

Reconstruction Of Profit Sharing Scheme And Cooperation Model Between Sharia Rural Bank And Zakat Management Organization For Micro Enterprises Financing In Indonesia

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Abstract: This study aims to analyze the problem of profit sharing system implemented by Sharia Rural Bank (SRB) to finance small and medium scale businesses and the solution as well as the reconstruction of profit sharing financing models and cooperation models between SRB and zakat management organizations. Zakat Management Organizations (ZMO) can provide assistance in the form of ZIS distribution and provision of revolving financing to Micro, Small and Medium Enterprises (MSME). ZMO can also provide financial guarantee assistance or provide assistance with debt financing settlement that cannot be paid by MSME. Then, SRB can distribute their profits to ZMO and even MSME who obtain profits can pay zakat on business profits to ZMO. Then this collaboration model will create mutualist symbiosis.

Index Terms: Sharia Rural Bank, Zakat Management Organization, Revenue Sharing System

1. INTRODUCTION

Hartono and Hartomo (2014) stated that Micro Small and Medium Enterprises (MSME) are business groups that have the most significant role in the national economy which is mostly engaged in the informal sector. Referring to the old data submitted by the Minister of Cooperatives and MSME at the plenary session of the Indonesian Association of Bachelor of Economics (ISEI) shows that the number of MSME in 2009 reached 51.257 million units from a total of 51.261 million business units. This means that MSME contribute 99.99% of all business operators. when viewed from the contribution of Gross Domestic Revenue (GDP) reached 55.56% of national GDP, with the number of workers involved up to 90.9 million people or equivalent to 97.04% of the total workers. If we look at the data in 2017, the number of MSMEs has increased to 62.9 million units and is able to absorb around 107.2 million workers (89.2%), Small Businesses 5.7 million (4.74%), and Medium Enterprises 3.73 million (3.11%). compared to large businesses that are only able to absorb a workforce of 3.58 million people, the combined percentage of MSME is able to touch the figure of 97% of the national workforce (Indonesian MSME Portal). This condition shows that the existences of MSME are very vital in supporting the national economy in Indonesia.

But on the other hand, the Central Statistics Agency (BPS, 2005-2007) and APEC (2006) also showed a number of problems faced by MSME namely, first, the weak access to productive resources which ranged from 0.13%, secondly, the low quality of human resources with 64% of them having an elementary school education, third, MSME productivity is still low which is around 56% of national productivity, and fourth, MSME competitiveness is still low only 3.5 from the maximum value of 10. Referring to the first problem faced by MSME

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about their inability to access productive resources, it can be understood that this is closely related to capital problems as confirmed by Hartono and Hartomo (2014) which states that the low capital of both working capital and investment capital is the main problem faced by MSME. Sharia Rural Bank (SRB) is aimed at financing micro, small and medium enterprises (MSME). The development of financing carried out by SRB for MSMEs from 2007 to 2018 showed an upward growth. The following table is the amount of MSME financing at SRB in Indonesia. table. Number of MSME Financing at SRB in Indonesia in 2007-2018

Year	MSME (in Rupiahs)
2007	575.028.000.000
2008	657.359.000.000
2009	833.076.000.000
2010	1.115.962.000.000
2011	1.547.205.000.000
2012	2.080.094.000.000
2013	2.620.263.000.000
2014	3.005.858.000.000
2015	3.377.987.000.000
2016	3.570.606.000.000
2017	3.767.877.000.000
2018	4.086.485.000.000

Source: Statistics of Sharia Rural Bank 2007-2018 (OJK) In developing MSMEs in Indonesia, intelligent solutions are needed to assist them in providing financing. in connection with these problems, it is necessary to handle more seriously from the government, in this case represented by the Financial Services Authority (OJK) to solve the problem of financing or capital for MSME. At present, OJK has been intensively implementing an inclusive financial policy which was introduced since 2010 in the form of financial deepening services aimed at the public (in the bottom pyramid) to utilize formal financial products and services such as safe money-saving facilities, conducting transfer activities, saving money, as well as loans and insurance (Rifa'i, 2017). It is expected that with this inclusive financial policy the role of the SRB will be very significant in reaching financing access to villages where most MSME are located and operating. Quoting from Kabbisnis.com that during 2018, banking performance in East

