

MODEL DEVELOPMENT COOPERATION THROUGH DAIRY CATTLE BREEDER MILK "SAE" PUJON AS AN ALTERNATIVE TO SUSTAINABLE PARTNERSHIP

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Abstract

Pujon a working area of Milk Cooperative SAE. Approximately sixty-five percent of the population in Pujon livelihood as dairy farmers. Livestock rearing system is still simple so that production and productivity is not optimal and is classified as a farm business dairy farm folk. Nevertheless, dairy cows are able to provide income that does little for the lives that they face society. Analytical methods to answer the above goal by using Participatory Rural Appraisal (PRA) is a village in the participation and understanding of the Rapid Rural Appraisal (RRA) is a rapid understanding of the village. The result of years of research I: Inventory of key issues concerning the availability of forage fodder mainly during the dry season is very less so, the average number of cattle ownerships is not efficient, so less promising profits for farmers, marketing evaluation of the price of cow's milk. Number of members of as many as 8792 people with the amount of 19 731 head of dairy cattle milk production dann number average 33,363,191.5 liters per day, as well as the quality and quantity of milk produced quite good.

Keyword: Empowerment Model, dairy farmers, cooperative "SAE" Pujon, Sustainable partnership.

The development of the agrarian sector is still considered relevant in alleviating poverty. The issue of poverty itself nowadays is more seen as a cultural issue. Rather than question the structural problems. People become poor due to not having a high work ethic, do not have enough entrepreneurial spirit and some other characteristics associated with the low quality of human resources. The successful development of agribusiness systems will rely heavily on a combination of functional linkages actors at each of these subsystems. Functional linkages in question is based on mutual need and mutual benefit. Failure to integrate the functional linkages will lead to several unsuccessful development agribusiness systems as a whole. A business partnership is needed to avoid failure in realizing the functional linkages of agribusiness. Large companies have accessibility to markets, information, technology and capital. On the other hand, small farmers have the potential resources to be developed as a source of raw material needed by large companies. The existence of the partnership for large employers will lower costs and risks that must be borne. Meanwhile, the farmers will receive various assistance such as capital, technology, management and marketing certainty. In addition, the application of a partnership in the development of an agribusiness system has a major contribution in the aggregate.

The main aspect of this research plan is to provide solutions to problems of poverty alleviation in the countryside either by carrying out activities of business partnerships between large employers to small business in rural areas. The business partnership is expected to empower farmers in the countryside, so it will increase the farmers' income. Economic problems faced by the farmers of dairy farmers is the number of revenue farmers dairy farmers are inadequate compared with the cost of production. The level of farmers' income of dairy farmers until now is relatively low when compared to related to economic problems farmers breeders expect that how the price of milk be

considering that the income of livestock farmers dairy cows can increase revenue. So as to match the regional wage set by the government, so the important role of livestock farmers will become more prominent and more meaningful, thus necessary to evaluate the marketing of the price. In addition to the need for mapping of generations of farmers dairy farmers, that is how the possibilities of the next generation to Suaya livestock farmers are not lost by age. Based on these ideas of what can be raised to cope with the loss of livestock farmers, because not all families have children who will continue the efforts of his parents is as livestock farmers. The research will be carried out with a focus on empowering farmers by the cooperative society. There are five main programs empowerment of cooperatives are: (1) Motivating so that the public is more focused on breeding, (2) Promoting the quality of animal feed, (3) Promoting the increase in milk production, (4) Evaluation of the marketing of the price (5) Promoting the regional minimum wage set by the government despite increases in each year. Whereas in subsistence farmers' income people dairy farmers have an important role, so the dairy farm business will be more excited if the income from the business is adequate. The next generation was prepared as dairy farmers of the five principal programs is the substance of the purpose of this program is to empower the common interest for its members to gain collective efficiency, so that the institution of the cooperative movement more effective and independent functioning, as well as good practice growing cooperatives in the community.

