

The Impact Of People's Business Credit Financing On Improving The Financial Performance Of UMKM Assisted By Bank Syariah Indonesia Tanjung Branch Office, South Kalimantan

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Abstract: *This research is motivated by the problem of limited business capital in Micro, Small and Medium Enterprises (MSMEs) so that they have not been able to develop their business. For this reason, this study aims to determine and understand the impact of People's Business Credit (KUR) financing on the performance of Micro, Small and Medium Enterprises in Tabalong Regency and the People's Business Credit distribution system implemented by the Bank Syariah Indonesia (BSI) Tanjung Branch Office. the research used is field research with a qualitative approach method. Data were collected using interviews and documentation. The data extracted through interviews is data regarding the people's business credit distribution system, as well as information regarding assets, turnover and net income of MSME actors. In addition, documentation is needed to track and strengthen data on changes in MSME performance in terms of assets, turnover and net profit from before getting and after getting People's Business Credit and coaching from Bank Syariah Indonesia KC Tanjung. The subjects in this study were 13 informants, including 10 MSMEs and 3 Micro Employees of Bank Syariah Indonesia (BSI) Tanjung Branch Office. The analysis technique used the Miles and Huberman model by carrying out data collection, data reduction, data presentation and conclusion drawing The results of the study prove that KUR financing on the performance of MSMEs has a positive impact. This can be proven by the impact on the level of assets, turnover and net profit which has increased by up to 40%. So KUR financing*

is very helpful for MSMEs in increasing business capital so that the resulting performance has good quality from increased income. This research not only proves qualitatively that People's Business Credit can have a positive impact on the performance of MSMEs, but also provides other alternatives for the government and other financial institutions in channeling capital assistance to MSMEs, namely with the Assisted MSME model.

Keywords: *People's Business Credit Financing, Financial Performance, MSMEs*

Abstract: *Penelitian ini dilatarbelakangi oleh permasalahan keterbatasan modal usaha pada Usaha Mikro Kecil dan Menengah (UMKM) sehingga belum dapat mengembangkan usahanya. Untuk itu penelitian ini bertujuan agar mengetahui dan memahami dampak pembiayaan Kredit Usaha Rakyat (KUR) terhadap kinerja Usaha Mikro Kecil dan Menengah di Kabupaten Tabalong dan sistem penyaluran Kredit Usaha Rakyat yang dilaksanakan oleh pihak Bank Syariah Indonesia (BSI) Kantor Cabang Tanjung. penelitian yang digunakan yaitu penelitian lapangan dengan metode pendekatan kualitatif. Data dikumpulkan dengan metode wawancara dan dokumentasi. Data yang digali melalui wawancara ialah data mengenai sistem penyaluran kredit usaha rakyat, serta informasi mengenai aset, omset dan laba bersih pelaku UMKM. Selain itu dokumentasi diperlukan untuk melacak dan memperkuat data mengenai perubahan kinerja UMKM dari segi aset, omset dan laba bersih dari sebelum mendapatkan maupun sesudah mendapatkan Kredit Usaha Rakyat dan pembinaan dari Bank Syariah Indonesia KC Tanjung. Subjek pada penelitian ini dari informan yang berjumlah 13 orang diantaranya 10 UMKM dan 3 Pegawai Mikro Bank Syariah Indonesia (BSI) Kantor Cabang Tanjung. Teknik analisis menggunakan model Miles dan Huberman dengan melaksanakan pengumpulan data, reduksi data, penyajian data dan penarikan kesimpulan Hasil penelitian membuktikan bahwa pembiayaan KUR terhadap kinerja UMKM membawa dampak yang positif. Hal ini dapat dibuktikan dengan adanya dampak pada tingkat aset, omset dan laba bersih yang mengalami peningkatan hingga 40%. Jadi pembiayaan KUR ini sangat membantu UMKM dalam menambah modal usaha sehingga kinerja yang dihasilkan mempunyai kualitas yang baik dari pendapatan yang lebih meningkat. Penelitian ini tidak hanya membuktikan secara kualitatif bahwasanya Kredit Usaha Rakyat dapat memberikan dampak positif terhadap kinerja UMKM, Namun juga memberikan alternatif lain bagi pemerintah maupun lembaga keuangan lainnya dalam menyalurkan bantuan modal kepada UMKM, yaitu dengan model UMKM Binaan.*

