

*No. Issue: 1 / Implementation | pp. 54-61*

## **The Economic Potential of the Partnership Pattern Between Laying Chicken Pullet Breeders with PT. Saredo Jaya Abadi**

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Received: **19 October 2021**; Accepted: **26 October 2021**; Published: **5 Nov 2021**

**Abstract:** The partnership pattern is a chicken farming business carried out with the plasma core pattern, namely a partnership between partner breeders and partner companies, where the partner group acts as the plasma, while the partner company is the core. This study aims to determine the economic potential of the partnership pattern between laying hens and pt. saredo jaya eternal. Determination of the number using simple random sampling method with a sample of 2 farmers and 1 director of PT. Saredo Jaya Abadi. The data analysis used is descriptive qualitative analysis and case study approach. The results of the study that the economic potential of the partnership pattern between laying hens and PT. Saredo Jaya Abadi has the advantage that farmers get, in 1 laying pullet chicken, farmers get a profit of Rp. 3,860.00.

**Keywords:** English language teaching, project-based learning, writing course

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### **1. Introduction**

The partnership pattern is a chicken farming business carried out with the plasma core pattern, namely a partnership between partner breeders and partner companies, where the partner group acts as plasma, while the partner company is the core (Hertina et al., 2019; Hastuti & Setyawan, 2021). In the core scheme of broiler plasma partnerships, which so far, partner companies provide livestock production facilities (saproak) in the form of: DOC, feed, medicines, vitamins, technical guidance and marketing of produce, while plasma provides cages and labor. The factors that encourage farmers to join the partnership pattern are: 1). Availability of livestock production facilities; 2). Available experts; 3). Working capital from the core; 4). Guaranteed marketing. However, there are several things that become obstacles for partnership pattern breeders, namely: 1). The low bargaining position of the plasma party to the core party; 2). Sometimes there is still a lack of transparency in determining the prices of inputs and outputs (determined unilaterally by the core). Plasma's inability to control the quality of the saproak it buys causes harm to plasma.

The implementation of the partnership pattern between the nucleus and plasma needs more scrutiny of the pattern of institutional relationships between partners, because in general it must be realized that this partnership pattern brings together two common interests but is motivated by management capabilities, lack of understanding in legal knowledge and different capital so that plasma is very vulnerable to become victims of a core company that clearly has a stronger background, both in terms of capital and management (Soeprajitno et al., 2019b). The partnership program for laying hens seems to be a partnership pattern that is considered the right concept in solving the problem of people's livestock business sustainability (Saptaria

& Setyawan, 2021). Through this partnership, it is hoped that a mutualistic symbiosis can be quickly established so that the shortcomings and limitations of breeders can be resolved, and the market needs for laying hens can be met (Purwanto et al., 2020).

## **2. Methodology**

The type of research used in this research qualitative research. Bogdan and Taylor (in Moleong, 2021; Bito et al., 2021) define qualitative methodology as a research procedure that produces descriptive data in the form of written or spoken words from people and observable behavior.

This research method used a case study method, namely research conducted by looking directly at the field, because a case study is a method that explains the type of research on a particular object over a period of time, or a phenomenon found in one area that is not necessarily the same as the case study other areas (Llewellyn, 2005; Asikin, 2016).

This research was conducted in the villages which are the location of broiler breeding cages with a nucleus-plasma partnership pattern with PT. Saredo Jaya Abadi located in Puncu District, Kediri Regency, which was in production at the time of the research.

## **3. Result and Discussion**

The economic potential of the partnership pattern between laying hens and PT. Saredo Jaya Abadi

The consideration in determining the choice to partner with a company can be interpreted from the results of interviews with several informants as follows:

“...the benefits of joining a partner group are better because like DOC it is managed by the core, besides that, such as feed, medicines are also provided. The duty of the plasmas is to keep the chickens of good weight and quality. The company also takes care of marketing, so there is no need to find a marketer to sell the chicken.”.

Based on the explanation above, the benefits of partnering make it easier for farmers to start sapronak provided by the core company and marketing is also managed by the core company (Rifai et al., 2020). There are several other benefits that are received specifically following the partnership pattern with PT. Saredo Jaya Abadi. The following are the results of exposure to other breeders who are partnering with PT. Saredo Jaya Abadi: \

“... it's good to be a partner at PT. Saredo Jaya Abadi does not have any guarantees such as land/house certificates because PT. Saredo Jaya Abadi emphasizes kinship. In addition, they are given an operational cost of Rp. 1,000,000 per 1000 DOC. Routine training is also given every month. If in other places there is usually a guarantee and no operational costs are given to pay for employees, electricity and maintenance of the cage. And the benefits are greater when partnered than individuals.”