The Pujon is an area that has a potentially viable dairy farm to be developed. The dairy cattle business is one of the efforts of a mainstay as a source of household income for farmers in Pujon, because the dairy farming sector could provide a substantial contribution to the income of local communities. Under these conditions, dairy farm producing fresh milk is still very prospective and this means potential business opportunities in developing dairy farmers is still very open, so it is still very prospective in contributing revenue for the community, especially dairy farmers. For those reasons, the Cooperative Livestock and Milk Cow Milking People "SAE" which means *Sinau Andandani Ekonomi* (Economy Improving Learning) Pujon of by and for members of the shortened to *Koperasi "SAE"* as cooperatives engaged in the field of dairy, it is necessary to make efforts to empower dairy farmers in Pujon, in order to change behavior, thought and can improve knowledge and skills of community farmers to become better than before. Selective cooperative business development to ensure the cooperative to be able to stand upright amid a very dynamic economic progress. So the farmer community can still develop and maintenance the viability of the farm and for the future can contribute to a better income for the population. This research will be conducted aimed at describing and analyzing Model Dairy Farmers Empowerment Through Cooperative "SAE" As Alternative Towards Sustainable Partnerships and ultimately to improve the community economy of dairy farmers in the area Pujon.

Material and Methods

Dairy Cooperative SAE Pujon districts Pujon Malang has the potential characteristics and specific problems. Material and Methods The research material was dairy farmers who participated in this research activity is a participant / member cooperative "SAE" Pujon. The way sampling is to carry out a sample of all members of the cooperative. Data collection techniques (primer) used the approach interviews by using questionnaires (questionnaires) and participatory research (focus group discussions and interviews to the Chairman of the cooperative in its execution by the Head of Public Relations will be done on an advanced program or action research. The research was descriptive. The analysis used is a statistical descriptive approach in depth. This will be supported by the data analysis model based on

socio-economic assessment approach Partisipory Rural Appraisal (PRA) is a village in the understanding of participation, and Rapid Rural Appraisal (RRA) is Data were analyzed qualitatively by using an interactive model approach. That is, the data and information collected is reduced, thus becoming the main points of the findings of the program that are relevant to the purpose of research.a rancher members

Findings and Discussion

Pujon is a mountainous area with an average altitude of 1,100 m above sea level, rainfall of 2,310 mm / year and environmental temperature 18 - 23o C. The total area of 13 738 ha with SAE Pujon cooperative work area covering 10 villages in the district Pujon. Number

18,300 family heads of households and a population of 68 106 inhabitants. Land in Pujon is largely agricultural area. Approximately 62% of the population live as a breeder with a population of around 19.731 head of dairy cattle and milk production number average 91 406 lt / day. While the remaining 29% as farmers, 4% as an employees / private and 5% as traders. Benefits of cooperative SAE success through the efforts of Dairy Cattle:

1. For Members:
 - a. The realization of stability b. Able to improve children's education c members. Realization of upgrading individual development, among others:Housing construction ownership of the means in the form of vehicle motorized or electronic d. The realization of development mutual assistance among others – Worldwide roads and most villages have macadam roads has paved -Development Mosque,etc.
2. For SAE Cooperative
 - a. Can complete business facilities and organizations surely can do capital accumulation continues constantly and improve services on the ability of members b.with continues to increase, the cooperative may fixing device managemant to more professional direction. Asset SAE cooperative Pujon per December 2020 Rp.92,7 Milyar.