Keywords: *Kredit Usaha Rakyat, Kinerja Keuangan, UMKM*

A. Introduction

The emergence of banking in Indonesia from the community and large industries has an important role and impact. This is due to the need for banks to strengthen capital or save money for the community. In anticipating the community's needs, it provides security and comfort in banking transactions. Banks are financial institution that has an important role in a country's economy. Apart from being a place to store deposits and savings and as a place to borrow funds. Banks are companies engaged in finance and all activities related to finance. One of the banks operating in Indonesia is an Islamic bank. The existence of Islamic banks will be a solution to increase public confidence in various banking activities with Islamic sharia.¹

Islamic banks, called interest-free banks, are banking institutions in the financial sphere whose main business is to provide credit and services in payment traffic and money circulation with Sharia principles. Islamic banking has a strategic role in helping increase MSME businesses in finance. MSMEs are one of the business actors that have a significant role in creating jobs in Indonesia. MSMEs are needed by middle to lower-economic communities who have skills in business as a means to improve welfare.²

Several problems often arise and must be faced by MSME actors, such as limited capital, lack of good quality human resources, and difficulty accessing market information.³ Of the many obstacles in running a business, little capital is the most common problem because this causes MSMEs to be unable to develop their business properly.⁴ This problem of fixed capital greatly affects the income level of MSME performance, such as the business profits

¹ Tira Nur Fitria, 'Perkembangan Bank Syariah Di Indonesia', *Jurnal Ilmiah Ekonomi Islam* 1, no. 02 (2015): 2, <https://doi.org/10.29040/jiei.v1i02.30>.

² Muhadjirin, 'Peranan Bank Syariah Dalam Mengembangkan Usaha Mikro Kecil Dan Menengah', *Al-Ittihad: Jurnal Pemikiran Dan Hukum Islam* 3, no. 1 (30 June 2017): 10.

³ Wiwiek Rabiatal Adawiyah, 'Faktor Penghambat Pertumbuhan Usaha Mikro Kecil Menengah (UMKM): Studi Di Kabupaten Banyumas', *Proceeding of International Conference Sustainable Competitive Advantage* 1, no. 1 (11 November 2013): 12, <http://jp.feb.unsoed.ac.id/index.php/sca-1/article/view/134>.

⁴ Nurlinda Nurlinda et al., 'Use of Online Applications in Maintaining MSMEs Performance during the COVID-19 Pandemic', *Register* 7, no. 2 (14 April 2021): 80–94, <https://doi.org/10.26594/register.v7i2.2223>.

obtained because there is no development. It is also impossible for income to increase, and it is even possible that a decrease in income will occur. Income itself determines whether or not a business is running. In running a business, sufficient capital is needed to buy materials and finance all business needs to get profits for a more advanced business. For this reason, banking services are necessary for offering business capital loans to Micro, Small, and Medium Enterprises.⁵

Bank Syariah Indonesia is a company related to finance that has certain loan programs to motivate the growth of micro-businesses. One of the government programs to assist MSMEs in business capital is KUR. This people's business credit is used for working capital or investment, prioritizing MSMEs with productive and feasible businesses. This People's Business Credit (KUR) is the main source of income for Islamic banking because this KUR program has helped many people, especially MSME players, who need funds. The government implements the KUR program with the aim that the KUR program can develop for MSMEs.⁶

The government has issued the KUR program for financial institutions to provide 20% of credit to MSMEs in increasing the formal sector financing for MSMEs. The government provided fund placement and interest subsidies for 60.66 million KUR debtors, amounting to 35.28 trillion.⁷ Bank Syariah Indonesia is willing to give financial sharia literacy so that the 221,000 KUR BSI customers can be helped. In addition, Bank Syariah Indonesia also collaborates with the Ministry of Finance to carry out the process of assessing the characteristics of MSMEs in each region for business development. The performance of MSMEs is also inseparable from their capital and income. For this reason, Bank Syariah will

⁵ Ayuni Syafitri, Muhammad Lathief Ilhamy Nasution, and Khairina Tambunan, 'Analisis Pembiayaan Kur Mikro Dalam Meningkatkan Pendapatan Nasabah Di BSI KCP Pulo Brayan Dengan Prinsip Bagi Hasil', *NISBAH: Jurnal Perbankan Syariah* 9, no. 1 (23 June 2023): 2, <https://doi.org/10.30997/jn.v9i1.9604>.

⁶ Irma Rahmawani Panjaitan and Khairina Tambunan, 'Implementasi Pembiayaan Kredit Usaha Rakyat (KUR) Mikro Syariah Dalam Pengembangan Usaha Mikro Di BSI KCP Perbaungan', *JIEM: Jurnal Ilmu Komputer, Ekonomi Dan Manajemen* 2, no. 1 (6 January 2022): 2.

