

Analysis Of Aceh Province Kur Bsi Financing On Increasing Income Of Small Medium Enterprise Customers

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Abstract

This research aims to determine and analyze the factors of people's business credit (KUR), business development, workforce, productivity, distribution, business location, selling price, length of business relevant to increasing the income of MSME customers in Aceh Province. The factors studied are people's business credit (KUR), business development, workforce, productivity, distribution, business location, selling price, length of business relevant to increasing the income of MSME customers in Aceh Province and these relevant factors have a positive and significant effect on MSME customer income. With a sample size of 253 respondents, the data was collected by distributing questionnaires and processing the data using the Confirmatory Factor Analysis (CFA) analysis method and multiple linear regression analysis methods. This research is motivated by the development of the potential of Micro, Small and Medium Enterprises (MSMEs) in Indonesia which cannot be separated from banking support in channeling financing to MSME entrepreneurs. To reduce the problems faced by MSMEs, the government is trying to issue a People's Business Credit (KUR) program. Based on the results of the Confirmatory Factor Analysis (CFA) test in the KMO and Bartlett's test tables, it shows that selling price, productivity, distribution and length of business have a significant effect on the income of MSME customers in Bener Meriah Regency, Aceh. And the results of multiple linear regression testing show that the results of partial hypothesis testing show that selling price, productivity, distribution and length of business have a significant effect on the income of MSME customers in Bener Meriah Regency, Aceh.

Keywords:

Selling Price; Productivity; Distribution; Length of Business; MSME Customer Income

Introduction

The potential development of Micro, Small and Medium Enterprises (MSMEs) in Indonesia cannot be separated from banking support in channeling financing to MSME



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entrepreneurs. The criteria for MSMEs in Indonesia are regulated in Government Regulation no. 7 of 2021 concerning Facilitation, Protection and Empowerment of Cooperatives and Micro, Small and Medium Enterprises (PP UMKM) articles 35 to 36.

MSMEs play a very active role in efforts to advance the economy in Indonesia, because MSMEs can create jobs for the community and can indirectly reduce the number of unemployed. The potential for MSMEs in economic development in Indonesia is huge, but there are still many MSME sectors that face problems in developing their businesses (Hastuti et al., 2020). The problem most often faced by the MSME sector is limited financial problems, especially obstacles in obtaining additional capital (Faried et al., 2021) and this really affects the level of business income because if there is no development, it is also impossible for business income to increase and there will even be a decrease in business income (Sartika et al., 2022).

Other common problems faced by MSME players are limited working capital and investment, difficulties in marketing, distribution of procurement of raw materials and other inputs, limited access to information regarding market opportunities and others, limited workers with high skills (low quality human resources) and abilities. technology, high transportation and energy costs, communication limitations, high costs due to complex administrative procedures and bureaucracy, especially in processing business permits, and uncertainty due to unclear or uncertain economic regulations and policies (Faried, Hasanah, et al., 2022).

In further developments, the presence of Islamic banks in Indonesia is quite encouraging. Currently, government-owned sharia banks such as PT Bank Mandiri Syariah, PT BRI Syariah, and PT BNI Syariah have emerged. Over time, the three government-owned banks worked together to become one unit, namely Bank Syariah Indonesia. BSI was inaugurated on February 1 2021 or coinciding with Jumadil Akhir 19 1442 H. This merger will combine the advantages of the three sharia banks to provide more complete services, wider reach and have better capital capacity. The composition of Bank Syariah Indonesia shareholders consists of PT Bank Mandiri (Persero) Tbk at 51.2%, PT Bank Negara Indonesia (Persero) Tbk (25.0%), PT Bank Rakyat Indonesia (Persero) Tbk at 17.4%, DPLK-BRI Sharia



shares (2%), and public (4.4%). Bank Syariah Indonesia is one of the banks that collaborates with the government as a distributor of People's Business Credit which has easy terms and conditions. Bank Syariah Indonesia distributes three types of People's Business Credit, namely BSI KUR Super Micro, BSI KUR Micro and BSI KUR Small. The aim of this research is to find out whether (People's Business Credit (KUR), business development, workforce, productivity, distribution, business location, selling price, length of business) is relevant to increasing the income of MSME customers in Aceh Province and to find out the relevant factors. has a positive and significant effect on MSME income.

Literature review

Income is a result, whether in the form of money or other materials obtained by using the production factors that are owned. This income can be obtained from the sale of goods or services, interest and dividends received, as well as rent and salaries received. In the business world, income is obtained in the form of nominal money. Furthermore, this money can be used as a measuring tool to the extent of the company's income in obtaining income from sales with the expectation of profits in accordance with the desired goals (Faried, Purba, et al., 2022). Income greatly influences the continuity of a business. High income allows a business to continue and develop its business. This is because with high income, a business can finance its business expenses.

According to Georgi Mankiw (1998) states that people's income is individual income (personal income), namely income received by households and non-company economic businesses. Per capita income is the average income of the population of a country in a certain period (Faried & Sembiring, 2019) which is usually one year. Per capita income can also be interpreted as the sum of the average value of goods and services available to each resident of a country in a certain period. Per capita income is obtained from national income in a particular year divided by the population of a country in that year. The level of income is determined by the ability of production factors to produce goods and services. If the production factors are able to produce goods and services, the greater the income that will be generated.