Model Dairy Farmer Empowerment through SAE Cooperative Pujon Effective community empowerment that society is becoming more dynamic, more adaptive to changes occurring environment, better able to in accessing appropriate technology, extensive insight, cosmopolitanism and empathy against outsiders. Change of system The traditional social occurs through awareness and participatory process (Sumardjo, 2010). In empowerment community dairy farmers in the area SAE indispensable cooperative Pujon opportunities, threats, problems and the potential of the existing local resources. Opportunities that can be developed for example: a) Cooperation in the utilization of the contribution of cooperatives SAE Pujon in community development through partnerships with PT . Nestle Indonesia, b) Utilizing the work program already exists in the face of free market, c) Utilizing the existence of institutions Universities and non-governmental Organizations Society through the development of synergistic partnerships between roles local governments, publicand private sector College For community empowerment dairy farmers in improving production and welfare the cooperative has Pujon SAE trength or support, namely: 1. The cooperation with the factory\which serves as a milk processing the milk produced by breeders to be able to resell with product with products that are safe for the milk consumed, because before consumption must be absolutely in process first, 2. The Post Milk collection, to facilitate in farmer community water deposit milk, then the cooperative SAE Pujon establishing milk collection stations in every region of the farm. Post The milk collection function as a place toaccommodate deposit dairy cattle breeders and is the place to test the quality as well as the quantity of cow's milk from member before being delivered to the

processing industry milk (IPS). Besides, the post milk collection as srana for cooperative in monitoring the quality and the quantity of milk from dairy cattle farmers and society as a form of the role of cooperatives in the spur farmers in spurring productivity livestock productivity. Therefore expected revenue can breeder further increase in line with rising-quality as well as quantity cow milk production. 3. Transportation adequate, the availability of means of transport quality milk is very important because milk is a product that is easy broken so it takes time relatively short in the transport process, the vehicles needed to support cooperative activities in every effort, particularly in terms transporting milk and fodder. Medium constraints faced: 1. Management is still relatively traditional farms, many farmers in raising dairy cattle farming with doing relatively traditional management, farmers have assumed that the traditional cultivation could produce calves atupedet good but its reality can hinder the development of dairy cattle breeders, although cooperatives already provides counseling to farmers do more modern farm with implementing mating injection, but still there are some farmers who do not follow this advice. 2. The difficulty of getting fodder when the dry season, although the cooperative has been providing assistance but farmers still feel less fulfilled needs for livestock feed. 3. The farmers pay less attention cleaning the cage For business opportunities in developing dairy farm is still wide open because the area is an area that have Pujon potential business opportunities in developing the dairy farm is still wide open, so it is still very prospective in contributing to society especially dairy farmers. Dairy cattle business is a mainstay businesses as a source of household income farmers Pujon area, because dairy farms can provide a substantial contribution to the income of local communities. Moderate threats faced in improving the economy of dairy farmers are the main thing in the face of the free market, especially in improving the quality of milk produced. For that there are some problems faced by dairy farmers in the cooperative SAE Pujon including how to: (1) Motivating so that the public is more focused on breeding, (2) Promoting the quality of animal feed, (3) Promoting the increase in milk production, (4) Evaluation of the marketing of the price (5) Promoting the next generation is ready as dairy farmers.

Partnership dairy farmers and cooperatives SAE Pujon SAE Cooperative Program given Pujon for dairy farmers aim to help dairy farmers in order to produce quality milk products so that the farmer can improve their economies, it is appropriate in the Act No. 25 of 1992 regarding cooperatives in article 3, SAE Cooperative Pujon also trying to improve the lives of dairy farmers by issuing a cooperative program given one of them is to give financial credit because not all farmers can develop their business, there are also farmers who have difficulty in developing a business. Venture capital for dairy farmers is one motivation that determines able to survive or not a business. Therefore Cooperative SAE Pujon provide convenience to the members to be able to raise capital either in the form of money or livestock. Capital loans granted in the form of capital credit the cooperative savings and credit that farmers can save and borrow need to cooperatives. Savings and loan credit payments are made by cutting the deposit of milk on the milk payment to farmers. These dairy farmers in borrowed capital, many in the form of loans cattle because livestock is not refunded in the form of money, but returned in the form of cattle, so farmers restore it in a way calves or calves are given to pay for the capital loan. Here farmers can develop their businesses as capital assistance given cooperative, without any requirement that difficult