⁷ Gema Aditya Mahendra et al., 'Sharia Financial Technology in the Distribution of People's Business Credit Program Funds for Micro, Small, and Medium Enterprises', *Devotion : Journal of Research and Community Service* 3, no. 3 (14 January 2022): 2, <https://doi.org/10.36418/dev.v3i3.120>.

provide access to capital, which will get bigger and expand business development. Bank Syariah will continue to motivate MSMEs to improve their business.⁸

The Deputy for Macroeconomic and Financial Coordination said that on 28 February 2022, the distribution of People's Business Credit (KUR) reached Rp 55.06 trillion or 14.75% of the target set this year of Rp 373.17 trillion and was given to 1.26 million debtors. This year, KUR distribution has increased compared to last year, which was only around 42%. In 2021, it was only around IDR 285 trillion. This data shows that the increasing funds used for KUR distribution. Including in South Kalimantan Province, to be precise, in Tabalong Regency, which also has many MSMEs that need KUR funds.⁹

Tabalong Regency is one of the contributors to MSMEs in South Kalimantan. Tabalong Regency is famous for the many companies that dominate the city. Besides that, the MSME players there also have a business sector that adds to its economic development. Tabalong Regency also has a handicraft industry in the community. In 2018, Tabalong Regency held an exhibition that showed various types of handicrafts and wicker made from rattan and bamboo, which were processed into several items, such as bags, hats, tissue holders, etc. In addition, Tabalong Regency also displays a craft with a very high cultural value, namely the typical traditional clothes of the Dayak Deah tribe made from delay bark. In 2020, one of the efforts of the Tabalong Regency government was to hold an exhibition for MSMEs that introduced and promoted their natural potential and superior products. Three products are displayed: kelulut honey, pasak bumi coffee, and paliat culinary. The production of MSME businesses in the culinary field is also not inferior to the others.¹⁰

⁸ 'BSI Dan Kemenkeu Siapkan Program KUR Syariah Agar UMKM Naik Kelas Termasuk Edukasi Literasi Keuangan - Tribunjabar.Id', accessed 7 November 2023, <https://jabar.tribunnews.com/2022/12/27/bsi-dan-kemenkeu-siapkan-program-kur-syariah-agar-umkm-naik-kelas-termasuk-edukasi-literasi-keuangan>.

⁹ 'Pemerintah Tingkatkan Akses Pembiayaan Melalui Kredit Usaha Rakyat bagi Pengembangan UMKM - Kementerian Koordinator Bidang Perekonomian Republik Indonesia', accessed 7 November 2023, <https://ekon.go.id/publikasi/detail/3825/pemerintah-tingkatkan-akses-pembiayaan-melalui-kredit-usaha-rakyat-bagi-pengembangan-umkm>.

¹⁰ 'PLUT Tabalong Layani 820 UMKM Di Tabalong Selama 2022', accessed 7 November 2023, <https://portal.tabalongkab.go.id/2023/02/plut-tabalong-layani-820-umkm-di-tabalong-selama-2022>.

KUR financing distribution at Bank Syariah Indonesia (BSI) KC Tanjung uses a *murabahah bil wakalah* contract. The author conducted this research because the author wanted to provide information on the impact after the provision of KUR on performance related to MSMEs. MSMEs who are customers at BSI KC Tanjung, Tabalong Regency are important objects in this study, Such as turnover, assets, net profit, etc. Government efforts continue to support MSMEs for the economy in the Tabalong Regency area. The performance of MSMEs, which increasingly need capital in their business, especially the problems that sometimes occur with limited money, so seeing the impact arising from the assistance of People's Business Credit (KUR) on MSMEs in Tabalong Regency is very important to research. Based on the description above, this research aims to analyze the impact of people's business credit financing on improving the performance of UMKM, assisted by BSI KC Tanjung, South Kalimantan.

Several studies are relevant to this research. Research by Reski Rahayu Fitri states that People's Business Credit (KUR) has a very positive impact. MSME owners immensely helped in developing their businesses. The increase in turnover, monthly profits, working hours, and the number of workers was due to capital assistance.¹¹ Other research shows that the government's Micro Business Assistance program positively impacts MSME income, especially on business turnover/sales value. (Iskandar et al., 2021; Sihombing et al., 2023). In other studies, quantitatively, people's business credit positively affects employment opportunities.¹²

Capital assistance for MSMEs is not only obtained through the BPUM program. Capital assistance can also be obtained through programs from financial institutions that can affect the performance of MSMEs. Research by Fitri Ramadhani, Rizan Machmud, and

¹¹ Reski Rahayu Fitri, Chalid Imran Musa, and Uhd Darmawan Natsir, 'Fasilitas Kredit Usaha Rakyat (KUR) Dalam Meningkatkan Usaha Kecil Mikro Kecil Dan Menengah (UMKM) Di Desa Binuang Kecamatan Libureng: People's Business Credit Facility (KUR) in Improving Small, Micro, Small and Medium Enterprises (MSMEs) in Binuang Village, Libureng District', *Maximal Journal: Jurnal Ilmiah Bidang Sosial, Ekonomi, Budaya Dan Pendidikan* 1, no. 1 (11 October 2023): 27–32.

