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## SOCIAL SCIENCE AND EDUCATION | RESEARCH ARTICLE

## The Influence of Cooperative Lending Sejahtera Bahari to Small and Medium Enterprise Development in Mamuju District, Indonesia

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**Abstract:** This research design is a quantitative study that examines the relationship between the effect of Bahari Prosperous Cooperative credit distribution and the development of small and medium enterprises (SMEs) in Mamuju Regency. The study employs a quantitative analysis method, utilizing numerical data collected from respondents' responses on a Likert scale ranging from 1 (lowest) to 5 (highest). A research questionnaire was distributed to 30 respondents using purposive and subjective sampling techniques. The research data was processed using multiple linear regression analysis with SPSS software version 24.0 to determine the influence of the independent variable on the dependent variable through a partial t-test. The analysis in this study follows a simple linear regression formula, where the independent variable (X) represents credit distribution, and the dependent variable (Y) represents business development. Hypothesis testing of the Sejahtera Bahari Cooperative credit distribution variable (X) yielded a significance value of 0.889, using a significance threshold of 0.05 (5%). Since the obtained significance value (0.889) is greater than 0.05, and the t-count (-0.140) is less than the t-table value (2.05183), it indicates that the distribution of Sejahtera Bahari Cooperative credit has no significant effect on the development of SMEs in Mamuju Regency. As a result,  $H_1$  is rejected, and  $H_0$  is accepted, meaning the hypothesis is not supported. Furthermore, the correlation between the distribution of Sejahtera Bahari Cooperative credit and the development of SMEs in Mamuju Regency is very weak, as indicated by a correlation coefficient of 0.026, which falls within the coefficient interval of 0.00 – 0.199.

**Keywords:** Lending, Small and Medium Enterprise, Development.

### 1. INTRODUCTION

The Sejahtera Bahari Cooperative of Mamuju Regency is an economic institution aimed at advocating for the interests of its members and improving their economic well-being, along with that of the surrounding community. As part of its efforts to enhance economic conditions and improve the standard of living of its members, the cooperative plays a crucial role in fostering economic growth. The development of cooperatives is expected to contribute to improving the standard of living and prosperity of its members, ultimately supporting the objectives of national development. One of the key sectors managed by the Sejahtera Bahari Cooperative, Mamuju branch, is credit (savings and loans). This sector is designed to improve the welfare of its members by providing credit to help them expand their business capital. By doing so, the cooperative ensures that its members do not face difficulties in securing business capital from financial institutions. The credit distributed by the Sejahtera Bahari Cooperative, Mamuju branch, has increased annually to support the welfare of its members. This trend is evident from the cooperative's financial records, which show a steady rise in credit distribution each year. The growing demand for credit funds (external funding) indicates the financial needs of cooperative members. It is expected that this increasing demand will align with the income growth of members, particularly MSMEs that receive credit from the cooperative, thereby



achieving the goal of improving the welfare of its members. However, the Sejahtera Bahari Cooperative has observed a decline in income among some members after receiving credit assistance. This issue arises because the capital obtained through credit is not always fully utilized for business purposes. This situation contradicts the theory presented by Kasmir in Purnamayanti (2014), which states that credit should increase income, as it provides additional business capital. Given these challenges, the authors are interested in investigating and analyzing the existing issues further. This study aims to explore these problems scientifically under the title: "The Effect of Credit Distribution by the Sejahtera Bahari Cooperative on the Development of Small and Medium Enterprises in Mamuju Regency."