Table 1. Data member development

Year	Member development/production			Capital development		Volume capital		Net income
	Member	Livestock	Production/Lt	Principal/Rp	Compulsory/Rp	Acceptance of money	Spending money	Rp
2015	8.674	25.189	39.757.114	867.400.000	4.397.580.708	196.753.174.269	178.186.554.018	620.581.131
2016	8.820	18.057	35.123.128	882.000.000	4.635.853.176	177.790.458.757	159.106.966.215	645.672.008
2017	8.807	18.038	32.803.515,5	880.700.000	5.013.561.504	191.687.537.270	173.247.187.920	775.510.000
2018	8.874	19.731	33.363.191,5	879.200.000	5.583.262.204	219.394.179.141	197.529.155.323	886.836.502

Source: Annual Report Cooperative SAE Pujon Year: 2015- 2018

In addition to providing credit programs to dairy cows, cooperative SAE Pujon also gives empowerment to the community program dairy farmers, one of which can be done through counseling or construction, this is done with the hope to be able to raise awareness and community capacity and skills of farmers in managing a dairy farm for can become even better than before. Cooperative dairy farmers consist of dairy cattle. The work done is accommodating and market cow's milk cooperative members, in addition also have to provide guidance on the dairy farm to the farmers (Anonymous, 2002).

SAE Cooperative Pujon do conseling dairy farm with the process of delivering new information about procedures for the implementation of the dairy farm business in the manner that has been developed by science and new technology. With the knowledge that given the expected extension capabilities and skills of farmers can grow and be implemented in the farm business, so that the livestock business people can survive and thrive all the more SAE Cooperative .Members service towards SAE Pujon cooperative in providing services to the members of one of them is service water reservoirs dairy cattle, processing and marketing milk production members. In the field of dairy cooperatives Pujon SAE has established milk collection stations (there are 32 postal milk collection) as a means of deposit farmers in the production of cow's milk to the cooperative. Milk collection is provided in order to facilitate and expedite farmers in depositing the milk so that it takes time and cost. SAE Cooperative Pujon have not setting limits on the amount of milk can be accommodated on the deposit breeder, because almost all of the amountOf milk can be marketed well annually .Therefore the related parties presumably to each partner can be mutually profitable, is between breeders with a milk cooperative consumers have been there an agreement, namely in terms of determination price per liter milk with a standard quality that has been determined. With the opportunity over the benchmark price milk, then the Income of farmers also only depends on the amount of milk produced every day, but also depends on the quality of their milk. The better the quality will the greater the revenue to be obtained by farmers, because if high- quality farmers will get an extra bonus. This matter in accordance with the principle of partnership sovereignty (Vilarin, 2006). Principle partnership should be built and run through a deal all parties concerned. Partnerships in this case accept the rules that is mastery (domination) in which the parties are involved on the tendency of relations on the bottom.

Domination and contradictory principles with the spirit of closer partnership the significance of cooperation. With this principle also each party will seriously commit wholeheartedly partnership without being a haunted feeling of fear dominated. In addition

to providing services shelter milk, Cooperative also to try fodder for its members in the form of:

1. Concentrate so "SAEPROFEED" for lactating cows (51,300 kg / day),concentrate so "SAEPROFEED YOUTH" for calves and CMR (Calf Milk Replacer). So that no dairy farmersconfused again to meet the needs of feed daily.
2. Ensuring health control \dairy cattle owned by the members, it This is one form realization and cooperative efforts in developing and maintaining dairy farm business in the community.
3. Ensuring the genetic quality improvement dairy cows either through import or application of the system of marriage mani frozen, this is a service delivery effort to develop a number of dairy cow population in the working area, SAE cooperative Pujon have done IB program whose main objective is increase the genetic quality of cattle dairy that has varieties excel in order to increase production milk better.
4. Ensuring raising cattle/parent and enlargement of the calf (rearing).
5. Control of parent offspring managed cooperatives and member
6. Ensuring compliance staple members through Waserda
7. Managing BP and RB "Nurul Ichsan"cooperative SAE (for social)
8. Managing the Business Unit Savings and Loans. It can be concluded that the cooperative SAE Pujon is in conformity with In give service to the members, so expect after for these services farmers can produce quality milk well, and can equally benefit farmers and cooperatives SAE Pujon.

