ANALYSIS OF FINANCIAL MANAGEMENT FOR SMALL MICRO ENTERPRISES IN THE FIELD OF AGRIBUSINESS IN BORONG, EAST MANGGARAI REGENCY

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ABSTRACT

The study entitled "Analysis of Financial Management of Micro and Small Enterprises in the Agribusiness Sector in Borong, East Manggarai Regency" aims to analyze financial management which includes four components, namely cash, inventory, debt, and investment implemented by Micro and Small Enterprises in the Agribusiness Sector in Borong, East Manggarai Regency and aims to determine the impact of financial management applied to income. This study is a case study with a qualitative descriptive research approach. Data collection techniques used are observation, interviews, and documentation. The results of this study indicate that Micro and Small Enterprises in the Agribusiness Sector in Borong, East Manggarai Regency have implemented financial management in their businesses, but the management carried out is not optimal and needs to be improved. Things that need to be improved include regular financial records, careful monitoring of cash flow, maintaining inventory according to market demand, and further investment in assets that provide added value to the business. Financial management of micro and small agribusiness enterprises in Borong, East Manggarai Regency includes cash management, inventory, debt, and investment. The impact of financial management implemented by micro and small agribusiness actors in Borong, East Manggarai Regency on the income obtained is quite good. This can be seen from the management of cash, inventory, debt, and investment implemented by micro and small agribusiness actors in Borong, East Manggarai Regency.

Keywords: (a) Financial Management, (b) Micro and Small Enterprises, (c) Cash, (d) Inventory, (e) Debt, (f) Investment

1. INTRODUCTION

Micro and Small Enterprises have an important role in the Indonesian economy and are one of the priorities in national economic development (Anas, 2018). Law No. 20 of 2008 concerning UMK Chapter 1 Article 1: Micro and small businesses are independent productive businesses, carried out by individuals or business entities that are not subsidiaries of companies owned, controlled, or are part of either directly or indirectly of medium or large businesses that meet the criteria of small businesses. Micro and small businesses consist of several types, one of which is micro and small businesses in the agribusiness sector. Micro and small businesses in the agribusiness sector itself are businesses consisting of agricultural, fishery, livestock, food processing businesses, on a small scale.

One of the factors that determine the success of an agribusiness is determined by financial management. In managing finances, agribusiness actors must of course understand how to manage finances well, so that their business can run smoothly. Financial management is related



to financial management which can basically be done by individuals, companies, or governments. Financial management is generally defined as a company's effort to obtain the funds needed, utilize or allocate the funds obtained, and distribute the results of the use of funds to company owners in rational ways with the aim of creating or increasing company value (Sugeng, 2012: 2-3).

Micro and small businesses in the agribusiness sector have been developed in Indonesia. One of them has been developed in the Borong area. Borong is a city in East Manggarai Regency, which has great economic potential and has micro and small businesses in the agribusiness sector that contribute to the local economy. However, obstacles in managing finances are a challenge that is often faced by micro and small businesses in the agribusiness sector in Borong, East Manggarai Regency. The following is data on Micro and Small Businesses in the Agribusiness Sector in Borong, East Manggarai Regency in 2022 as presented in table 1.

Table 1.
UMK Data for 2022 in Borong City
East Manggarai Regency

No.	Agribusiness Sector	Number of
		Businesses
1.	Fish pond business	1
2.	Coffee powder and natural honey processing business	1
3.	Business processing ginger powder, ginger powder,	1
	turmeric powder	
4.	Banana processing business and	5
5.	Corn business	1
6.	Coffee powder processing business	8
7.	Powder comedy business	1
8.	Cultivation and processing	1
9.	Oil processing business	5
10.	Red onion business	3
11.	Tomato business	1
12.	Slaughter pig business	4
13.	Amount	32

Source: Data from the Government Trade, Cooperatives, Small Business Service, (2022)

The results of observations carried out by researchers on Micro and Small Business actors in the field of Agribusiness in Borong, Rana Loba Village, Borong District, East Manggarai Regency, Researchers observed that micro and small business actors in the agribusiness sector often face a number of problems related to financial management. The problems that are often

faced are lack of knowledge about financial management, lack of knowledge about financial control and supervision, difficulty in collecting receivables on time, limited access to financial resources, and lack of skills in recording financial transactions. The above problems may have an impact on the income earned by micro and small business actors, because they can affect the income of Micro and Small Business actors in the agribusiness sector in Borong, Rana Loba Village, Borong District, East Manggarai Regency. Based on the problems above and to clearly determine how financial management is implemented by Micro and Small Business actors in the Agribusiness Sector in Borong, and whether the financial management implemented can affect income. Therefore, researchers are interested in conducting research with the title: Analysis of Financial Management for Micro and Small Businesses in the Agribusiness Sector in Borong, East Manggarai Regency.