Based on the explanation above regarding the advantages of doing partnerships, the following conclusions can be drawn:

1. More profits.
2. No need to find a DOC seller
3. Feed, medicine, and DOC are borne by the company
4. There is no guarantee for farmers to PT. Saredo Jaya Abadi because the system is family-friendly
5. There is a capital loan for operational costs of Rp. 1,000,000

### Components of Production Costs and Farmer Profits

Production costs are all costs incurred in setting up and operating the production process and can be divided into two groups, namely: 1) fixed costs and 2) variable costs (Siregar et al., 1982). According to Mubyarto in Setyawan et al., (2018), fixed costs are costs that do not depend on the size of the production produced, for example land rent, depreciation of cages, depreciation of tools and buildings and others. Variable costs are costs that are directly related to the size of production, such as seeds, feed, labor and cage equipment. Rahman & Rasulong (2015) suggest that, acceptance is the value of the product resulting from a business. The amount of revenue from a production can be determined by multiplying the amount of production produced by the price of the production (Brunazzi et al., 2014).

### Exposure to laying hens production costs

Production Costs Production costs are all economic expenses that must be incurred to produce an item. The following is the formula for calculating production costs (Setyono et al., 2013).

$$TC = TVC + TFC$$

Description:

TC = Total cost of laying hens (Rp)

TFC = Total fixed cost of laying hens (Rp)

TVC = Total variable cost of laying hens (Rp).

Production costs include fixed costs and variable costs. Fixed costs are operational costs such as electricity, labor payments and variable costs include the cost of purchasing DOC, feed, and medicines. Fixed costs are types of costs that are incurred in one production process are fixed in number and do not change. Variable costs are costs that are not fixed. Variable costs include costs used to purchase DOC, feed and medicines (Robertson, 2009).

Production costs used in the production process of laying pullet chicken farms consist of DOC costs, feed, medicines and other costs. Details of production costs for the DOC period in September 2017 are as follows:

Table 4.3. Table of Variable Costs (TVC) DOC in 8000 heads on 21 June 2017

Cost component	Total	Price
DOC	8000 Ekor	<b>Rp. 68,000,000.00</b>
Food		
Crumble Brl Pre Str S00	1.750 Kg	Rp. 7.800
Sb20 Poultry Integration	7.500 Kg	Rp. 7.500
Sb21 Crumble Chk Str	16.700 Kg	Rp. 6.800
Sb22 Crumble Pull Grw	1.500 Kg	Rp. 6.000
<b>Total Food</b>	<b>27.450 Kg</b>	<b>Rp. 192.460.000</b>
Drugs		
Formalin	0.20 Unit	Rp. 809,600
Bromoquad-50	2.00 Unit	Rp. 227,700
Amilyte	1.50 Unit	Rp. 189,750
Allcide	2.00 Unit	Rp. 126,500
Clinafarm Spray	0.20 Unit	Rp. 1,771,000
Biogreen	1.00 Unit	Rp. 227,700
Volvac Nd Kv	4.50 Unit	Rp. 246,675

Nob Ma5+Clone 30	8.00 Unit	Rp. 74,635
Dilluent Sterill	4.00 Unit	Rp. 8,855
Nops With Electrolytes (10x100gr)	1.00 Unit	Rp. 164,450
Nacl Fisiologis	10.00 Unit	Rp. 20,240
Gumboro Mb	8.00 Unit	Rp. 94,875
Dilluent Sterill	8.00 Unit	Rp. 6,325
Nops With Electrolytes (10x100gr)	0.50 Unit	Rp. 164,450
Skim Milk	20.00 Unit	Rp. 13,915
Cheil Bio Mycostatin - 50 Wsp	0.50 Unit	Rp. 942,425
Cupri Sulfat	1.00 Unit	Rp. 65,780
Gumboro Mb	12.00 Unit	Rp. 94,875
Dilluent Sterill	12.00 Unit	Rp. 6,325
Nops With Electrolytes (10x100 Gr )	0.50 Unit	Rp. 164,450
Skim Milk	20.00 Unit	Rp. 13,915
Doxysol C	1.00 Unit	Rp. 316,250
Diacoxin Ws	0.50 Unit	Rp. 708,400
Bird Close 5.1 (Grn-S)	4.50 Unit	Rp. 600,875
Diftosec Ct + Dil	10.00 Unit	Rp. 165,715
Nob Ma5+Clone 30	8.00 Unit	Rp. 74,635
Dilluent Sterill	8.00 Unit	Rp. 6,325
Biogreen	1.50 Unit	Rp. 227,700
Amcol	3.00 Unit	Rp. 442,750
Cupri Sulfat	2.00 Unit	Rp. 65,780
Volvac Nd Kv	8.00 Unit	Rp. 246,675
Volvac Ac Plus Bacterin Kv	8.00 Unit	Rp. 411,125
Nob Ma5+Clone 30	8.00 Unit	Rp. 74,635
Dilluent Sterill	8.00 Unit	Rp. 6,325
Orange	5.00 Unit	Rp. 22,770
Doxysol C	3.00 Unit	Rp. 316,250
Bird Close 5.1 (Grn-S)	8.00 Unit	Rp. 600,875
Nob Ma5+Clone 30	8.00 Unit	Rp. 74,635
Dilluent Sterill	8.00 Unit	Rp. 6,325
Vitamin C	5.00 Unit	Rp. 37,950
Panacur 10% Susp	2.00 Unit	Rp. 695,750
Ilt + Dilluent	7.00 Unit	Rp. 120,175
Ae Poxine + Dill	7.00 Unit	Rp. 270,710
Vitamin C	5.00 Unit	Rp. 37,950
Oxykel	14.00 Unit	Rp. 63,250
Cupri Sulfat	2.00 Unit	Rp. 75,900
Ls - 100 Powder	2.00 Unit	Rp. 657,800
Nacl Fisiologis	3.00 Unit	Rp. 21,379
Soda Kue	3.00 Unit	Rp. 10,120
Penstrep Injection	16.00 Unit	Rp. 120,175
Doxysol C	4.00 Unit	Rp. 316,250
Dilluent Sterill	2.00 Unit	Rp. 6,325
Oxykel	14.00 Unit	Rp. 63,250
Doxysol C	3.00 Unit	Rp. 316,250
Vitamin C	4.00 Unit	Rp. 37,950
Ls - 100 Powder	2.00 Unit	Rp. 657,800
<b>Total Drugs</b>	<b>314.40 Unit</b>	<b>Rp. 40.492.903</b>
<b>Total Purchase</b>		<b>Rp. 300.952.903</b>

