ANALYSIS OF DIFFERENCE SMEs REVENUE BEFORE AND AFTER PEOPLE BUSINESS CREDIT PROGRAM (KUR) BANK BRI UNIT PARE

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ABSTRACT

Small Medium Enterprises (SMEs) have a very important role in the Indonesian economy which can be seen from the contribution of SMEs to gross domestic product, and the large number of SMEs business units scattered throughout Indonesia. Because these problems, the government provides facilities in the form of distribution of the People's Business Credit (KUR). The government took the initiative to establish the real sector. Under this program, SMEs can make loans with the guarantee borne by the government. To distribute them efficiently lending, the government appointed six government banks are BRI, BNI, BTN, Bank Mandiri, and Bank Bukopin as executor. People's Business Credit (KUR) is a program launched by the government in order to help SMEs productive and viable and bankable to have access to credit or financing from the Bank. To bridge the needs of SMEs in accessing banking, the government issued Presidential Decree No. 6 of 2007 on the Acceleration of Development of SMEs Sector and Empowerment. In this case researchers used descriptive quantitative research, Interest authors used a quantitative approach is trying more extensive research in how to interpret the data that has been analyzed and the results of the analysis associated with the theories that have been there for then drawn a conclusion. Quantitative analysis is to analyze the revenue of SMEs before and after KUR in Pare district with Z test analysis method.

Keywords: Credit, People’s Business Credit, Revenue, Small Medium Enterprises

INTRODUCTION

Small medium enterprises have an important role in economic development because of the level of labor absorption is relatively high and the need for capital investment is small. This made SMEs is not susceptible to a variety of external changes so that the development of the SMEs sector to support economic growth used to support long-term economic development of stable and sustainable. Low levels of investment and productivity, as well as low growth of new businesses in Indonesia need serious attention in the future in order to develop business micro and Small Medium Enterprises (SMEs) to the highly competitive business.

Bank Rakyat Indonesia (BRI) is committed to helping develop the Small Medium Enterprises (SMEs) and to improve the welfare of the community. One form of that commitment is the opening of the credit for business capital for SMEs and cooperatives, called the People's Business Credit (KUR). KUR is an alternative for SMEs and cooperatives to obtain capital.
KUR is a credit / financing for working capital and or investment specific to the Small Medium Enterprises (SMEs) and Cooperatives in the field of productive and decent (feasible), but have limitations in meeting the requirements set Banking (bankable). KUR program objectives is to accelerate the development of economic activities in the real sector in the context of prevention and alleviation of poverty and the expansion of employment opportunities.

Capitalization is one of the fundamental problems faced by SMEs with limited access to sources of financing of the banking financial institutions. Capital constraints will affect the performance of SMEs is a decreased ability to produce goods and services effectively, decreasing the amount of labor that led to the business scope is limited, revenues to be low because there are no items for sale, and production efficiency are not going well so high production costs. (Wijino, 2005; Maratis, 2014).

LITERATUR REVIEW

CREDIT

Credit comes from the Latin creditur which means belief or truth. And this became the basis of that person in the future fulfill everything that was promised in advance, the trust also then given money or goods on condition that the receipt will return within the time specified. The payback period of the money will come raises the risks associated with the use of money or goods. Thus arose the characteristics of additional money which is used commonly called the loan. If the credit is a risk, this is what determines the money lent will generate interest and risk. With the backdrop of the risks as well as their economic development and the condition of the dynamic community, then the credit is one object of business where lending is willing to provide money or goods and the borrower is willing to give interest on loans received by the broader definition of credit could be interpreted as providing an achievement at a time specific to the agreement to be returned in the form of contra, later accompanied by gains in lieu of a risk because of money or goods that have economic value.

