



Profit Sharing Partnership in Beef Cattle Fattening Business (Case Study at Nusa Fauna Company)

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Abstract. The purpose of this study was to analyze 1) the application of technical aspects at Nusa Fauna Cattle Farming business, 2) the income level of beef cattle farmers with a profit-sharing system between capital owners and farmers, and their contribution to the total income of the Nusa Fauna Cattle Farm business, and 3) the effectiveness of the partnership at Nusa Fauna cattle farming business. The current research was carried out through observation and interviews with the research respondents, including 11 farmers who were partner members of the Nusa Fauna Cattle Farming Business. In this case, samples were obtained through a deliberate sampling technique. Furthermore, research data were analyzed using qualitative descriptive methods, particularly the Pearson correlation test. The results showed that the application of technical aspects was classified as moderate, obtaining a score of 66.15% based on the technical guidelines issued by the Directorate General of Livestock (1992).

Furthermore, the contribution of income from the livestock business was 22.58% smaller than the primary income of farmers, which was 77.42%, indicating that the business was classified as a side business. In addition, based on the Pearson correlation test that has been conducted, the partnership implemented in the business has been effective. In this case, the variables that had a positive effect on increasing revenue sequentially are facility support, level of education, livestock experience, attitudes towards partnerships, technical aspects, technological support, and age of the cattle farmers. Meanwhile, income and cosmopolitan variables had a negative and insignificant effect.

Keywords: beef cattle, fattening business, profit sharing partnership, technical aspect.

1 Introduction

The need for beef in West Sumatra has yet to be met because beef cattle farms are still at small scale with traditional farming systems and low productivity. In addition, farmers need more capital to increase their business scale, too. In this case, one of the capital sources that can be accessed by farmers easily and inexpensively is profit-sharing partnerships. The partnership pattern in West Sumatra is called pasiduoan. Each region has its profit-sharing system, which depends on its management. The profit-sharing system is regulated in the Government Regulation of the Republic of Indonesia Number 06 of 2013, stating that business partnership is a mutually beneficial and mutually reinforcing cooperation between small and large businesses in animal husbandry.

A partnership system has been implemented for a long time in West Sumatra, in this case, is based on the principle of trust between the farmers and the capital owners. One of the beef cattle farming businesses in West Sumatra that implements a beef cattle fattening partnership system is the Nusa Fauna Cattle Farm. This company has been implementing the technical aspects of good beef cattle maintenance (good breeding practice). Furthermore, this company has also been implementing a profit-sharing system through a five-business farming technique, including providing cattle feed of not only grass but also tofu dregs, sago, cassava, and bran. In addition, farm animals have been registered in cattle business insurance as well. This registration aims to avoid losses incurred if the cattle are sick and to reduce the risk of losses during the production period. Farmers also have livestock knowledge that they obtained independently and from training they participated in.

Cattle are maintained intensively and fed regularly every day. However, their daily weight gain still needs to be higher, possibly because the amount of forage given could be better. The need forage provision is due to the high cost of feed that must be provided. Thus, the farmers choose to reduce the amount of forage given. Furthermore, the partnership applied in the business system is only in verbal agreement and based on the principle of trust. In this case, an unwritten agreement in the form of financing is the obligation of the farmers, although the calculation of profit-sharing costs is taken into account.

On the other hand, the investor only must buy cows for breeding. During the dry season, forage availability for animal feed decreases, so farmers must pay extra to buy grass. In addition, breeding farming equipment such as sickles to obtain grass is also the obligation of farmers. Profit sharing depends on the agreement of the two parties involved; in this case, it is agreed with a 40% profit for the farmers and a 60% profit for the capital owners. The amount of costs farmers incur causes them to get a low distribution of results. This is often caused by the lack of motivation to produce so that the weight gain of cattle is not significant. Meanwhile, from the investor's point of view, the profit sharing is low because of the low weight gain of the cattle, which further leads to the low selling value.

