

## RINGKASAN

Tanaman kelapa merupakan tanaman yang mempunyai nilai ekonomi tinggi. Seluruh bagian pohon kelapa dapat dimanfaatkan untuk kepentingan manusia, sehingga pohon ini sering disebut pohon kehidupan (*tree of life*) karena hampir seluruh bagiannya dapat dipergunakan untuk kebutuhan kehidupan manusia sehari-hari. Gula semut memiliki kelebihan jika dibandingkan gula aren seperti masa simpan yang lebih lama serta nilai jualnya yang lebih tinggi. Usaha gula semut merupakan mata pencaharian yang diharapkan mampu memberikan pendapatan harian bagi para petani. Desa Semedo merupakan salah satu lokasi di Kecamatan Pekuncen yang memiliki area perkebunan aren paling luas yaitu sebesar 1.533.672 m<sup>2</sup> dengan memiliki 10 kelompok tani. Desa Semedo terdapat sebuah koperasi yang bernama Semedo Manise Sejahtera (SMS) bertugas mengelola panen kelapa hingga diproduksi menjadi gula untuk memberdayakan warga semedo. Penelitian ini bertujuan untuk 1) Menganalisis karakteristik / profil petani gula semut di Desa Semedo Kecamatan Pekuncen Kabupaten Banyumas, 2) Menganalisis pendapatan usaha tani gula semut di Desa Semedo Kecamatan Pekuncen Kabupaten Banyumas, dan 3) Menganalisis faktor yang memengaruhi pendapatan berdasarkan modal, luas area, produksi, biaya variabel dan biaya tetap pada usaha tani gula semut di Desa Semedo Kecamatan Pekuncen Kabupaten Banyumas.

Penelitian dilaksanakan di Desa Semedo Kecamatan Pekuncen, Kabupaten Banyumas pada bulan Januari-Februari 2023. Objek penelitian ini adalah petani gula semut di Desa Semedo Kecamatan Pekuncen, Kabupaten Banyumas yang tercatat sebagai anggota koperasi sebanyak 106 responden. Metode pengambilan sampel secara *Purposive Random Sampling*. Variabel bebas dalam penelitian ini yaitu produksi, modal, luas lahan, biaya variabel dan biaya tetap, sedangkan variabel terikat yaitu pendapatan usaha petani gula semut.

Hasil penelitian didapatkan karakteristik petani memiliki rata-rata usia 49.75 tahun, rata-rata lama bekerja 18.57 tahun, rerata jumlah tanaman sebanyak 20.17 pohon dan rerata tanaman yang sudah produksi sebanyak 12.88 pohon. Seluruh petani gula semut memiliki jenis kelamin laki-laki (100%), paling banyak memiliki tingkat pendidikan SD (77.4%) dan anggota keluarga sebanyak 4 (49.1%). Pendapatan atau nilai kelayakan usahatani gula semut sebesar 1.5 yang berarti usaha layak dikembangkan. Variabel luas lahan (X2), produksi (X3) dan biaya variabel (X4) memiliki nilai signifikansi  $\leq 0,05$  berpengaruh terhadap pendapatan petani gula semut, sedangkan variabel modal (X1), biaya tetap (X5) memiliki nilai signifikansi  $> 0,05$  tidak berpengaruh terhadap pendapatan petani gula semut. Kemampuan variabel modal (X1), luas lahan (X2), produksi (X3), biaya variabel (X4), dan biaya tetap (X5) dalam menjelaskan variasi variabel pendapatan (PD) sebesar 79%.

**Kata Kunci:** Gula Semut, Analisis Pendapatan Usahatani, Desa Semedo

## SUMMARY

Coconut plant is a plant that has high economic value. All parts of the coconut tree can be used for human benefit, so this tree is often called the tree of life because almost all parts can be used for the needs of everyday human life. Ant sugar has advantages compared to palm sugar such as a longer shelf life and a higher selling value. The ant sugar business is a livelihood that is expected to be able to provide daily income for farmers. Semedo Village is one of the locations in Pekuncen District which has the largest area of sugar palm plantations, namely 1,533,672 m<sup>2</sup> with 10 farmer groups. In Semedo Village, there is a cooperative called Semedo Manise Sejahtera (SMS) whose job is to manage the harvest of coconuts to produce them into sugar to empower the Semedo people. This study aims to 1) analyze the characteristics/profiles of sugar ant farmers in Semedo Village, Pekuncen District, Banyumas Regency, 2) Analyze the income of ant sugar farming businesses in Semedo Village, Pekuncen District, Banyumas Regency, and 3) Analyze factors that influence income based on capital, area, production, variable costs and fixed costs in ant sugar farming in Semedo Village, Pekuncen District, Banyumas Regency.

The research was conducted in Semedo Village, Pekuncen District, Banyumas Regency in January-February 2023. The object of this research was ant sugar farmers in Semedo Village, Pekuncen District, Banyumas Regency, who were registered as members of the cooperative with 106 respondents. The sampling method is Purposive Random Sampling. The independent variables in this study are production, capital, land area, variable costs and fixed costs, while the dependent variable is the income of ant sugar farmers.

The results showed that the characteristics of farmers had an average age of 49.75 years, an average length of work of 18.57 years, an average number of plants was 20.17 trees and an average number of plants that had been produced was 12.88 trees. All sugar ant farmers are male (100%), most have elementary school level education (77.4%) and have 4 family members (49.1%). The income or feasibility value of ant sugar farming is 1.5, which means the business is feasible to develop. Variable land area (X<sub>2</sub>), production (X<sub>3</sub>) and variable costs (X<sub>4</sub>) have a significance value of  $\leq 0.05$  affecting the income of ant sugar farmers, while the capital variable (X<sub>1</sub>), fixed costs (X<sub>5</sub>) have a significance value of  $> 0.05$  does not affect the income of sugar ant farmers. The ability of capital variables (X<sub>1</sub>), land area (X<sub>2</sub>), production (X<sub>3</sub>), variable costs (X<sub>4</sub>), and fixed costs (X<sub>5</sub>) in explaining variations in variable income (PD) is 79%.

*Keywords: Palm Sugar, Farming Income Analysis, Semedo Village*