¹² Dede Pramurza and Amalina Amalina, 'PENGARUH KREDIT USAHA RAKYAT TERHADAP PENGEMBANGAN UMKM DAN IMPLIKASINYA PADA KESEMPATAN KERJA', *PROFIT* 1, no. 01 (26 July 2019): 6–15.

Idham Masri Ishak shows that the People's Business Credit (KUR) received by MSME players during the COVID-19 pandemic channeled by BRI bank Telaga unit has an outstanding impact on helping MSMEs. The condition of MSMEs that had almost closed their businesses due to the COVID-19 pandemic slowly began to improve with the help of business capital from the People's Business Credit (KUR).¹³ Research by Bunga Adelia Mayangsari showed that the financing program from PNM Mekaar impacted increasing capital, turnover, business profits, and assets.¹⁴

The previous research that the author mentioned earlier only measured quantitatively. So, researchers need to conduct further qualitative studies to determine the impact of people's business credit on assets, turnover, and net profit. The research subject is also different, namely MSMEs assisted by Bank Syariah Indonesia Tanjung Branch Office.

B. Literature review

Impact

Impact is the effect of something that causes a consequence, a collision that can provide positive and negative changes. Impact is also understood as a visible change in behavior and attitude driven by a policy.¹⁵ In addition, changes can also occur in the environment due to human activities.¹⁶ Cristo states that an impact is something that results from something that is done. It can be positive or negative or a strong influence that produces both negative and positive results.¹⁷

1. Positive impact

¹³ Fitri Ramadhani, Rizan Machmud, and Idham Masri Ishak, 'Analisis Dampak Kredit Usaha Rakyat (KUR) Selama Masa Pandemi Covid-19 Pada Umkm Di Kecamatan Telaga Jaya Kabupaten Gorontalo', *JAMBURA: Jurnal Ilmiah Manajemen Dan Bisnis* 5, no. 2 (12 September 2022): 461, <https://doi.org/10.37479/jimb.v5i2.16462>.

¹⁴ Bunga Adelia Mayangsari, Idah Zuhroh, and Syamsul Hadi, 'DAMPAK KREDIT PT PNM MEKAAR TERHADAP KINERJA USAHA ULTRA MIKRO DI KECAMATAN BATU', *Journal of Financial Economics & Investment* 1, no. 1 (20 January 2021): 47–58, <https://doi.org/10.22219/jofei.v1i1.17795>.

¹⁵ J. E. Hosio and Mohamad Lamsuri, *Kebijakan Publik & Desentralisasi: Esai-Esai Dari Sorong* (Yogyakarta: Laksbang, 2007), 57.

¹⁶ F. Gunarwan Suratmo, *Analisis Mengenai Dampak Lingkungan* (Yogyakarta: Gadjah Mada University Press, 2004), 24, 979-420-552-4.

¹⁷ Waralah Cristo, *Pengertian Tentang Dampak* (Bandung: Alfabeta, 2008), 12.

Positive impact is the influence caused by an action that is good for someone or the environment. A positive impact occurs because something produced can benefit others and the surrounding environment. This positive impact can be seen in what ways can be utilized from this impact.

2. Negative impact

Negative impact is the influence caused by an action that is not good for someone or the environment. Negative impacts occur because something produced has a bad effect on the surroundings. How loss or damage results from negative impacts can be seen.

So, it can be concluded that impact is everything that arises because of an event or activity that can be positive or negative. In this case, the author examines the impact of People's Business Credit (KUR) financing on Micro, Small and Medium Enterprises (MSMEs).

Definition of People's Business Credit

According to Undang-undang Perbankan No. 10 tahun 1998, credit is the provision of money or bills that can be equated with it, based on an agreement or loan¹⁸ and borrowing agreement between a bank and another party that requires the borrower to repay his debt after a certain period with interest or profit sharing¹⁹.

