

WORKING CAPITAL MANAGEMENT TRAINING FOR TAMBAK BASIRIH DUCK EGG AGENTS IN BANJARMASIN

Widyarfendhi, Sufi Jikrillah, Akhmad Supriyanto,
Muhammad Anugrah, Maisyarah

Lambung Mangkurat University

Email korespondensi: widyarfendhi@ulm.ac.id

ABSTRACT

This PKM partner is the UKM Duck Egg Agent Tambak Basirih located in Basirih Village, Banjarmasin City. The partner's problem is unstable access to raw materials used in business, so the aim of this community service is to minimize limitations in access to raw materials through good working capital management. The method used is to provide training and mentoring. The training focuses on increasing knowledge and literacy in financial management, especially working capital. Mentoring is also provided to ensure that the knowledge that has been obtained can be applied well. The application cannot be done instantly, so it needs assistance. The result of this activity is increased literacy in working capital management so that we can have sufficient funding to reduce the impact of unstable conditions in the supply of raw materials. Using applications also helps in managing working capital, and also has an effect on increasing sales and customer loyalty.

Keywords: duck eggs, working capital management, agent.

BACKGROUND

South Kalimantan has 186,000 hectares of swamp area, as well as 137,000 hectares of Rawa Lebak. This distinguishes the culinary culture of Banjar South Kalimantan which is distinguished by a diet that is "close" to nature and its surroundings. Topography like this is very suitable for the development of pond duck egg producing farming businesses. Apart from the increasing difficulty in getting quality seeds and natural food from laying ducks, this has resulted in an unstable supply of duck eggs at the Basirih pond duck egg agent. This condition can cause customers to choose to switch to competitors.

This duck, native to South Kalimantan, can lay eggs, which are usually called pond duck eggs by local residents. In general, Alabio duck eggs are quite popular, especially among the residents of South Kalimantan, where the selling value of duck eggs is higher than that of purebred chicken eggs (Sulaiman and Rahmatullah, 2018). This condition provides attractive entrepreneurial opportunities for the community.

Business success is the achievement of business goals by an entrepreneur through a sharp creative mind in identifying, following and utilizing technological changes and being able to use them proactively (Anggraeni, 2017). Apart from that, one way to achieve success in business competition is with

entrepreneurial motivation. Entrepreneurial motivation according to (Ratnawati and Kuswardani, 2010), is a condition that encourages, moves, and directs an individual's desire to carry out entrepreneurial activities independently, believe in themselves, be future-oriented, dare to take risks, be creative, and really appreciate the desire to innovate. Motivation encourages business actors or entrepreneurs to carry out innovative and creative business management and development activities (Ayu *et al.*, 2021).

The unstable supply of duck eggs coupled with limited working capital and knowledge about its management are factors that worsen the business conditions of Basirih pond duck egg agents. However, dependence on only one supplier and limited working capital management reduces the flexibility of business actors to be able to guarantee sufficient availability for their consumers.

The importance of proper working capital management is the main problem. By having sufficient working capital available, it will reduce the risk of shortages or limited supplies of raw materials (Rachman, 2018). In this way, it can serve consumer demand well which has an impact on business development from increasing profits generated. The resulting profits will certainly enable business actors to further improve the quality of their products through various product development innovations (Setyo Budi *et al.*, 2015).

This instability in supply conditions must of course be addressed wisely by duck egg agents. From a financial perspective, in conditions like this, working capital management becomes very important. How to get around the limited conditions of raw materials from suppliers, so that they can still meet consumer demand. Even with good working capital management, which can be done through partnership programs with suppliers, business constraints related to suppliers can be minimized. This training also seeks to find the best solutions both from the perspective of agents as business actors and their suppliers.

METHOD

The proposed approach that will be offered to overcome working capital management problems that can support the realization of this PKM program is training and mentoring aimed at increasing financial management literacy, especially working capital management among agents. Agents are expected to be able to run their business better through mastering theories linked to their experience while working in the business world, especially Basirih pond duck egg agents. The scope of this training includes:

1. Increased understanding of working capital.
2. Working capital management strategy.
3. Introduction of software to assist in working capital management.

RESULTS AND DISCUSSION

The training took place on Jalan Teluk Tiram Darat, West Banjarmasin District, Banjarmasin City, which is the home and office of the Tambak Basirih Duck Egg UKM. The training was held on Friday 6 October 2023 and was attended by 14 participants who were agency partners of Tambak Basirih Duck Egg UKM. The implementation lasted for 2 hours using learning media in the form of power point slides which had been prepared by the community service team.

The training was opened with a welcoming speech which was followed by the presentation of an illustration about the importance of working capital management. The first session lasted for one hour, where the sub-topic was Introduction to Working Capital Management, which discussed the meaning, components and importance of working capital. The next session explained working capital financing strategies, the role of cash, use of software, follow-up plans, and evaluation and closure of activities.