Java in general showed positive growth, especially sharia banking. The growth of the Islamic People's Financing Bank (SRB) in East Java is in line with the economic growth of East Java above the national average. The head of the 4th Regional Financial Services Authority (OJK) of East Java, Heru Cahyono said that the financial services sector in East Java showed a positive trend, this was seen from an increase in the banking business volume by 6.28% (yoy), which was supported by the growth of Third Party Funds (DPK) 7.82%, and 10.68% credit. This condition shows that in 2018 the performance of the SRB has increased in line with the growing public or customer confidence due to the quite good performance of Islamic banks. SRB have a big chance to expand by identifying that competition in the world of SRB will be more complex, or on the other hand SRB must have a superior business strategy and have a unique attraction for the community, so the people are interested in having products from the SRB. However, it needs to be a focus for us, researchers and the public regarding the sharia principles imposed by the SRB, what about the security of the SRB as well as the pattern of services provided by the SRB whether it is in accordance with sharia principles established by the Sharia Standards Board. Other institutions regarded capable of providing financing to MSME besides SRB are the Zakat Management Organization (ZMO). Based on 2017 national zakat statistics, it is known that the collection value of zakat by ZMO is Rp. 6,224,371,269,471, - with the value of distribution to parties entitled to receive Rp. 4,860,155,324,445, - so the effectiveness of absorption is reaching 78.08 % (National Amil Zakat Agency, 2018). With the amount of zakat distribution reaching more than 4 trillion rupiahs, this certainly provides a breath of fresh air for MSME to expand access to capital. As Kashoogie's statement (2015) which mentions zakat as a syariah instrument that can be optimized to support the national economy. One of the zakat models that can be exploited by MSME is productive zakat. Some researchers conducted by Habibi (2016), Wulansari and Setiawan (2014) and Putri and Prahesti (2017) provide similar conclusions that the empowerment of productive zakat has a positive and significant influence on the performance of MSME. Based on the previous explanation, an interesting idea can be drawn, how to synergize the role of SRB and ZMO in providing financing to MSMEs, including the concept of profit sharing and reconstruction of the financing model.

Research Issues

1. What is the problem with the profit sharing system implemented by Sharia Rural Bank to finance MSMEs and the solutions
2. How is the reconstruction of the profit sharing financing model and the cooperation model between Sharia Rural Bank and the Zakat Management Organization

2 LITERATURE REVIEW

2.1 Shariah Enterprise Theory

SET is a theory developed from stakeholder theory using the perspective of Islamic sharia (Triyuwono, 2006). In other words, SET is the result of a reconstruction of a theory that has been internalized with Islamic values that seek to understand that the basic actions in human relations with humans, humans with nature and other objects that do not deny the human relationship with His God. In SET, Allah is the

main source, because He is the one and absolute owner. Because the resources possessed by Stakeholders are basically a mandate from Allah in which there is a responsibility to use them in the manner and purpose set by God the Giver of Trust. The second stakeholder group from the SET is humans. In this case, it is divided into two groups, namely direct-stakeholders and indirect-stakeholders. Direct-stakeholders are those who directly contribute to the company, both in the form of financial and non-financial contributions. They are donors and employees. Meanwhile, what is meant by indirect-stakeholders are those who do not contribute to the company (either financially or non-financially), but in shari'a they are the parties who have the right to obtain welfare from the company. The final stakeholder group of the SET is nature, the party that contributes to the sustainability of the company as well as God and humans (Hermawan and Rini, 2016).