According to Rivai, credit is the delivery of goods and services or money from one party (creditor or lender) based on trust to another party (the debtor) with a promise to pay from the credit recipient to the lender on an agreed-upon date.²⁰ Then Hasbuan argues that credit is all types of loans that must be paid back along with interest by the borrower following

¹⁸ Ade Sofyan Mulazid, 'Juridical Study of The Development of Islamic Banking Law and Its Implications for Islamic Bank Products', *JURNAL ILMIAH MIZANI: Wacana Hukum, Ekonomi, Dan Keagamaan* 9, no. 2 (12 September 2022): 197–214, <https://doi.org/10.29300/mzn.v9i2.7701>.

¹⁹ Siti Rokhmah, Ahmad Khisni, and Amin Purnawan, 'The Role of Notary in Making the Deed of Power of Attorney Imposing Mortgage on Land Collateral', *Sultan Agung Notary Law Review* 3, no. 3 (18 August 2021): 860–70, <https://doi.org/10.30659/sanlar.3.3.860-870>.

²⁰ Veithzal Rivai, Andria Permata Veithzal, and Arifiandy Permata Veithzal, *Credit Management Handbook: Manajemen Perkreditan Cara Mudah Menganalisis Kredit* (Jakarta: Rajawali Pers, 2013), 198, 978-979-769-557-6.

the agreed agreement.²¹ In addition, Ismail also defines credit as trust in the ability of the debtor to pay a certain amount of money in the future, as well as the distribution of funds from the owner of funds to parties who need funds.²²

Kredit Usaha Rakyat (KUR) is one type of credit formed due to cooperation with the government. KUR is given through banks as creditors for people who want to build their businesses. KUR is a working capital credit provided specifically for productive business units through a guarantee program. Individuals, groups, or cooperatives can access it with a maximum of Rp 500,000,000.²³ Kredit Usaha Rakyat (KUR) can be seen in its usefulness in lending by banking institutions. Lending is effective if it positively and significantly affects customer income after taking KUR funds.²⁴

Micro People's Business Credit

KUR mikro is one type of KUR given to KUR recipients with a maximum amount of Rp 25,000,000 per person. KUR Mikro has an interest rate/margin of 7% per year or adjusted to an equivalent interest rate/margin. The KUR micro period is credit for a maximum of 3 years and working capital financing for investment for a maximum of 5 years. The term has provisions related to the extension and addition of KUR Microcredit, as stated in the attachment to this Regulation of the Coordinating Minister for Economic Affairs as Chair of the Financing Policy Committee for Micro, Small, and Medium Enterprises.²⁵ Based on Article 14, prospective KUR microfinancing recipients must have a productive and

²¹ Malayu S.P. Hasibuan, *Dasar-Dasar Perbankan* (Jakarta: Bumi Aksara, 2006), 87.

²² Ismail, *Manajemen Perbankan: Dari Teori Menuju Aplikasi* (Jakarta: Kencana, 2018), 23.

²³ Julia Julia and Khairiyansyah, 'Effectiveness of the Distribution of KUR (People's Business Credit) for the Development of Micro, Small and Medium Enterprises in Pangkalpinang City', *International Journal of Multidisciplinary: Applied Business and Education Research* 3, no. 7 (14 July 2022): 3, <https://doi.org/10.11594/ijmaber.03.07.19>.

²⁴ Mirnawati, Amir Sahaka, and Muhammad Akbar, 'Efektivitas Pemanfaatan Dana Kredit Usaha Rakyat (KUR) Dalam Mengembangkan Usaha Mikro Kecil Dan Menengah (UMKM) Di Desa Tamboli Kecamatan Samaturu', *Jurnal Ekonomi Bisnis Syariah* 3, no. 1 (2020): 174-83, <https://doi.org/10.5281/zenodo.4393710>.

²⁵ Khoirul Hidayah, Iffaty Nasyi'ah, and Jundiani Jundiani, 'Warehouse Receipt System Regulation in Indonesia: Is It Beneficial for Small Farmer?', *Sriwijaya Law Review* 3, no. 2 (31 July 2019): 162-75, <https://doi.org/10.28946/slrev.Vol3.Iss2.292>, pp162-175.

viable business running for at least 6 months. Then, future KUR Mikro recipients currently borrowing KUR Mikro can still get additional credit.

Performance Indicators for Micro, Small and Medium Enterprises (MSMEs)

According to Robertson, measurement or performance indicator assesses work progress on previously set goals. This indicator includes information such as the efficient use of resources in producing goods and services, the quality of goods and services, the results of activities compared to the desired, and the effectiveness of actions in achieving goals.²⁶ Meanwhile, according to Sedarmayanti, performance indicators are quantitative or qualitative measures that describe the level of achievement of a target or plan that has been set.²⁷ Performance indicators must be something that can be calculated or measured as a basis for assessing the level of performance, whether in the planning, implementation, or other activities. Microenterprise performance uses performance indicators such as turnover, profit, business asset value, etc.²⁸ MSME performance indicators in this study use assets, turnover, and net profit.