## 2. LITERATURE REVIEW

### 2.1. Credit

According to Kasmir (2018), the term "credit" originates from the Latin word *credere*, which means "trust." Therefore, the fundamental principle of credit is trust. This means that the credit provider believes that the debtor will repay the loan along with interest, as agreed upon by both parties. Similarly, Thomas, as cited in Caronge (2019), defines credit in a general sense as trust in the debtor's ability to repay a specified amount of money in the future. Meanwhile, Rivai (2013: 198) describes credit as the provision of goods, services, or money from one party (the creditor or lender) to another (the debtor or borrower) based on trust, with a promise from the debtor to repay the credit provider on the agreed-upon date. Based on these expert definitions, credit can be concluded as the provision of money or receivables based on an agreement between the credit provider and the recipient for a specific period, accompanied by collateral, and requiring the payment of a certain amount of interest as profit. According to Apriyanto (2020), the objectives of providing credit are as follows: (1) Supporting the success of government programs in economic and development sectors; (2) Enhancing company activities to ensure that community needs are met (3) Generating profits to sustain the company's operations and enable business expansion. From this explanation, it can be concluded that the primary purpose of granting credit is to generate profit, which is obtained through credit interest received by banks as a service fee, including administrative costs charged to customers. In addition to benefiting banks, customers also gain advantages, such as the ability to expand, sustain, and grow their businesses.

### 2.2. Types of Credit

According to Kariyoto (2018), the types of credit can be classified as follows: Based on the use of credit; Based on the loan term; Based on collateral; Based on the payment method. Meanwhile, Untung, as cited in Manulang (2022), states that there are various types of credit provided, categorized as follows:

1. Based on purpose:
  - a. Productive Credit – Credit provided to facilitate the production process.
  - b. Consumptive Credit – Credit used for consumption purposes or to fulfill daily needs.
  - c. Trade Credit – Credit granted for purchasing goods intended for resale.
2. Based on the loan term:
  - a. Short-term loans – Loans with a maximum maturity of one year.
  - b. Medium-term loans – Loans with a maturity of up to three years.
  - c. Long-term loans – Loans with a maturity of more than three years.

Based on this explanation, it can be concluded that credit can be classified according to its purpose or use, as well as the loan term, which is adjusted to the customer's needs. Additionally, credit types can also be categorized based on collateral, such as asset-based guarantees or document-based guarantees.

### 2.3. Cooperative

According to Rudianto (2010), a cooperative is a business entity that organizes the management and utilization of its members' economic resources based on cooperative principles and economic business principles to improve the standard of living of its members in particular and the community within its operational area in general. Meanwhile, Hendrojogi, as cited in Nayoan (2020), defines a cooperative as an association of individuals who, based on the equality of human dignity—regardless of religious or political views—voluntarily join to collectively meet common material needs through shared responsibilities. According to Law Number 17 of 2012, Article 1, a cooperative is a business entity consisting of individuals or cooperative legal entities that operate based on cooperative principles and serve as a people's economic movement founded on family values. Based on these definitions, a cooperative can be understood as a group of individuals who mutually contribute capital with the primary goal of ensuring the welfare of its members while conducting business based on cooperative and family principles.

#### 1. Characteristics of Cooperatives

Cooperatives have distinct characteristics. According to Rudianto (2010), these include:

1. Cooperatives are owned by members who join based on at least one shared economic interest.
2. Cooperatives are established and operate based on values such as self-reliance, mutual assistance, solidarity, justice, equality, and democracy.
3. Cooperatives are founded, funded, managed, supervised, and utilized by their own members.
4. The primary role of a cooperative business entity is to support the economic interests of its members to improve their welfare.
5. If a cooperative has surplus capacity beyond serving its members, it may extend services to non-members to fulfill their needs.

#### 2. Functions of Cooperatives

According to Kartasapoetra (2013), the functions (roles and duties) of Indonesian cooperatives are as follows:

1. Uniting, guiding, and developing the creative, innovative, and entrepreneurial abilities of individuals, especially those with limited economic means, so they can actively participate in economic activities.
2. Increasing income and ensuring a fair and equitable distribution of wealth.
3. Enhancing the standard of living and intellectual capacity of the Indonesian people.
4. Actively contributing to the continuous development of economic democracy.
5. Creating or expanding employment opportunities.

Based on these functions, it can be concluded that the fundamental role of cooperatives is to improve the economic conditions of their members and the surrounding community, ultimately enhancing their quality of life and overall well-being.

