



Implementation of Sharia-Based BUMDes on Economic Development and Growth in Kalatiri Village, Burau District

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ABSTRACT

The aim of the research is the implementation of Sharia-based BUMDes in Kalatiri Village, Burau District, East Luwu Regency. Want to review and change the conventional system into a Sharia-based BUMDes system. And the public gets certainty of course about the contracts that will be made regarding savings and loans. The obstacles faced are the lack of public knowledge regarding financial language, financial reporting uses manual calculations. The solution that will be carried out in this activity is to use the method used in solving problems, namely the survey method and direct application of murabahah contracts and mudharabah contracts to solve existing problems which are then continued with research. After that, an evaluation was carried out to determine the level of success achieved by sharia-based BUMDes by reviewing understanding of Financial Reports, Islamic Economic Contracts, as well as the growth and development of BUMDes businesses.

Keywords: *Economic Development, Implementation of Sharia, Sharia-Based*

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INTRODUCTION

This village financial institution is the core of the state financial system. This institution plays a very important role in economic activities, especially in villages, and business. Financial institutions are places where companies, governments, private entities, and individuals obtain funds. The general task of sharia financial institutions is to advance and accelerate the economic development of society by carrying out business, financing, trade and investment in accordance with Islamic principles.

Village Selected Enterprises (BUMDes) contact other parties for business interests. Transactions carried out by economic institutions, especially village economic institutions. Village Business Entities (BUMDes) must of course be safe and both parties must obtain contractual rights and fulfill their obligations. Studying the development of sharia economics in the Indonesian economy and the application of sharia principles in BUMDes, a capitalist system that increases socio-economic inequality. Companies that use a capitalist system try to make every effort possible to maximize profits, regardless of the potential business impact.

However, considering the risk of not fulfilling the rights and obligations of those involved, it is very important to do business in a way that embodies the principles of justice and enlightenment in Islamic economics. Islamic economics is dominated by the Albanian method, Al Hadi, Ijma and Islamic methods. Economic development and rural growth must be encouraged so that development and growth can increase properly.

RESEARCH METHODOLOGY

In this research, the researcher used a qualitative descriptive method with a type of field research which was carried out by going directly to the research target area with the aim of obtaining information related to the researcher's title. Qualitative research can be interpreted as research that seeks to understand phenomena based on participants' opinions or internal views (emic perspectives), not based on the researcher's own views or external views (ethical perspectives).

Current research can also be interpreted as research aimed at understanding subject phenomena and experiences, for example motivation, perception, motivation, action, comprehensively and with the help of descriptions in the form of certain words and language. context and using various natural methods. Or a study whose results cannot be obtained using statistical methods or other calculation methods.

This study focuses on the implementation of sharia-based Village Owned Enterprises (BUMDes) to encourage economic development and village growth.

RESULT AND DISCUSSION

In this research, the researcher explains the focus of the research, namely the Implementation of Sharia-Based BUMDes in the Development and Economic Growth of Kalatiri Village, District. Burau East Luwu Regency This data was obtained from interviews with informants/resources who were considered to represent the research objectives.

The results of this research are presented using a qualitative approach. In research, the researcher not only explains, but also explains the implementation and examines the information thoroughly according to the results of what the researcher has done or suggested by the informant as it happened on the spot.

Implementation of sharia-based Kalatiri BUMDes

One implementation of BUMDes with a sharia system is BUMDES which is owned by Kalatiri Village, Burau District, East Luwu Regency. Kalatiri Village is the

first in East Luwu Regency to implement sharia-based practices directly with Kalatiri community customers. BUMDES Kalatiri has implemented this system and sales have been operating since 2022 until now. The business carried out by BUMDES is buying and selling through Murabahah and Wakalah contracts, in sharia savings and loan units. Apart from that, it also implements a counter business with mudharabah products

BUMDES Kalatiri is in the process of reducing usury. Even if you don't use the usury system, it's not 100 percent, the researcher here and the secretary of BUMDES Kalatiri tries to teach people to stay away from usury. It is hoped that BUMDes Kalatiri can become an example in the future for sharia-based savings and loan businesses in East Luwu Regency. Senda (Director of BUMDes Kalatiri) Said:

“In the implementation carried out in this savings and loan unit, most of the funds that we divert here, one of our goals is to help farmer businesses engaged in small business with loans where the margin is quite low in the contract that is applied by submitting the conditions that are regulated. by this savings and loan unit”

From the BUMDes Director's explanation, it is known that most of the funds managed by BUMDes are mostly transferred to this savings and loan unit with applications that meet the requirements and will continue to be processed by the Kalatiri BUMDes management.

Since the inception of the Kalatiri Village BUMDes in 2021 for the Savings and Loans Business Unit which is used by various types of businesses from the community, this can be seen in the Table of Beneficiaries of Funds from the Kalatiri Village Savings and Loans Business Funds

Table 4.1
Benefits of Savings and Loan Business funds at BUMDes Kalatiri.

