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## Lampiran 1. Izin Penelitian

## Lampiran 2. Identitas Responden

No	Nama	Umur	Pendidikan	Lama menjalankan Usaha Pembibitan
1.	Erlansah	42	SD	4
2.	Ahmad Fairus	48	SMA	5

## Lampiran 3. Biaya Tetap

No	Responden I	Unit	Harga/Unit (Rp/Unit)	Biaya (Rp)
1	Lahan (m2)	4800	10.000	48.000.000
2	Cangkul (unit)	2	75.000	150.000
3	Angkong	2	550.000	1.100.000
4	Selang (m)	50	8.000	400.000
5	Paranet (m)	24	6.000	144.000
6	Token Listrik	12	100.000	1.200.000
7	Mesin pompa air	1	550.000	550.000
8	Sprinkle air satu set	1	500.000	500.000
9	Arit	2	25.000	50.000
10	Jet pump 500	1	1.350.000	1.350.000
11	Waring (m)	60	5.000	300.000
12	Pot Tray	10	16.000	160.000
13	Ember	2	15.000	30.000
14	Tenaga kerja tetap (Rp1.500.000/bulan/orang)	2	36.000.000	72.000.000
<b>Jumlah</b>				<b>Rp 77.982.000</b>

No	Responden II	Unit	Harga/Unit (Rp/unit)	Biaya (Rp)
1	Lahan	12.500	10.000	125.000.000
2	Arit	2	25.000	50.000
3	Waring	30	5.000	150.000
4	Pot Tray	6	15.000	90.000
5	Mesin Pompa Air	1	550.000	550.000
6	Angkong	1	270.000	270.000
7	Cangkul	2	75.000	150.000
8	Selang	25	8.000	200.000
9	Ember	3	15.000	45.000
10	Hand sprayer	1	40.000	40.000
11	Paranet	10	7.000	70.000
12	Token Listrik	12	100.000	1.200.000
13	Tenaga kerja tetap (Rp1.500.000/bulan/orang)	2	18.000.000	36.000.000
<b>Jumlah</b>				<b>Rp 163.815.000</b>

## Lampiran 4. Biaya Variabel

No	Responden I	Unit	Harga/Unit (Rp/Unit)	Biaya(Rp)
1.	Benih	6000	10.000	60.000.000
2.	Tanah (truk)	1	400.000	400.000
3.	Polybag PN 12x17 (kg)	15	20.000	300.000
4.	Polybag MN 30x35 (kg)	100	30.000	3.000.000
5.	Pupuk mutiara	50	15.200	760.000
6.	Pupuk ponska	25	9.200	230.000
7.	Pupuk mycovir	25	38.200	955.000
8.	Pupuk SK Cote	25	50.400	1.260.000
9.	pestisida Antracol (100 cc)	6	75.000	450.000
10.	pestisida Dihane (250g)	6	60.000	360.000
11.	Pestisida Decis (100cc)	5	60.000	300.000
12.	Pestisida Amistar Top (250 cc)	6	250.000	1.500.000
13.	Tenaga kerja borongan (muat bibit)	4.200	500	2.100.000
<b>Jumlah</b>				<b>Rp 71.615.000</b>

No	Responden II	Unit	Harga/Unit (Rp/Unit)	Biaya (Rp)
1.	Benih	4.000	12.000	48.000.000
2.	Tanah (truk)	1	400.000	400.000
3.	Polybag 17x14 (kg)	10	22.000	220.000
4.	Polybag 30x35 (kg)	100	25.000	2.500.000
5.	Pupuk NPK (kg)	30	20.000	600.000
6.	Pupuk Dolomit (kg)	10	70.000	700.000
7.	Amistar Top (l)	3	125.000	375.000
8.	Tenaga kerja borongan (muat bibit)	3.000	500	1.500.000
<b>Jumlah</b>				<b>Rp 54.295.000</b>

