

## SUMMARY

Studi ini diarahkan untuk menjawab permasalahan stabilitas stock dan harga gabah/beras melalui program sistim tunda jual dengan melihat bagaimana implementasi program sistim tunda jual di Kabupaten Ponorogo, kelompok mana yang diuntungkan dan kelompok mana yang dirugikan dengan adanya implementasi program ini, serta dampak program ini terhadap petani.

Penelitian ini bersifat deskriptif kualitatif. Metode pengumpulan data yang digunakan adalah wawancara mendalam dan terbuka (in-depth interview) dan penelaahan terhadap dokumen tertulis. Sedangkan teori yang digunakan adalah implementasi kebijakan model Grindle.

Implementasi program Sistim Tunda Jual di Kabupaten Ponorogo dilakukan melalui tahapan-tahapan antara lain : penyusunan Pedoman Umum dan Petunjuk Pelaksanaan, sosialisasi, identifikasi, verifikasi, penetapan kelompok, perencanaan, penyaluran dana, pencairan dana, pembelian gabah, penerapan sistim tunda jual, penjualan gabah/beras, pengembalian dana, pembinaan dan evaluasi, serta pelaporan. Program ini sangat menguntungkan anggota kelompok penerima program sistim tunda jual karena dapat membantu perekonomian anggota kelompok.

Implementasi program Sistim Tunda Jual di Kabupaten Ponorogo dapat dikatakan berhasil, karena : kelompok penerima program Sistim Tunda Jual sudah menerapkan kaidah-kaidah bisnis, terjadi peningkatan produktivitas usaha, terjadi pemupukan modal dan penambahan anggota kelompok, serta terealisasinya pengembalian pinjaman lunas tepat waktu. Walaupun masih ada kendala-kendala yang terjadi antara lain : masih rendahnya permodalan awal yang dimiliki kelompok, rendahnya penguasaan teknologi pasca panen, belum menerapkan manajemen secara baik, dan tidak tepatnya waktu pencairan dana. Dengan adanya kebijakan program Sistim Tunda Jual di Kabupaten Ponorogo, maka kelompok penerima program ini berkembang menjadi model sistim tunda jual yang sesuai dengan kondisi wilayah masing-masing, sehingga tercipta stabilitas harga pangan di tingkat petani pada tingkat yang wajar terutama pada saat panen raya, serta berkembangnya kemampuan kelompok dalam pengembangan dan pemupukan modal. Mengingat manfaat bantuan modal sistim tunda jual ini sangat besar bagi anggota kelompok, maka program ini dapat dilanjutkan dan dilestarikan.

## ABSTRACT

During the harvest time, supply of rice is abundant whereas the demand. This causes the price of rice goes down (much below the Government's standard). Hence, the farmers get lower profit even some others get worse.

The Government has attempted to stabilize the rice price through Badan Ketahanan Pangan Provinsi Jawa Timur. This is done by giving financial support through an approach called selling-postponed system. Selling-postponed system is a method done by group of farmers to adjust the time in marketing their harvest stock through some steps : improving storage system, processing some of the harvest stock, and planning the proper marketing strategies to gain a better profit. Hence, farmers will have a better bargaining position. Furthermore, the food supply in the market is more stable. By the development of the selling-postponed system, there is an expectation that the farmers bargaining system will be better and their selling value will also increase as well. Eventually, the target of increasing farmers income will be soon achieved.

The objective of this research is to find out deeply about the implementation of the selling-postponed system policy in Kabupaten Ponorogo : both for the groups which get the benefits from the program and for those which don't, as well as for the farmers. This research is based on the descriptive methodology. The data gathering is done by in-depth interviews and analyzes of the written document.

The implementation of selling-postponed system in Kabupaten Ponorogo is applied through some steps : organizing general principles and application guide, socializing, identification, verification, group determination, planning, fund distribution, rice buying, applying selling-postponed system, selling rice, fund return, guiding and evaluation, and also the report system. This program is highly useful for the members as it helps their economic life.

It can be stated that the implementation of the selling-postponed system in Kabupaten Ponorogo has been successful. This statement is based on soul agreements : the groups who received the selling-postponed system have applied the business rules, productivity has increased, the number of capital and member has gone up, the debtors pay their debt in time. By the existence of the new system, such as : the development of the selling-postponed system based on the respective area, stabilization of food price for the farmers especially during the harvest, and also the growth of the groups ability in developing and planting the capital. Considering that the benefits of this new system are significant, the selling-postponed system should be carried on and well maintained.

Key words : Implementation, The selling-postponed system, Ponorogo.