2.2 Sharia Rural Bank (SRB)

In accordance with Bank Indonesia Regulation (PBI) Number 11/23 / PBI / 2009, it is stated that the SRB is established as an institution that can provide simple, easy and fast services to the people, especially micro, small and medium entrepreneurs who live in rural and urban areas which cannot be reached and served by commercial banks. In short, SRB does not provide services in payment traffic but acts as a financial intermediary institution like syaria banks in general (Pramana and Indrarini, 2017). Thus the role of the SRB becomes very vital to support the provision of access to capital for remote villages. It is known that SRB is oriented to Islamic financing by providing money or capital to other parties in accordance with mutual agreement with the obligation to return the money within a certain period based on the principle of compensation or profit sharing (Adnan and Purwoko, 2013). As the concept of high risk high return investment, SRB also faces a significant risk associated with low returns. Karim (2004) states there are three main risks faced by Islamic banks including SRB, first there are business risks that exist in the business, and other negative factors such as strikes, legal and financing restructuring. Second, shrinking risk is an extraordinary scale business risk, and third, the risk of poor customer character that raises the potential for losses due to negligence or other intentional violations. Therefore, SRB are required to be able to manage the risks they face through a good risk management approach.

2.2 Zakat Management Organization (ZMO)

In Indonesia the zakat management organization is in accordance with Presidential Decree No. 8 of 2001 managed by the National Amil Zakat Agency (BAZNAS). Refer to Law No. 23 of 2013 stated that Zakat Management Organization (ZMO) is an organization whose task is to manage zakat funds from the public. ZMO can also be considered as an intermediary agency for collecting zakat funds from muzaki (zakat providers) and distributing them to mustahik (zakat recipients) (Fadilah, Lesatari and Rosdiana, 2017). Citing the views Bastian (2015) about the characteristics of public organizations, there are similarities with the objectives and activities of ZMO which focuses on the management of public funds in the form of zakat to be distributed back to those who need in order to improve the welfare of society in general. In the Zakat Management Organization Guidelines (2013) it is stated that ZMO is divided into two. First, BAZNAS is an ZMO institution formed and managed directly by the government

and the second, the Amil Zakat Institution (LAZ) which is a legal entity zakat management organization and was formed fully on the initiative of the community after receiving a recommendation from BAZNAS. Because of the vital role of the ZMO for the community, the management of these institutions must be independent, neutral, not politicized (practical), and non-discriminatory. Thus ZMO managers must have a new paradigm that works on ZMO institution is a noble profession that demanded professional life.

2.3 Micro small and Medium Enterprises (MSME)

In accordance with Law No. 20 of 2008 concerning Micro, Small and Medium Enterprises (MSME) states that micro businesses are productive businesses owned by individuals and / or individual business entities whose capital ownership is a maximum of 50 million rupiahs and their turnover reaches 300 million. A small business is independent economic activities undertaken by individuals or business entities that are not subsidiaries or branch companies that are owned, controlled, or become a part either directly or indirectly of medium businesses or large businesses that meet the criteria maximum capital of 500 million rupiahs with a maximum turnover of 2.5 billion rupiahs. Then, a medium-sized business is a productive economic business that stands alone, which is carried out by an individual or business entity that is not a subsidiary or branch of a company that is owned, controlled, or becomes a direct or indirect part of a small business or large business with a net worth a maximum of 10 billion rupiah or annual sales of 50 billion rupiah. This business grouping policy as stated (Partomo and Soejoedono, 2004) has several strategic objectives. They are: a) to analyze what is associated with scientific development, b) to determine government policies, c) to convince capital owners or entrepreneurs about the position of the company, and d) to consider certain entities relating to company performance. This government policy is expected to be able to encourage the role of MSMEs to be more optimal in empowering the community as the results of research conducted in other countries such as Malaysia (Madanchian et al, 2015).