## Lampiran 5. Cash Flow

Usaha Pembibitan 4A Ragil Nursery Erlan		2025			2026			2027			2028						
		Unit	Harga/Unit (Rp/unit)	Biaya (Rp)	Unit	Harga/Unit (Rp/unit)	Biaya (Rp)	Unit	Harga/Unit (Rp/unit)	Biaya (Rp)	Unit	Harga/Unit (Rp/unit)	Biaya (Rp)				
<b>A. Outflow</b>																	
1	Lahan (m <sup>2</sup> )	4800	15,000	72,000,000	-	-	-	-	-	-	-	-					
2	Cangkul (unit)	2	75,000	150,000	-	-	-	-	-	-	-	-					
3	Angkong	2	550,000	1,100,000	-	-	-	-	-	-	-	-					
4	Selang (m)	50	8,000	400,000	-	-	-	50	8,000	400,000	-	-					
5	Paranet (m)	24	6,000	144,000	-	-	-	-	-	-	-	-					
6	Token Listrik	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000	1,200,000				
7	Mesin pompa air	1	550,000	550,000	-	-	-	-	-	-	-	-					
8	Sprinkle air satu set	1	500,000	500,000	-	-	-	-	-	-	-	-					
9	Arit	2	25,000	50,000	-	-	-	-	-	-	-	-					
10	Jet pump 500	1	1,350,000	1,350,000	-	-	-	-	-	-	-	-					
11	Waring (m)	60	5,000	300,000	-	-	-	70	5,000	350,000	-	-					
12	Pot Tray	10	16,000	160,000	-	-	-	12	16,000	192,000	-	-					
13	Ember	2	15,000	30,000	-	-	-	3	20,000	60,000	-	-					
14	Tenaga kerja tetap (Rp1.500.000/bulan/orang)	2	36,000,000	72,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000				
15	Benih	6000	10,000	60,000,000	6500	10,000	65,000,000	7000	10,000	70,000,000	7000	10,000	70,000,000				
16	Tanah (truk)	1	400,000	400,000	1	400,000	400,000	2	400,000	800,000	2	400,000	800,000				
17	Polybag PN 12x17 (kg)	15	20,000	300,000	16	20,000	320,000	17	20,000	340,000	17	20,000	340,000				
18	Polybag MN 30x35 (kg)	100	30,000	3,000,000	110	30,000	3,300,000	115	30,000	3,450,000	115	30,000	3,450,000				
19	Pupuk mutiara	50	15,200	760,000	55	15,200	836,000	60	15,200	912,000	60	15,200	912,000				
20	Pupuk ponska	25	9,200	230,000	27.5	9,200	253,000	30	9,200	276,000	30	9,200	276,000				
21	Pupuk mycovir	25	38,200	955,000	27.5	38,200	1,050,500	30	38,200	1,146,000	30	38,200	1,146,000				
22	Pupuk SK Cote	25	50,400	1,260,000	27.5	50,400	1,386,000	30	50,400	1,512,000	30	50,400	1,512,000				
23	pestisida Antracol (100 cc)	6	75,000	450,000	7	75,000	525,000	7	75,000	525,000	7	75,000	525,000				
24	pestisida Dihane (250g)	6	60,000	360,000	7	60,000	420,000	7	60,000	420,000	7	60,000	420,000				
25	Pestisida Decis (100cc)	5	60,000	300,000	6	60,000	360,000	6	60,000	360,000	6	60,000	360,000				
26	Pestisida Amistar Top (250 cc)	6	250,000	1,500,000	7	250,000	1,750,000	7	250,000	1,750,000	7	250,000	1,750,000				
27	Tenaga kerja borongan (muat bibit)	4,200	500	2,100,000	4,500	500	2,250,000	5,000	500	2,500,000	5,000	500	2,500,000				
Total Outflow				221,549,000					115,050,500					122,193,000			121,191,000
<b>B. Inflow</b>																	
1	Penjualan bibit sawit (unit)	4,200	50,000	210,000,000	4500	50,000	225,000,000	5000	50,000	250,000,000	5000	50,000	250,000,000				
2	Nilai Sisa (unit):	-	-	-	-	-	-	-	-	-	-	-					
	a. Mesin Pompa Air	-	-	-	-	-	-	-	-	-	1	100,000	100,000				
	b. Jet Pump 500	-	-	-	-	-	-	-	-	-	1	250,000	250,000				
Total Inflow				210,000,000					225,000,000					250,000,000			250,350,000

