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Income Analysis of Broiler Farmers in Partnership with PT. Jenio: A Case Study of Yestianawati in Pulang Pisau District, Central Kalimantan Province, Indonesia

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A B S T R A C T

The development of the broiler chicken cultivation business is inseparable from various problems that arise for broiler chicken cultivation business managers, one of which is about the management of broiler chicken maintenance that is not optimal. This study aims to find out how the management of broiler chicken farms with the partnership pattern of PT. The genius of Yestianawati Chicken Farm and how the level of income is obtained. The research method in this study uses purposive sampling and is analyzed qualitatively and quantitatively. This research was carried out in Bukit Bamba Village, Central Kahayan District, Pulang Pisau Regency, Central Kalimantan Province. The results of the income analysis in the Yestianawati Broiler Chicken farming business total revenue Rp. 1,478,660,140, - minus the total costs incurred of Rp. 1,351,340,587, - with an RCR value of >1, the Yestianawati Broiler Chicken farming business is declared feasible.

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INTRODUCTION

The livestock sector has a strategic role in Indonesia's agricultural development, especially in the provision of animal protein that is affordable and easily accessible to the public. One of the key commodities in this sub-sector is broiler chickens, which have been growing rapidly as consumer demand has increased. Broiler chickens are known to have fast growth, high feed conversion efficiency, and a short harvest period of about 5–6 weeks (Abadi et al., 2023).

The Indonesian people have a significant interest in the agriculture and livestock sectors. Almost the majority of people in Indonesia seek income in this field. In the livestock sector, of course, it is very helpful in providing food, creating jobs, and increasing income. Often we find in the environment around us that there are people who cultivate broiler chickens, besides being quite easy to maintain, broiler chickens also quickly get profits. This is because the harvest time of broiler breed chickens only takes a period of 30 to 40 days with a considerable weight. The production of Broiler Chickens, especially in Kayahan Tengah District, Central Kalimantan Province in the last 5 years, is as shown in Table 1. Next:

Table 1. Broiler Chicken Population in Central Kahayan District 2019-2023

Year	Broiler Chicken Population (Tail)
2019	138.175
2020	367.341
2021	417.211
2022	980.000
2023	985.000

Source : Central Kahayan District in Numbers, 2019-2023

Based on Table 1, it can be seen that the number of broiler chicken populations in Central Kahayan District continues to increase from 2019-2023 with the highest population in 2023, which is 985,000 heads. As for the lowest number of Broiler chicken populations, in 2019, which was 138,175 heads. By looking at this comparison, there are many factors that cause the Broiler chicken population to continue to increase every time, namely the number of populations that continues to increase so that the demand for chicken meat consumption also increases.

However, the success of broiler chicken farming is highly dependent on efficient management and access to production, markets, and financing. Independent farmers often face constraints of limited capital, fluctuations in feed prices, and uncertain market risks. In this context, the partnership pattern between farmers and partner companies is an alternative strategy that provides solutions to these challenges (Putri et al., 2021).

A core-plasma partnership is a form of cooperation in which the (core) company is responsible for providing seeds, feed, medicines, as well as technical and marketing guidance, while the (plasma) breeder provides the cage, labor, and manages daily maintenance. Ideally, this pattern should provide economic benefits and increased income for both parties. However, in practice, it is not

uncommon for inequality in bargaining positions to cause farmers to be disadvantaged (Dandi et al., 2024).

Yestianawati Broiler Chicken Farm is one of the farms located in Bukit Bamba Village, Central Kahayan District, Pulang Pisau Regency, Central Kalimantan Province. This research takes a case study on Yestianawati Chicken Farm which has partnered with PT. Jenio since 2016. The farm still survives today, while other partners have died in the partnership process. This research is basically to find out how the partnership pattern system has been used by companies and breeders and how it affects the income of Yestianawati Broiler Chicken farming. The purpose of this study is to describe the management system of broiler chicken farms in the partnership pattern between Yestianawati Chicken Farm and PT. Jenio, analyzed the revenue obtained from the partnership and assessed the feasibility of the business through the calculation of the Revenue Cost Ratio (RCR).