2.3 Mudharaba Scheme

The origin of the word mudharaba is dharb which means to travel or walk, so Az-Zuhayli (2007) emphasizes the meaning of mudharaba as an activity to travel on earth. Implicitly, the word dha-ra-ba which is the basic word of mudharaba is mentioned in the Qur'an 58 times (Saeed, 2008). Sabiq (1977) explained that mudharaba is a contract between the two parties where one party issues some money to be traded on condition that the profit is divided in accordance with the agreement. Referring to the DSN-MUI fatwa no. 07 / DSNMUI / IV / 2000 mudharaba is one form of muamalah in the form of a profit sharing agreement between the owner of the fund (shahibul maal) and the fund manager (mudharib) to carry out business activities. The owner of the fund will contribute fully with regard to equity participation while the fund manager is obliged to donate his energy, time and thoughts to develop a mutually agreed business. The determination of profit divided by the ratio (ratio) agreed upon by both parties, and in case of losses caused by misconduct, Negligence and violation by the fund manager, it will be borne by the owner of the funds (Salman, 2017). According to Nurhayati and Wasilah (2015) and Salman (2017) there are two basic principles in profit sharing in this mudharaba agreement. First, the owner of the

fund is not allowed to ask for a certain amount of the profits because this can lead to usury in the form of excess or rewards without any justifying factors that are justified by the Shari'a. Second, the measurement of the agreed profit amount must not use the projected value but rather the profit realization value based on the business performance report made by the fund manager (mudarib) to the owner of the fund (shahibul maal). In addition, as an effort to maintain the harmonization of relations between the two sides, it is permissible for the owner of the fund to ask security for the capital transferred in the contract if in the future the fund manager is in default (denial) of mudaraba agreement. The following is an overview of the mudharaba scheme (see figure 1) (Salman, 2017)

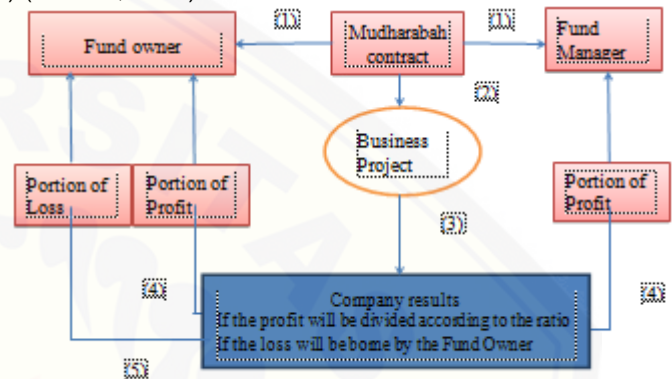


Figure 1 Mudharabah Scheme

2.4 Musyaraka scheme

Musyaraka or syirkah according to language means al ikhtilath which means mixing. The meaning of mixing is someone mixing his wealth with other people's property so that it is impossible to distinguish (Suhendi, 2010). This statement is in line with the fuqaha Sabiq (1977) which states that syirkah means a contract between two people who are united on the principal assets (capital) and profits. A clearer definition of the musyaraka contract is presented by the National Syariah Council of the Indonesian Ulama Council and DSAK IAI (2017), which is a collaboration agreement between two or more parties for a particular business, where each party contributes funds provided that the profits are divided based on the agreement while the losses are based on a portion fund contributions are either cash or non-cash in accordance with syariah. The parties who carry out the musyaraka agreement are called partners. Together the partners provide funds to finance certain businesses that are in accordance with the syari'a whether they are new or are already running (Salman, 2017). Furthermore, one of the partners can return the funds and share the agreed upon results in stages or at the same time to the other partners. The investments made as syirkah capital can be in the form of cash assets, cash equivalents or non-cash assets. However, if one partner contributes more than other partners, it is possible for that partner to get a greater profit from the portion of the funds or other forms of additional benefits. In the context of Islamic banking, the concept of profit loss sharing developed by the musyaraka contract is a special feature and differentiator between Islamic banking activities and conventional banking. The nature of joint responsibility for profits and losses can be an attractive factor for customers making transactions in syari'a contracts. Musyaraka contract can be applied in a variety of productive

and consumptive financing products for the purpose of working capital, investment and consumption (Otoritas Jasa Keuangan, 2016). The following is an overview of the musyarakah contract scheme (see figure 2) (Nurhayati and Wasilah, 2015)