No	Name	Customer Business		BUMDes Capita
		Business	Income	
1	Ismail	Tofu and tempe	500.000	Rp 15.000.000
2	Gawe	Trading	600.000	Rp 31.000.000

Source: BUMDes Kalatiri Village

From table 4.7 the following data for the utilization of savings and loan unit funds at BUMDes Berkah Kalatiri Village is mostly for mixed businesses with disbursement of funds of IDR 35 million, trade with disbursement of funds of 31 million and the Tofu and Tempe business with disbursement of funds of IDR 15 million.

In the initial stages, the sharia-based Kalatiri BUMDes unit did not encounter any obstacles, such as the presence of arrears in installments due to customer creditors by the Kalatiri community.

Table 4.2
Recapitulation of Arrears in Repayment of Savings and Loans Business Fund Loans

No	Collectability	Person	Arrears
1	1>3 Month	1 Person	Fluent
2	>1 Month	1 Person	Fluent
3	>1 Month	1 Person	Fluent

Source: BUMDes Kalatiri Village

Based on implementation studies found in the field, the author identified several obstacles that are still not effective for this savings and loan business scheme, including:

Commercial savings and loan programs have not yet been able to fully reach people with weak finances, because there are still many indications that middle and upper class financial people with sophisticated businesses use funds from savings and loan companies. There are still no people who limit themselves to paying loans because the businesses they run are still running well. It would be good if the management of the BUMDes of Kalatiri Village received training to manage and motivate the community to take care of their businesses which are not functioning optimally. The aim of implementing and establishing this unit is to increase economic growth in poor rural communities to develop their businesses by borrowing with low margins and with processes that are not extended, as well as protecting the community from money laundering which is a big burden for the community.

Table 4.3
Kalatiri BUMDes Customer Data

1. An Ismail Savings and Loans Customer

Name of user	Ismail
Address	Dusun Waetuo Desa Kalatiri Kec Burau Kab Luwu Timur
Time period	6 Bulan
Installment system	Kredit
Interest rate	3.5% (Five Percent)
Number of flowers	Rp 540.000
Guarantee	No Guarantee

Source: BUMDes Kalatiri Village

Currently, BUMDes Kalatiri operates in the Sharia Savings and Loans business unit which has only been running for three months and has three customers. After the establishment of the sharia-based savings and loan business, many people wanted to take out loans because the Kalatiri BUMDes savings and loan margin was quite low, the management of the Kalatiri BUMDes business and respecting the decision of the BUMDes management that the Sharia BUMDes business unit would comply with

Sharia business principles. BUMDES Kalatiri customers can accept this request, however not all Kalatiri residents understand about this product and the contracts implemented by BUMDESa Syariah. Because customers feel they can fully trust this BUMDes Kalatiri with fairly cheap fees and is being developed for community business, especially for the Kalatiri community.

BUMDes Kalatiri has the right to purchase goods according to customer needs and provide honest information about the validity and purchase price based on the provisions of the second MUI DSN Fatwa which applies to BUMDes Kalatiri based on applicable regulations. This was proven when a BUMDes customer applied for a loan with a murabahah agreement to BUMDes Kalatiri to make an analysis of the delivery of the goods needed. If BUMDes Desaku Alamku agrees, they will be called to sign and apply for a loan acting as a representative of BUMDes Kalatiri by purchasing the required goods. If the Customer carries out this Murabahah Agreement, it can be carried out in parallel with the implementation of the Wakalah Agreement agreed upon by both parties, namely the authorized person is BUMDesa Syariah and the beneficiaries are BUMDes Kalatiri customers. Thus, the implementation of the Murabahah agreement can be represented by BUMDes Kalatiri which has a lack of administrators for direct interaction, from customers who submit applications based on the Wakalah agreement.

In the third provision, the implementation of this contract allows the customer to request a guarantee from BUMDesa Kalatiri if the customer cannot pay the agreed payment. It goes on to explain that if goods purchased under a Murabahah agreement are sold to a third party, the customer is still obliged to pay the payments that are still being billed by BUMDesa Kalatiri, even if the BUMDes customer experiences bankruptcy in his business.

Inhibiting and Supporting Factors in the implementation of sharia BUMDes

Based on the results of the BUMDes Kalatiri research, what are the factors that hinder and support the development of village economic growth through BUMDes? BUMDes Desaku Alamku which is chaired by Senda, SE who was appointed directly by the village head with the agreement of the village deliberation, and Selvi, SE as secretary and Intan Mente, SH as treasurer.

