RINGKASAN

Tanaman kelapa sawit (*Elaeis guineensis*) merupakan salah satu jenis tanaman perkebunan yang penyebarannya sangat banyak di Indonesia, terutama di Pulau Sumatera. Salah satu perusahaan perkebunan Sumatera Utara yang menjadikan kelapa sawit sebagai komoditas utamanya adalah PT. Socfin Indonesia (Socfindo). PT. Socfin Indonesia memiliki beberapa program kerja, salah satunya ialah menjalin kemitraan dengan lembaga-lembaga pertanian di berbagai daerah operasinya. Penelitian ini bertujuan untuk 1) Mengetahui bagaimana pola kemitraan yang diterapkan antara PT. Socfin Indonesia dengan petani mitra Koperasi SAMUDA, 2) Mengetahui kelayakan usahatani kelapa sawit yang dilaksanakan petani mitra anggota Koperasi SAMUDA dengan PT. Socfin Indonesia.

Penelitian dilaksanakan di PT. Socfin Indonesia (Socfindo) Kebun Sei Liput Kabupaten Aceh Tamiang yang bermitra dengan Koperasi SAMUDA. Teknik pengambilan sampel yang digunakan adalah *simple random sampling*. Variabel yang digunakan dalam penelitian ini yaitu, pola kemitraan, usia petani, pendidikan formal petani, pengalaman berusahatani, luas lahan, jumlah tanggungan keluarga, jenis kelamin, biaya, pendapatan petani, penerimaan petani dan kelayakan usahatani dengan satuan perhitungan 1 kali musim panen.

Hasil penelitian menunjukkan bahwa pola kemitraan yang dijalankan antara PT. Socfin Indonesia dengan petani mitra anggota Koperasi SAMUDA adalah pola kemitraan inti plasma, dengan PT. Socfin Indonesia berperan sebagai inti dan petani mitra berperan sebagai plasma. Kelayakan Usahatani petani kelapa sawit Kebun Sei Liput Kabupaten Aceh Tamiang terhitung layak, dilihat melalui perhitungan *Revenue Cost Ratio* (R/C Ratio) yang ditemukan lebih besar dari 1. Berdasarkan hasil penelitian maka R/C ratio diketahui dengan cara pembagian antara penerimaan dengan biaya total. Berdasarkan hasil penelitian maka R/C ratio yang diperoleh sebesar 5,10, artinya setiap pengeluaran biaya Rp. 1,00 maka petani mendapat penerimaan Rp. 5,10. Nilai R/C yang semakin besar akan memberikan keuntungan yang semakin besar juga kepada petani dalam melaksanakan usahataninya (Ratnawati *et al*., 2019).

SUMMARY

Oil palm (Elaeis guineensis) is one type of plantation crop that is very widespread in Indonesia, especially on the island of Sumatra. One of the North Sumatra plantation companies that makes oil palm as its main commodity is PT Socfin Indonesia (Socfindo). PT Socfin Indonesia has several work programs, one of which is to establish partnerships with agricultural institutions in various areas of its operations. This research aims to 1) Know how the partnership pattern is applied between PT Socfin Indonesia and partner farmers of SAMUDA Cooperative, 2) Knowing the feasibility of oil palm farming carried out by partner farmers who are members of the SAMUDA Cooperative with PT Socfin Indonesia.

The research was conducted at PT Socfin Indonesia (Socfindo) Sei Liput Plantation, Aceh Tamiang Regency in partnership with the SAMUDA Cooperative. The research was conducted from April 2024 - June 2024. A preliminary survey was conducted to seek information from related companies, cooperatives and oil palm farmers. The sampling technique used was simple random sampling. The variables used in this study are partnership patterns, age of farmers, formal education of farmers, farming experience, land area, number of family dependents, gender, costs, farmer income, farmer income and farm feasibility with a calculation unit of 1 harvest season.

The results showed that the partnership pattern carried out between PT Socfin Indonesia and partner farmers who are members of the SAMUDA Cooperative is a core smallholder partnership pattern, with PT Socfin Indonesia acting as the core estate and partner farmers acting as smallholders. The feasibility of oil palm farms in Sei Liput Plantation, Aceh Tamiang Regency is considered feasible, seen through the calculation of the Revenue Cost Ratio (R / C Ratio) which is found to be greater than 1. Based on the results of the study, the R / C ratio is known by dividing between revenue and total costs. Based on the results of the study, the R / C ratio obtained was 5.097, meaning that every Rp. 1.00 cost expenditure, the farmer received Rp. 5.097. The greater R / C value will provide greater benefits to farmers in carrying out their farms (Ratnawati et al., 2019).