This study aimed to analyze the application of technical aspects at Nusa Fauna Cattle Farm business, the income level of beef cattle farmers with a profit-sharing system between capital owners and farmers, their contribution to the total income of Nusa Fauna Cattle Farm business, and the effectiveness of partnerships in the Nusa Fauna Cattle Farm business. From a theoretical aspect, this research adds to the repertoire of knowledge about the benefits of the profit-sharing system in fulfilling easy and cheap capital for small farmers. In addition, the current research is also helpful as a source of information for the government to make policies in the development of beef cattle farming. Furthermore, this practical aspect can provide information about alternative business financing that is cheap and easy to get to farmers.

2 Literature Review

The domestic cattle-sharing system is a local wisdom maintained to strengthen the household economy. The profit-sharing system pattern has long been implemented on beef cattle farms in Indonesia. [1] explained that such agreement applies throughout Indonesia with various local indigenous terms such as "pasiduoan" in West Sumatra, "maro" in Java, "nengah" (Structures), "testing" (South Sulawesi), and "Toyo" (Mi-

nahasa). Several other areas have different patterns of livestock sharing related to their different characteristics. Previous research conducted by [2], [3], and [4] found that almost 50% of small-scale beef cattle farmers in rural areas carried out a profit-sharing partnership system. Beef cattle farming activities with a profit-sharing system in rural areas in Java and Madura islands involve deep local cultural values. Therefore, this partnership requires the parties involved to comply with the local wisdom. According to [5], a partnership is a collaboration between various agribusiness actors, ranging from pre-production activities to marketing activities. Partnerships are based on equality of position, mutual need, and benefit, and the agreement between the partners to share costs, risks, and benefits. Applying the partnership concept between farmers and investors must have special efforts such as financial and technical guidance and technical and management aspects so that the beef cattle business runs in balance, both as a side and as a leading business. In this profit-sharing system, farmers must fatten cattle, while investors are committed to providing good cattle [6]. Previous research has shown that the local livestock revenue-sharing system generated business benefits in the economic dimension [7]. Furthermore, according to [8], the traditional production-sharing system for beef cattle has a strong relationship with farmers' income. According to [9], the development of beef cattle concerns the technical and non-technical aspects, which also greatly determine business success, such as the availability of capital, marketing, and other socio-economic conditions [9]. However, according to [10], the partnership system has a negative side in the form of an unequal distribution of profits between the two parties, in which farmers have production failure risk. In contrast, investors have both market and production risks. Another previous research on the role of partnerships concluded that profit-sharing partnerships have a very important role in reducing capital and creating markets. In this case, the value chain performance created provides the value per the role of each supply chain involved in this partnership system. The cost structure is efficient because of the short market chain created, where each chain can access the infrastructure well and profitably. In addition, farmers also get a reasonably high share of 46% and adequate market margins for each actor involved [11].

3 Research Methodology

This research is a case study that was conducted at Nusa Fauna Company by involving 11 beef cattle farmers as the primary data source (respondents). The data used were both qualitative and quantitative data, in which the qualitative data are in the form of words, sentences, schemes, and pictures [12]. In this case, the qualitative data can be quantified through the succession method. Meanwhile, the quantitative data used include the number of cattle population, weight and selling price of beef cattle, cost of feed, and non-beef cattle farming. These data were further collected by interviewing the partner farmers, observing farm conditions, and studying the documentation.

Several analytical methods were also used, including descriptive qualitative analysis by describing and summarizing various conditions and situations from data collected as interviews or observations about the problems studied in the field. Meanwhile, the analysis of technical aspects was carried out based on the Guidelines for Technical Aspects as proposed by [13] and issued by [14]. The following formula was used to calculate the application of technical aspects:

Technical Aspect = (obtained score)/(standard score) X 100%.

The scores obtained were then compared using the categories determined by [14] as follows:

- (1) Good category, if the percentage obtained is 81-100%
- (2) Medium category, if the percentage obtained is 60-80%
- (3) Poor category, if the percentage obtained is less than 60%

Furthermore, operating profit was calculated using the formula of revenue reduced by the production costs.

$$\text{Profit} = \text{TR} - \text{TC} \quad (1)$$

Meanwhile, the effectiveness of the partnership (Y) was analyzed using the Pearson correlation analysis method in order to find the relationship and strength between the independent variable (Xi) and the dependent variable (Y). In this case, the independent variables studied are age, level of education, income, livestock experience, cosmopolitan, partnership attitude, facility support, technology support, and technical aspects.