Agribusiness

Agribusiness is a business activity related to the production, processing, distribution, and marketing of agricultural products. Agribusiness includes all processes from land processing, planting, harvesting, post-harvesting, to marketing of agricultural and non-agricultural products produced from the agricultural sector. The goal of agribusiness is to maximize profits from each stage of production, so as to improve the welfare of farmers, producers, and consumers (Bahar, et al. 2023).

Micro Small Enterprises

Law No. 20 of 2008 concerning micro, small and medium enterprises explains that micro and small enterprises are independent productive economic enterprises, carried out by individuals or business entities that are not subsidiaries. companies or non-branch companies that are owned, controlled, or are part of either directly or indirectly a medium-sized business or large business that meets the following criteria, namely where the criteria for small businesses are:

- 1) Have wealth of at most Rp. 50,000,000.00 up to the most Rp. 500,000,000.00 excluding land and building for business premises; or
- 2) Have annual sales results of at most Rp. 300,000,000.00 up to a maximum of Rp. 2.500.000.000.00.

Types of Agribusiness

Agribusiness consists of agricultural businesses that include the production of food crops, vegetables, fruits, flowers and ornamental plants; fisheries businesses that fisheries include the cultivation of fish, shrimp, shellfish and various other types of aquatic animals, livestock businesses include the development of animals for meat, milk, eggs, fur and other materials, food processing businesses include the manufacture of food and beverages from natural ingredients such as processing fruits into juice or fruit juice, processing chips from cassava and bananas, and processing coffee beans, and trading and distribution businesses in agribusiness involve trading in agricultural/fishery commodities and other products, (Bahar, et al. 2023:116)



Financial Management

James C. Van Horne in the book Kasmir (2014) defines financial management as all activities related to the acquisition, funding, and processing of assets with several overall objectives. From this definition, it can be interpreted that financial management activities are focused on how to obtain funds to finance its business, how to manage these funds so that the company's goals are achieved, and how the company manages its assets efficiently and effectively. Meanwhile, the function of making management decisions according to him is decisions related to investment, funding, asset management.

Decisions regarding investment, related to the amount of assets owned, then the placement of the composition of each asset, for example in the form of cash allocation, fixed assets or other assets. Funding decisions, are decisions related to the amount of funds provided by the company, both which is in the form of money or equity. Asset management decisions, this relates to the efficient management of assets, especially current assets and fixed assets (Kasmir, 2014: 5-6).

Financial management is a combination of Science and Art that discusses, organizes and analyzes how a financial manager uses all company resources to seek funds, process funds, and distribute funds with the aim of being able to provide profit or prosperity for shareholders and business sustainability for the company (Fahmi, 2013:2). The purpose of financial management can be explained through two approaches, namely the Profit risk approach, in this case the financial manager does not only maximize profit, but must also consider the risks that will be faced; and Liquidity and profitability are activities related to how a financial manager manages the company's liquidity and profitability. In terms of liquidity, the financial manager must be able to provide funds (cash) to pay obligations that have matured in a timely manner. Then the financial manager is also required to be able to manage the company's finances, so that it can increase the company's profits from time to time. The financial manager is also required to be able to manage the funds they have, including finding funds and being able to manage the company's assets so that they continue to grow from time to time (Kasmir, 2014:10-14).

Finance Management Of Micro And Small Enterprises In The Field Of Agribusiness.

Agribusiness financial management cannot be separated from the functions other companies, such as agribusiness marketing, production (farming and agroindustry) and agribusiness human resources. For example, new product development, promotion plans, price distribution, and product pricing (Sunarto and Bambang, 2019:21- 22). Financial management or financial management according to Husnan 2000 in the Pebrianti Journal explains that financial management is the arrangement of financial activities in an organization. Financial management involves business planning activities, cash management and control of financial activities. This financial management is carried out to manage finances in small businesses, starting from funding, cash management, and the needs for business development. The company's internal needs for financial reports as a performance evaluation tool, to assist in decision making, as a requirement for submitting credit to banks or creditors, while external needs as the company's

accountability to prospective or investors/creditors, accountability to the community (Pebrianti, 2022).