LITERATURE REVIEW

Broiler farming is an important sub-sector of the livestock industry that contributes significantly to food security and rural economic development. According to Nugroho and Widodo (2020), broiler production systems in Indonesia are dominated by smallholder farmers who rely on partnership schemes due to limited capital, technology, and market access. In a partnership model, integrator companies provide inputs such as DOC (day-old chicks), feed, vaccines, and technical guidance, while farmers supply housing facilities, labor, and daily maintenance. Several studies (e.g., Suwandi, 2019; Paramita et al., 2021) have shown that such contractual arrangements reduce production risks and help stabilize farmers' income.

Income analysis in broiler farming typically focuses on revenue, production costs, profit margins, and efficiency levels. Effendy et al. (2020) highlight that feed price, mortality rate, and market fluctuations are the main factors affecting profitability. Research by Firmansyah and Daryanto (2018) found that broiler farmers under partnership programs tend to earn higher and more stable incomes compared to independent farmers, primarily due to guaranteed input supply and predetermined selling prices. However, some studies emphasize the challenges within partnerships, such as limited bargaining power and strict performance standards imposed by integrator companies (Yusuf & Putri, 2022).

The role of integrator companies, such as PT. Jenio, is crucial in shaping the performance of partnered broiler farmers. Integrators provide not only production inputs but also extension services that influence farmers' technical efficiency and productivity. Studies conducted in Kalimantan (Rahman et al., 2019) reveal that broiler partnerships contribute positively to local economies by increasing employment opportunities and improving household income levels. Nonetheless, profitability varies by region due to differences in input quality, environmental conditions, and farmer management practices.

Case studies of individual broiler farmers offer deeper insights into the real-world performance of partnership schemes. According to Hariyanto (2021),

detailed income analysis is essential to evaluate whether partnerships provide fair economic benefits to farmers and to identify the key factors that enhance or hinder financial outcomes. Therefore, analyzing the income of a specific farmer, such as Yestianawati in Pulang Pisau District, provides valuable empirical evidence on the effectiveness of broiler partnerships in Central Kalimantan. This review indicates that partnership models can be beneficial, but their success largely depends on farm management, company support, and local environmental conditions.

METHODOLOGY

Research Location and Time

The research was carried out in Bukit Bamba Village, Central Kahayan District, Pulang Pisau Regency, Central Kalimantan Province. The implementation time is for 3 months, namely in March -May 2025.

Analysis Method

The research method in this journal uses the research method of selective sampling (purposive sampling) with consideration because the Yestianawati broiler chicken farm owned by Mr. Amirson in partnership with PT Jenio is the first farm in Bukit Bamba Village, Kahayan Tengah District, Pulang Pisau Regency.

Data Types and Sources

The types and sources of data needed in this study are in the form of primary data and secondary data. Primary data was obtained by observation, interviews, documentation and questionnaires directly from Yestianawati Chicken Farm and PT. The genius of Bukit Bamba Village has been compiled according to the problems to be researched. Secondary data is supporting data collected through related institutions or agencies, literature studies such as books, literature, other reading sources related to the research topic

Data Analysis

The data analysis used in this study is descriptive, qualitative, and quantitative. Qualitative descriptive analysis functions to interpret the results of the analysis by adding explanations and understanding, while quantitative descriptive analysis is an analysis in the form of numbers describing statistical calculations.