4 Results and Discussion

4.1 Nusa Fauna Farm Profile

Nusa Fauna is a small-scale beef cattle fattening business that maintains only 200 cattle per fattening period. This company has been implementing a profit-sharing partnership with 11 farmers around the Nusa Fauna cage. The agreed form of partnership is that Nusa Fauna Farm provides beef cattle that are entrusted to partner members who have collaborated with profit-sharing agreements. This profit-sharing system has been done with 60% for Nusa Fauna owners and 40% for partner members responsible for the production costs. Nusa Fauna earns income from livestock sales by reducing the cost of purchasing beef cattle. The agreement was agreed at the beginning of the partnership process. This agreement is based on the principle of mutual trust between Nusa Fauna farms and members of the profit-sharing partnership. Although the agreement was made only with trust, several main things must be considered in implementing the profit-sharing system. The unwritten agreements include:

1. Before Nusa Fauna entrusts their cattle to the members for breeding, they usually considered several aspects such as farmers who live around Nusa Fauna, have a kinship relationship with the company so that they are easy to control, have experiences in the beef cattle business, and the availability of forage to meet livestock needs.
2. Fattening is carried out for 6 to 8 months because the purpose of this business is to supply beef cattle for Eid al-Adha.
3. Profit sharing is done after all the cattle are sold and profit is calculated.
4. The share that Nusa Fauna receives is 60% of the profit, while the farmers receive 40%. This has been agreed since the beginning of the partnership.

4.2 Characteristic of Respondents

The characteristics of farmers who are members of the Nusa Fauna Business partnership are presented in Table 1.

Table 1. Characteristics of Farmers Nusa Fauna.

Description	Frequency	Percentage
Gender:		
Male	9	81.82
Female	2	18.18
Age:		
31 - 40	3	27.28
41 - 50	4	36.36
51 - 63	4	36.36
Education:		
Secondary School	9	81.82
Bachelor	2	18.18
Farming Experience		
<10 years	1	9.09
>10 years	10	90.91

Based on Table 1, most respondents are male (81.82%). In this case, the gender of the farmer can affect the activities of the farmer in his livestock business, that is affecting his physical condition and courage. Male farmers tend to have stronger physical strength and higher courage so that they can work harder to develop livestock businesses. Besides, males also have a wider insight into raising cattle than women. To support this statement, [15] stated that gender can lead to different mindsets between males and females. This is due to changes in the preferences and needs of males and females.

Furthermore, the ages of the respondents ranged from 31 to 63 years old. This age range is classified as a productive age for raising cattle. According to Statistics Indonesia, the productive age range for Indonesian people is 15-65 years old, which is classified as a teenager. A person's age can affect the activities of farmers in managing their farming business; in this case, it affects their physical condition and thinking ability. The younger the age, the stronger the farmers have a dynamic physique in managing their farming business, so they can work stronger than the older farmers. In addition, people with higher education will usually have a better knowledge base. This is in accordance with the idea proposed by [16] that a low level of education will affect the ability of farmers to manage the beef cattle business, especially in terms of accepting new technology and business innovations in the future. Another thing that significantly determines the success of a beef cattle farming business is the experience in raising cattle. Based on Table 1, almost all farmers who become partners of Nusa Fauna had more than ten years of experience; in this case, only one farmer (9.09%) had less than ten years of experience, which is six years. This is in accordance with the terms agreed upon before becoming a business partner of Nusa Fauna. The longer the experience, the more knowledge gained, so the skills in running a farming business are increasing, which is in accordance with the opinion stated by [8] that the experience of raising livestock can improve the skills of farmers who can ultimately develop the beef cattle business.

4.3 Application of Technical Aspects in Nusa Fauna Cattle Farming Business

The application of technical aspects at the Nusa Fauna beef cattle business includes cage maintenance, feeding, medicines, livestock health maintenance, livestock weighing, and waste management. The level of the implementation of the technical aspects was based on the technical guidelines for raising beef cattle issued by the government [14]. The results of this process are presented in the following Table 2.