2. RESEARCH METHODS

This type of research is a case study research by studying and analyzing in depth the UMK in the Agribusiness Sector to understand its financial management practices, but the data studied are data from samples taken using observation, interviews and documentation. This research approach uses a qualitative descriptive approach with the aim of obtaining a clear picture of the financial management practices applied on a more detailed and contextual scale, and to find out whether the financial management applied can affect the income of Micro and Small Business actors in the Agribusiness Sector in Borong, East Manggarai Regency, with data collection techniques through observation, interviews, and documentation.

3. RESEARCH RESULTS & DISCUSSION

Financial Management Implemented by Micro and Small Business Actors in the Field of Agribusiness in Borong, East Manggarai Regency.

a) Cash

According to Kasmir (2014:188-190) Cash management is a company management system that regulates cash flow to maintain company liquidity and utilize idle cash and cash planning. Things that need to be regulated, for example, so that the amount of incoming money is always greater than the money out. Thus, the company's cash flow balance can be guaranteed. Cash management carried out by Micro and Small Business actors in the agribusiness sector in Borong who have been interviewed is to plan cash budgets, manage cash, minimize incoming and outgoing cash, and record cash finances. Cash budget planning carried out by MSMEs in the agribusiness sector in Borong is to ensure that cash inflow is always greater than cash outflow. This is very important for business actors to do because with cash inflow that is greater than cash outflow, it can ensure that business actors have enough cash to meet daily operational needs, can overcome urgent needs, and can have the ability to pay debts, reduce unnecessary costs, avoid losses that may occur, and reduce the possibility of failure in business. Cash management carried out is to separate personal money from business money, ensure that production runs smoothly, and always ensure that capital is always available. Separating personal money from business money needs to be done by business actors, with the aim of ensuring that cash income and expenses are more accurate. Separating personal money from business money also helps reduce chaos in financial management such as using personal money for business purposes. Ensuring that production runs smoothly and capital is always available in running a business can help maximize the use of capital, so that the business being run can get more profit and can reduce capital shortages that hinder business growth. To minimize cash outflows, MSMEs in the agribusiness sector in Borong do this by providing their own raw materials and establishing relationships with suppliers to reduce cash expenditures. The purpose of doing this in running a business is to reduce the cost of purchasing raw materials, reducing unnecessary costs. This can reduce expenses so that the income obtained remains stable. Providing their own raw materials can also show customers that the business being run has the ability to provide quality products, so that it can increase customer trust and support business growth.



Meanwhile, in minimizing cash inflows, some informants accept payments through banks, this is done to reduce financial risks, such as financial loss. Minimizing cash outflows and cash inflows is very important to optimize the financial health of the business. However, in terms of financial records carried out by the Informant, it has not been maximized, where MSME actors in the field agribusiness does not routinely record cash income and expenses, but only records them during free time, and there are some informants who do not record their finances. This happens because business actors do not understand good financial records, do not have enough time to record their finances and lack understanding of the importance of financial records.