To find out the partnership pattern between Yestianawati Chicken Farm and PT Jenio is to conduct Observations and Interviews and look at the agreements agreed by both parties. Then to find out the income obtained by the yestianawati broiler chicken farm, the following formula is used:

Total Production Cost

According to Soekartawi (2006), the cost of farming is usually classified into two, namely:

$\mathrm{TFC} = \sum_{i=1}^{N} \mathrm{FXi}.\, PFxi$ .....Fixed

Cost is a relatively fixed amount of costs and continue to be incurred even though the revenue/production obtained is large or small. The formula for calculating fixed costs is as follows:

Information:
TFC = Total fixed cost (Rp)
FXi = The physical number of fixed-form inputs (units)
PFxi = Input Price (Rp)
i = 1,2,3,.....n

Variable Cost is a cost that is directly related to the amount of production. These costs vary according to the size and level of output of an activity. Examples of variable costs include expenses for seeds, medicines and labor costs. The total variable cost can be formulated as follows:

$$TFC = \sum_{i=1}^{N} PXi.xi$$

Information:
TVC = Total variable cost (Rp)
PXi = variable input price (Rp)
Xi = Multiple physical input variables (Units)
i = 1,2,3.....,n

Total Cost of production is all expenses during the production process as a result of the sum of fixed costs and variable costs incurred and obtained from the sum of fixed costs and variable costs (non-fixed costs). Mathematically, it can be described as follows:

$$\mathbf{TC = TFC + TVC}$$

Information:
TC = Total Cost (Rp/period)
TFC = Total Fixed Cost (Rp/Period)
TVC = Total Variable Cost (Rp/Period)

Acceptance

According to Sofyan Assauri (1992), total revenue or total revenue in general can be defined as the recipient of the sale of goods obtained by the seller. The total recipient is equal to the unit of goods sold multiplied by the seller's price of each unit or formulated as follows:

$$\mathbf{TR = \sum P \,.\, Q}$$

Information:
TR (Total Revenue) = Total Revenue (Rp/period)
p (price) = price (rp/kg)
Q (Quantity) = Number of Production Units (Kg)

Income

According to Soekartawi (2006), livestock income is the difference between revenue and all costs. The formula for calculating income is as follows:

$$\mathbf{I = TR - TC}$$

Information:
I = Farmer Income (Rp)
TR = Total Revenue (Rp)
TC = Total Cost (Rp)

Depreciation Costs

According to Suratiyah (2008) said that building equipment that has a durability of more than two years will be subject to depreciation costs, one of the methods that is often used in calculating depreciation costs is the straight line method, based on the idea that the tools used in the activities of a business experience the same depreciation every year. Systematically the shrinkage can be formulated as follows:

$$P = \frac{Nb - Ns}{Ne}$$

Information:
P = Large shrinkage
Nb = Value of the purchase of the tool (Rp)
Ns = Residual value (estimated to be zero)
Ne = Age of use

RCR Analysis

According to Hernanto (1991), the success of a farming can be measured by comparing the total revenue obtained with the total cost that has been incurred, better known as the Revanue Cost Ratio (RCR), mathematically it can be written as follows:

$$\mathbf{RCR}\ \frac{\mathbf{TR}}{\mathbf{TC}}$$

Information:
RCR = Revanue Cost Ratio
TR = Total Ratio
TC = Total Cost

RCR describes the level of efficiency of farmers, the higher the RCR, the more efficient a farmer is. For more details, you can see the level of efficiency of RCR as follows:
RCR > 1 = Means that the farm is in a state of cultivation.
RCR = 1 = Means the farm is in a break-even state.
RCR < 1 = Means the farm is not worth cultivating.

From the comparison between the revenue and the costs incurred, it can be assessed whether the farm is said to be economically viable or not economically feasible.

RESEARCH RESULT AND DISCUSSION

Overview of Broiler Chicken Farm Management with the Partnership Pattern of PT. Genius on Yestianawati Chicken Farm