Tahun	t	Cost	Benefit	Net Benefit	df (r = 6%)	NPV	df (r = 45%)	NPV	df (r = 46%)	NPV
2025	0	221,549,000	210,000,000	-11,549,000	1.00	-11,549,000.00	1.00	-11,549,000.00	1.00	-11,549,000.00
2026	1	115,050,500	225,000,000	109,949,500	0.94	103,725,943.40	0.69	75,827,241.38	0.68	75,307,876.71
2027	2	122,193,000	250,000,000	127,807,000	0.89	113,747,775.01	0.48	60,788,109.39	0.47	59,958,247.33
2028	3	121,191,000	250,350,000	129,159,000	0.84	108,444,386.98 314,369,105.38	0.33	42,366,312.68 167,432,663.45	0.32	41,501,721.00 165,218,845.04

IRR = 120.63

Benefit = 325,918,105.38

Cost = 11,549,000.00

Net B/C = 28.22

Payback Periode

92,176,943.40

311,637.74

-295.7823512

= 235 hari

212

2 Tahun 7 bulan 23 hari

74														
43	<b>Usaha Pembibitan Fairus</b>													
44		2025			2026			2027			2028			
45		Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya	
46	<b>A. Outflow</b>		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)	
46	1	Lahan	12,500	15,000	187,500,000	-	-	-	-	-	-	-	-	
47	2	Arit	2	25,000	50,000	-	-	-	-	-	-	-	-	
48	3	Waring	30	5,000	150,000	-	-	-	30	5,000	150,000	-	-	
49	4	Pot Tray	6	15,000	90,000	-	-	-	10	15,000	150,000	-	-	
50	5	Mesin Pompa Air	1	550,000	550,000	-	-	-	-	-	-	-	-	
51	6	Angkong	1	270,000	270,000	-	-	-	-	-	-	-	-	
52	7	Cangkul	2	75,000	150,000	-	-	-	-	-	-	-	-	
53	8	Selang	25	8,000	200,000	-	-	-	25	8,000	200,000	-	-	
54	9	Ember	3	15,000	45,000	-	-	-	-	-	-	-	-	
55	10	Hand sprayer	1	40,000	40,000	-	-	-	-	-	-	-	-	
56	11	Paranet	10	7,000	70,000	-	-	-	-	-	-	-	-	
57	12	Token Listrik	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000	1,200,000
58	13	Tenaga kerja tetap (Rp1.500.000/bulan/orang)	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000
59	14	Benih	4,000	12,000	48,000,000	5000	12,000	60,000,000	6000	12,000	72,000,000	7000	12,000	84,000,000
60	15	Tanah (truk)	1	400,000	400,000	1	400,000	400,000	2	400,000	800,000	2	400,000	800,000
61	16	Polybag 17x14 (kg)	10	22,000	220,000	13	22,000	286,000	15	22,000	330,000	17	22,000	374,000
62	17	Polybag 30x35 (kg)	100	25,000	2,500,000	115	25,000	2,875,000	120	25,000	3,000,000	125	25,000	3,125,000
63	18	Pupuk NPK (kg)	30	20,000	600,000	37.5	20,000	750,000	45	20,000	900,000	52.5	20,000	1,050,000
64	19	Pupuk Dolomit (kg)	10	70,000	700,000	12.5	70,000	875,000	15	70,000	1,050,000	17.5	70,000	1,225,000
65	20	Amistar Top (l)	3	125,000	375,000	3	125,000	375,000	3	125,000	375,000	4	125,000	500,000
66	21	Tenaga kerja borongan (muat bibit)	3,000	500	1,500,000	4,000	500	2,000,000	5,000	500	2,500,000	6,000	500	3,000,000
67	Total Outflow				280,610,000			104,761,000			118,655,000		-	131,274,000
68	<b>B. Inflow</b>													
69	1	Penjualan bibit sawit (unit)	3,000	50,000	150,000,000	4,000	50,000	200,000,000	5,000	50,000	250,000,000	6,000	50,000	300,000,000
70	2	Nilai Sisa (unit):												
71		a. Mesin Pompa Air	-	-	-	-	-	-	-	-	1	100,000	100,000	
72	Total Inflow				150,000,000			200,000,000			250,000,000		-	300,100,000
73														



