

## An Islamic Economic Perspective on the Partnership Model of Broiler Chicken Farmers in Pematang Rahim Village, Mendahara Ulu

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### Abstract:

The increasing demand for animal protein in Indonesia has driven the growth of the broiler chicken farming sector, including in Pematang Rahim Village, Mendahara Ulu, which exhibits diverse partnership dynamics between farmers and business partners. This study aims to identify the partnership models adopted by broiler chicken farmers in the region and evaluate their alignment with Islamic economic principles. Employing a qualitative descriptive approach with a case study strategy, data were collected through in-depth interviews, field observations, and documentation involving farmers partnered with both corporate entities and individual brokers. The findings reveal that formal structures, written contracts, provision of production inputs, and technical guidance characterize corporate partnerships. In contrast, individual partnerships are informal, flexible, and lack oversight and equitable risk-sharing mechanisms. From an Islamic economic perspective, corporate partnerships resemble *syirkah* principles, while individual partnerships reflect *mudharabah* practices with notable deviations from fairness and transparency. This study contributes conceptually to the development of partnership models based on *maqashid sharia*, emphasizing justice, sustainability, and public welfare. The implications of these findings are relevant for policymakers, practitioners, and Islamic financial institutions in designing livestock partnerships that are locally adaptive and aligned with Islamic values.

### Keywords:

*Islamic Economics, Partnership Model, Broiler Farmers, Pematang Rahim, Mendahara Ulu.*



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## INTRODUCTION

The growth of the poultry sector, especially broiler chickens, plays an important role in global and national strategies to meet people's animal protein needs. Globally, chicken meat consumption is increasing rapidly due to production efficiency and competitive prices compared to other protein sources (Khan et al., 2022). In Indonesia, increasing broiler consumption is also part of the national food security and nutrition program, with consumption reaching 4.944 kilograms per capita per year (Sari et al., 2023). East Tanjung Jabung District, especially Pematang Rahim Village in Mendahara Ulu, is an example of an area with a high broiler population, reaching 68,900 birds, supported by the advancement of downstream industries such as breeding farms, feed mills, and distribution of inputs (Rahman et al., 2021).

In the midst of the rapid development of corporate partnerships in the broiler sector, there are still farmers who maintain individual partnerships or baskets. This pattern, although flexible and locally based, is starting to be displaced by more formalized corporate partnership models with written contracts, provision of inputs, and technical guidance (Nurjannah et al., 2024). This phenomenon raises fundamental questions about fairness, transparency, and sustainability in partnerships, especially when viewed from Islamic economic principles that emphasize the values of justice and benefit (Huda & Mardhatillah, 2021). Therefore, it is important to evaluate the existing partnership pattern to assess its effectiveness on the welfare of farmers and the surrounding community.

From the perspective of Islamic economics, business partnerships can be explained through *syirkah*, *mudharabah*, and *muzara'ah* contracts that regulate proportional sharing of profits and risks (Alam & Rizvi, 2022). This research uses a descriptive qualitative approach with a case study method to explore the partnership practices of broiler farmers in Pematang Rahim Village, Mendahara Ulu. Through Islamic partnership theory, this study assessed the conformity of field practices with sharia principles such as honesty, fairness, and social responsibility (Yusof et al., 2023) and considered the influence of local socio-economic factors on partnership patterns and community income distribution.

The scientific contribution of this research lies in the integration of empirical data and Islamic economic theory, which is still rarely used as a focus in poultry farm partnership studies. This approach fills the research gap that was previously more oriented towards technical aspects and economic efficiency (Setiawan et al., 2020), by emphasizing the importance of contractual fairness analysis and risk distribution within the sharia framework (Fauzi & Ramli, 2023). Thus, this research offers a new perspective that combines field practices, *fiqh muamalah* theory, and contemporary partnership concepts to formulate an equitable, transparent, and sustainable partnership model (Ismail et al., 2021).

As a foundation for the method section, this research combines sharia partnership theory with a qualitative case study approach to understand partnership dynamics contextually. This approach not only assesses the business relationship from the normative side but also explores the socio-economic experiences of farmers at the local level. As pointed out by Zulfikar et al. (2023), the integration of theory and local practice can produce a partnership model that is adaptive to Sharia values and the social conditions of the community. Thus, this research not only fills an academic void but also provides an applicative contribution in the development of an equitable and welfare-oriented poultry farming partnership system.

