan PT.X. Penentuan sampel dengan metode *purposive sampling* pada 28 peternak yang masing-masing memelihara 10 ekor pedet jantan dan atau betina keturunan Sapi Brahman *Cross ex impor*. Pengumpulan data dengan metode survei melalui wawancara menggunakan kuesioner. Kriteria kelayakan investasi menggunakan analisis *Net Present Value* (NPV), *Internal Rate of Return* (IRR), *B/C Ratio* dan *Payback Period*, dilanjutkan analisis sensitivitas. Analisis faktor-faktor yang berpengaruh terhadap produksi pembesaran sapi menggunakan regresi linier berganda dengan metode *Ordinary Least Square*. Hasil penelitian menunjukkan bahwa pihak yang terkait dalam kemitraan yaitu PT X, adalah bank atau *fund lender*, jasa asuransi, dan peternak. Rata-rata berat awal, berat akhir, lama pemeliharaan, dan ADG sapi keturunan BX secara berturut-turut yaitu $145,75 \pm 34,54$ kg, $318,50 \pm 52,27$ kg, $9,65 \pm 1,7$ bulan, $0,61 \pm 0,17$ kg. Hasil analisis usaha pembesaran dengan waktu investasi 5 tahun dan tingkat bunga 9%, KUR 6%, kredit mikro 13,5%, dan komersial 18% secara finansial maupun ekonomi layak diusahakan. Namun demikian tingkat bunga diatas 9% tidak dapat memenuhi pendapatan UMR. Pemberian konsentrat berpengaruh positif dan nyata ($P < 0,05$) dan berat badan awal berpengaruh negatif dan nyata ($P < 0,05$) terhadap kenaikan bobot badan harian pembesaran sapi. Skema kemitraan yang dikembangkan PT X dapat memberi manfaat terhadap semua pihak yang terlibat.

Kata kunci : Kemitraan, korporasi, peternak rakyat, sapi keturunan Brahman *Cross*, kelayakan usaha

REARING BUSINESS ANALYSIS OF BRAHMAN CROSS BREED EX IMPORT CATTLE WITH A PARTNERSHIP BETWEEN CORPORATIONS AND SMALLHOLDER FARMS

ABSTRACT

Restu Mekar Muninggar
18/437408/PPT/01043

The objective of the research was to study the partnership rearing scheme of Brahman Cross (BX) cattle ex import between corporations and smallholder farmers, to determine the financial and economic feasibility of the business, and the factors that affected the production of rearing cattle. The research was conducted in farmers groups in West Java, Central Java, and Yogyakarta, which developed a partnership with feedlot importer, PT.X. Twenty eight farmer respondents were determined by purposive sampling. Each of them kept 10 male and female calves of BX. Collecting data was done by survey method through interviews using questionnaire. The investment feasibility criteria were NPV, IRR, B/C ratio and payback period, followed by a sensitivity analysis. Analysis of the factors that affect the production of rearing cattle using multiple linear regression. The results showed that the parties involved in the partnership, which was PT X, were banks which funds all financing, insurance services, and farmers. The average initial weight, final weight, maintenance time, and ADG were 145.75 ± 34.54 kg, 318.50 ± 52.27 kg, 9.65 ± 1.7 months, 0.61 ± 0.17 kg. The results of the analysis of the feasibility with an investment period of 5 years and an interest rate of 9%, KUR 6%, micro credit 13.5%, and commercial 18% are financially and economically feasible to run. Provision of concentrate significantly ($P < 0.05$) had a positive effect and initial body weight significantly ($P < 0.05$) had a negative effect on the production (ADG) of rearing cattle. The partnership scheme developed by PT X can be beneficial all parties involved.

Keywords: Partnership, corporation, smallholder farmers, Brahman Cross cattle, business feasibility