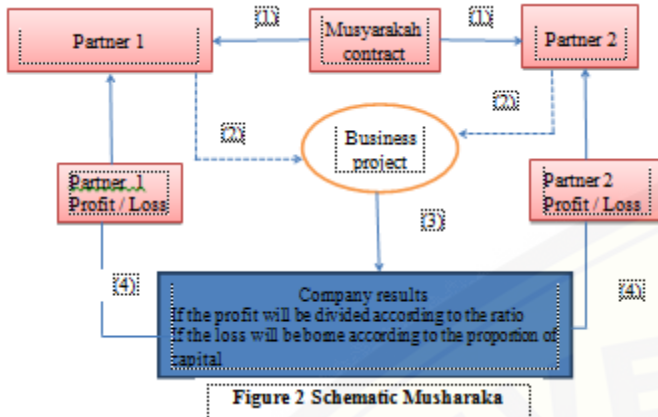


Figure 2 Schematic Musharaka

3 METHODOLOGY

This study uses qualitative research methods with a multicase study approach and constructive approach. The multicase study approach was used because the analysis unit consisted of a number of MSMEs and SRB spread across several districts in East Java. This is done so that observations are more spread out, more comprehensive analysis and research results can be applied to many research objects so that they can meet the transferability of the results of a study. Besides the transferability test, this study also uses the credibility test, the dependability test and the confirmability test. The constructive approach is used in research in order to produce a new model / new form of cooperation between Sharia Rural Bank and the zakat management organization in providing financing for profit sharing systems to MSMEs. Data analysis techniques in this study used the Miles and Huberman method which consisted of: (a) data collection, (b) data reduction, (c) data presentation and, (d) verification / conclusion drawing.

4 RESULTS AND DISCUSSION

Profit Sharing System Problems at Sharia Rural Bank Problems with profit sharing system financing for MSME faced by SRB include; (a) generally small businesses do not have financial reports, (b) MSME financial reporting is prepared manually, (c) MSME income statements are less transparent, (d) MSME income statements are less accountable, (e) customers lack understanding of the profit sharing system, (f) character of customers is not good (g) manipulation of business results, (h) use of funds is not suitable for allotment, (i) late payment , (j) limited education of MSME, (k) difficulty in calculating profit sharing, (l) in general MSME still lack understanding of revenue sharing schemes, (m) businesses have a high risk, (n) do not meet the provisions in the financing contract (o) default, due to side streaming , (p) MSME do not control the running business, (j) if a loss is reported as a loss, if getting the profit tends to move to another bank because the expectation of equivalent margin is higher in the Islamic bank, (k) lacks discipline in carrying out the agreement and (l) Some financing is used for consumptive purposes Problem Solution for Profit Sharing System The following are several things that need to be done by SRB management in improving the profit sharing scheme financing for MSME in order to improve its performance:

- a) provide education about the financing of revenue sharing patterns;
- b) transparency of transparent profit sharing calculation system;
- c) monitoring the profit sharing scheme financing;
- d) provide assistance to customers;
- e) dissemination of profit sharing systems to customers and prospective customers and the community
- f) assisting customers in preparing financial statements;
- g) hold periodic meetings with MSME.

Reconstruction of the Profit Sharing Funding Model at Sharia Rural Bank for MSME Based on the results of the analysis, the Sharia Rural Bank can provide financing with a profit sharing system financing model for MSME as shown below.

