

ABSTRAK

Iq'van Fat'khur Rozhi, Analisis Biaya Transaksi pada Tataniaga Pertanian dan Pendapatan Petani Padi di Kecamatan Sugio Kabupaten Lamongan. Di bawah bimbingan Titov Chuk's Mayvani, SE., ME.

Penelitian ini bertujuan untuk mengetahui kondisi pemenuhan sarana produksi dan modal operasional para petani dalam kegiatan usahatani padi, untuk mengetahui sistem tataniaga dan efisiensi tataniaga beras di Kecamatan Sugio, untuk mengetahui biaya transaksi dalam tataniaga di Kecamatan Sugio, dan untuk mengetahui kondisi pendapatan dan kelayakan usahatani petani padi di Kecamatan Sugio. Pengambilan sampel secara purposive sampling dan snowball sampling. Jenis penelitian ini yakni deskriptif kualitatif dan deskriptif kuantitatif. Analisis data secara kualitatif deskriptif untuk melakukan analisis terkait pemenuhan sarana produksi dan modal operasional petani, analisis lembaga tataniaga, saluran tataniaga, fungsi tataniaga, struktur dan perilaku pasar, analisis biaya transaksi pada tataniaga, analisis pendapatan petani dan kelayakan usahatani. Analisis data secara kuantitatif deskriptif menggunakan Microsoft Excel untuk mengetahui biaya produksi, biaya tataniaga, Margin tataniaga dan rasio keuntungan terhadap biaya, *farmer's Share*, biaya transaksi, penerimaan, pendapatan, *Break Event Point* (BEP), dan R/C ratio.

Hasil dari penelitian ini menunjukkan bahwa pemenuhan sarana produksi dan modal operasional petani tidak memiliki hambatan yang berarti. Ketersediaan sarana produksi tersedia secara luas di toko pertanian dan modal memiliki kecenderungan sudah disiapkan dari penjualan musim sebelumnya. Kegiatan tataniaga dijalankan oleh petani sebagai produsen, tengkulak, penggilingan, pabrik beras, Gudang Bulog Subdivre, pedagang pasar (*Retailer*) sebagai *Middleman*. Para lembaga tataniaga membentuk 12 saluran tataniaga, dan setiap lembaga tataniaga menjalankan fungsinya masing-masing. Struktur pasar cenderung mendekati pasar persaingan sempurna dan kegiatan tataniaga tergolong efisien. Saluran tataniaga yang paling efisien yakni saluran tataniaga pertama. Analisis biaya transaksi menunjukkan kelembagaan yang didesain berjalan efisien. Biaya transaksi digunakan para petani untuk mendapatkan harga sesuai harga pasar dan pendapatan semestinya, tanpa bisa memperkuat daya tawar. Petani padi di Kecamatan Sugio masih mengalami keuntungan, dan usahatani mereka layak untuk dijalankan.

Kata kunci : Sarana produksi, modal operasional, usahatani padi, tataniaga pertanian, margin tataniaga, biaya transaksi, pendapatan, kelayakan usahatani

ABSTRACT

Iq'van Fat'khur Rozhi, Analysis of Transaction Costs on Agricultural Trade and Rice Farmers' Income in Sugio District, Lamongan Regency. Under the guidance of Titov Chuk's Mayvani, SE., ME.

This study aims to determine the conditions of fulfillment of production facilities and operational capital of farmers in rice farming activities, to determine the trading system and efficiency of the rice trading system in Sugio District, to determine transaction costs in the commercial system in Sugio District, and to determine the income and feasibility conditions of farmers' farming. rice in Sugio District. Sampling by purposive sampling and snowball sampling. This type of research is descriptive qualitative and descriptive quantitative. Descriptive qualitative data analysis to conduct analysis related to the fulfillment of production facilities and farmer's operational capital, analysis of trading system institutions, trade system channels, trade system functions, market structure and behavior, analysis of transaction costs in the trading system, analysis of farmers' income and feasibility of farming. Descriptive quantitative data analysis using Microsoft Excel to determine production costs, trading costs, margin and profit-to-cost ratio, farmer's share, transaction costs, revenue, income, Break Event Point (BEP), and R/C ratio.

The results of this study indicate that the fulfillment of production facilities and farmers' operational capital does not have significant obstacles. Availability of means of production are widely available in farm shops and capital has a tendency to be already prepared from the previous season's sales. Trading activities are carried out by farmers as producers, middlemen, millers, rice factories, Bulog Subdivre Warehouses, market traders (retailers) as Middleman. The trade administration institutions form 12 trade system channels, and each trade system carries out its respective functions. The market structure tends to approach a perfectly competitive market and the trading activities are classified as efficient. The most efficient trade system channel is the first trade system channel. Transaction cost analysis shows that the designed institutions are running efficiently. Transaction costs are used by farmers to get prices according to market prices and proper income, without being able to strengthen their bargaining power. Rice farmers in Sugio District are still experiencing profits, and their farming is feasible to run.

Key words : Production facilities, operational capital, rice farming, agricultural trading system, trading system margin, transaction costs, income, farming feasibility