In the cooperation contract between PT Jenio and the Yestianawati Broiler Chicken Farm, there is a partnership pattern that is included in the category of Plasma Core Pattern, which means that the company's partnership relationship acts as the core and the breeder as the plasma. The first party (PT Jenio) has the obligation to provide technical guidance on broiler chicken maintenance, provide production facilities, help manage the use of sapronak, buy chickens produced from farmers, and assist farmers in financial administration. In addition, the breeder also has the obligation to be responsible for providing livestock land, building cages, providing labor, carrying out cultivation or maintenance, maintaining quality, carrying out administrative procedures, and selling farmed chickens to the company. As for the fulfillment of its obligations, PT Jenio also collaborates with other PTs, namely PT Jafa, PT Phokphan and PT. Malindo to provide quality broiler chicken seeds, PT Jafa Compeed to provide feed, and PT Malindo to distribute OVK. In this Plasma Core partnership pattern, it has been agreed that a capital distribution of 84% is distributed to the company which includes the purchase of DOC, feed, and OVK and for farmers it is charged 16% to provide facilities for electricity costs, investment costs, gas costs, service costs and depreciation costs.

Production Costs

Production costs are a number of costs incurred during the business to achieve the goals in production activities which are assessed in rupiah units (Rp). The production cost in the broiler chicken farming business is divided into three, namely fixed costs, variable costs and total costs.

Fixed Fees

Fixed costs are a number of costs incurred whose value does not change and is not directly related to the amount of production expressed in rupiah units (Rp). The fixed costs referred to in the research on broiler chicken farming in Bukit Bamba Village are costs that are not exhausted in one use or in one production process, but only experience depreciation or what is referred to as investment costs such as equipment procurement.

Table 2. Details of Fixed Costs in the Yestianawati Broiler Chicken Farming Business in 2023-2024

Fixed Fees	Total Cost (Rp/Year)
Electrical and Machinery Service Costs2023	**500.000**
Electrical and Machinery Service Costs 2024	**500.000**
Equipment Depreciation Cost 2023-2024	**1.317.697**

Total	**2.317.697**

Source: Primary Data processed, 2025

Based on Table 2. as listed above, it can be seen that the Total of the fixed costs incurred by the Yestianawati Broiler Chicken Farm is Rp 2,317,697. In 2023 for 4 periods with a total service fee of IDR 500,000. This service fee consists of two, namely the service fee of the engine and the electrical panel. For machine service costs for 4 periods, the average is IDR 75,000 and for electrical service costs per 4 periods, the average is IDR 50,000. In 2024 for 6 periods with a total service cost of IDR 500,000, consisting of an engine service fee of IDR 50,000 and an electrical panel service fee of IDR 33.33.
The fixed cost incurred for equipment depreciation is IDR 1,317,697. So the total fixed cost consisting of service costs and equipment depreciation costs is IDR 2,317,697.

Variable Costs

Variable costs are costs whose magnitude can change according to the amount of production. The variable costs incurred in Mr. Amirson's Yestianawati chicken farm business consist of DOC, OVK, feed, electricity credit and gas costs.

A breakdown of the overall variable costs over 10 periods consisting of 2023 for 4 periods and 2024 for 6 periods can be seen in table 5.5.

Table 3. Details of Variable Costs in Broiler Chicken Farming Business Yestianawati Year 2023-2024

Variable Fees 2023	**Total Cost (Rp/Year)**
DOC	**IDR135.090.000**
OVK	**IDR 8,082,873**
Feed	**IDR 457,899,725**
Electrical Pulse	**IDR 6,000,000**
Gas	**IDR 1,616,000**
Variable Cost 2024	**Total Cost (Rp/Year)**
DOC	**IDR 166,752,000**
OVK	**IDR 10,918,200**
Feed	**IDR554.267.030**
Electrical Pulse	**IDR 6,000,000**
Gas	**IDR 2,424,000**
Total Variable Costs 2023-2024	**1.349.022.890**

Source: Primary Data processed, 2025

Based on Table 3. it can be seen that the total variable costs incurred in the Yestianawati broiler chicken farming business for 10 periods amounted to Rp 1,349,022,890.

The cost of feed incurred for 10 periods amounted to IDR 1,012,166,817. Feed costs are the largest variable costs incurred by farmers in this business where most of the total production costs come from feed. The amount of feed

costs will have an impact on the total production costs and income that farmers will get.