I. Assets

According to PSAK No.16, assets are all assets owned by a person or group, both tangible and intangible, in value that will bring benefits to a person or group. This method of calculating assets is by measuring the value of assets owned by MSMEs by reducing total assets by total debt.²⁹

2. Turnover

²⁶ Mohammad Mahsun, *Pengukuran Kinerja Sektor Pelayanan Publik* (Yogyakarta: BTPE, 2006).

²⁷ Sedarmayanti, *Sumber Daya Manusia Dan Produktivitas Kerja* (Bandung: Mandar Maju, 2012), 198.

²⁸ Siti Jubaedah and Rina Destiana, 'Kinerja Keuangan Usaha Mikro Kecil Dan Menengah Di Kabupaten Cirebon Sebelum Dan Sesudah Mendapatkan Pembiayaan Syariah', *Jurnal Riset Keuangan Dan Akuntansi* 2, no. 2 (15 August 2016): 3, <https://doi.org/10.25134/jrka.v2i2.458>.

²⁹ Devi Meilinda and Amir Mahmud, 'Pengaruh Kredit Usaha Rakyat (KUR), Total Aset, Jumlah Tenaga Kerja, Biaya Pemasaran Dan Lokasi Usaha Terhadap Pendapatan Usaha Mikro Kecil Dan Menengah (UMKM) Berbasis Ekonomi Kreatif Di Kota Semarang', *Business and Accounting Education Journal* 1, no. 3 (31 December 2020): 247–57, <https://doi.org/10.15294/baej.v1i3.45659>.

Turnover or sales is the accumulation of sales activities of a product of goods and services, which are calculated as a whole over a certain period or in one accounting process.³⁰

3. Net Profit

According to Baridwan, net profit measures how much the incoming assets exceed a business's outgoing assets (expenses and losses).³¹ Net profit is the result of sales obtained by MSMEs minus the expenses used in running their Business.³²

C. Research methods

This type of research uses field research. The approach contained in this research is qualitative. Qualitative research is a process through investigation to understand various social problems and existing information by reporting it completely and straightforwardly from several informants and systematically arranged in a natural setting.³³

Data collection techniques are used for data collection, which is considered important in a study when the known data meets the predetermined data standards.³⁴ Data collection techniques in this research are interviews and documentation. Interviews conducted in this study were BSI KC Tanjung employees and MSMEs in the Tabalong Regency area. To dig up information about KUR distribution. How is the impact before and after getting KUR funds and educating some people about the differences between KUR at Islamic and conventional banks. The informants in this research were 3 employees of BSI KC Tanjung and 10 MSMEs who received KUR funds from BSI KC Tanjung.

Documentation is a method used to obtain data and information in documents, archives, records, written numbers, and images in the form of reports and information that

³⁰ Vincentia Devina and Lusy Lusy, 'Analisis Pemberian Kredit Terhadap Pendapatan', *JAD: Jurnal Riset Akuntansi & Keuangan Dewantara* 3, no. 1 (2020): 78–88, <https://doi.org/10.26533/jad.v3i1.547>.

³¹ Zaki Baridwan, *Akuntansi Intermediate* (Yogyakarta: BFFE, 2008), 65.

³² Nova Urba, Yuliani Yuliani, and Rasyid HS Umrie, 'Pendapatan Dan Laba Bersih Sebelum Dan Sesudah Pendanaan Di Financial Tegnology: Studi UMKM Kota Palembang', *MBIA* 18, no. 3 (29 November 2019): 114–20, <https://doi.org/10.33557/mbia.v18i3.680>.

³³ Ulber Silalahi, *Metode Penelitian Sosial* (Bandung: Refika Aditama, 2009).

³⁴ Sugiyono, *Metode Penelitian Kuantitatif, Kualitatif Dan R&D* (Bandung: Alfabeta, 2017).

can support research.³⁵ In this data collection method, researchers look for records or documents that have been published, such as photographs that can help evidence observations and interviews that have been conducted with MSMEs and BSI KC Tanjung employees.