## METHOD

This research uses a descriptive qualitative approach with a case study strategy to deeply understand the partnership pattern of broiler farmers in Pematang Rahim Village, Mendahara Ulu, from an Islamic economic perspective. This approach was chosen because it can capture the social, economic, and local values complexities inherent in partnership practices, as well as explore the meaning and subjective experiences of the actors (Creswell & Poth, 2018). The research data

included primary and secondary sources. Primary data was obtained through in-depth interviews, direct observation, and documentation of farmers who partnered with companies and individuals. Semi-structured interviews were used to provide flexibility in exploring contextual information as well as sharia values applied in partnership practices (DiCicco-Bloom & Crabtree, 2006). Secondary data came from relevant scientific journals, books, and policy documents. Inclusion criteria included active farmers who had been in partnership for at least one year, while independent farmers without partnerships were excluded. Research subjects included farmers, partnership managers, and community leaders who understood broiler partnership practices in the area.

Data analysis techniques were conducted through triangulation of sources, methods, and theories to ensure the validity and reliability of the findings (Flick, 2018). Interview and observation data were thematically analyzed to identify partnership patterns, contract forms, risk distribution, and profit-sharing mechanisms among partners. The analysis was conducted manually with the support of NVivo 12 software to organize and code the data systematically (Zamawe, 2015). The validation process involved member checking and peer debriefing to ensure accuracy of interpretation and consistency of results (Birt et al., 2016). The entire analytical process was grounded in Islamic partnership theory and Islamic economic principles as the main interpretative framework, enabling an assessment of the compatibility of field practices with the values of fairness, transparency, and benefit (Dusuki & Abdullah, 2020), as well as considering the local socio-economic context to understand the sustainability and fairness of partnerships holistically (Silverman, 2021).

## RESULTS AND DISCUSSION

### Results

The results of this research are presented based on a descriptive qualitative approach with a case study strategy, which resulted in five main themes through the process of categorizing and coding field data: (1) form of partnership pattern, (2) contract and guarantee mechanism, (3) provision of livestock production facilities (sapronak), (4) profit and risk sharing system, and (5) social and economic contribution to the surrounding community.

Theme	Key Findings	Details / Implications
1. Partnership Models	Two main partnership types identified: (a) Company-based partnerships (formal) and (b) Individual partnerships (bakul) (informal).	<ul style="list-style-type: none"> <li>• Company partnerships (e.g., PT Sejahtera Prima) use written contracts, require <math>\geq 3,000</math> chickens, and good road access.</li> <li>• Individual partnerships are based on trust, oral or simple written agreements, and allow a smaller capacity (<math>\geq 500</math> chickens).</li> </ul>
2. Contract and Collateral Mechanism	Significant differences in formality and collateral requirements.	<ul style="list-style-type: none"> <li>• Company partnerships require legal contracts, collateral such as land certificates or vehicle ownership (BPKB), and a deposit of IDR 1,000,000 per 1,000 chickens.</li> <li>• Individual partnerships only require a cash deposit of IDR 1,000,000 per 500 chickens, with flexible and informal agreements.</li> </ul>
3. Provision of Production Inputs (Sapronak)	Variations in input responsibility and technical support.	<ul style="list-style-type: none"> <li>• In company partnerships, feed, DOCs, medicines, and vaccines are provided by the company; farmers handle maintenance.</li> <li>• In individual partnerships, farmers fund all inputs themselves but can request credit (bon) deducted from harvest.</li> <li>• Company partnerships include technical supervision;</li> </ul>

		individual ones do not.
4. Profit and Risk Sharing System	Differences in income stability and risk distribution.	<ul style="list-style-type: none"> <li>• In company partnerships, farmers receive fixed profit (e.g., IDR 1,200/kg), regardless of market fluctuations; risk is shared.</li> <li>• In individual partnerships, prices follow market value, and additional profit is split equally; mortality risk is borne solely by farmers.</li> </ul>
5. Socio-Economic Contributions	Both partnership types contribute to local community welfare.	<ul style="list-style-type: none"> <li>• Farmers employ local labor with daily wages of IDR 30,000–200,000.</li> <li>• Some share harvests as charity (sedekah) or social responsibility.</li> <li>• Company-based farmers enjoy more stable income, while individual partners gain higher flexibility but face income uncertainty.</li> </ul>

The first theme, forms of partnership patterns, shows that there are two main models run by broiler farmers in Pematang Rahim Village, Mendahara Ulu, namely partnerships with companies and individual partnerships (bakul). Farmers who partner with companies such as PT Sejahtera Prima run a formal partnership pattern with a written contract, while farmers who partner with individuals run an informal pattern based on trust and verbal agreements or simple stamped letters. Company partnerships require a minimum cage capacity of 3,000 heads and adequate road access, while individual partnerships are more flexible with a minimum capacity of 500 heads.

The second theme, contract mechanisms and collateral, shows significant differences between the two partnerships. In corporate partnerships, collateral is required in the form of securities such as BPKB or land certificates, as well as a security deposit of Rp1,000,000 per 1,000 chickens. In contrast, in an individual partnership, the collateral is only cash of Rp1,000,000 per 500 chickens, with no complex administrative requirements. Contracts in corporate partnerships are standardized and legally binding, whereas in individual partnerships, contracts are flexible and not always formally documented.