Method

This research uses the Comfirmatory Factor Analysis (CFA) and Multiple Regression methods, this research lasts for 5 months from July to November 2023 starting from preparation to preparing the research report, the data used uses primary data taken using questionnaires, The research location is Pondok Baru district. Bener Meriah, Aceh Province.

ResultsAnd Discussion

The results of data analysis using the CFA method by analyzing the factors People's Business Credit (KUR), business development, labor, productivity, distribution, business location, selling price, length of business are relevant to increasing the income of MSME customers in Aceh Province. Significant results can be seen from the following Rotated Component Matrix table:

Rotated Component Matrix Table

	Components			
	1	2	3	4
KUR	,005	-.172	-.403	,711
Business development	,890	,097	,030	-.037
Labor	-.005	,009	,048	-.035
Productivity	.122	,680	-.164	,189
Distribution	.132	-.029	,726	,008
Business Location	-.107	,326	-.531	-.184
Selling price	,915	-.764	-.068	,110
Length of Business	-.111	,224	,351	,724
Customer Income	-.133	,052	,581	-.110

Extraction Method: Principal Component Analysis.

Rotation Method: Varimax with Kaiser Normalization.

a. Rotation converged in 6 iterations.

Source: Analysis Results, 2023

Based on the results of the component matrix values, it is known that of the eight factors, the four factors which are suitable for influencing MSE customers' income are four factors originating from:



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- 1) Component 1 is the largest: Selling price
- 2) The 2nd largest component : Productivity
- 3) The 3 largest components : Distribution
- 4) The 4 largest components : Business Length

So you can carry out hypothesis testing and simultaneous tests on factors that are relevant to MSE customers' income. The results of the influence of the dependent variable on the independent variable can be seen from the following t-test (Partial Hypothesis Test) table:

T-Test Table (Partial Hypothesis Test) Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
(Constant)	3,685	,862		5,277	,000		
Selling price	.117	.071	.103	2,652	,000	,993	1,007
Productivity	.118	,058	.203	3,223	,001	,970	1,031
Distribution	,089	,067	,009	2,136	,002	,961	1,040
Length of Business	.107	,062	.106	2,708	,000	,991	1,009

a. Dependent Variable: Customer Income

Source: Analysis Results, 2023

The table above shows the influence of the anterior variable on the following independent variables:

- 1) The t-calculated selling price value is $2.652 > 1.652$ then the sig value is $0.000 < 0.05$, so that H_a is accepted and H_0 is rejected, meaning that labor has a significant effect on the income of MSE customers.
- 2) The t-calculated productivity value is $3.223 > 1.652$ then the sig value is $0.001 < 0.05$, so that H_a is accepted and H_0 is rejected, meaning that productivity has a significant effect on the income of MSE customers.



- 3) The calculated distribution value is $2.136 > 1.652$ then the sig value is $0.000 < 0.05$, so that H_a is accepted and H_0 is rejected, meaning that business capital has a significant effect on the income of MSE customers.
- 4) The t-calculated value of length of business is $1.708 > 1.652$ then the sig value is $0.003 < 0.05$, so that H_a is accepted and H_0 is rejected, meaning that the length of business has a significant effect on the income of MSE customers.

The F test (simultaneous test) is carried out to see the effect of the independent variable on the dependent variable simultaneously. The method used is to look at the level of significance ($=0.05$). If the significance value is smaller than 0.05 then H_0 is rejected and H_a is accepted.

Test Table – F (Simultaneous Hypothesis Test)ANOVAa

Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	216,271	4	24,068	13,840	.005b
Residual	259,525	245	1,059		
Total	275,796	249			

a. Dependent Variable: Customer Income

b. Predictors: (Constant), Length of Business, Selling Price, Productivity, Distribution

Source: Analysis Results, 2023

Based on the table above, it can be seen that the results of the anova test with F (Fisher) analysis show that the calculated F value is $13.840 > F$ table 2.42 so that H_a is accepted and H_0 is rejected and this means that selling price, productivity, distribution and length of business are jointly significant with the income of MSE customers.

Conclusion



From the results of research on the factors that influence the income of MSE customers, several conclusions can be expressed as follows:

- 1) The CFA test on the KMO and Bartlett's Test tables shows that the data is valid and can be analyzed further with factor analysis. The Bartlett test value states that the correlation matrix formed is an identity matrix, or in other words, the factor model used is good and in the Rotated Matrix table it is known that of the eight factors, there are four factors that can influence the income of MSME customers which have a significant effect on the income of MSME customers. namely selling price, productivity, distribution, and length of business.
- 2) The results of multiple linear regression show that if the selling price increases, customer income will increase, if productivity increases, then customer income will increase, if distribution increases, then customer income will increase, if length of business increases, then customer income will increase. The results of the partial hypothesis test show that selling price, productivity, distribution and length of business are significant to MSE customers income.

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