b) Inventory

The results of the research conducted by researchers on inventory indicators found that micro and small business actors in the agribusiness sector in Borong, East Manggarai Regency, some provide their own raw materials, some have raw materials that were initially available themselves but because of plant diseases so that the raw materials were purchased, namely banana raw materials, and some have raw materials purchased such as taro and sorghum. For MSME actors in the agribusiness sector whose raw materials are purchased, they set product prices based on the price of raw materials sold by suppliers, if the raw materials have an increase in price, they will adjust the price of the product sold with the price of the raw materials purchased so as not to experience losses, but there are those who set the same price even though the raw materials have increased and to avoid losses the strategy used is to reduce the contents of the packaging, this is done so as not to lose customers. To control and manage product inventory, the main thing that is done is that some do it by controlling the inventory of raw materials periodically so that the inventory of raw materials is always available, so as not to hinder the production process, and some do it by controlling the inventory of products at the point of sale so that the product is always available. The strategy used to avoid excess stock and shorten inventory is to provide products according to market demand, in order to avoid losses. Arifin (2018:17-19) explains that inventory is goods obtained by a company that are intended to be resold or further processed in order to carry out its normal business activities. Inventory in a management company will consist of raw material and auxiliary material inventory, goods in process inventory, and finished goods inventory. Inventory is an important current asset element, because the success or failure of inventory planning and supervision will have a major impact towards the success of a company. The inventory element will affect the determination of the company's profit, the determination of the company's liquidity level, and the accuracy of the balance sheet presentation. The raw material inventory itself brings benefits to business actors, namely being able to have control over the quality of the raw materials used in the production process, so that customer satisfaction is greater for the business products being run, and reducing the costs incurred. For raw materials purchased, UMK actors in the agribusiness sector in Borong do so by adjusting the products sold with the price of the raw materials. This is done to avoid losses and keep income stable, and increase customer satisfaction by offering products at reasonable prices. Meanwhile, UMK actors in the agribusiness sector who set the same price even though the raw materials have increased, but change the contents of the packaging are used to avoid uncontrolled price increases that can harm

consumers, and with the aim of retaining customers who are used to buying the products sold. Product control is carried out by micro and small business actors in the agribusiness sector in Borong, East Manggarai Regency with the aim of controlling production costs by ensuring that the products produced meet the quality standards that have been set. Conducting regular control on raw materials can identify the quality of raw materials used in the production process so that it can satisfy customers from the results of products produced from quality raw materials. Control of raw materials can also smooth the production process. Strategies to optimize inventory rotation and avoid excess stock are very important to improve operational efficiency by ensuring that inventory is used effectively and there is no excess stock. By providing products according to market demand, it can reduce storage costs, reduce product damage, and reduce the risk of expired products.

c) Debt

The results of the research on debt indicators, researchers found that in managing debt, some MSME actors in the agribusiness sector in Borong, East Manggarai Regency, paid their debts on time at each debt collection due date, namely every month until payment is made. This is important to avoid interest that may arise due to late payment, and to maintain stable cash flow. Informants who use debt aim to develop their business to be even better. This shows that some business actors are able to manage their debt. However, there are some business actors who do not use debt in opening their business because they are not yet able to manage debt in opening their business. Harahap (1999:27) in his book explains that debt is an obligation that must be fulfilled by the company or liability. Obligations are those that are expected to be fulfilled with the assets owned. Obligations must be fulfilled according to the agreed schedule, in the right amount and on time. Delays in fulfilling obligations will result in the company receiving sanctions and other consequences that are detrimental to the company. In meeting funding needs, companies can seek funding sources both from internal and external companies. To obtain funds from internal companies, companies can issue new shares to be sold. Meanwhile, to obtain funding sources from external sources, one of the things that companies can do is by taking out debt. Debt is used in the business world to finance working capital needs such as purchasing raw materials, product development. So that some micro and small business actors in the agribusiness sector in Borong, East Manggarai Regency use debt in running their businesses. However, the use of debt also has the risk of default or the risk of increasing interest. This is the consideration of some business actors not to use debt in opening their businesses.

d) Investment

Martalena (2011) explains that investment is a form of delaying consumption in the present to obtain consumption in the future, which contains an element of uncertainty risk so that compensation is needed for the delay, while according to Jogiyanto (2013) investment is the delay of current consumption to be included in productive assets for a certain period of time. The purpose of investment according to Tandellin, (2010) is to get a more decent life in the future. A person has a perception of how he can improve his standard of living in the future or at least try how he can maintain his current income so that it does not decrease from its current value. Based on the results of research on



investment indicators, researchers found that some micro and small business actors in the agribusiness sector in Borong, East Manggarai Regency, received investment credit from BRI Bank to get capital to open a business, but some did not take investment credit and did not get investment from other parties in opening a business, but used their own capital in running their business. This is because MSME actors in the agribusiness sector are afraid of not being able to overcome the risks that will be faced if they take investment credit so they choose to use their own capital. MSME actors in the agribusiness sector in Borong have invested from the income obtained during the business, namely investing in production equipment, so that it helps in developing their business because they have used production equipment that can help make it easier for them to run their business. However, some have not invested because they do not have enough savings to make investments, this may happen because the income obtained during the business is used more to meet household needs, so their savings are not enough to make investments. Investment is very necessary in running a business. Investment can be used to expand the business, increase production capacity, or improve product quality, help improve business competitiveness in the market and increase business income. Some micro and small business actors in the agribusiness sector in Borong have made good investments. The purpose of the investment is to improve product quality, and help improve business competitiveness in the market, and increase business income.