Table 2. Analysis of technical aspects in Nusa Fauna's cattle farming business.

Technical Aspect	Standard Score	Score obtained	Percentage score (%)
Beef cattle	100	89.00	89.00
Feed	300	174.14	58.05
Raising management	100	74.57	74.57
Cage management	100	60.00	60.00
Disease	200	98.29	38.00
Percentage of total score			319.62
Average			63.92

Based on Table 2, the implementation of the technical aspects at the Nusa Fauna cattle farming business was categorized as moderate, with an average score of 63.92%. The selection of beef cattle shows the highest score of 89%, indicating that the selection of beef cattle to be fattened at Nusa Fauna Cattle Farming Business has been implemented in accordance with the standards issued by the directorate general of animal husbandry in the Good category. In this case, the beef cattle used were Bali and Ongole (PO) breed bulls with an average age of 2 years old. The physical appearance of the beef cattle can describe the condition and quality of the beef cattle that went through the assessment stages.

However, the feeding was categorized as poor, with a score of 58.05%. Feeding has not met the optimal needs since the livestock are given more forage and very little supplementary feeding (concentrate) to increase their body weight. According to [17], livestock productivity is strongly influenced by the quality and quantity of feed. Based on the data in the field, farmers were not satisfied with the poor quality of forage conditions, so farmers used the wild grass available in their environment to meet the forage needs without paying attention to the quality of the forage given to livestock.

Furthermore, the implementation of the technical aspects of rising management received a score of 74.57% and was categorized as moderate. The activities in rising management include bathing the livestock, cleaning the cages, utilizing manure, utilizing energy, and recording. In this condition, it is explained that farmers have paid attention to the implementation of beef cattle maintenance management. According to the farmer, the implementation of maintenance procedures has been directed by the owner of Nusa Fauna Cattle Farming Business. Based on the data presented above, recording data had the highest score of 86.4%. At the beginning of the cattle handover process to each farmer, the owner submitted a data recording of the cattle received so that the farmers knew the origin of the livestock and could make the right decisions in treating the livestock. This is in accordance with the idea proposed by [18] that recording livestock is a record of all events regarding livestock that are raised in order

to provide the information needed to make objective decisions based on facts so that they can make the best decisions.

In addition, cage management and health aspects also have a low score below 60% and are categorized as poor implementation. The low implementation of these technical aspects by partner farmers in the Nusa Fauna cattle farming business is due to the farmers' low knowledge of animal husbandry, both low formal education and non-formal education, causing the adoption of innovations to be hampered. In comparison, the application of technical aspects will determine the success of the business, which further increases the weight of the cows, which in turn will lead to low selling prices for cattle. This is in accordance with the statement made by [19] that maintenance management plays an important role since it strongly affects the success of a livestock business.

4.4 Farmer Income Contribution with Profit Sharing System at Nusa Fauna Farms

Table 3. Average revenue, production costs, profit, farmer's profit sharing, and profit sharing contribution to partner's farmer's household income.

Description	Amount
Number of cattle raised	3
Revenue/period (IDR)	37,363,636.36
Production Cost (IDR)	27,119,636.36
Profit (IDR)	10,244,000.00
Profit sharing of 40% (IDR)/period (4 months)	4,097,600.00
Average profit sharing/months	1,024,400
Total Household Income (IDR)/months	3,187,478.48
Contribution of Profit Sharing (%)	32.14
Partner business type	Part-time Business

Based on Table 3, the income received by the farmers is quite large, considering that the raising period is only four months. The average profit sharing for farmers per period is IDR 4,097,600.00. Meanwhile, the calculation of the contribution of income from profit sharing to the total income of the farmer's household is 32.14%. This figure shows that the cattle farming business using this profit-sharing system is only a side business. In contrast to the traditional profit-sharing system, the profit-sharing system at Nusa Fauna business has determined the distribution in the form of a percentage of operating profit. In this case, Nusa Fauna capital owners receive 60% of the profits, while farmers receive 40% as agreed in the verbal agreement, where all production costs are borne by the farmer. After the cattle raising period of 4 months, both parties—cattle owners (investors) and farmers—will receive benefits from the sale of the cattle [20]. The risk of illness, death, or loss is covered by insurance because Nusa Fauna is more prudent in registering the cattle to an insurance company. The size of the income from the profit-sharing system is very dependent on the scale of the business. This is in accordance with Soekartawi's opinion that the income obtained from the cattle business is strongly influenced by the number of

cattle raised by the farmer himself, so the more cattle owned, the higher the net income obtained [21].

