

## **ABSTRACT**

### ***LAND ECONOMIC VALUE (LAND RENT) AT THE REPLACEMENT OF COFFEE FARMING TO CACAO FARMING IN TANGGAMUS REGENCY***

**By**

**Maria Christina Pasaribu, Fembriarti Erry Prasmatiwi, Ktut Murniati**

*Land area of coffee plantations in Bulok District is decreasing because farmers replacing their plants from coffee plants to other crops plantation such as cocoa. The aims of this research were (1) to compare the surplus value of land, (2) to determine the feasibility, and (3) to identify the factors that influence farmers in replacing coffee farming into cocoa farming. This research was conducted at Bulok District, Tanggamus Regency in March-May 2016. The samples of this research were 60 farmers that consist of 30 coffee farmers and 30 cocoa farmers who have done coffee farming. Research data was analyzed by land rent analysis, financial feasibility analysis methods, and logit analysis. Based on the land rent analysis, the surplus value of the land used as production factors of cocoa farming was bigger than of coffee farming. The results also showed that the NPV, IRR, Net B/C, Gross B/C, and payback periode of two farming were financially profitable and feasible to be developed. The feasibility value obtained by cocoa farmers still better when compared to coffee farming. The result also showed that the intercropping farming of coffee and cocoa had better land surplus and better value of feasibility. The factors that influence farmers in replacing coffee farming into cocoa farming externally are cocoa's price and frequency of harvest and internally are farmers' experiences, land area and farmers' income.*

*Keywords : cocoa, coffee, feasibility, land rent, replacing*

## ABSTRAK

### **NILAI EKONOMI PERUBAHAN PENGGUNAAN LAHAN USAHATANI KOPI MENJADI KAKAO DI KECAMATAN BULOK KABUPATEN TANGGAMUS**

Oleh

**Maria Christina Pasaribu, Fembriarti Erry Prasmatiwi, Ktut Murniati**

Luas lahan perkebunan kopi di Kecamatan Bulok semakin berkurang karena petani mengganti tanamannya dari komoditas kopi menjadi komoditas kakao. Penelitian ini bertujuan untuk (1) membandingkan nilai ekonomi lahan usahatani kopi dan kakao, (2) menganalisis kelayakan finansial, dan (3) mengetahui faktor eksternal dan faktor internal yang mempengaruhi petani dalam pengambilan keputusan penggantian usahatani kopi menjadi kakao. Pengambilan data penelitian dilaksanakan di Kecamatan Bulok, Kabupaten Tanggamus pada bulan Maret-Mei 2016. Sampel dari penelitian berjumlah 60 orang petani yang terdiri dari 30 orang petani kopi dan 30 orang petani kakao yang pernah berusahatani kopi. Metode analisis data yang digunakan adalah analisis *land rent* (nilai ekonomi lahan), analisis kelayakan finansial dan analisis logit. Berdasarkan hasil analisis *land rent*, nilai lahan pada usahatani kakao lebih besar daripada usahatani kopi. Usahatani kopi dan kakao layak untuk dilaksanakan berdasarkan kriteria *NPV*, *IRR*, *Net B/C*, *Gross B/C*, dan *payback periode*. Kelayakan finansial usahatani kakao lebih baik daripada usahatani kopi. Nilai *land rent* dan kelayakan finansial usahatani kopi dan kakao tumpang sari lebih baik dibandingkan dengan usahatani kopi dan kakao monokultur. Faktor-faktor yang mempengaruhi petani dalam penggantian usahatani dari kopi ke kakao secara eksternal adalah harga kakao dan frekuensi panen, sedangkan secara internal adalah pengalaman usahatani, luas lahan dan pendapatan usahatani.

Kata kunci : kakao, kelayakan, kopi, *land rent*, penggantian