Definition of credit by Muljono (2001) is: "The ability to carry or hold a loan with a promise of payment will be suspended on an agreed period". According to the banking law (UU Perbankan) number 10 of 1998, the credit is: "The provision of money or bills can be equated with it, based on agreements borrowing and lending between banks and other parties who require the borrower to pay off debt after a certain period of time with interest"

The Elements Of Credits

According Judisseno (2003) the elements in the definition of credit include:

a. Trust: A wealth of lenders that feat given will really receipt back at a certain moment in the future.

b. Timing: that between an accomplishment and returns are limited by a certain time where the time element is contained understanding with the ratio of money now is worth less than the money in the future.

c. Degree of risk: Where providers will pose a level of risk. Risks arising for the giver of money or goods or services in the form of achievements have been off to others. Achievement award is one that can be money, goods or services. In the current credit growth is achievement in the lending is money.
Purpose Of Credit

"The purpose of the credit is to achieve profitability and safety elements of a credit" (Suyanto, 1997). Profitability is an advantage of the provision of credit in the form of interest received or to gain the credit of being taken advantage of the voting interest. While the definition of safety is that the achievement was given in cash, goods or services actually guaranteed returns or security of achievement or facilities provided should be completely assured that from profitability can be achieved.

Principles Of Credits

Before a credit facility granted it must be assured that the loans will actually return. Confidence is gained from the assessment of credit before the credit was disbursed. According to (Boy and Sonny, 2005), the credit assessment can be done in various ways to gain confidence about 5C, 5C where it serves to assess the ability of borrowers who use the credit application 5C.

Another opinion expressed by (Muljono, 2001) the basic principles of crediting No 6C, namely: Character, Capacity, Capital, Collateral, Conditions of economic, Constrain.

Credit Risk

Credit risk is the inability of customers to fulfill the obligation to pay back. Credit risk reflects the potential loss arising from the failure of the debtor to pay related or its counter party. Credit risk management practices are structured to apply the precautionary principle in the lending business, as well as to ensure the independence and integrity of the risk management process. One of the key factors in the credit risk management process is a clear separation between the units of credit and risk management, with clear guidelines regarding limits and authority over credit approval. Corporate and commercial debtors is analyzed individually by independent credit analysts and trained under the coordination of the Chief Risk Officer. Meanwhile, consumer credit and small business portfolio is managed based statistics using credit scoring models are made specifically.

PEOPLE BUSINESS CREDIT PROGRAM (KUR)

KUR is a credit / financing for working capital and or investment specific to the Small Medium Enterprises and Cooperatives in the field of productive and decent (feasible), but have limitations in meeting the requirements set Banking (bankable). Distribution of People's Business Credit (KUR) is regulated by the government through the Minister of Finance No. 135 / PMK.05 / 2008 on the People's Business Credit Guarantee Facility were amended by the Finance Minister Regulation No. 10 / PMK.05 / 2009. SMEs include:

Business Micro is a productive enterprise belonging to individuals entities that meet the following criteria : have a net worth of at most Rp.50.000.000, - (excluding land and buildings) or having annual sales Rp. 300,000,000, -

Small businesses are productive economic activities that stand alone, carried out by an individual or business entity that is not a subsidiary or branch of the company is not owned, controlled, or be a part either directly or indirectly from Medium Business or Large Business. The criterion is to have a net worth of more than Rp. 50,000,000, - until Rp. 500,000,000, - (excluding land and buildings) or have annual sales of more than Rp. 300,000,000, - until Rp. 2,500,000,000, -
**Medium Business** Enterprises productive economy is a stand alone, which is carried by an individual or business entity that is not subsidiaries or branches of companies owned, controlled, or be a part either directly or indirectly with Big Business. The criteria are: having a net worth of more than Rp. 500,000,000 -s / d Rp. 10,000,000,000,- (excluding land and buildings) or have an annual sales turnover of more than Rp.2,500,000,000, - until Rp. 50,000,000,000, -

**Cooperatives** are business entities whose members are a cooperative or a legal entity with the bases its activities based on the principle of cooperation as well as people’s economic movement based on family principles.