Source: primary data, 2021

According to table 4.2. Variable costs or variable costs or variable costs are costs whose amount is influenced by the amount of production (Y) (Suratiah, 2006; Budiman & Samani, 2021). The components of variable costs include DOC, food, and medicine. The total purchase for the season is Rp. 300,952,903. This value is obtained from the sum of the fixed input and variable input. The amount of these costs depends on the use of variable inputs. While the Variable Cost (TFC) of 1000 DOC in 7 September 2017 consisted of operational costs with a unit price of RP 400 x DOC IN so that the total cost was Rp. 3,200,000. The amount of variable input is strongly influenced by the amount of production (Y) (Suratiah, 2006; (Soeprajitno et al., 2019a).

Table 4.4. Table of Total Production Cost (TC) on 7 September 2017

Cost component	Total Price
Cost Variabel (TVC)	
DOC	Rp. 68,000,000.00
Food	Rp. 192.460.000
Drugs	Rp. 40.492.903
<b>Total Cost Variabel (TVC)</b>	<b>Rp. 300.952.903</b>
Fixed cost (TFC)	
Biaya operasiaonal: Rp. 400 x DOC In (8000 Ekor)	Rp. 3.200.000
<b>Total Biaya Produksi</b>	<b>Rp. 304.152.903</b>

Source: primary data, 2021

Based on table 4.3, it is known that the total production cost of 8000 DOC is Rp. 303,952,903. The cost of feed is the largest component of production costs so that efficiency in the use of feed will have a real effect on the total production cost. This is in line with Endah's research (2009); Harianto et al., (2020) which states that in the livestock business, especially for poultry, the feed problem that is often experienced by farmers is the increasing price of feed for poultry, this is of course very burdensome for farmers, because the price of this feed often increases. not matched by rising prices of livestock products.

### Farmer Income Exposure

Kemalasari et al. (2009), total income is obtained from total revenue minus total costs in a production process, so the net income from laying hens in one month of production can be seen clearly the remainder of the sale with the costs incurred by the breeder. The details are from June 21, 2017 - September 7, 2017 with a total of 284 dead so that there are 7716 living.

Description	Unit	Total price (Rp)
<b>Selling Chicken Pullet Eggs</b>		
DOC In	8000 Ekor	Rp. 333.939.432,00
DOC Mati	284 Ekor	
<b>Chicken Pullet Sold</b>	<b>7716 Ekor</b>	
Production cost		Rp. 304.152.903,00
DOC	Rp. 68.000.000	
Food	Rp. 192.460.000	

Drugs Operational cost: Rp. 400 x DOC In (8000 Tail)	Rp. 40.492.903 Rp. 3.200.000	
<b>Breeder's Profit</b>		<b>Rp. 29.786.529,00</b>

Soures: data primer, 2021

Based on Table 4.4. it is known that with the sale of pullet chickens as many as 7,716 because there were 264 deaths so that the total sales of Rp. 333.939,432.00 and production costs of Rp. 304,152,903,00, the farmer's profit was Rp. 29,786,529.00. Looking at the profits obtained by the breeder, in 1 laying pullet chicken, the farmer earns a profit of Rp. 3,860.00. Profit is obtained from the difference between total revenue and total expenditure, this is in accordance with the opinion of Asnawi (2009); H Setyawan et al., (2018) that the profit in laying hens is the difference between total revenue and total production costs incurred. According to Prawirokusumo (1990) that the amount of revenue minus production costs has a positive value, which is the profit or income of farmers in a business activity. However, if the value is negative, it is a business loss.

#### 4. Conclusion

The economic potential of the partnership pattern between laying hens and PT. Saredo Jaya Abadi has the advantage that farmers get, in 1 laying pullet chicken, farmers get a profit of Rp. 3,860.00.

#### 5. Authors' Contributions

Thank you for committee to support the agenda international conference.

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