1) The Impact of Financial Management Implemented by Micro and Small Business Actors in the Field of Agribusiness on Income

Harahap (1999:113) in his book explains that income is "The inflow or relationship of the value of company assets, or the fulfillment of obligations". company, or income during a certain period, or the delivery or manufacture of goods, the provision of services, or any other activity that is the continuity of the company's main implementation activities." Zaki Baridwan (1999:30) defines income as "During a period resulting from the provision or manufacture of goods, the provision of services, or other activities that are the main activities of the company." According to Santoso (2010:26), "Revenue is the income or increase in a company's assets or the settlement of the company's liabilities or a mixture of both during a certain period due to the delivery or manufacture of a product, service, or other activities that are the main activities of the company that are ongoing.

Table 2.

Data on Income of Micro and Small Business Actors in the Agribusiness Sector in Borong
East Manggarai Regency Per Month

No.	Business Actor Name	Income
1.	Rosalia Nganus	Rp. 5,000,000 – 7,000,000
2.	Ernestin Mbalur	Rp. 2,000,000 – 4,000,000
3.	Edit Saka	Rp. 2,000,000 – 4,000,000
4.	Usman Manubelu	Rp. 4,000,000 - 6,000,000
5.	Emerensiana Surya	Rp. 4,000,000 – 6,000,000
6.	Hermina	Rp. 1,000,000 – 3,000,000

Source: Results of Interviews with Micro and Small Business Actors in the Agribusiness Sector in Borong, East Manggarai Regency, (2024)

Income earned by micro and small business actors in the agribusiness sector in Borong, East Manggarai Regency is used to pay debts, make investments, buy necessities for production, household needs, and some are used for savings. The impact of financial management on income can be seen from the indicators of cash, inventory, debt, and investment.

1) Cash

Cash management implemented by micro and small business actors in the agribusiness sector in Borong, East Manggarai Regency has a positive impact on business income. Where the separation of personal money from business money helps to monitor and manage business cash flow more accurately, avoiding confusion and errors in financial calculations. This also ensures that all business income is used to support the operations and growth of micro and small businesses, not for personal needs; Cash management that ensures production runs smoothly also ensures that there are sufficient funds to purchase raw materials and other operations on time, so that production is not disrupted. Smooth production increases customer satisfaction and can increase sales and revenue; by ensuring that capital is always available, businesses can take advantage of new business opportunities and overcome financial challenges well. The availability of capital also allows Micro and Small Businesses to maintain adequate raw material stocks and invest in new production equipment to increase product efficiency; Cash budget planning by always having cash inflow greater than cash outflow can help business actors to have sufficient cash reserves to overcome uncertainty and risk, optimize operations and create growth for the long term. This will have a positive impact on income by increasing efficiency, reducing risk, and taking advantage of growth opportunities; Managing expenses carefully helps in maintaining better profit margins, reducing unnecessary expenses and optimizing production costs by providing own raw materials can increase profits; minimizing cash inflows by accepting payments through banks helps in reducing the risk of losing cash, accepting payments through banks also helps in building a good credit track record, which can be useful for getting loans in future.

2) Inventory

Inventory management of micro and small agribusiness actors in Borong can have a positive impact on income. This can be seen from the availability of their own raw materials, micro and small businesses can reduce dependence on external suppliers which can reduce raw material costs and increase profit margins so that they can increase profitability and income; Second, raw materials purchased are done by adjusting the price of the product sold with the price of raw materials to help maintain a stable profit margin, avoid losses, and adjust prices according to fluctuations in raw material costs so that the business remains competitive and profitable, which supports stable and increasing income. Third, conducting

regular raw material controls ensures that the quality of raw materials is maintained and reduces the risk of damage or waste of raw materials, which leads to increased sales and income. Fourth, ensuring that products are always available at the point of sale and providing products according to market demand prevents shortages and overstocks that can harm the business. Consistent product availability increases sales opportunities, maintains customer satisfaction, and prevents loss of income.