Variable costs for DOC purchases are the second largest variable cost. The amount of DOC costs incurred for 10 periods in 2023-2024 on a scale of 2,700-5,000 heads is IDR 301,815,000 at a price of IDR 8,550/head. In the Yestianawati broiler chicken farming business, the chicken DOC used is good quality DOC, namely DOC with high meat production, little feed conversion. A good DOC has characteristics such as being brightly colored, clean and unblemished and has bright and luminous eyes, active and fresh-looking.

Vaccines are drugs used to prevent and protect livestock from disease attacks. One of the efforts to prevent diseases is to carry out vaccines to create immunity to infectious viruses. The cost incurred for the purchase of vaccines and broiler chicken medicines at Yestianawati chicken farm amounted to Rp. 19,001,073. Companies have various drugs, and companies have rules in administering vaccines and medicines according to standards.

Electricity costs are the costs incurred for lighting and helping to warm the body of broiler chickens at night when the air is cold and also as a driver for water dynamos and other needs. The cost incurred by Yestianawati broiler chicken farmers is Rp 12,000,000 per production.

Gas costs are one of the important components in the operational cost structure of a broiler chicken farming business, especially in the early phase of chicken rearing (DOC/Day Old Chick). Gas is used as fuel for a heater (brooder) in broiler chicken coops, mainly to keep the temperature of the coop warm in the early days of rearing (the first 1-2 weeks). Gas-fired heaters are essential for maintaining the optimal health and growth of DOCs, as unstable temperatures can cause stress and increase the risk of chick death. In the Yestianawati broiler chicken farming business, the cost incurred by farmers for gas is Rp 4,040,000 for 10 periods.

Total Production Cost

Total production costs are the sum of all costs incurred in production activities consisting of the amount of fixed costs and variable costs. In the Yestianawati farming business, the amount of fixed and variable costs calculated per year is taken in 2023 for 4 periods and in 2024 for 6 periods. The details of the total production cost are as follows.

Table 4. Details of Production Costs in the Yestianawati Broiler Chicken Farming Business in 2023-2024

Cost Component	Total Cost (Rp/Year)
Fixed Fees	**2.317.697**
Variable Costs	**1.349.022.890**
Total	**1.351.340.578**

Source: Primary Data processed, 2025

Based on Table 4. it can be seen that the total production cost of the Yestianawati broiler chicken farm business for 10 periods in 2023-2024, both fixed

costs and variable costs, is IDR 1,351,340,578. It can be seen that the amount of fixed costs incurred in this farming business is smaller compared to its variable costs. This indicates that the break-even point in the Yestianawati broiler chicken farming business will also be low. This situation will have an impact on the amount of revenue from production that must be met to cover fixed costs to be lower and lower, meaning that with a fairly low sales rate, this business can already make a profit. In accordance with the opinion of Sulfa (2008), stating that with low fixed costs, it is certain that the break-even point achieved is also small.

Acceptance

Revenue from production is the result obtained from the amount of production sales at the production price. In this study, which resulted from the Yestianawati broiler chicken farming business in partnership or in collaboration with the company, the main income of this business came from the sale of live chickens and side income from the sale of chicken manure. When viewed from the total revenue of Yestianawati's broiler chicken farm. The amount of revenue obtained from the Yestianawati broiler chicken farming business can be seen in Table 5. as follows.

Table 5. Revenue in Yestianawati Broiler Chicken Farming Business in 2023-2024

Cost Component	Total Cost (Rp/Year)
Chicken Sales 2023	**637.674.430**
Chicken Sales 2024	**778.485.710**
Manure Sales 2023	**22.500.000**
Manure Sales 2024	**40.000.000**
Total	**1.478.660.140**

Source: Primary Data processed, 2025

Based on Table 5. it can be seen that the total revenue from Yestianawati chicken farming is IDR 1,478,660,140, the results are obtained from the sale of broiler chickens in 2023 of IDR 637,674,430 and in 2024 of IDR 778,485,710. From the sale of manure at a price of IDR 25,000 sacks/sack with an amount of 200-300 sacks of manure per period with an amount of IDR 22,500,000 in 2023 and IDR 40,000,000 in 2024.

