

ABSTRAK

PERAN PENYULUH KEHUTANAN DALAM PENINGKATAN PENDAPATAN USAHATANI REPONG DAMAR

(Studi Kasus Wilayah Kerja Penyuluhan Kehutanan (WKPK) II KPH Krui
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Penelitian ini bertujuan mengetahui hubungan variabel peran penyuluhan kehutanan (edukator, diseminator, fasilitator, konsultan, supervisor, pemantau dan evaluator) dengan tingkat pendapatan dan pemasaran usahatani repong damar. Penelitian dilaksanakan di Wilayah Kerja Penyuluhan Kehutanan (WKPK) II KPH Krui Kabupaten Pesisir Barat. Lokasi dipilih secara sengaja (*purposive*) dengan pertimbangan memiliki karakteristik yang mewakili populasi, sebagian besar penduduk bekerja sebagai petani repong damar. Data primer diperoleh melalui pertanyaan dalam kuisisioner kepada 30 sampel petani repong damar dan wawancara kepada *key informants* yang dipilih. Penelitian menggunakan analisis deskriptif dengan uji *korelasi rank Spearman (rs)* untuk mengetahui hubungan antara variabel penelitian. Hasil penelitian; *pertama* diketahui peran penyuluh kehutanan sebagai edukator, diseminator, konsultan, supervisor, pemantau dan evaluator terhadap peningkatan pendapatan dan pemasaran usahatani repong damar menurut persepsi petani di-klasifikasi sedang, hanya 1 peran yang di-klasifikasi rendah yaitu peran sebagai fasilitator. Penilaian terhadap kinerja penyuluh berkaitan dengan peran penyuluhan kehutanan yang telah dan sedang dilakukan diketahui diklasifikasi sedang. *Kedua*, pendapatan rata-rata atas biaya total usaha tani repong damar diketahui sebesar Rp 12.681.851 rupiah/hektar/tahun, dengan tingkat harga rata-rata sebesar 12.432 rupiah/kilogram. *Ketiga*, margin pemasaran damar dari petani sampai ke pedagang ekspor sebesar 12.000 rupiah/kilogram. *Keempat*, efisiensi pemasaran damar berdasarkan (*farmes-share*) yang diterima petani sebaran skornya sebanyak 16 responden (53%) dinyatakan belum efisien. *Kelima*, hubungan peran PPL Kehutanan (edukasi, diseminasi, fasilitasi, supervisi, pemantauan dan evaluasi) dengan tingkat pendapatan usahatani repong damar tidak ditemukan signifikansi. *Keenam*, hubungan peran PPL Kehutanan (edukasi, diseminasi, fasilitasi, supervisi, pemantauan dan evaluasi) dengan efisiensi pemasaran damar tidak ditemukan signifikansi.

Kata kunci: peran, penyuluhan, repong damar, dan pendapatan.

ABSTRACT

THE RELATIONSHIP OF THE ROLE OF FORESTRY EXTENSIONS WITH INCOME LEVEL AND MARKETING EFFICIENCY OF REPONG DAMAR BUSINESSES.

**(Case Study of Forestry Extension Work Area (WKPK) II KPH Krui, Pesisir
Barat Regency, Lampung Province)**

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This research aims to identify the relationship between forestry extension role variables (educator, disseminator, facilitator, consultant, supervisor, monitor and evaluator) with the level of income and marketing of repong damar farming. The research was carried out in the Forestry Extension Work Area (WKPK) II KPH Krui, Pesisir Barat Regency. The location was chosen purposively with the consideration that it has characteristics that represent the population, most of whom work as damar repong farmers. Primary data was obtained through questions in a questionnaire to 30 samples of repong damar farmers and interviews with selected key informants. Study used descriptive analysis with the Spearman rank correlation test (r_s) to determine the relationship between research variables. Research result; First, it is known that the role of forestry instructors as educators, disseminators, consultants, supervisors, monitors and evaluators in increasing income and marketing of repong damar farming according to farmers' perceptions is classified as medium, only 1 role is classified as low, namely the role of facilitator. The assessment of the performance of extension workers relating to the role of forestry extension that has been and is being carried out is known to be classified as moderate. Second, the average income from the total costs of repong damar farming is known to be IDR 12,681,851 rupiah/hectare/year, with an average price level of 12,432 rupiah/kilogram. Third, the marketing margin for resin from farmers to export traders is 12,000 rupiah/kilogram. Fourth, the marketing efficiency of resin based on (farms-share) received by farmers, the score distribution of 16 respondents (53%) was stated as not being efficient. Fifth, the relationship between the role of Forestry PPL (education, dissemination, facilitation, supervision, monitoring and evaluation) with the level of income from repong damar farming was not found to be significant. Sixth, the relationship between the role of Forestry PPL (education, dissemination, facilitation, supervision, monitoring and evaluation) with resin marketing efficiency was not found to be significant.

Keywords: *role, extension, repong damar, income.*