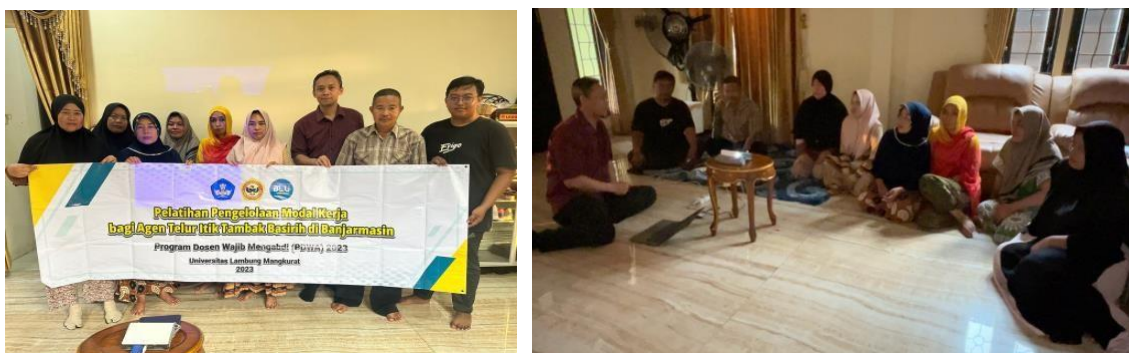


Figure 1 Situation during training

Results and Achievements

During the training, participants gain a better understanding of the importance of effective working capital management in running a business. Participants also learn about various strategies and tools that can be used to better manage working capital. Some of the results achieved during training are:

- Better understanding of working capital components and how to manage them effectively.
- Knowledge of various working capital financing strategies that can be implemented.
- An introduction to using software as a working capital management tool.
- Follow-up plan to apply learnings in business.

Participants gave positive feedback regarding this training. They felt that this training was very useful in developing their understanding of working capital management, and they felt better prepared to face financial challenges in their business.

SEMINAR NASIONAL LAHAN BASAH

"Ekosistem Mangrove dan Gambut: Peluang dan Tantangan dalam Pembangunan Rendah Karbon yang Berkelanjutan"
17-18 Oktober 2023
Banjarmasin

CONCLUSION

Working capital management training for Tambak Basirih Duck Egg agents is an important step in supporting business growth and success. With a better understanding of how to manage working capital effectively, business owners and managers can better face financial challenges and ensure the continuity of their businesses.

Implementation of suggestions from the results of this activity include; opening follow-up consultation sessions, ongoing support, follow-up plans, further training, measuring progress, developing business and networks, and carrying out periodic evaluations.

REFERENCE

- Anggraeni, N. M. D. 2017. Analisis Faktor – Faktor yang Mempengaruhi Keberhasilan Usaha Kecil dan Menengah pada Pengrajin Tenun Songket di Desa Jinengdalem Kecamatan Buleleng. *Jurnal Pendidikan Ekonomi Undiksha*, 9(1), 158. <https://doi.org/10.23887/jjpe.v9i1.20000>
- Ayu, D., Hartanti, S., Fadhli, K., Blonos, M. N. A., Wildan, M., and Putri, M. J. 2021. Pendampingan Pembuatan Alat Pendeteksi Embrio Telur Itik pada Kelompok Tani Meri Rejeki Desa Rejosopinggir Tembelang Jombang. *Pertanian: Jurnal Pengabdian Masyarakat*, 2(3), 137–143.
- Rachman, T. 2018. Analisis Pengaruh Kerja, Modal dan Bahan Baku terhadap Hasil Produksi Home Industri Telur Asin di Desa Kobonsari Kecamatan Candi Kabupaten Sidoarjo. *Angewandte Chemie International Edition*, 6(11), 951–952., 6, 10–27.
- Ratnawati, D., and Kuswardani, I. 2010. Kematangan Vokasional Dan Motivasi Berwirausaha Pada Siswa Sekolah Menengah Kejuruan (SMK). *Jurnal Psikohumanika*, (III) No, 1.
- Setyo Budi, E., Yektiningsih, E., and Priyanto, E. 2015. Profitabilitas Usaha Ternak Itik Petelur di Desa Kebonsari Kecamatan Candi, Sidoarjo. *AGRARIS: Journal of Agribusiness and Rural Development Research*, 1(1), 32–37. <https://doi.org/10.18196/agr.115>
- Sulaiman, A., and Rahmatullah, S. N. 2018. Karakteristik Eksterior, Produksi dan Kualitas Telur Itik Alabio (*Anas Platyrhynchos* Borneo) di Sentra Peternakan Itik Kalimantan Selatan. *Bioscientiae*, 8(2), 46–61. <https://doi.org/10.20527/b.v8i2.196>