### 2.4. Micro, Small and Medium Enterprises (MSMEs)

According to Tambunan (2013), Micro, Small, and Medium Enterprises (MSMEs) are independent, productive business units operated by individuals or business entities across all economic sectors. Meanwhile, Warkum Sumitro defines MSMEs as businesses run by a company with a workforce of no more than 50 employees. According to Government Regulation (PP) Number 7 of 2021 concerning the Empowerment of Micro, Small, and Medium Enterprises, MSMEs are classified as follows:

1. Micro Businesses – Productive businesses owned by individuals or individual business entities that meet the criteria set for Micro Businesses as stipulated by law.
2. Small Businesses – Independent, productive economic enterprises operated by individuals or business entities that are not subsidiaries or branches of medium-sized businesses, whether directly or indirectly owned or controlled by them.
3. Medium-sized Enterprises – Independent, productive economic businesses operated by individuals or business entities that are not subsidiaries or branches of larger companies.

Based on these definitions, MSMEs can be understood as businesses owned by individuals or business entities that operate independently and are not affiliated as subsidiaries or branches of larger companies. They also meet specific criteria regarding business capital limitations.

### 2.5. Business Development

Business development is the responsibility of every entrepreneur, requiring foresight, motivation, and creativity. According to Glos, Steade, and Lawry, as cited in Susanti (2020), business development encompasses all activities undertaken by individuals in the fields of commerce and industry to provide goods and services that help maintain and improve their standard and quality of life. Raharja (2021) defines business development as a series of activities aimed at creating value by transforming and utilizing various resources into goods or services that meet consumer demands. Meanwhile, according to Ayodeji, as cited in Hamza (2019), business development refers to the growth of a company's management capabilities and economic competitiveness. Based on these definitions, business development can be understood as an increase in a company's revenue (turnover). It also includes improvements in business volume, revenue, profit, and workforce, which align with the overall enhancement of the company's performance.

## 3. RESEARCH METHOD AND MATERIALS

This research was conducted at Koperasi Sejahtera Bahari Mamuju Regency. Type of Research is Qualitative data is qualitative data in this study regarding the effect of Sejahtera Bahari cooperative credit distribution on the development of small and medium enterprises in Mamuju Regency. Quantitative data is data obtained in numbers that provide an explanation of the direction of influence of the observed variables.

### 3.1. Population and Sample

#### 1. Population

According to Sugiyono (2019), a population is a generalization area consisting of objects or subjects that possess specific quantities and characteristics determined by researchers for study, from which conclusions are then drawn. The population in this study consists of all MSME business owners who have received credit assistance from the Sejahtera Bahari Cooperative in Mamuju Regency.

#### 2. Sample

According to Sugiyono (2019), a sample is a subset of the population that shares its characteristics. The sampling procedure used in this study is non-probability sampling with a purposive sampling technique. Sugiyono (2019) defines purposive sampling as a technique in which samples are selected based on specific criteria. In this study, the selected sample consists of business owners who have received MSME credit assistance from the Sejahtera Bahari Cooperative in Mamuju Regency at least twice. Regarding sample size, Sugiyono (2019) suggests that an appropriate sample size for research ranges between 30 and 500 respondents. This study employs saturated sampling, meaning the entire population is used as the sample, totaling 30 respondents.

### 3.2. Data Analysis Method

Analysis using the simple linear regression formula as quoted by Sugiyono (2018), namely:

$$Y = a + bX e +$$

Description:

- Y = Business Development  
 a = Alpha (constant)  
 b = Regression Coefficient  
 X = Lending  
 e = Standard Error

The measurement of this research instrument is to use a Likert scale which is used to measure researcher variables using qualitative data which is quantified in the form of respondents' responses which are given numerical weights, as follows:

- |                      |                           |
|----------------------|---------------------------|
| 1. Strongly Agree    | given a number scale of 5 |
| 2. Agree             | given a number scale of 4 |
| 3. Disagree          | given a number scale of 3 |
| 4. Disagree          | given a number scale of 2 |
| 5. Strongly disagree | given a number scale of 1 |

In this study, the author uses partial tests (t-tests) and simultaneous tests as analytical tools to determine the effect of research variables individually and collectively. The assessment is conducted as follows:

- t-Test (Partial Test)

The t-test is used to determine the effect of Sejahtera Bahari Cooperative's credit distribution on the development of small and medium enterprises (SMEs) in Mamuju Regency, which serves as the dependent variable. The decision criteria are as follows:

- If t-calculated > t-table, then H1 is accepted, and H0 is rejected.
- If t-calculated < t-table, then H1 is rejected, and H0 is accepted.