Implement Cooperative Partnerships with Government. In this partnership apart Cooperatives and farmers, the government is also providing assistance or role to be achieve common goals appropriate with the understanding governance. According to (Sudarmayanti, 2004) governance is a series of processes of interaction between government and the social and political community and government intervention on these interests. The term governance is basically not only means the government as an activity, remains also imply the maintenance, managing, directing and implementation. Population development dairy cows can take place quickly thanks complaint system conducted by the ranchers. Besides, the government also provides training assistance aims to improve the knowledge and skills of dairy farmers toward more good in farm effort dairy cows. Program provision of training, there are two kinds, namely that undertaken by cooperatives which coincide in the cooperative and outside the cooperative, usually outside environment is implemented by the government are held by Dekopinda and the Department of Cooperatives whose contents range from the provision of training on how merwat in order to get a good cow milk quality, and how to get calves or calves were superior.

From the description above government assistance given to cooperatives SAE Pujon hereinafter given to farmers, in this case required cooperation or partnership between the three parties in order to achieve a common goal, it is appropriate Sulistiyani opinion (2004) that a partnership is defined as a great form of alliance between two or more parties that establish a bond of cooperation on the basis of mutual agreement and require in order to increase the capacity and capability of the business sector in a particular field or a particular purpose so as to obtain good results. According Hanapiah (2007) in this partnership takes three pillars that have the function and role of each in order to help each other, namely:

1. The Government serves in terms of:
 - a. Regulatory / public policymaking
 - b. Control and public scrutiny
 - c. State interests and public facilities
2. Services of public interest

- a. Private function in terms of: Organizer efforts the welfare of the nation
- b. Organizer industrial businesses and trade
- c. Organizers jobs for society.

3. Society, functions in terms of:

- a. Position as a subject at once objects for the holding concern of affairs are conducted by state/government and private.
- b. Control of the performance of government and the private sector. Of the three pillars function it can be concluded that the state or government, private and community has the function of each of which are interconnected with each other, to avoid domination by one component to another component, and aims to enhance the role of the same economy -Same can be mutually beneficial.

This is consistent with the objective of improving the economy of dairy farmers and equally able to benefit cooperatives SAE Pujon. To Partnership Sustainable In a partnership between dairy farmers and cooperatives SAE Pujon has influence or results that are very large in the economy as well as cooperative breeders, such as the characteristics of the positive impact of the rising economy. According to Haeruman (2001) according to what happens on the ground that its impact on society, namely farmers the realization of economic stability in the region Pujon farmer community, which in turn is also the realization of security and stability, can improve education of sons of farmers, the realization of an increase in the ability of individual development, such as housing construction, ownership suggestions of motor vehicles and electronic and realization of development in mutual cooperation, like the whole village has paved roads, the construction of the mosque and others.

Thus the local economic development is an empowering economic community in a stacked region with local forces, be it the power value of the location, natural resources, human resources, technology, institutional and asset management capabilities experience. In addition to the community, the cooperative can also feel the impact, including increasing the amount of milk production, increase the population of dairy cows, can perform continuous capital accumulation and improve services to farmers, with the capability of increasing capital, cooperative can improve the management and production processes direction more

Model Empowerment Program For Solutions With Five problematic Sustainable partnerships

1. Motivating so that people focus more on Raising SAE Cooperative Pujon important role in the development of dairy cattle business people in overcoming difficulties that capital and lack of knowledge in managing the cattle business. Provision of means of production as the necessary capital breeders can be overcome with a credit facility of Cooperatives, while the lack of knowledge can be overcome with the holding of training programs for breeders to follow the guidance in terms of both technical and non-technical held by the Cooperative. Cooperative coaching committed against members most effectively by means of the group approach. A Group of dairy farmers is a container where the interaction of the members of the group to meet the increasing needs of the cattle business, as a vehicle to acquire learning facilities, livestock facilities and amenities facilities and security arrangements for the smooth running of the livestock business more profitable. Group of dairy farmers should be able to help its members earn credits dairy cows, to obtain the means of production livestock (feed, pharmaceuticals, services artificial insemination (AI) and facilitate marketing of the cattle business. The potential of this village include the potential for physical, social and economic. Physical potential appears on the area and land use that support the availability of fodder. Social potential appears on the core business community as a farmer and the economic potential of the apparent

ease of transportation for transporting agricultural / livestock. Seeing the potential that exists, the expected development conducted by the Cooperative for its members can be more effective.

