

The Influence of the Nu Summersari Jember BMT Financial Inclusion Program on Moneylender Transactions (Case Study of Wirolegi Market Traders, Summersari District Jember)

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Abstract

MSMEs in Indonesia are useful in terms of equal distribution of people's income. But capital is a constraint. This BMT is expected to be a supporter for MSEs (Micro Small Enterprises) which are of course in accordance with sharia principles and replace the practice of moneylenders who are considered to be stifling the small economy in prolonged debt bondage. In this case, one of the BMTs that is developing in Jember is the BMT NU Summersari Branch. Based on the questions asked, to find out the implementation of the NU BMT financial inclusion program for Wirolegi Market traders, to find out the effect of the NU BMT financial inclusion program on loan shark practices at traders and to find out the strategies carried out by NU BMT to reduce loan shark practices to traders in the Wirolegi Market. This study uses a quantitative approach. Data collection technique is by way of interviews. In this study there were 12 members who became respondents. The results of research on the implementation of the BMT NU Financial Inclusion Program on traders in the Wirolegi Market, respondents agreed as much as 67%, from the data obtained there were 440 traders who were members of BMT NU partners and 59 traders who accessed financing at BMT NU. We found that the main problem for traders is capital, traders cannot access finance from financial institutions such as banks, cooperatives, or BMTs. They prefer to use the services of loan sharks even though they are miserable. The government has created an Inclusive Financial Program which is intended for middle to lower entrepreneurs. In this Financial Inclusion Program, BMT is an institution that is used as a program that is expected to provide solutions for traders to access finance, in this case capital. The implementation of the BMT NU Financial Inclusion Program in terms of submitting funds has been good, it's just that the implementation still needs to be improved. The majority of respondents' answers regarding the implementation of the BMT NU financial inclusion program agreed. The BMT NU Jember Financial Inclusion Program reduces moneylender transactions.

Keyword : Financial Inclusion Program, Moneylender Practices, Jember, Indonesia.

JEL Classification : C31, O10, Q56

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Background

Community needs are increasing in this modern era. However, this increase in demand was not accompanied by an increase in income. The existence of these problems encourages people to do something to meet their growing needs. The usual needs of the community or entrepreneurs are funds or capital. In fact, if you look at the existence of MSMEs in Indonesia, it is very useful in terms of equal distribution of people's income. In addition, it is able to create creativity. On the other hand, MSMEs are able to absorb labor on a large scale so that they can reduce the number of unemployed (Farida & Arifin, 2022).

The Inclusive Finance Booklet (Bank Indonesia, 2014) shows that only 49% of Indonesian households have access to formal financial institutions. About 52% of Indonesia's population live in rural areas and around 60% of them do not have access to formal financial services (Laili & Kusumaningtias, 2020).

According to World, the use of financial institutions by the public is still very minimal, especially for developing their businesses. Although the ability of medium-sized entrepreneurs in terms of capital can still be overcome because they can still obtain access to financing in banks, for small business actors, capital is a big obstacle because getting access to finance in the banking world is relatively difficult for small entrepreneurs. Small business. This happens because Islamic banks still require guarantees in applying for financing, because it is impossible for small businesses to fulfill them (Laili & Kusumaningtias, 2020).

Financial sector institutions in real sector capital that have long been present in Indonesia with banking concepts, but the technical concepts of banking in the field have not yet touched Micro and Small Enterprises (UMK). Because of this problem, the emergence of microfinance sector activities whose activities originate from individuals in the community, these individual activities provide the capital needed for MSEs. Individuals are often called loan sharks, small communities or small entrepreneurs rely more on the financial services offered by moneylenders because they are more flexible and fast even though they have to pay high interest (Farida & Arifin, 2022).

Moneylenders are said to be the backbone of the people's finances. However, its existence itself does not bring benefits to the community, there are problems in the form of individual activities including in the form of capital carried out by loan sharks. Debt to loan sharks is indispensable with the needs of wholesalers who have to buy goods in the short term. However, if the borrower or small trader is unable to repay the credit, the repayment term will be extended, resulting in higher interest which adds to the borrower's burden. Interest and a relatively short time are used as binding provisions, but this is prohibited in Islam (Moderat, 2020). So that this practice indirectly does not provide a solution to the economic problems of the common people and contains elements of usury. As we know usury is forbidden for Muslims, this is based on the Al-Qur'an Ar-rum verse 39 which means;

“And something usury (additional) that you give so that human wealth increases, it does not increase in the sight of Allah. And what you give in the form of zakat that you intend to gain the pleasure of Allah, then those are the people who multiply (their rewards).”

The meaning of the verse above is that Allah SWT hates usury and that usury is not reciprocated by Allah. This verse is a warning not to do negative things. Therefore, it is necessary to have competent microfinance institutions that can meet the needs of the community and not get stuck in a prolonged debt cycle. For this reason, the government (regulator) in this case the OJK, which has regulatory and supervisory authority in the financial services sector, is starting to be

concerned with strengthening micro sector financial institutions, which is one of the strategies to create a more inclusive financial system (Johan et al., 2020) .