**REVENUE**

Revenue is one of the objectives of the establishment of a business. With the revenue that means a business is still running and eligible to be maintained even though there are still some things other than revenue that can be considered to carry on a business. By paying attention to the amount of revenue, will be known whether a business profit or lost money.

According to M. Munandar (1996) Revenue a gain assets that increase the equity owners, but not due to the increase of new capital from its owners nor represents an asset due to the increase in liabilities. This definition makes clear that an increase assets can be called if the revenue increase came from contra assets achievements received by the company for services provided to other parties. Furthermore, the increase or an increase in assets will result in an increase in equity owners.

In the analysis of Microeconomics, according (Sadono Sukirno, 2002) Revenue entrepreneurs an advantage. In the activities of the company, Revenue is determined by reducing the various costs of the proceeds obtained. The term is used when dealing with a revenue stream of revenue pasa a given period are derived from the supply of factors of production (natural resources, labor and capital) are each in the form of rent, wages and interest, respectively

**Sources of Revenue**

According to Boediono (2002) a person's revenue is determined by the number of factors of production which he had sourced on the results of his savings in the years past and heritage (administration), and the price per unit of each of the factors of production. Supply and demand of each production is determined by different factors, namely:

1. **Supply and Demand Land**
   Land and wealth in it had considered bidding will not grow again.

2. **Supply and Demand of Capital**
   Capital has bid more elastic because from time to time members of the community to set aside part of their revenue for savings (saving) and then the production sector will use the savings fund to be used in new plants, such as buying machinery is investment.

3. **Supply and Demand of Labor**
   Labor has the deals tend to continue to increase (population growth) so there is a tendency for wage decreases.
Micro Finance Institution

To encourage micro and small medium enterprises is very aware that the capital is not the only solution, but the availability of capital is vital to reach it. To answer the problem of limited capital and with government fiscal capacity diminishing, it is necessary to further optimize the potential of financial institutions which can be an alternative source of funding for the community. One of the financial institutions that can be exploited and encouraged to finance the activities of the rural economy that the majority of businesses included in the micro segment of the population is Micro Finance Institutions (LKM). Therefore, the presence of Micro finance Institutions felt able to meet the financing for small and medium enterprises.

According to Marguerite S. Robinson (2002) Microfinance ss a small-scale financial services, especially credit and deposit that provided for those engaged in agriculture, fisheries or farms who manage micro and small medium enterprises which include production, recycling, repair or trade

Type of Mikro Finance Institution

Types of micro finance institutions in Indonesia is divided into three, formal, semi-formal and non-formal. The definition of formal is regulated and supervised directly by Bank Indonesia. Examples is : BRI, Bank Danamon, Bank Mandiri, and Bank Bukopin.

Next is semi-formal. Semi formal is an institution whose establishment and operation of institutions regulated by banking regulators, but supervision carried out independently or outside of the banking regulator. Examples is pawnshops.

Non-formal. This type of financial institution does not have a framework or a clear legal basis. Examples of non-formal institutions are credit cooperatives, financial cooperatives and credit unions. Institutions is a very important influence on the provision of financial services to the lower middle class.

RESEARCH METHODOLOGY

The study was conducted in the District Pare, Kediri by focusing on sector Micro and Small Medium Enterprises (SMEs) who get KUR from BRI Unit Pare. BRI chosen because many micro and small medium enterprise that borrow credit through the KUR program at BRI for their growth.

This type of research used by the writer is descriptive quantitative. In this method, the analysis is done to generate reports more extensive research in how to interpret the data that has been analyzed and the results of the analysis associated with the theories that have been there for then drawn a conclusion. Quantitative analysis is to analyze the revenue of SMEs with Z test analysis method.

The population in this study is SMEs in the district Pare who received KUR BRI which is 57 SMEs. The method that used is census where all the data is actual and investigated one by one as a sample using observation, interview, and documentation. In this study the variables used is revenue. Variable revenue measured by the indicators of the number of products sold, the price of the goods and the amount of spending.