2. Promote the Quality Forage Grass Planting With Odor Problems faced by farmers is essential is the fodder. Regularly every dry season farmers will feedstuffs difficulties grass, and have to buy it to outsiders. Although cooperative SAE Pujon already providing assistance but farmers still feel less due to produce quality milk that much needed fodder that susupun production increases. For farmers who have land do not really find it difficult because they have a reserve of food in the dry season, which is difficult if farmers who do not have their own land which depend only on the cooperative. For that we as researchers want to pursue quality for ages that fraction members have started to implement by planting grass in the land odor empty yard. This grass grows very fast, is easy to be cultivated and be able to adapt to a variety of soil conditions even with the intensity of sunlight 30 to 40% and this grass can be harvested in cycles of 30 to 40 days. This type of grass odor have sufficient nutrition as well as beat and keeping the existing grass species such as king grass, *Setaria* and elephant grass. In addition the price of concentrate feed produced cooperatives is still considered expensive by the breeder. But this is because the price of raw materials concentrates itself is quite expensive. Currently fodder subsidies will be there, but not from the government but on the initiative comes from the residual income (SHU) cooperative and members.
3. Seek Increased Milk Production

Improved livestock productivity effectively with the right strategy. Strategies are needed include by way of improvement in genetic quality in the male cow. The productivity of dairy cattle was significantly affected by three main types of factors, among others, are breeding or breeding, feeding or feeding and management of dairy cattle itself. SAE Cooperative Pujon have attempted to do coaching to farmers who are members of the management of their businesses in order to increase the quality and quantity of milk produced with the aim can fulfill cooperative production targets and so that members can increase their income so that they can meet their daily needs and achieve prosperity. Constraints in increasing the milk production is also strongly influenced by the stable conditions, especially in terms of hygiene, since clean cages will be far from being a disease and dirty cages and less qualified cleaning the cage will cause dairy cows to be susceptible to disease, then the disease will lower the dairy cow milk production in quantity and quality.

Table 3. Development Production milk

year	Member Development /Production		
	Members	Livestock	Production/ltr
2016	8.820	18.057	35.123.128,0
2017	8.807	18.038	32.803.815,5
2018	8.874	19.731	33.363.191,5

Source: Annual Report Cooperative SAE Pujon Year: 2016- 2018

The above table shows the development of milk production in the cooperative SAE Pujon and indicate the amount of milk production in the territory of cooperative work in 2016 has been able to achieve the increase in both cattle and milk production. SAE Cooperative Pujon have to provide guidance to the farmers who are members of the management of their businesses in order to improve the quality and quantity of milk produced with the aim to meet production targets as well as for members of cooperatives can increase their income so that they can meet their daily needs and achieve well-being.

4. Evaluation Of Side Prices Pattern cooperative partnership formed between SE with dairy farmers in Pujon, illustrates that cooperatives SAE has a major role in the activities of a

dairy farm in the region Pujon. In addition farmers in the region Pujon mostly even entirely when dairy cattle have a business would choose to become members of the cooperative because they assume that joining the cooperative can bring more profits than not becoming a member. This can occur because of the partnership with the cooperative, they will gain a variety of facilities or services needed in the dairy farm cooperative. It started for certainty price selling rate and higher selling prices compared with selling prices outside the cooperative, the distribution of livestock production, capital, until the fostering of good animal care for the success of the cattle business. The certainty of the selling price of milk products cooperatives, farmers makes it easier to calculate the estimated costs and benefits of their efforts. Setting the selling price of cooperatives is also higher than the selling price outside the cooperative, causing farmers prefer to sell their milk to cooperatives, because of course by selling produce their milk to cooperatives they can earn a better income.