4.5 Partnership Effectiveness on Farmer's Income

Partnership Effectiveness on Farmer's Income was analyzed using the Pearson correlation test, which requires the data to be used on an interval or ratio scale. This becomes an obstacle in a study that uses ordinal scale data. Therefore, to overcome these problems, the current study transformed the ordinal-scale data into interval-scale data using the Successive Interval Method. The successive interval method can be done manually or by using Ms. Excel software. The distribution of data that has been transformed into these intervals was then used and processed using SPSS 22.0 software.

Pearson Correlation Analysis was used to find the relationship and strength between the independent variables (X_i), which are the factors that affect the effectiveness of the partnership, and the dependent variable (Y), which is the income obtained from profit sharing with the following results:

Table 4. Pearson correlation analysis.

Description	R	Category	Probability	Significance
Age	0.198	Low	0.002	Significant
Education Level	0.684	Strong	0.020	Significant
Income	0.229	Low	0.136	Not significant
Farming Experience	0.318	Low	0.002	Significant
Cosmopolitan	-0.050	Very low	0.184	Not significant
Partnership attitude	0.292	low	0.000	Significant
Facility Support	0.824	Very strong	0.000	Significant

Based on Table 4, age has a correlation to the effectiveness of the partnership. This is evidenced by a significant value of 0.002, which is lower than 0.05. The correlation coefficient of the age variable on the effectiveness of the partnership is 0.198, which is categorized as low. This value also further shows a positive relationship to the effectiveness of the partnership. A positive correlation means that the age variable has an influence on the effectiveness of the partnership but in the low category. According to [22], farmers aged 28-64 years old have the same knowledge and attitudes as farmers aged above 64 years old [23]. Therefore, it can be concluded that the age difference did not have any significant effect on the effectiveness of the partnership at Nusa Fauna cattle farming business.

Furthermore, this research also obtained that the level of education (years) shows a positive correlation with a value of 0.684, indicating that it has a strong and significant effect of 0.020, which is lower than 0.05. This means that the variable of education level has a strong influence on the effectiveness of the partnership. This condition is caused by the high education level of farmers in the Nusa Fauna cattle farming business. In this case, the level of education affects the success of the partnership process carried out by farmers to absorb the knowledge and mindset to continuously develop and innovate. This is supported by [24], who stated that the education factor is very influential in terms of receiving information. This has an impact on increasing the income of Nusa Fauna farmers. Furthermore, according to

[24], when the level of education is low, it will complicate the efforts to develop human resources because of the difficulty in applying technology and understanding information in animal husbandry.

The income earned usually provides motivation for farmers to work. The results showed that the income variable had a significant value of 0.136, which is lower than 0.05 (not significant). This means that the income variable had no effect on the effectiveness of the partnership in the business carried out. Such a condition occurred because the income obtained by farmers from the profit-sharing system is not optimal. Its contribution to the household income of farmers is still low and has not been able to meet the needs of the family.

In addition, in the case of the farming experience aspect, it obtained a correlation coefficient value of 0.318 with a significance level of 0.002, which is lower than 0.05, indicating that this variable positively and significantly affects the effectiveness of the partnership. Such a situation occurred due to the long experience of raising cattle, making the farmers able to overcome the problems they encountered. The experience of raising livestock has a positive effect on the success of the partnership because it can maximize the use of the existing inputs. This is in accordance with the opinion stated by [24] that the longer a person's experience in raising livestock, the more knowledge they obtained so that they can determine the mindset in making decisions for managing their business.