## ANALISIS SENSITIVITAS

ASUMSI I : Biaya Variabel naik 5% pertahun

77															
78	Usaha Pembibitan 4A Ragil Nursery Erlan			2025			2026			2027			2028		
79		Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya		
80	<b>A. Outflow</b>														
			(Rp/unit)	(Rp)		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)		
81	1	Lahan (m <sup>2</sup> )	4800	15,000	72,000,000	-	-	-	-	-	-	-	-		
82	2	Cangkul (unit)	2	75,000	150,000	-	-	-	-	-	-	-	-		
83	3	Angkong	2	550,000	1,100,000	-	-	-	-	-	-	-	-		
84	4	Selang (m)	50	8,000	400,000	-	-	50	8,000	400,000	-	-	-		
85	5	Paranet (m)	24	6,000	144,000	-	-	-	-	-	-	-	-		
86	6	Token Listrik	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000		
87	7	Mesin pompa air	1	550,000	550,000	-	-	-	-	-	-	-	-		
88	8	Sprinkle air satu set	1	500,000	500,000	-	-	-	-	-	-	-	-		
89	9	Arit	2	25,000	50,000	-	-	-	-	-	-	-	-		
90	10	Jet pump 500	1	1,350,000	1,350,000	-	-	-	-	-	-	-	-		
91	11	Waring (m)	60	5,000	300,000	-	-	70	5,000	350,000	-	-	-		
92	12	Pot Tray	10	16,000	160,000	-	-	12	16,000	192,000	-	-	-		
93	13	Ember	2	15,000	30,000	-	-	3	20,000	60,000	-	-	-		
94	14	Tenaga kerja tetap (Rp1.500.000/bulan/Orang)	2	#####	72,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	18,000,000		
95	15	Benih	6000	10,000	60,000,000	6500	10,500	68,250,000	7000	11,025	77,175,000	7000	11,576		
96	16	Tanah (truk)	1	400,000	400,000	1	420,000	420,000	2	441,000	882,000	2	463,050		
97	17	Polybag PN 12x17 (kg)	15	20,000	300,000	16	21,000	336,000	17	22,050	374,850	17	23,153		
98	18	Polybag MN 30x35 (kg)	100	30,000	3,000,000	110	31,500	3,465,000	115	33,075	3,803,625	115	34,729		
99	19	Pupuk mutiara	50	15,200	760,000	55	15,960	877,800	60	16,758	1,005,480	60	17,596		
100	20	Pupuk ponska	25	9,200	230,000	27.5	9,660	266,650	30	10,143	304,290	30	10,650		
101	21	Pupuk mycovir	25	38,200	955,000	27.5	40,110	1,103,025	30	42,116	1,263,465	30	44,221		
102	22	Pupuk SK Cote	25	50,400	1,260,000	27.5	52,920	1,455,300	30	55,566	1,666,980	30	58,344		
103	23	pestisida Antracol (100 cc)	6	75,000	450,000	7	78,750	551,250	7	82,688	578,813	7	86,822		
104	24	pestisida Dihane (250g)	6	60,000	360,000	7	63,000	441,000	7	66,150	463,050	7	69,458		
105	25	Pestisida Decis (100cc)	5	60,000	300,000	6	63,000	378,000	6	66,150	396,900	6	69,458		
106	26	Pestisida Amistar Top (250 cc)	6	250,000	1,500,000	7	262,500	1,837,500	7	275,625	1,929,375	7	289,406		
107	27	Tenaga kerja borongan (muat bibit)	4,200	500	2,100,000	4,500	525	2,362,500	5,000	551	2,756,250	5,000	579		
108	Total Outflow				221,549,000			118,943,025			130,802,078		134,430,081		
109	<b>B. Inflow</b>														
110	1	Penjualan bibit sawit (unit)	4,200	50,000	210,000,000	4500	50,000	225,000,000	5000	50,000	250,000,000	5000	50,000		
111	2	Nilai Sisa (unit):	-	-	-	-	-	-	-	-	-	-	-		
112		a. Mesin Pompa Air	-	-	-	-	-	-	-	-	1	100,000	100,000		
113		b. Jet Pump 500	-	-	-	-	-	-	-	-	1	250,000	250,000		
114	Total Inflow				210,000,000			225,000,000			250,000,000		250,350,000		
115															