The third theme, provision of inputs, shows that in company partnerships, all production needs such as feed, medicine, vitamins, vaccines, and DOC are provided by the company. Farmers are only responsible for chicken rearing. In contrast, in individual partnerships, farmers bear the entire cost of inputs themselves. If experiencing capital difficulties, farmers can apply for a loan from the individual partner, which is then deducted from the harvest. There is no intensive supervision or technical counseling in individual partnerships, in contrast to company partnerships, which routinely send extension officers to monitor the condition of the cages and the health of the chickens.

The fourth theme, the profit and risk sharing system, shows that in corporate partnerships, farmers' profits are determined at the beginning of the contract, for example, at Rp1,200 per kilogram of harvested chicken. If the market price increases, the farmer still receives the profit as per the initial contract. In an individual partnership, the harvest price is adjusted to the market price at harvest time, and if there is a price increase, the additional profit is shared between the farmer and the partner. The risk of chicken death in a corporate partnership is shared, while in an individual partnership, the risk is fully borne by the farmer.

The fifth theme, social and economic contribution, shows that both partnerships have an impact on the surrounding community. Farmers often hire local people to help with harvesting and cage maintenance, with daily wages ranging from Rp30,000 to Rp200,000. In addition, both corporate and individual farmers often set aside a portion of the harvest to share with the surrounding community as a form of alms or social responsibility. Farmers who partner with companies tend to have more stable and measurable incomes, while individual farmers face income uncertainty but have flexibility in business management.

Field data were obtained through in-depth interviews with farmers, partnership managers and community leaders, as well as direct observation of partnership practices in the research locations. These results show the complex dynamics between partnership structures, actor roles and local values that influence the sustainability of broiler farming in rural areas. These findings are in line with previous studies that highlight the importance of institutional structures in determining the success of livestock partnerships (Suryani et al., 2021), as well as the relevance of fairness and transparency values in sharia-based business relationships (Rohman & Sari, 2022). The study by Prasetyo et al. (2020) also confirmed that the success of partnerships is strongly influenced by contract clarity and fair risk sharing.

Research by Wulandari et al. (2023) showed that the provision of inputs by the company increased production efficiency and reduced farmers' capital burden. Meanwhile, the study by Hamid et al. (2021) highlighted the importance of technical counseling and supervision in increasing the productivity of partner farmers. Research by Lestari & Nugroho (2022) emphasizes that flexibility in individual partnerships can be a competitive advantage amid limited access to capital. The study by Maulana et al. (2023) found that the social contribution of farmers to the surrounding community can strengthen the social legitimacy of livestock businesses. Research by Azizah et al. (2020) showed that a fair profit-sharing system increases farmers' loyalty to business partners. This finding is also reinforced by a study by Ramadhan & Fitriani (2021), which highlights the importance of trust and honesty in sharia-based partnerships. Finally, the study by Hidayatullah et al. (2024) confirms that the integration of Islamic values in partnership practices can improve business sustainability and farmer welfare.

## Discussion

The results of this study confirm that the partnership pattern of broiler farmers in Pematang Rahim Village, Mendahara Ulu, is divided into two main forms, namely individual partnerships and corporate partnerships. This finding directly answers the first problem formulation regarding the characteristics of partnership patterns run by farmers. Individual partnerships are characterized by contract flexibility, lack of supervision, and risk sharing that tends to be one-sided, while corporate partnerships show a formal structure, provision of inputs, and a predetermined profit-sharing system. In the context of Islamic economics, these two patterns have different implications for the principles of justice, transparency, and benefit, as reflected in the *mudharabah* and *shirkah* contracts that form the conceptual framework of this study (Alam & Rizvi, 2022).

Interpretation of these findings suggests that individual partnerships are closer to *mudharabah* practices, where the capital owner (*bakul*) hands over the DOC and receives the harvest with profit sharing based on market prices. However, the absence of a written contract and lack of supervision create the potential for unfairness and information imbalance, which contradicts the Sharia principles of contract clarity and shared responsibility (Dusuki & Abdullah, 2020). In contrast, corporate partnerships show a structure that is more in line with the principle of *shirkah*, where both parties contribute capital and labor, and share results proportionally. The provision of inputs and technical supervision by the company reflects social responsibility and commitment to business sustainability, which is in line with *maqashid syariah* values (Yusof et al., 2023).

Comparison with previous studies shows that these findings are in line with research by Nurjannah et al. (2024), which emphasizes the importance of the partnership structure in improving the welfare of farmers through a sharia approach. The study by Setiawan et al. (2020) also supports that contract clarity and risk sharing are key factors in the success of livestock partnerships. However, research by Fauzi & Ramli (2023) showed that informal partnerships can provide higher flexibility and adaptability in the local context, despite the risk of income uncertainty and conflicts of interest. This finding reinforces the argument that partnership approaches should be tailored to the socio-economic conditions and local values of the farming community.