The effect of the cosmopolitan variable on the effectiveness of the partnership shows a negative effect, which is indicated by the correlation coefficient value of -0.050, indicating a very low influence on the effectiveness of the partnership with a significant value of 0.184, lower than 0.05. This means that the cosmopolitan variable has no effect on the success of the business carried out. The low level of cosmopolitan farmers is because no cosmopolitan was carried out optimally and effectively. Sources of information about livestock do not have a significant impact on farmers. According to [25], cosmopolitan nature does not significantly affect the motivation of farmers to run their businesses, so the cosmopolitan aspect does not significantly affect the success of the Nusa Fauna cattle farming business partnership.

Furthermore, the attitude towards the partnership had a positive effect, with a correlation coefficient value of 0.292, showing a low category on the effectiveness of the partnership with a significant value of 0.000 <0.05. This condition is caused by the agreement and the terms of the partnership that are made only to the extent of mutual agreement and based on the principle of trust. This resulted in a technical agreement that was not reached in the partnership process. The binding requirements will create a higher sense of motivation so as to increase the productivity of farmers so that business goals are achieved. According to [26], clarity of rules or agreements must be applied strictly so as to foster trust in the existing business partnership relationships.

The next variable, which is facility support, had a positive effect on the effectiveness of the partnership, as indicated by the correlation coefficient value of 0.824 with a significance value of 0.000 <0.05. This value indicates a very strong level of significant influence on the effectiveness of the partnership. This means that the facility support variable has a major influence on the effectiveness of the partnership at Nusa Fauna cattle farming business. These results prove that the facility support that consists of medicines, cages, feed, and transportation in the maintenance process can increase the success of the partnership. With adequate facilities, the

maintenance process can run well. This will further have a direct impact on livestock and increase livestock productivity. In addition, this is also supported by the results of previous research conducted by [27] that the better the support of the existing facilities in supporting partnership activities, the more active farmers' role in participating in the partnership activities.

Furthermore, the technology support variable had a positive and significant effect on the effectiveness of the partnership, with a correlation coefficient value of 0.267 and a significant value of 0.002 <0.05. This means that the technology support variable had a low influence on the effectiveness of the partnership in the partnership process. According to farmers, the use of technology is still lacking during the raising process. This is due to the lack of capital owned by the farmers to utilize the technology. In addition, the lack of knowledge of farmers is also the reason why farmers have not utilized technology in raising cattle. As a result, the success of the partnership has not been achieved, and technology support does not have a significant impact on the partnership process.

The last variable studied is the implementation of technical aspects that had a positive influence on the effectiveness of the partnership, with a correlation coefficient value of 0.274 and a significant value of 0.000 <0.05. This indicates that this variable has a low effect on the effectiveness of the partnership. The technical aspect is an aspect that must be considered and applied properly in raising cattle. Thus, the success of the Nusa Fauna Cattle Farming Business partnership can be achieved.

Eventually, based on the exposure of the SPSS output on the correlation test, it was found that the variables that have an influence on the effectiveness of the partnership with the highest categories sequentially are facility support, level of education, livestock experience, partnership attitude, technical aspects, technology support, and age. These variables had a positive correlation, thus affecting the effectiveness of the partnership. Meanwhile, the cosmopolitan and income variables had a negative and insignificant effect on the effectiveness of the partnership at Nusa Fauna cattle farming business.

5 Conclusion

The Profit Sharing Partnership in Beef Cattle Fattening Business between small farmers and Nusa Fauna Company has been implemented well. However, the implementation of technical aspects is still categorized as moderate, even though it has received guidance from Nusa Fauna Farm. This is due to the low level of education of farmers and cosmopolitan attitudes. Furthermore, revenue contribution from profit-sharing partnership activities is also still relatively low, so it does not motivate farmers to produce better. In addition, the results of the Pearson correlation test explain that the implementation of partnership has been effectively implemented as evidenced by the variables that have a positive effect on the effectiveness of partnerships, respectively, namely facility support, level of education, experience in raising livestock, partnership attitudes, technical aspects, technology support, and age. Meanwhile, the variables that have a negative and insignificant effect on the effectiveness of the partnerships are income and cosmopolitan variables.

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