Looking at the program implemented by BUMDES in Kalatiri village, it is clear that it can help the community to develop further. Through this program the community has been able to utilize it in the form of facilities and infrastructure. Village business entities have several important programs to improve community welfare.

a). Inhibiting factors in the development and economic growth of sharia-based BUMDes in Kalatiri Village

The factors that influence obstacles to the development of BUMDes in Kalatiri Village are:

1). Budget factor

The existence of BUMDes in implementing business programs, namely savings and loan units based on sharia, is usually not separated from funds. As a financial institution, the presence of capital is one of the drivers of life and development. Equity

resilience is the ability of business people not to experience setbacks. The existence of BUMDe in the Kalatiri community is an alternative for developing the community's economic life.

Based on data from interviews with the Director of BUMDes Kalatiri, it can be concluded that this BUMDes in managing USP in Kalatiri still has obstacles due to the lack of capital it has. So the obstacles to implementation in managing village potential are that BUMDes cannot really develop due to lack of capital.

2. Human Resources factors

The Kalatiri village government develops the village according to its potential. So that the existence of the Kalatiri BUMDes here is used as a tool to increase economic growth through the involvement of the Kalatiri community in joining the management. Community involvement in the BUMDes program limits business development.

The characteristics of the Kalatiri BUMDes business program are focused on savings and loan businesses, and the level of results from this business is low because village administrators and officials use the program to further improve community welfare.

The following is the researcher's interview with the director of BUMDes, namely Senda, regarding the factors that hinder the lack of human resources in the administrative sector:

“The existence of BUMDes has not been able to provide maximum economic growth for the community. Due to the lack of human resources and sustainable management as well as active community participation in society.”

Based on an interview from Senda as Director of BUMdes, it can be concluded that due to the lack of Human Resources, BUMDes in Kalatiri Village has not been able to compete and it is difficult to accelerate the economic improvement of Kalatiri Village.

3. Technology

Researcher's interview with the Director of BUMDes, namely Senda, regarding one of the inhibiting factors in developing the economic growth of BUMDes in Kalatiri Village, namely:

“One of the external factors is technology. Nowadays technological progress has been rapid, I also often access news about BUMDes, many BUMDes in several places have used technology to advance transactions and bookkeeping, especially the online accounting system and now the Kalatiri BUMDes are still lagging behind. The main application for preparing financial reports still requires guidance and training”

Based on an interview with the director of BUMDes, it can be concluded that the inhibiting factor in the development process of BUMDes Kalatiri is the minimal use of technology, especially in preparing financial reports which are not yet very proficient.

b) Supporting factors in the development and economic growth of sharia-based BUMDes in Kalatiri Village

1. The government is committed to BUMDes

In developing BUMDes businesses for the welfare of the people in Kalatiri Village, proper and comprehensive handling is needed, so that BUMDes in Kalatiri Village can grow in the economic sector and be more focused, so that the Kalatiri village government is committed to providing funds to BUMDes for business development and prosperity. Kalatiri community.

In the statement of the Village Secretary, the results of research on the Kalatiri BUMDes are that this business, which was formed by the BUMDes government, can set the wheels in motion and stimulate the existing economy, especially for Kalatiri Village.

2. Availability of natural resource potential

Currently, the Village is now given the opportunity or opportunity to regulate the economic system in the Village. Law Number 6 of the Republic of Indonesia of 2014 concerning Villages. Villages currently have the opportunity or chance to manage their own villages and are also able to grow the economy in the village. There are various ways to grow village results and grow the village economy. One of them is by utilizing village assets as village potential. The village has wealth in the form of fertile land, clean water and abundant natural resources. Here, the main aim of BUMDEs is to manage the potential of this village as has been regulated in the form of land, ponds, springs or other natural resources. The existence of BUMDes itself has the objectives regulated in the Regulation of the Minister of Villages, Development of Disadvantaged Regions and Migration of the Republic of Indonesia Number 4 of 2015 concerning the Establishment, Management and Administration and Dissolution of Village-Owned Enterprises.

3. Opening job opportunities.

One of the factors for development in the Savings and Loans business unit is to help in the creation of new jobs. Based on interviews, this can help increase economic growth through this sharia-based savings and loans business unit, by taking the Kalatiri community as administrators, which can help the community. to get additional work besides farming.

In this interview it can be concluded that this bumdes really helps village officials in improving the welfare of the community because it has opened up employment opportunities so that it can reduce the number of unemployed in the village and also.