Method of Analysis

Data analysis technique used is the rank statistical test Wilcoxon. Use different non-parametric test with Wilcoxon method aims to determine differences SMEs
The number of customers in the micro KUR BRI Unit Pare based Reports 003 MIR - Laporan Perkembangan Unit (LPU) is 57 peoples/SMEs. Various types of business customers, such as pracangan store, grocery store, food stalls, cakes stalls, bakso, selling vegetables and others.

**DISCUSSION**

**Description of SMEs in Pare**

The number of customers in the micro KUR BRI Unit Pare based Reports 003 MIR - Laporan Perkembangan Unit (LPU) is 57 peoples/SMEs. Various types of business customers, such as pracangan store, grocery store, food stalls, cakes stalls, bakso, selling vegetables and others.

**Summary of Data KUR BRI Pare per May 2016**

<table>
<thead>
<tr>
<th>No</th>
<th>SMEs</th>
<th>Type of Business</th>
<th>Revenue Before KUR / Month</th>
<th>Revenue After KUR / Month</th>
<th>KUR Allotment</th>
<th>N o</th>
<th>SMEs</th>
<th>Type of Business</th>
<th>Revenue Before KUR / Month</th>
<th>Revenue After KUR / Month</th>
<th>KUR Allotment</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Pecel Bu Seti</td>
<td>Warung Pecel</td>
<td>15.000.00</td>
<td>15.100.00</td>
<td>added capital</td>
<td>29</td>
<td>Tolo Ida Koe</td>
<td>Cookies stall</td>
<td>8.750.000</td>
<td>8.850.000</td>
<td>buy donut machine</td>
</tr>
<tr>
<td>2</td>
<td>Soto Pak Sani</td>
<td>Warung Soto</td>
<td>17.500.00</td>
<td>17.000.00</td>
<td>buy new bike</td>
<td>30</td>
<td>Cak Gun Cholok</td>
<td>Sell meatball</td>
<td>7.500.000</td>
<td>7.560.000</td>
<td>buy a new bike</td>
</tr>
<tr>
<td>3</td>
<td>Toko Kashi Bu</td>
<td>Sembako stall</td>
<td>75.000.00</td>
<td>76.000.00</td>
<td>added capital</td>
<td>31</td>
<td>Warung Be Lix</td>
<td>Warung makan mertik peder</td>
<td>11.250.000</td>
<td>10.250.000</td>
<td>pay tuition</td>
</tr>
<tr>
<td>4</td>
<td>Mlijo Mak Yoh</td>
<td>Sell vegetables</td>
<td>10.000.00</td>
<td>12.000.00</td>
<td>added capital</td>
<td>32</td>
<td>Bakso Arief</td>
<td>Depot Bakso Sapi</td>
<td>15.000.000</td>
<td>15.600.000</td>
<td>added capital</td>
</tr>
<tr>
<td>5</td>
<td>Yanto Sayur</td>
<td>Sell vegetables</td>
<td>25.000.00</td>
<td>25.200.00</td>
<td>buy a new cart</td>
<td>33</td>
<td>Bu Sumi Kripik</td>
<td>Production of cassava chips</td>
<td>7.500.000</td>
<td>7.530.000</td>
<td>pay tuition</td>
</tr>
<tr>
<td>6</td>
<td>Warung Be Siti</td>
<td>Warung Be Siti</td>
<td>12.500.00</td>
<td>11.500.00</td>
<td>repair stall</td>
<td>34</td>
<td>Pak No Gedang</td>
<td>Sell bananas</td>
<td>4.250.000</td>
<td>4.250.000</td>
<td>repair the house</td>
</tr>
<tr>
<td>7</td>
<td>Er Campur Ward</td>
<td>Sell rice campur</td>
<td>7.500.000</td>
<td>7.100.000</td>
<td>pay tuition</td>
<td>35</td>
<td>Pecel Suci</td>
<td>Warung pecel</td>
<td>5.000.000</td>
<td>4.900.000</td>
<td>repair the stall</td>
</tr>
<tr>
<td>8</td>
<td>Kue Basah Eddy</td>
<td>Sell kue basah in the market</td>
<td>12.500.00</td>
<td>12.300.00</td>
<td>pay rent</td>
<td>36</td>
<td>Goreangan Sula</td>
<td>Sell fried</td>
<td>8.750.000</td>
<td>8.650.000</td>
<td>repair the stall</td>
</tr>
<tr>
<td>9</td>
<td>Bas Segar Sugeng</td>
<td>Sell linen segar in the market</td>
<td>50.000.00</td>
<td>50.290.00</td>
<td>added capital</td>
<td>37</td>
<td>Pracangan Siti</td>
<td>Mlijo</td>
<td>17.500.000</td>
<td>17.900.000</td>
<td>added capital</td>
</tr>
<tr>
<td>10</td>
<td>pecel Indah</td>
<td>Warung pecel</td>
<td>11.250.00</td>
<td>12.150.00</td>
<td>added capital</td>
<td>38</td>
<td>Tahu Sita Jono</td>
<td>Sell tahu sira</td>
<td>10.000.000</td>
<td>10.800.000</td>
<td>buy a new steam-roller</td>
</tr>
<tr>
<td>11</td>
<td>Warung Be Dewi</td>
<td>Warung Be makan</td>
<td>6.250.000</td>
<td>6.010.000</td>
<td>credit bike</td>
<td>39</td>
<td>Toto Siti</td>
<td>Sell hard fried</td>
<td>6.875.000</td>
<td>6.975.000</td>
<td>added capital</td>
</tr>
<tr>
<td>12</td>
<td>Nasi Sundal</td>
<td>Sell slip in the market</td>
<td>9.375.000</td>
<td>9.395.000</td>
<td>pay rent</td>
<td>40</td>
<td>Warung Buk Gik</td>
<td>Food stall</td>
<td>12.500.000</td>
<td>12.500.000</td>
<td>repair the house</td>
</tr>
</tbody>
</table>
Description of Allotment KUR