The size of the receipt is influenced by the size of the production of broiler chickens. The greater the level of broiler chicken production, the greater the revenue received by broiler chicken farmers. With the large population, the phases or chicken manure will also increase so that it can increase the acceptance of Yestianawati broiler chicken farmers.

Income

Income is the result of business activities in return for the production activities carried out. Revenue is earned from the difference between total revenue minus total costs. If the value obtained is positive, the business makes a profit and vice versa, if the value obtained is negative, it means that the business suffers a loss. The higher the value of the difference between total revenue and

total cost, the greater the profit obtained so that economically it will determine whether the business is feasible and provides profit or vice versa.

In Yestianawati chicken farming business, after the amount of revenue and total costs incurred are known, the amount of income obtained from the business will be known. In this case, income is obtained from his business during 2023-2024 for 10 periods, of which in 2023 there are 4 periods and in 2024 there are 6 periods. The amount of income from this business can be seen in Table 5.7 as follows.

Table 6. Total Gross Income of Yestianawati Broiler Chickens in 2023 and 2024.

Year	Farmers' Income	Results of Manure Sales	Sum
2023	36.601.770	22.500.000	**59.101.770**
2024	46.575.480	40.000.000	**86.575.480**
Total Income of Farmers			**145.677.250**
Average Per Period			**14.567.725**
Average Per Month (2023 to 2024)			**6.069.885**

Source: Primary Data processed Year, 2025

Based on Table 6. The Total Total Income as mentioned above of IDR 145,677,250 is the income of farmers from the results of farmers' wages plus the sale of chicken manure waste from 2023 to 2024. This income still cannot be said to be the net income of farmers, because it has not been reduced by other expenses, such as the cost of depreciation of the cage, variable costs and so on. So, it will be explained further with the following table.

Table 7. Net Income on Yestianawati Broiler Chicken Farming Business in 2023

Description	Value (Rp/Year)
Year 2023	
Acceptance	**660.174.430**
Total Cost (Fixed Cost + Variable Cost)	**609.847.446**
Total Revenue per Year	**50.326.984**
Total Revenue Per Period	**12.581.746**
Total Revenue Per Month 2023	**4.193.915**
Year 2024	
Acceptance	**818.485.710**
Total Cost (Fixed Cost + Variable Cost)	**741.493.078**
Total Revenue per Year	**76.992.632**
Total Revenue Per Period	**12.832.105**
Total Revenue Per Month 2024	**6.416.053**

Source: Primary Data processed Year, 2025

Based on Table 7, it can be seen that the net income obtained by Yestianawati chicken farms is IDR 50,326,984 in 2023 with an average total income per period of IDR 12,581,746. When compared to the amount of the Regency/City Minimum Wage (UMK) of Central Kalimantan Province in 2023

Number: 188.44/472/2022, especially Pulang Pisau Regency of Rp. 3,223,402.42 with an average monthly income in 2023 of Rp. 4,193,915, -, and an average monthly income in 2024 of Rp. 6,416,053, - if we compare it with the Minimum Wage of Regencies/Cities of Central Kalimantan Province in 2024 Number: 188.44/552/2023 amounting to Rp. 3,268,756. These results show that the income of farmers is greater than that of MSEs in Pulang Pisau Regency, so that the farm can be said to be profitable.

RCR Analysis

Efficiency level analysis or profit level (RCR) is an analysis tool used and used to measure whether a business gets revenue, profit, break-even or suffers losses. So that it can be known whether or not a business is feasible if it is developed. The level of efficiency is used to see the extent to which the production costs incurred by farmers are able to generate rewards in the form of income. This criterion is used to analyze the level of efficiency is a comparison between receipts and total costs. The calculation of the efficiency level (RCR) of the Yestianawati broiler chicken farming business can be seen in table 8.