With the availability of milk production distribution services by the cooperative breeders, farmers no longer need to pay extra as well as the difficulty in finding information about the entire marketing their of milk yield. Therefore, the cooperative will accommodate the entire production of dairy farmer members and then delivered to the dairy processing industry has binding employment contract together with cooperatives, namely PT. Nestle. In addition to seeing the results of milk distribution has been done by cooperatives led to a certainty that the breeder will always earn income from their efforts. Provision of loan capital or funds of the cooperative members can help farmers who need assistance in increasing the capacity of their business capital or funds for other urgent needs for breeders. The payment is way too easy and light that is, with a cut coupon payment amount from the sale of dairy farmers by the cooperative. This method is also effective in preventing the problem of payment by the farmers themselves. Being a member of the cooperative breeders SAE will also get a good business development of livestock cooperatives are also working with the Department of Animal Husbandry in the implementation. Breeders will be coached on how good animal care is in order to produce milk with the expected quality and quantity. If the quality and quantity of milk produced by farmers in accordance with the standards and targets are expected then it can also be an impact in increasing the income earned by the farmers.

5. Seek Ready For The Next Generation dairy Cattle Breeders Cooperative partnerships for sustainability SAE mapping Pujon need to think about the next generation of farmers dairy farmers, that is how the possibilities for generai successor so that livestock farmers are not lost by age. Based on the indispensable presence of ideas that can be raised to cope with the loss of farmers dairy farmers, because not all families have children who will continue the efforts of his parents as a farmer dairy cows. For that besides effort educate the younger generation, the cooperative also is trying to prevent its young people to urban City. Because if not prevented, upon arriving in the country such as Malang, students who do not have education basic only be porters stone. For the cooperative to it that they had a new education will be directed through the cooperative. SAE Cooperative also made a breakthrough to propose SMK Ranch, so that will be born breeders who have the education base, also seek scholarships for children of the members of the cooperative.Cooperatives also helped people realize the proposals the social activities. For example, drain the water from the springs to grasslands or agriculture and others. In essence, community development continue to be done by the board Cooperative, even though they are not a Head portion or village chief.

Conclusions and Suggestions

Conclusions

SAE as between cooperative partnership can Pujon views:

- a. For the member dairy farmers
Cooperatives: they are able to increase level of education of his son, therealization increased capacity building individually, such as construction housing and owner equipment electronics and motor vehicles,realization of development cooperation Mutual such as paving roads and villages the construction of the mosque.
- b. For cooperatives SAE Pujon: can increasing the number of production and dairy cow population, can do continuous capital accumulation and increasing service to breeders, koperasai SAE can Pujon improve management tools and production process towards better and profesional.
- c. To implement partnerships
Continuous needed to be successful solving the problems of the farm management relative Traditionally, the difficulty in obtaining fodder in the dry season, lack of breeders to maintenance cleanliness stables and cattle. Too motivate people to be interested in dairy farm, evaluating the marketing of the price and strive for the next generation were prepared as a breeder.

Suggestion

To members in particular and Pujon very existence of cooperative SAE its presence is required by the dairy farmers throughout region Pujon districts, the role of partnerships the members of the cooperative efforts can through some improved ways:

1. To the manager of SAE Cooperative Pujon:
 - a. More help farmers when experienced a drought problem, namely in providing animal feed, because this can affect the amount of production and quality of milk produced. Solutions coped with held grass planting odot and made silage in order procurement of animal feed. Too reevaluate on aid concentrates to members.
 - b. Further improve and improve performance and service the development of dairy farming in Pujon region in general
2. To the Government: The Government is expected to be set upstate-owned dairy processing industry, so that no single IPS as occurred in East Java. The government also is expected to protect the price of milk in domestic and fix milk prices in domestic and able to protect and develop existence of cooperative as a business entity developing the potential of the community and a concrete form of the system populist economy and involve the part of economic development.

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