KUR BRI is grouped into three groups, namely for the needs of others, is used to add capital, to improve the place and business tools.

| Source: Data primer processes, 2016. |

Recapitulation of the table on the KUR client, it is known that all respondents have their own business and earn a daily basis with 25 working days of each month.

### Description of Allotment KUR Bank BRI

From the data collected through interviews with SMEs related to the allotment of KUR BRI, there are various kinds of use of KUR BRI. In addition to increase business capital, KUR BRI is also used to add business tools and repair businesses. Additionally, KUR BRI also be used for other purposes, for example to pay for tuition, home improvement, pay hospitals and so on. Here are presented the data on the allotment of KUR BRI grouped into three groups, namely for the needs of others, is used to add capital and to improve the place and business tools.

### Allotment of KUR Bank BRI

<table>
<thead>
<tr>
<th>Valid Item</th>
<th>Frequency</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other purpose</td>
<td>20</td>
<td>35.1</td>
</tr>
<tr>
<td>Adding Capital</td>
<td>16</td>
<td>28.1</td>
</tr>
<tr>
<td>Place and business equipment</td>
<td>21</td>
<td>36.8</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>57</strong></td>
<td><strong>100.0</strong></td>
</tr>
</tbody>
</table>

Source: Data primer processes, 2016.
From the table above shows that the majority of SMEs take advantage of KUR BRI to fix the place of business and purchasing new equipment to increase its business with 21 persons (36.8%). Improvements place of business in general is used to fix and pay the rent stalls (stalls). While purchasing new equipment such as fryers, mixer machines, dryers, and bike to the circumference.

Most SMEs are 20 people (35.1%) using the KUR BRI for other purposes such as paying school children or tuition fee, paid the hospital, buy a motor (which has nothing to do with the business), home repair and so on.