4. Improving Community Business

As one of the supporting factors in efforts to improve the economy of the Kalatiri community through BUMDes in improving the business of the Kalatiri community as stated by Ikha as a resident of Kalatiri village:

“As a resident of Kalatiri village who has a business (stall) I am greatly helped by the existence of BUMDes because it can give me goods without spending capital and it gives me a lot of profit because the price

offered by BUMDes is lower, therefore I sell and the proceeds will be shared later. with 60%, 40%. 60% for BUMDes and 40% for me as manager (with mudharabah agreement) of the profit sharing system. Gave me credit capital of 2,000,000 and a banner (advertisement) then I sold the credit''

From the results of the interview, it can be concluded that BUMDes provides the community with assistance by providing goods without capital which will later be sold by those who own businesses (stalls), and the price offered by BUMDes really supports business owners because the price given is 40% cheaper than other market prices. This also helps people in the economy because they can buy rice at a cheaper price.

1. Kalatiri BUMDes Marketing Mix as a tool for village economic development and growth

The marketing mix or what is usually called the marketing mix is a tool that is continuously used by companies in marketing to achieve marketing objectives in the market, namely product, price, place, promotion.

A. Product

In BUMDes Kalatiri, with the marketing program, management and the people of Kalatiri demand that the products sold by the BUMDes Savings and Loans business unit in Kalatiri Village, namely Murabahah Products, be carried out in the post-harvest period with a period of 6 months. The way to pay arrears is that customers must pay all loans with margin and capital that month. Murabahah Products This product was quickly absorbed by the people of Kalatiri, even though there is still a lot of demand at any time. However, due to relatively low funds, it is limited to taking it. In this case, informing potential consumers is a priority for the residents of Kalatiri City.

B. Price

Price can also determine the success of a sales process. And also a number of applications and accompanying margins for DA Murabahah products to be sold by BUMDes Kalatiri. In this mix, one of the factors that is very important is also to influence marketing at the price level. BUMDes Kalatiri can also look for products that are the main priority for consumers or customers for a more developed business. So the price offered becomes a special criterion before deciding to buy a product or use the service. Prospective customers of this BUMDes savings and loan unit usually look at the prices sold on the market by BUMDes Kalatiri.

Table 4.6
Seasonal Loan Details

Name	Time period	Nominal
Ismail	Maximum 6 Months	Rp 15.540.000

Source: BUMDes Kalatiri Village

Illustrative example of a monthly loan:

Mr. Ismail borrowed Rp. 15,000,000, with a business selling tofu tempe using BUMDes Kalatiri products, namely Murabahah products, the time period taken is 6 months. The calculation is as follows: $\text{Loan amount} + \text{Margin} = \text{Rp. } 15,000,000 + 540,000 = \text{Rp. } 15,540,000 / 6 \text{ Months (lump payment)}$.

Based on the results of the interview, it can be concluded that BUMdes in Kalitiri village sells DA Murabahah products relatively lightly, as felt by several customers.

c. Place

This sharia-based savings and loan business unit does not yet have a place to set up its own office. However, if someone wants to apply for a loan, he will go straight to the house of the BUMDes secretary, a researcher and manager of the savings and loan business unit in RT 4, Kalatiri Village, a place that sells products that are very popular. It is important to need a strategic location to make it easier for customers to provide information about products. This is one of the strengths that supports the BUMDes Kalatiri Sharia business unit, sharia savings and loans unit in marketing its products because the Sharia Savings and Loans Division is located in a densely populated area.

d. Promotion

Promotional activities that are usually carried out by the Kalatiri BUMDes savings and loan business unit include activities that are very important for promotion on social media. Therefore, BUMDes Kalatiri is always active in various promotional activities. This activity by BUMDes Kalatiri also includes advertising. One of the benefits of advertising is the creation of banners and brochures which are shared on social media, and easy outreach is still done by word of mouth. This advertisement aims to introduce the BUMDes Kalatiri savings and loan business unit to the public. This is a way to get to know each other and apply for a loan easily. BUMDes for Kalatiri. Because sales promotion actions are expected to customers

CONCLUSION

Based on the results of the implementation of the BUMDes Kalatiri research, there are several things that can be put forward as conclusions in this research, namely:

1. In its implementation, BUMDes Kalatiri has been running well starting from the initial procedures, Business Survey and guarantees, Approval of the ceiling application. Until a credit agreement is carried out which is carried out according to sharia. Starting from the wakalah contract where the customer is represented by BUMDes Kalatiri which is included in the Murabahah contract, a statement letter, a letter of agreement from husband and wife, a list of attendance included by the witnesses. Photo of the contract at the time of disbursement and the receipt and disbursement note which have been detailed by BUMDes and approved by the customer and partner.
2. In running the BUMDes Kalatiri business or program, one cannot escape the obstacles and challenges that occur in the sharia-based BUMDes Kalatiri savings and loan business, which is one of the biggest obstacles to running this savings and loan business unit.

3. BUMDes Kalatiri Business in carrying out business for development and growth so that BUMDes Kalatiri is more advanced, this BUMDes Kalatiri implements Markatig Mix with 4Ps (Place, Promotion, Produce, Price) so that there will be more business and will be known by the community, especially the people of Kalatiri Village.

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