ANALISIS SENSITIVITAS  
ASUMSI 1 Biaya Variabel meningkat 5% per tahun

Tahun	t	Cost	Benefit	Net Benefit	1.06 df (r = 6%)	NPV	1.40 df (r = 40%)	NPV	1.41 df (r = 41%)	NPV
2025	0	221,549,000	210,000,000	-11,549,000	1.00	-11,549,000.00	1.00	-11,549,000.00	1.00	-11,549,000.00
2026	1	118,943,025	225,000,000	106,056,975	0.94	100,053,750.00	0.71	75,754,982.14	0.71	75,217,712.77
2027	2	130,802,078	250,000,000	119,197,923	0.89	106,085,726.68	0.51	60,815,266.58	0.50	59,955,697.65
2028	3	134,430,081	250,350,000	115,919,919	0.84	97,328,598.97 291,919,075.65	0.36	42,244,868.30 167,266,117.03	0.36	41,352,400.91 164,976,811.32

IRR = 113.0641245

Benefit = 303,468,075.65

Cost = 11,549,000.00

Net

B/C = 26.28

Payback Periode

88,504,750.00

290,645.83

-304.5106515

= 264 hari

243

2 Tahun 8 bulan 21 hari

117															
118	Usaha Pembibitan Fairus			2025			2026			2027			2028		
119	Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya	Unit	Harga/Unit	Biaya			
120	<b>A. Outflow</b>														
121		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)		(Rp/unit)	(Rp)			
121	1	Lahan	12,500	15,000	187,500,000	-	-	-	-	-	-	-			
122	2	Arit	2	25,000	50,000	-	-	-	-	-	-	-			
123	3	Waring	30	5,000	150,000	-	-	-	30	5,000	150,000	-			
124	4	Pot Tray	6	15,000	90,000	-	-	-	10	15,000	150,000	-			
125	5	Mesin Pompa Air	1	550,000	550,000	-	-	-	-	-	-	-			
126	6	Angkong	1	270,000	270,000	-	-	-	-	-	-	-			
127	7	Cangkul	2	75,000	150,000	-	-	-	-	-	-	-			
128	8	Selang	25	8,000	200,000	-	-	-	25	8,000	200,000	-			
129	9	Ember	3	15,000	45,000	-	-	-	-	-	-	-			
130	10	Hand sprayer	1	40,000	40,000	-	-	-	-	-	-	-			
131	11	Paranet	10	7,000	70,000	-	-	-	-	-	-	-			
132	12	Token Listrik	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000	1,200,000	12	100,000	1,200,000	
133	13	Tenaga kerja tetap (Rp1.500.000/bulan/0rand	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000	
134	14	Benih	4,000	12,000	48,000,000	5000	12,600	63,000,000	6000	13,230	79,380,000	7000	13,892	97,240,500	
135	15	Tanah (truk)	1	400,000	400,000	1	420,000	420,000	2	441,000	882,000	2	463,050	926,100	
136	16	Polybag 17x14 (kg)	10	22,000	220,000	13	23,100	300,300	15	24,255	363,825	17	25,468	432,952	
137	17	Polybag 30x35 (kg)	100	25,000	2,500,000	115	26,250	3,018,750	120	27,563	3,307,500	125	28,941	3,617,578	
138	18	Pupuk NPK (kg)	30	20,000	600,000	37.5	21,000	787,500	45	22,050	992,250	52.5	23,153	1,215,506	
139	19	Pupuk Dolomit (kg)	10	70,000	700,000	12.5	73,500	918,750	15	77,175	1,157,625	17.5	81,034	1,418,091	
140	20	Amistar Top (l)	3	125,000	375,000	3	131,250	393,750	3	137,813	413,438	4	144,703	578,813	
141	21	Tenaga kerja borongan (muat bibit)	3,000	500	1,500,000	4,000	525	2,100,000	5,000	551	2,756,250	6,000	579	3,472,875	
142	Total Outflow				280,610,000			108,139,050			126,952,888		-	146,102,414	
143	<b>B. Inflow</b>														
144	1	Penjualan bibit sawit (unit)	3,000	50,000	150,000,000	4,000	50,000	200,000,000	5,000	50,000	250,000,000	6,000	50,000	300,000,000	
145	2	Nilai Sisa (unit):													
146		a. Mesin Pompa Air	-	-	-	-	-	-	-	-	-	1	100,000	100,000	
147	Total Inflow				150,000,000			200,000,000			250,000,000		-	300,100,000	
148															