There are 16 people (28.1%) of SMEs actually use KUR BRI to increase business capital, for example, to increase the number (quantity) merchandise and increase the types of merchandise. From the above, it turns out the allotment of KUR BRI has not been fully used to improve business, but 35.1% still used for other purposes.

**Description of Revenue SMEs Before and After obtaining KUR BRI**

There are various businesses that occupied the respondents, and that most of the food and beverage stalls. In connection with the BRI KUR, there are some respondents whose revenue increases after obtaining KUR BRI, but there are also the same revenue after obtaining KUR BRI, some even declined earnings, as presented in the table below.

**Description of Respondents Decreased and Increased Revenue**

<table>
<thead>
<tr>
<th>After KUR – Before KUR</th>
<th>N</th>
<th>Percent</th>
<th>Mean Rank</th>
<th>Sum of Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Negative Ranks</td>
<td>18</td>
<td>31.58%</td>
<td>20.64</td>
<td>371.50</td>
</tr>
<tr>
<td>Positive Ranks</td>
<td>28</td>
<td>49.12%</td>
<td>25.34</td>
<td>709.50</td>
</tr>
<tr>
<td>Ties</td>
<td>11</td>
<td>19.30%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>57</td>
<td>100.0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

a. before KUR < after KUR  
b. before KUR > after KUR  
c. before KUR = after KUR  

Source : Data processes, 2016

From 57 respondents surveyed, there are 18 respondents (31.58%) whose revenue is lower after receive KUR BRI. There are 28 respondents (49.12%), which increased its revenue after receive KUR BRI and 11 respondents (19.30%) who have the same revenue, both before and after getting KUR BRI. From the description, suggests that the impact of KUR BRI can increase revenue respondents, had no impact (because of revenue before and after receiving KUR BRI same), even after getting KUR BRI revenue is decreasing. To determine whether there is actual revenue difference before and after getting KUR BRI, the necessary data analysis using the Wilcoxon test.

**Analysis Data**

Wilcoxon test used to determine differences in SMEs revenue before and after use of KUR BRI Unit Pare. Decision-making based on a comparison between the value
Asymp. Sig. (2-tailed) with a significance level used in the study Wilcoxon test result on the revenue variable can be seen in table:

Result of Z Test

<table>
<thead>
<tr>
<th></th>
<th>Sesudah.KUR - Sebelum. KUR</th>
<th>Z</th>
<th>Asymp. Sig. (2-tailed)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>-.1851</td>
<td>.064</td>
</tr>
</tbody>
</table>

a. Based on negative ranks.
b. Wilcoxon Signed Ranks Test

Source: Data processes, 2016

Based on Table, note that the variable revenue has Asymp level. Sig. (2-tailed) is greater than the significance level alpha of 0.05 (5%). This shows that the amount of revenue has not been a significant increase after use of KUR BRI, but only significance at level alpha of 0.10 (10%). This shows that there is no statistically significant revenue of SMEs in BRI Unit Pare after using KUR of BRI. Thus, H0 is accepted: There is no significant difference SME revenue before and after getting KUR BRI.

Discussion

From the analysis, it is known that there is no significant difference SME revenue before and after getting KUR from BRI, meaning SMEs relatively fixed revenue and even decrease after getting KUR. It can be seen from the number of respondents who have a fixed revenue amounting 19.30% (11 SMEs) from 57 SMEs surveyed and decreasing the percentage is even higher, reaching 31.58% (18 SMEs).

This fact raises the question, why KUR has not been able significantly to increase the revenue of SMEs? whereas the KUR program has been designed to facilitate the SMEs in developing the business, with interest rate 9% effective rate per year or the equivalent of 0.41% flat per month and is free of fees and administrative costs. According to the leadership of BRI Unit Pare, 57 SMEs are also never in arrears in monthly installments and smoothly.

Based from the description of the allotment KUR, fact that KUR BRI has not been fully used to improve business, but 35.1% still used for other purposes. Because it is not used to increase business capital, the revenue of SMEs have not improved or fixed at 19.30% even reduced revenue reached 31.58%.