Data analysis techniques used from Miles and Huberman analysis. Qualitative data analysis consists of four ways, namely, data collection, data reduction, data presentation, and conclusion drawing.³⁶

D. Results and Discussion

I. BSI KC Tanjung's People's Business Credit Distribution System

a. The Offering Stage

In the initial stage, BSI micro employees introduced and offered KUR with brochures to the community and MSMEs needing capital. The community's response varied when the bank began explaining this KUR product. However, many of them are interested in trying this KUR financing. Starting from a small price to a large enough price that can be used for business capital.

b. Application and Submission Stage

In the second stage, prospective customers apply for KUR financing. Furthermore, prospective customers fill out a form to Customer Service. In this application stage, prospective customers must fulfill requirements such as:

- 1) Copy of ID Card (Husband & Wife)
- 2) Copy of Marriage Book, Marriage Certificate/Deed of Divorce
- 3) Copy of NPWP (Financing above 50 million)
- 4) Copy of Collateral (SHM, Seal, BPKB)
- 5) Business Certificate
- 6) Account Book at BSI (after approval)

³⁵ Sugiyono.

³⁶ Matthew B. Miles and A. Michael Huberman, *Analisis Data Kualitatif* (Jakarta: Penerbit Universitas Indonesia (UI -Press), 1992), 979-456-103-7.

c. File Verification Stage

In the third stage, BSI micro section employees carry out verification or check the completeness of the prospective customer's file. Confirmation is needed so that the files submitted are correct and valid. By using the principle of prudence, BSI continues to check the files.

d. Survey Stage

The fourth stage is the survey stage. This survey is carried out to find out and visit the prospective customer's place of business. Then, to see the conditions and obtain facts directly in the field.

e. Approval Stage

In the fifth stage, approval, the BSI will inform prospective customers about the KUR financing approval letter. This approval is carried out after all files from prospective customers are complete, and BSI also gets information obtained from the survey.

f. Account Opening Stage

In the sixth stage, the account opening process, customers must come to the bank for the next cycle. The purpose of opening this account is to receive KUR funds that enter the customer's account after the disbursement process.

g. Akad Agreement Stage

In the seventh stage, the contract process through a written agreement requires prospective customers to sign the letter listed. With the contract, it is hoped that both parties are equally willing to make transactions. The Murabahah bil Wakalah contract distributes KUR at BSI KC Tanjung. Murabahah bil Wakalah

h. The Disbursement Stage

In the eighth stage, namely the disbursement process. After all the requirements have been carried out, the KUR funds will be disbursed. Then, the customer can take the KUR funds that have been submitted to the teller, or the customer can also take them himself into the account

The 5C principle, namely, also strengthens the distribution of KUR at BSI KC Tanjung:

1) Character

At this stage, the bank assesses the character possessed by prospective customers receiving KUR funds by paying attention to the possibility of prospective customers being able to pay off their payments.

2) Capital

At this stage, if the customer has more capital, the bank believes in continuing the financing.

3) Capacity

At this stage, if the prospective customer can pay off the financing according to the specified period, the bank will be reluctant to be able to provide KUR financing.

4) Collateral

At this stage, the prospective customer is required to provide appropriate and feasible collateral so that it can be continued.

5) Condition Of Economy

At this stage, the bank sees in detail how the community's economic conditions are directly related to the business the customer runs.

2. The Impact of People's Business Credit Financing on MSME Performance

The following is data on MSMEs before and after KUR financing at the Bank Syariah Indonesia (BSI) Tanjung Branch Office.

Tabel I. Data Before KUR Period 2021

Name	Asset	Turnover	Net Profit	Capital
Su	320.000.000	15.000.000	7.300.000	50.000.000
Ma	250.000.000	13.505.000	6.000.000	40.000.000
Si	460.000.000	20.185.000	10.500.000	80.000.000

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Sa	300.000.000	11.060.000	5.400.000	40.000.000
Kh	210.000.000	7.820.000	3.400.000	30.000.000
Wi	340.000.000	14.905.000	6.900.000	60.000.000
Sy	270.000.000	9.180.000	4.000.000	30.000.000
Do	330.000.000	10.260.000	4.500.000	70.000.000
Su	290.000.000	14.395.000	7.200.000	50.000.000
De	250.000.000	7.135.000	3.000.000	20.000.000

Table 2. Data After KUR Period 2022

Name	Asset	Turnover	Net Profit	Capital
Su	480.000.000	20.950.000	10.000.000	80.000.000
Ma	380.000.000	18.750.000	9.400.000	75.000.000
Si	590.000.000	27.825.000	14.800.000	120.000.000
Sa	400.000.000	16.030.000	5.400.000	70.000.000
Kh	305.000.000	12.465.000	8.000.000	50.000.000
Wi	470.000.000	19.820.000	9.700.000	100.000.000
Sy	400.000.000	15.575.000	7.500.000	60.000.000
Do	450.000.000	17.170.000	9.000.000	100.000.000
Su	410.000.000	19.275.000	9.600.000	85.000.000
De	330.000.000	13.100.000	6.700.000	50.000.000

a. Impact of KUR financing on the asset level

An asset is a wealth of valuable assets owned by a person or group that is valuable and useful for the future.³⁷ As for the impact of KUR financing on the level of support based on the table before and after the distribution of KUR BSI KC Tanjung, assets have increased, and also see from the results of interviews with several MSMEs that

