

ABSTRACT

The area of corn farming land in the province of East Java on the island of Madura is around 30%. Sumenep is one of the regencies located on the island of Madura which has a corn farming area of about 29,716.72 ha. The corn harvest obtained by farmers in Sumenep Madura Regency is mostly marketed to middlemen, therefore, farmers get low prices from middlemen and farmers also do not get maximum profit. This is because the determination of the selling price of corn is determined by the middlemen, not the price determination from the company. Madurese corn farmers also do not know the procedures for selling to warehouses, the convenience offered by middlemen in selling corn to warehouses, and the costs for transportation are also expensive. Therefore, in this study, we will propose the creation of a representative warehouse that is closer to farmer groups and farmers get fixed prices from the company.

There are 483 farmer groups spread across Sumenep district which will be grouped based on each sub-district, so that there are only 14 farmer groups using the P-center method, then the author sets 7 representative warehouses as corn storage places. Placement of the warehouse using the Greenfield Analysis method and improvements were made using the Network Optimization method. The Network Optimization method also displays distribution channels from corn farmer groups to producers.

Keywords: *Corn, Corn Farmers Group, Representative Warehouse*