Table 8. RCR Calculation on Yestianawati Broiler Chicken Farming Business in 2023 and 2024

Description	Value (Rp/Year)
Year 2023	
Acceptance	**660.174.430**
Total Cost (Fixed Cost + Variable Cost)	**609.847.446**
Income	**50.326.984**
RCR	**1,1**
Year 2024	
Acceptance	**818.485.710**
Total Cost (Fixed Cost + Variable Cost)	**741.493.078**
Income	**76.992.632**
RCR	**1,1**

Source: Primary Data processed Year, 2025

Based on Table 8. to determine the feasibility of a farming business, it can be calculated using the Revenue Cost Ratio (RCR) analysis. Where, if the RCR > 1, it means that the farming is worth cultivating, on the other hand, if the RCR < 1, then the farming is not suitable for cultivation. The RCR value of Yestianawati's broiler chicken farming business in 2023 to 2024 is 1.1. It can be said to be efficient so that it is worth working on and developing, this is because RCR shows > 1 or the revenue obtained is greater than the cost incurred.

CONCLUSIONS AND RECOMMENDATIONS

Based on the results of the research that has been conducted, it can be concluded as follows:

1. In the cooperation contract between PT Jenio and the Yestianawati Broiler Chicken Farm, there is a partnership pattern that is included in the category of Plasma Core Pattern, which means that the company's partnership relationship acts as the core and the breeder as the plasma.

2. The results of the analysis of the net income of the Yestianawati Broiler Chicken Farm in 2023-2024 amounted to IDR 127,319,553, with a total production cost in 2023-2024 of IDR 1,351,340,578, with a total income of farmers of IDR 1,478,660,140,- with an average monthly income in 2023 of IDR 4,193,915,-, if the income is compared to the amount of the Regency/City Minimum Wage (UMK) of Central Kalimantan Province in 2023 Number: 188.44/472/2022, especially in Pulang Pisau Regency amounting to Rp. 3,223,402.42 and the average monthly income in 2024 is Rp. 6,416,053, - when we compare it with the Minimum Wage of Regencies/Cities of Central Kalimantan Province in 2024 Number: 188.44/552/2023 amounting to Rp. 3,268,756,. These results show that the income of farmers is greater than that of MSEs in Pulang Pisau Regency, so that the farm can be said to be profitable. The results of the company's revenue analysis amounted to IDR 1,351,340,578 with total revenue of IDR 1,478,660,140. In addition, there was a distribution of proceeds between Yestianawati Chicken Farm and PT. Jenio is 16% and 84% with the initial capital spent by farmers is IDR 258,237,894 including electricity costs, investment costs, gas costs, service costs and depreciation costs and for the initial capital of the company PT. The genius to collaborate with Yestianawati farm is IDR 1,339,982,890 including feed costs, DOC and OVK.
3. The feasibility of broiler chicken farming business with the partnership pattern of PT. Jenio in 2023 to 2024 with an RCR value of 1.1 greater than 1 (RCR >1) is declared to be a viable Yestianawati broiler chicken farming business.

ADVANCED RESEARCH

Future research can further investigate the sustainability and resilience of broiler farming partnerships by examining variations in profit-sharing schemes, risk distribution, and bargaining power between core companies and plasma farmers, especially in fluctuating market and feed price conditions. A longitudinal analysis covering multiple production cycles and different regions could provide deeper insights into the stability of income patterns and the long-term economic feasibility of the Plasma Core partnership model. Moreover, integrating socio-economic variables such as farmer dependence, access to capital, technology adoption, and management capacity may reveal more complex determinants that influence profitability. Advanced modeling using stochastic simulations or sensitivity analyses could also explore the impact of shocks—such as disease outbreaks, climate variability, or supply chain disruptions—on farm viability. Finally, comparative studies between independent broiler farms and partnership-based farms could enrich the understanding of which business model yields higher resilience, efficiency, and welfare outcomes for smallholders.

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