³⁷ Meilinda and Mahmud, 'Pengaruh Kredit Usaha Rakyat (KUR), Total Aset, Jumlah Tenaga Kerja, Biaya Pemasaran Dan Lokasi Usaha Terhadap Pendapatan Usaha Mikro Kecil Dan Menengah (UMKM) Berbasis Ekonomi Kreatif Di Kota Semarang'.

have additional assets such as the purchase of pick-up cars for business, gold purchases, and others. So the author concludes that the assets owned by several MSMEs After the author received information from several MSMEs who were customers of BSI KC Tanjung, Tabalong Regency are:

- 1) Land. This land is used to build a business
- 2) Shop. The shop is a building or place that will be used for business
- 3) Trade equipment. This trade equipment is certainly used in business to make it easier for sellers. For example, a fruit and vegetable shop has scales or coconut graters. It can also be tables, chairs, and tools that can help sellers sell their wares.
- 4) Transportation Equipment: the usual means of transportation used by MSMEs in buying and selling their business is using a pick-up car.
- 5) Gold and savings

b. Impact of KUR financing on turnover

Turnover is the total of the results of selling goods before deducting any costs within a certain period.³⁸ Turnover can be said to be gross income as for the impact of KUR financing on the level of turnover based on the table before and after the distribution of KUR BSI KC Tanjung, that the turnover obtained by MSMEs has increased. This turnover can be seen from the business sales they make every month. Then, the MSMEs can also turn business capital and adjust their expenses. This means that it can be understood that the productivity of the business that is managed and the increased turnover can produce good quality performance.

c. The impact of KUR financing on the level of Net Profit

Net profit is the profit obtained by an individual or group after deducting operational and rental costs. As for the impact of KUR financing on the net profit level or profit based on the table before and after KUR distribution, there was an increase in

³⁸ Devina and Lusy, 'Analisis Pemberian Kredit Terhadap Pendapatan'.

the business profits of MSMEs.³⁹ This can be seen from the sales turnover that is calculated every month. Net profit has resulted from MSME performance from the KUR financing they receive. KUR financing from BSI KC Tanjung can help MSMEs work harder to develop their business and produce qualified performance.

Based on reports from the results of research conducted by the author regarding the impact of KUR financing on the performance of MSMEs in Tabalong Regency. The impact of KUR financing on the level of assets, turnover, and net profit increased by 40%. This shows a positive impact because of the development of MSMEs, whose businesses have grown. The increase in assets, turnover, and net profit is also related to the bank achieving the target appropriately. MSMEs that understand the assistance of KUR funds can plan better to allocate funds only for business. When MSMEs can improve business quality, the economy will be more stable and positively impact the Tabalong Regency government. Better income will also increase gratitude for what God has given. From the results of the data analysis, the impact of KUR financing on the performance of MSMEs (Study at BSI KC Tanjung) has a positive impact on both MSMEs that increase capital and BSI, which always provides services and solutions for the community.

E. Conclusion

Bank Syariah Indonesia (BSI) Tanjung Branch Office distributes KUR financing, focusing on MSMEs needing capital. The KUR distribution system at BSI KC Tanjung is divided into several stages, namely: the offer stage, the application and file submission stage, the file verification stage, the survey stage, the approval stage, the account opening stage, the contract agreement stage, and the disbursement stage. The KUR distribution system at BSI KC Tanjung is also strengthened by the 5 c principles, including Character, Capital, Capacity, Collateral, and Condition of Economy. The KUR distribution of BSI KC Tanjung

³⁹ Urba, Yuliani, and Umrie, 'Pendapatan Dan Laba Bersih Sebelum Dan Sesudah Pendanaan Di Financial Teghnology'.

in the year after COVID-19 reached a satisfactory target and was implemented so that it could solve problems well.

The impact of KUR financing on MSME performance produces results that have a positive effect. This result is evidenced by the performance of MSMEs that have good quality. Assets, turnover, and net profit measure performance. The impact on the level of assets, turnover, and net profit has developed in MSME businesses, so the income obtained has increased by up to 40%. When MSMEs experience an increase in business, revenue increases. This result will also affect the economy in the Tabalong Regency area.

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