Tahun	t	Cost	Benefit	Net Benefit	1.06 df (r = 6%)	NPV	1.18 df (r = 18%)	NPV	1.19 df (r = 19%)	NPV
				-		-		-		-
2025	0	280,610,000	150,000,000	130,610,000	1.00	130,610,000.00	1.00	130,610,000.00	1.00	130,610,000.00
2026	1	108,139,050	200,000,000	91,860,950	0.94	86,661,273.58	0.85	77,848,262.71	0.84	77,194,075.63
2027	2	126,952,888	250,000,000	123,047,113	0.89	109,511,492.08	0.72	88,370,520.32	0.71	86,891,541.91
2028	3	146,102,414	300,100,000	153,997,586	0.84	129,299,342.54 194,862,108.20	0.61	93,727,685.01 129,336,468.04	0.59	91,384,602.73 124,860,220.27

IRR = 46.89

Benefit = 325,472,108.20

Cost = 130,610,000.00

Net  
B/C = 2.49

Payback Periode

65,562,765.66

354,244.77

-185.0775804

= 171 hari

151

3 Tahun 5 bulan 20 hari

## ANALISIS SENSITIVITAS

ASUMSI II : Produksi turun 5% pertahun





191											
192						1.06		1.16		1.17	
193	Tahun	t	Cost	Benefit	Net Benefit	df (r = 6%)	NPV	df (r = 30%)	NPV	df (r = 30%)	NPV
194	2025	0	280,470,000	150,000,000	-130,470,000	1.00	-130,470,000.00	1.00	-130,470,000.00	1.00	-130,470,000.00
195	2026	1	104,785,000	190,000,000	85,215,000	0.94	80,391,509.43	0.86	73,461,206.90	0.85	72,833,333.33
196	2027	2	119,150,000	237,500,000	118,350,000	0.89	105,331,078.68	0.74	87,953,329.37	0.73	86,456,278.76
197	2028	3	132,225,000	285,100,000	152,875,000	0.84	128,356,797.89	0.64	97,940,541.84	0.62	95,450,648.81
198							183,609,386.00		128,885,078.11		124,270,260.91
199											
200	IRR	=	43.92853381								
201											
202											
203	Benefit	=	314,079,386.00								
204	Cost	=	130,470,000.00								
205	Net B/C	=	2.41								
206											
207	Payback Periode										
208			55,252,588.11								
209			351,662.46								
210			-157.1182438								
211			= 199 hari								
212			181								
213			3 Tahun 6 bulan 18 hari								

Lampiran 6. Dokumentasi