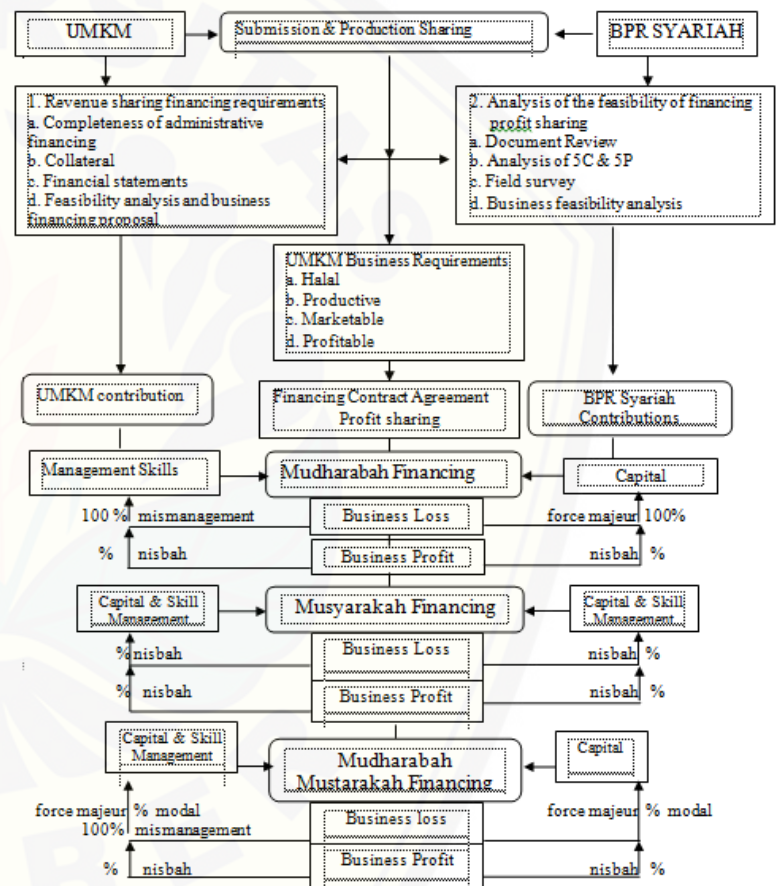


Figure 3. Reconstruction of Profit Sharing Funding Model for UMKM

Figure 3 explains that when MSME propose working / business capital financing to Sharia Rural Bank, the appropriate financing scheme is a profit sharing financing scheme consisting of: (a) mudharaba financing and (b) musyarakah financing. Other financing schemes that have never been implemented in Islamic banking, including SRB, are mudaraba mustarakah financing proposed by researchers in the reconstruction of the revenue sharing financing scheme. MSME that will be funded with profit sharing financing schemes must fulfill; (a) halal, (b) productive, (c) marketable and (d) profitable. To ensure that MSME businesses meet profit-sharing financing schemes, MSME must fulfill the terms of a financing contract including: (a) completing the financing