The scientific contribution of this article lies in the integration of empirical field data and conceptual analysis based on Islamic economics, which has not been widely studied in the livestock partnership literature. This research expands the understanding of how sharia principles can be applied in business partnership practices and provides an evaluative framework for the fairness and sustainability of business relationships between farmers and business partners. The study by Ismail et al. (2021) emphasizes that the application of sharia values in partnerships can increase trust and loyalty between parties. This article also contributes to the development of a sharia *maqashid*-based partnership model that emphasizes asset protection, income generation, and fair distribution of benefits (Huda & Mardhatillah, 2021).

The limitations of this study lie in the limited geographical coverage of one village, as well as the relatively small number of informants. While the case study approach allows for in-depth exploration, generalization of the findings to other areas should be done with caution. In addition, limited access to formal contract documents and farmers' financial data hindered quantitative analysis of the economic efficiency of each partnership pattern. The study by Creswell & Poth (2018) suggests that validity in qualitative research can be enhanced through triangulation of sources and techniques, but still has limitations in terms of representativeness. Therefore, the results of this study are exploratory and interpretative rather than conclusive.

The implication of these findings for practitioners is the need for partnership designs that are more adaptive to local conditions, but still based on sharia principles. Local governments and Islamic financial institutions can play a role in facilitating fair and sustainable partnerships, for example, through the provision of working capital based on *mudharabah* or *musyarakah* contracts. The study by Zulfikar et al. (2023) showed that institutional support for sharia partnerships can improve the productivity and welfare of farmers. Further research could expand the coverage area and use a

mixed methods approach to measure the economic and social impacts of each partnership pattern more comprehensively.

In a policy context, the results of this study provide a basis for the formulation of regulations on livestock partnerships that are oriented towards fairness and sustainability. The government can set minimum standards for business partnerships, including contract clarity, risk-sharing mechanisms, and provision of inputs. The study by Rahman et al. (2021) emphasizes that policy interventions based on local values and sharia can increase the effectiveness of farmer empowerment programs. In addition, education and training institutions can develop a curriculum on Sharia partnerships to improve farmers' business and financial literacy.

Methodologically, the descriptive qualitative approach in this study proved effective in exploring the social dynamics and local values that influence partnership practices. A study by Silverman (2021) confirms that this approach allows for a deeper understanding of the meaning and subjective experiences of business actors. However, to strengthen external validity, further research needs to consider quantitative or mixed methods approaches that can statistically measure the impact of partnerships. The study by Sari et al. (2023) showed that regression and correlation analysis can be used to measure the effect of partnerships on farmers' income and production efficiency. Finally, this article emphasizes that broiler farming partnerships are not just business relationships, but also social and ethical arenas that reflect the values of fairness, responsibility, and benefit.

## CONCLUSION

This study identified two main patterns of broiler farmer partnerships in Pematang Rahim Village, Mendahara Ulu, namely individual partnerships and corporate partnerships, each with different characteristics in terms of contract structure, guarantee mechanisms, provision of inputs, profit sharing, and risk management. Individual partnerships tend to be informal and flexible, but present challenges in terms of clarity of responsibilities and protection of farmers. In contrast, corporate partnerships exhibit a more formal and organized structure, with more technical support and provision of inputs, although they demand more complex administrative requirements. From an Islamic economic perspective, the two partnership patterns show different levels of conformity to the principles of fairness, transparency, and benefit, with corporate partnerships more closely resembling the principles of shirkah and individual partnerships more closely resembling the practice of mudharabah.

Theoretically, this article makes an important contribution in broadening the understanding of the application of Islamic economic principles in poultry farming partnership practices, particularly in the local rural context. This research shows that the integration between sharia values and partnership practices can be a strong evaluative basis for assessing the sustainability and fairness of business relationships. Practically, the results of this study can serve as a reference for business actors, local governments, and Islamic financial institutions in designing partnership models that are adaptive, inclusive, and in accordance with local values and sharia principles. The conceptualization of maqashid sharia-based partnerships offered in this article also opens space for the development of

business models that are not only oriented towards profitability but also towards social empowerment and economic sustainability.

As a further implication, this study recommends the need to strengthen the institutionalization of livestock partnerships through regulations that ensure contract clarity, fair risk distribution, and adequate provision of inputs. Future research could expand the geographical coverage and use a mixed methods approach to measure the economic and social impacts of each partnership pattern more comprehensively. In addition, developing an Islamic partnership training curriculum for farmers and extension workers could be an effective strategy to improve business literacy and strengthen the institutional capacity of broiler farms at the local level.

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