3) Debt

Debt management carried out by some MSMEs in the agribusiness sector in Borong is to pay debts at each payment due date. Paying debts on time helps maintain or improve the business's credit reputation, and a good business credit reputation makes it easier for businesses to obtain financing in the future with low interest rates, thereby reducing capital costs and increasing cash flow for business development. Paying debts at each payment due date can also maintain a stable cash flow, ensuring that there are sufficient funds for daily operations so that operational disruptions can be avoided, production and sales run smoothly, and income can be increased.

4) Investment

Investment credit carried out by MSMEs in the agribusiness sector in Borong allows micro and small businesses to develop their businesses so as to increase productivity and operational efficiency, and make payments every time the payment is due so as to maintain credit reputation and avoid additional costs, so that more profits can be reinvested in the business being run. Using part of the income to invest in new production equipment increases production capacity, efficiency, and product quality. Investment in better equipment allows businesses to meet higher demand, increase customer satisfaction, and reduce operational costs so as to increase revenue.

4. CONCLUSION

Based on the results of the analysis and discussion, the following conclusions can be drawn.

1) Micro and Small Business Actors in the Agribusiness Sector in Borong, East Manggarai Regency have implemented financial management in their businesses, but the management is not yet optimal, it needs to be improved. The financial management of micro and small business actors in the agribusiness sector in Borong is cash management, inventory, debt, and investment. Cash management is done by separating personal money from business money, ensuring production runs smoothly, and always ensuring capital is always available, cash budget planning is done by trying to always have cash inflow greater than cash outflow, and minimizing cash outflow with cash inflow, for cash outflow can be done by providing raw materials yourself and establishing relationships with suppliers to reduce cash expenditure, for cash inflow receive payments through the bank in order to reduce cash and thus reduce financial risk. However, financial recording is not optimal and does not do routine recording. This is due to a lack of understanding about the importance of recording business finances, a lack of knowledge about regular financial recording. In managing inventory carried out by Micro and Small Business



Actors in the agribusiness sector in Borong is that some provide their own raw materials, some buy raw materials and set product prices according to the price of raw materials sold, carry out regular raw material controls with the aim of being able to identify the quality of raw materials used in the production process, so that they can satisfy customers from the results of products produced from quality raw materials, and avoid excess stock by providing products according to market demand. For debt management, some business actors make debt payments on time every payment due date and their debts can help finance business working capital, such as buying production equipment, buying packaging, and developing products. For investment, some micro and small business actors in the agribusiness sector get investment credit as capital in doing business. And from the income obtained, they have invested in production equipment.

2) The income obtained by micro and small agribusiness actors in Borong, East Manggarai Regency is in the range of one million to seven million. The impact of financial management implemented by micro and small agribusiness actors in Borong, East Manggarai Regency on income is quite good. This can be seen from several indicators in financial management. The first is the cash indicator, Good cash management ensures that micro and small businesses have sufficient liquidity to run their daily operations without interruption. By keeping cash inflows always greater than cash outflows, micro and small agribusiness actors in Borong can ensure financial stability, avoid shortages of funds, and manage cash flow efficiently. This allows micro and small agribusiness actors to pay their obligations on time and reinvest profits into the business, all of which contribute to increased income. The second is the inventory indicator, effective inventory management involves providing their own raw materials, setting product prices according to raw material prices, and conducting regular inventory controls by maintaining the quality of raw materials and ensuring product availability at the point of sale, micro and small agribusiness actors in Borong can reduce costs, increase efficiency production, and better meet market demand. This results in quality products that can increase customer satisfaction and sales, thereby increasing revenue. The third indicator of debt, good debt management that involves timely debt payments and the use of debt for business development. By paying debts on time, micro and small agribusiness businesses can avoid fines and additional costs, and maintain a good credit reputation, and using debt to develop the business allows micro and small agribusiness businesses in Borong to expand operations and increase production capacity. Good debt management supports financial stability and business growth that have a positive impact on income. The last indicator of investment, investment management that includes taking investment credit to develop the business and making timely payments can help to gain the trust of creditors, and using income for further investment in production equipment can increase productivity, efficiency, product quality. This allows micro and small agribusiness businesses in Borong to meet greater demand and increase customer satisfaction. Thus, the right investment can increase production capacity, reduce operating costs, and ultimately increase income.

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ISBN: 978-623-5644-10-3

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