administration, (b) providing collateral, (c) being able to prepare financial reports and (d) attaching feasibility analysis proposals and business financing. As material for business feasibility analysis and financing, what must be done by SRB are: (a) reviewing documents, (b) analyzing 5C & 5P, (c) conducting field surveys and (d) conducting business and financing feasibility analysis. Sharia Rural Bank can approve the profit sharing financing contract with 3 alternative revenue sharing financing, namely (a) mudharaba financing, (b) musyaraka financing, and (c) mudharaba mustarakah financing. Mudharaba financing will be provided by Sharia Rural Bank to MSME if the MSME business type is new or new business development, it requires new capital and can be separated from other assets. Mudharaba financing is fully funded by Sharia Rural Bank. However, mudharaba financing is very risky for SRB because the needs of MSME business capital are 100% funded by SRB. Musyaraka financing will be provided by Sharia Rural Bank to MSME if MSME want to develop their businesses and the amount of MSME capital can be identified and can be calculated. In this financing, Sharia Rural Bank contributes to capital and participates in managing MSME businesses. The risk of musyaraka financing is smaller than mudharaba financing but is less flexible when SRB participate in the management of MSME businesses. The best alternative is mustarakah mudharaba financing which is a combination of mudharaba and musyaraka financing. In this scheme, MSME owners contribute venture capital and manage MSME businesses while Sharia Rural Banks only contribute capital. This financing has a lower risk compared to mudharaba financing and is more flexible compared to musyaraka financing. Considering the general problem of profit sharing scheme financing is MSME business owners are unable to prepare financial reports and limited business guarantees so, Sharia Rural Bank needs to collaborate with universities / government agencies and zakat management organizations as described in the following cooperation model picture. Model of Cooperation Between Sharia Rural Banks (SRB), Universities and Zakat Management Organizations Based on the results of the analysis, SRB should have collaborated with Universities / Government Agencies and Zakat Management Organizations in financing revenue sharing for MSME as shown in the following figure

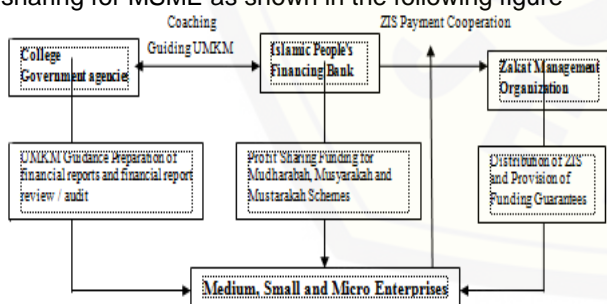


Figure 4. Model Cooperation Between BPR Syariah, Universities and Zakat Management Organization for Financing UMKM

Based on Figure 4 explains that Sharia Rural Bank needs to collaborate with universities / government agencies and zakat management organizations. Collaboration conducted by Sharia Rural Bank with universities / government institutions is in the form of fostering MSME and training MSME in preparing financial reports. If the owners of MSME apply for funding to the Sharia Rural Bank but the owners of MSME have not been

able to prepare financial reports, Sharia Rural Bank will ask universities / government agencies to train prospective client to rearrange the MSME financial reports. Another collaboration that can be done is the activity of reviewing or auditing financial statements at the time of filing a financing or after the MSME business is carried out. Another collaboration that can be carried out is a collaboration with zakat management organizations such as the District BAZNAS and other Amil Zakat Institutions. ZMO can provide assistance in the form of ZIS distribution and provision of revolving financing to MSME. ZMO can also provide financial guarantee assistance or provide assistance with debt financing settlement that cannot be paid by MSME. Furthermore, Sharia Rural Bank can distribute its profits to ZMO and even to MSME who got benefit, so MSME can pay zakat on ZMO's business profits. This collaboration model will create mutualist symbiosis.

CONCLUSION

Financing with the best profit sharing system is mudarabah mustarakah financing which is a combination of mudarabah and musharakah financing. In this scheme, MSME owners still contribute venture capital and manage MSME businesses while SRB only contribute capital. This financing has a lower risk compared to mudharaba financing and is more flexible compared to musyaraka financing. Considering the general problem of profit sharing scheme financing is that MSME business owners are unable to prepare financial reports and limited business guarantees, Sharia Rural Bank needs to collaborate with universities / government agencies and zakat management organizations as described in the following cooperation model. Sharia Rural Bank with zakat management organization. Zakat management organizations (ZMO) can provide assistance in the form of ZIS distribution and provision of revolving financing to MSME businesses. ZMO can also provide financial guarantee assistance or provide assistance with debt financing settlement that cannot be paid by MSME. Furthermore, Sharia Rural Bank can distribute its profits to ZMO and even MSME who obtain profits can pay zakat on business profits to ZMO. Then this collaboration model will create mutualist symbiosis.

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