A partial test (t-test) is used to determine whether the independent variable individually has a significant influence on the dependent variable. The hypotheses for the t-test are:

- H0: The distribution of credit from Sejahtera Bahari Cooperative does not have a significant partial effect on the development of small and medium enterprises in Mamuju Regency.
- H1: The distribution of credit from Sejahtera Bahari Cooperative has a significant partial effect on the development of small and medium enterprises in Mamuju Regency.

### 3.3. Measurement of Variable

1. Credit refers to the provision of money or financial claims based on an agreement with the credit recipient, for a specified period, along with collateral, and with a requirement to pay a certain amount of interest or profit sharing.
2. Cooperatives are associations of individuals who rely on shared capital to enhance members' welfare and conduct business activities based on cooperative principles and family values.
3. Small and Medium Enterprises (SMEs) are businesses owned by individual entities that are not subsidiaries or branches of other companies and operate within certain capital limitations.

## 4. RESULTS AND DISCUSSION

### 4.1. Validity Test Results

The validity test is used to determine whether a questionnaire is valid. A questionnaire is considered valid if its questions accurately measure what they are intended to measure (Ghozali,

2011). If the calculated r-value (r-count) is greater than the critical r-value (r-table) for N-2 (30-2 = 28), then the r-table value is 0.3061.

**Table 1. Validity Test Results**

No.	Statement	Corrected Item-Total	R Table	Description
1	X1.1	0,430	0.3061	Valid
2	X1.2	0,638	0.3061	Valid
3	X1.3	0,697	0.3061	Valid
4	X1.4	0,490	0.3061	Valid
5	X1.5	0,360	0.3061	Valid
6	Y1.1	0,519	0.3061	Valid
7	Y1.2	0,538	0.3061	Valid
8	Y1.3	0,600	0.3061	Valid
9	Y1.4	0,525	0.3061	Valid

Based on the table 1, it can be observed that the corrected item-total correlation for each statement given to respondents is greater than the r-table value of 0.3061. This indicates that all statement items are valid and can proceed to the next stage of the research.

#### 4.2. Reliability Test

The reliability test is conducted to assess the consistency of a questionnaire, which serves as an indicator of a variable. A questionnaire is considered reliable if a respondent's answers to a statement remain consistent and stable over time. The reliability test is measured using Cronbach's Alpha, where a variable is deemed reliable if the Cronbach's Alpha value is greater than 0.70 (Ghozali, 2011).

**Table 2. Reliability Test Results**

Variables	Cronbach 's Alpha	Description
Cooperative Lending (X)	0,624	Reliable
Small and medium enterprise development (Y)	0,676	Reliable

Based on the table 2, it can be seen that the Cronbach alphas value of all variables tested is above 0.60. So, it can be concluded that all variables in this study are declared reliable.

#### 4.3. Simple Linear Regression Analysis Results

The multiple linear regression method is used to determine the strength of the relationship between the independent and dependent variables. Data processing in this study was conducted using SPSS (Statistical Package for the Social Sciences) software. The results of the hypothesis testing are as follows:

**Table 3. Simple Linear Regression Analysis Results**

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
(Constant)	18,134	3,581		5,064	0,000
Cooperative Lending	-0,024	0,168	-0,026	-0,140	0,889

Based on table 3 the results that have been obtained from the regression coefficients above, a regression equation can be made as follows:

$$Y = a + bX + e$$

$$Y = 18.134 + -0.024 X + 0.05$$

Based on the table above, the following conclusions can be drawn:

1. The constant value in the simple linear regression equation indicates that the development rate of small and medium enterprises (SMEs) is 18.134 when the credit distribution rate of Sejahtera Bahari Cooperative is zero (0).
2. The coefficient -0.024 represents the regression direction coefficient (b), meaning that if cooperative lending does not increase by one unit, the development of SMEs will decrease by 0.024 units, assuming all other variables remain constant.
3. The results of the statistical analysis from the significant column coefficients in Table 3 of the hypothesis testing for the Sejahtera Bahari Cooperative credit distribution variable (X) show a significance value of 0.889 at a significance threshold of 0.05 (5%). Since  $0.889 > 0.05$  and  $t\text{-count} (-0.140) < t\text{-table} (2.05183)$ , it indicates that the distribution of Sejahtera Bahari Cooperative credit has an insignificant effect on the development of SMEs in Mamuju Regency. Thus, H1 is rejected, and H0 is accepted, meaning the hypothesis is rejected.

#### 4.4. Determination Correlation Test Results

**Table 4. Determination Correlation Test**

Model Summary					
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	0,026	0,001	- 0,035	1,426	1,952
a. Predictors: (Constant), micro, small and medium enterprise (MSME) development					
b. Independent Variable: Credit disbursement of Sejahtera Bahari Cooperative					

Based on Table 4, the results of the correlation determination analysis show that the r-value obtained is 0.026. This indicates that the correlation between the credit distribution of Sejahtera Bahari Cooperative and the development of small and medium enterprises (SMEs) in Mamuju Regency is very weak. The correlation value of 0.026 falls within the coefficient interval 0.00 - 0.199, signifying a very low correlation between the distribution of Sejahtera Bahari Cooperative credit and SME development in Mamuju Regency.

#### 4.5. Discussion of Research Results

The analysis of research data reveals the impact of Sejahtera Bahari Cooperative's credit distribution on small and medium enterprises (SMEs) in Mamuju Regency. Credit distribution from cooperatives provides additional access to capital, which is essential for SMEs to develop or expand their operations. This financial support enables SMEs to increase production capacity, such as the seaweed fishermen in Tadui Village, who receive assistance from Sejahtera Bahari Cooperative to expand their seaweed nurseries or develop new products with the additional capital obtained from the cooperative's credit. With increased production capacity, SMEs can meet greater market demand and enhance operational efficiency. The credit provided by Sejahtera Bahari Cooperative also contributes to job creation and retention, as improved business productivity leads to the need for more working capital to finance operational expenses. This, in turn, stimulates the local economy of Mamuju Regency by increasing economic activity and demand for local goods and services. Furthermore, if SMEs effectively manage and utilize the business capital credit from Sejahtera Bahari Cooperative for productive business development, it can enhance their long-term sustainability. This financial support equips SMEs to adapt to economic challenges and market fluctuations, ensuring their resilience and growth in the future.

## 5. CONCLUSION

Based on the analysis and discussion presented, the following conclusions can be drawn (1) The credit distribution by Sejahtera Bahari Cooperative has an insignificant effect on the development of small and medium enterprises (SMEs) in Mamuju Regency; (2) The credit distribution by Sejahtera

Bahari Cooperative exhibits a very low correlation with the development of small and medium enterprises (SMEs) in Mamuju Regency.

Based on the conclusions described above, the following suggestions are proposed: (1) Sejahtera Bahari Cooperative should consider providing credit with clear and affordable terms for small and medium enterprises (SMEs). This includes offering competitive interest rates, reasonable repayment terms, and accessible requirements that can be met by its members; (2) Sejahtera Bahari Cooperative can serve as a bridge between SMEs and market opportunities, both locally and regionally. This can be achieved by organizing exhibitions, promotional events, or assisting SMEs in expanding their business networks; (3) Sejahtera Bahari Cooperative should encourage SMEs to adopt technology and innovation in their production, marketing, and operational management processes to enhance business competitiveness and efficiency.

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