So, it can be concluded that there is no difference SMEs revenue before and after obtaining KUR BRI, which is mostly due KUR BRI not be used to increase business capital but instead used for other needs. Related from the analysis above, it shall put forward some recommendations if it can be used as consideration for BRI Unit Pare in giving KUR.

SMEs revenue have not improved despite receiving KUR BRI, as the KUR largely used to increase business capital, but it is used to meet other needs, such as the cost of education, health and to meet other needs. KUR order right on target and actually used for additional working capital, BRI Unit Pare need to review the procedure for the provision of financing to SMEs, especially in the process of feasibility studies and
surveys. Feasibility and this survey to check the truth of the debtor's business in order KUR target.

In order for SMEs can increase revenue as expected, the necessary supervision and guidance of the BRI Unit Pare.

a. Supervision is done especially for monitoring of the use of KUR to fit the purpose, this can be done by performing periodic visits to SMEs and intensive communication.

b. Providing assistance on how to run a business, develop and handle management by means of discussion, give advice or a solution to overcome the problem of SMEs.

CONCLUSION

Through the results and discussion of the analysis of difference SMEs revenue before and after people business credit program (KUR) Bank BRI unit pare, it can be summed up as follows:

1. There is no significant difference SME revenue before and after getting KUR from BRI, It can be seen from the number of respondents, 18 respondents (31.58%) whose revenue is lower after receiving KUR BRI. There are 28 respondents (49.12%), which increased its revenue after receiving KUR BRI and 11 respondents (19.30%) who have the same revenue.

2. The SMEs revenue relatively fixed decrease even after getting KUR from Bank BRI, it is because some SMEs in Pare used KUR for other purposes.

3. The value of Asymp level. Sig. (2-tailed) .064 is greater than the significance level of alpha 0.05. It means that the amount of revenue has not been a significant increase after use of KUR BRI, but it significance at 0.10 (10%) level alpha. This shows that there is no difference statistically significant revenue to the SMEs in BRI Unit Pare before and after using the KUR of BRI.

Recommendation

1. BRI Unit Pare need to review the procedure for the provision of financing to SMEs, especially in the process of feasibility studies and surveys. Feasibility and this survey to check the truth of the debtor's business in order KUR target. Because some SMEs still used KUR for other purpose.

2. In order for SMEs can increase revenue as expected, the necessary supervision and guidance of the BRI Unit Pare.

   a. Supervision is done especially for monitoring of the use of KUR to fit the purpose, this can be done by performing periodic visits to SMEs and intensive communication.

   b. Coaching is done by providing assistance on how to run a business, develop and handle management by means of discussion, give advice or a solution to overcome the problem of SMEs.

3. To make allocation of kur to the right function initially, therefore the government must programmatically and sustainable development of human resources. Job competence is key, considering the financial services to low-income people need a particular expertise, also government should issue a policy for example

   a. Government through Financial and Development Supervisory Institution (BPKP) will supervise preventive and verify selectively and Bank Indonesia will oversee the Executing Bank in the capacity as a bank supervisor.
b. Government must be establish strategic steps for solving problems in the implementation of the credit guarantee / financing to small medium enterprises.

c. To avoid non performance loan government must appoint Financial Services Authority (OJK) to supervise the distribution and realization of business credit program (KUR).

**BIBLIOGRAPHY**


BI Regulation No. 7/2 / PBI / 2005 concerning Asset Quality Rating for Commercial Banks that have been altered by PBI No.8/2/PBI/2006. Article 20 (3) KepDir BI No. 31/150 / KEP / DIR concerning Debt Restructuring.


Minister of Finance Regulation No.135/PMK.05/2008 on the People's Business Credit Guarantee Facility were amended by the Finance Minister Regulation No.10/PMK.05/2009.


SK Board of Directors of Bank Indonesia No. 27/119/KEP/DIR 25 Januari 1995