Financial inclusion is an effort to encourage the financial system to be accessible to all levels of society so that it can encourage quality economic growth and overcome poverty. Inclusive Finance aims to remove all forms of barriers to public access in utilizing financial services that are supported by existing infrastructure (Rijal, 2022).

BMT is an informal non-banking Islamic economic or financial institution, said to be informal because this institution was founded by a Non-Governmental Organization (KSM). The performance of microfinance institutions (BMT) that operate based on the sharia system is intended to have the opportunity to meet the needs of the poor or low-income people and to illustrate the ability of MFIs to establish themselves as banks for the poor which are difficult to touch by formal financial institutions (banks) that have been side by side. to the rich than to the poor (Meriyati, 2017). At the end of 1997 Indonesia experienced an economic and monetary crisis. The role of BMT is quite large in helping small and medium enterprises, this role is very important in rebuilding a healthy business climate in Indonesia. During economic and monetary crises, BMT often observes and supervises various layers of society to see business partnership opportunities (Millah & Halima, 2022). In fact, the emergence of an economic crisis cannot be separated from economic practices or activities that are carried out contrary to Islamic values such as consuming usury, monopoly, corruption, malpractice and others (Laili & Kusumaningtias, 2020). BMT business activities aim to help small entrepreneurs by providing financing in order to develop their businesses. With this business activity, the business develops and BMT earns income so that BMT activities are sustainable independently. This BMT is expected to be a supporter for UMK (Micro Small Enterprises) which is of course in accordance with sharia principles so that this BMT is expected to be able to help micro and small businesses, small traders in the market and replace the practice of moneylenders who are considered to be suffocating the small economy in prolonged debt shackles.

Formulation Of The Problem

1. Is there any influence of the BMT NU Summersari Jember financial inclusion program on loan shark transactions by traders at the Wirolegi Market?
2. What is the strategy of BMT NU Summersari Jember in minimizing moneylender transactions by traders at the Wirolegi Market?

Research Purposes

1. To find out whether there is any influence of the BMT NU Summersari Jember financial inclusion program on moneylender transactions by traders at the Wirolegi Market.
2. To find out how the BMT NU Summersari Jember strategy is in minimizing moneylender transactions by traders at the Wirolegi Market.

Theoretical Basis

The term inclusive financial system or in English Financial Inclusion is synonymous with the phrase inclusive financial system which means a universal, non-exclusive financial service system. The inclusiveness of the financial system actually refers to the vision of creating a financial services system that is able to reach all groups. Not only the rich, but also the low-ranked or poor. In practice, the idea of financial inclusion takes the form of a scheme that is now

better known as microfinance. Inclusive Finance is an inclusive financing scheme with the main objective of providing various financial services to the poor and low-income people. Various financial services include capital loans, savings, insurance, and financial transfer services (Johan et al., 2020). Financial inclusion is an effort to encourage the financial system to be accessible to all levels of society so that it can encourage quality economic growth and overcome poverty. Inclusive Finance aims to remove all forms of barriers to public access in utilizing financial services supported by existing infrastructure (Khatimah, 2016).

Referring to the definition of the United Nations (UN), the term Financial Inclusiveness refers to access to various financial services, at a reasonable cost, for people who are considered unbanked and those who do business in rural areas; such as agriculture or animal husbandry. These services include savings, short-term and long-term loans, leasing, mortgages, insurance, pensions, payments, money transfers for local and international scope. So the conclusion that can be drawn is that financial inclusion is best understood as a key dimension of financial services. Namely access or credit capital (access to credit) (Farida & Arifin, 2022). In this case, the access of poor, low-income people to various financial institutions is made possible by the existence of a credit guarantee scheme by the state.

Judging from its objectives, the inclusive financial service scheme is intended to overcome poverty situations. The first step is to open up the exclusivity of capital provision conditions which are generally carried out by financial institutions. In general, financial institutions are only willing to provide capital services to parties that are considered bankable. This is reasonable as long as we pay attention to the importance of prudence for the continuity of a financial institution (Laili & Kusumaningtias, 2020). This precautionary principle is basically a good principle, especially when we talk in the realm of economic exchange. However, this does not mean that this principle is not the only parameter that determines whether or not low-income or poor people can get capital assistance. In fact, under the auspices of this strict prudential principle, low-income and poor people are always considered not to qualify as credit recipients (Laili & Kusumaningtias, 2020). In the end, they must be executed or written off as parties who do not deserve capital assistance. In fact, socio-economically, it is precisely these parties that need capital assistance the most. Both for the purpose of increasing financial security, taking advantage of business opportunities, as well as in order to develop its business. Thus, first of all, the term Inclusive Finance is more appropriate to begin with as an attempt to shift the old paradigm that has been ingrained in financial institutions, which generally excludes people who are not bankable from their rights to receive capital assistance. Second, in the idea of Financial Inclusion there is one intention, namely the willingness to re-enter parties who have been expelled or excluded from financial institutions as parties who deserve various services (Rijal, 2022).

Moneylenders come from the word rent which means interest. In the Big Indonesian Dictionary, loan sharks mean people who make a living by paying interest, loan sharks. Moneylenders are a type of work that is actually not much different from banks and non-bank financial institutions engaged in savings and loan services. The difference is that loan sharks are entrepreneurs who are not legal entities, who manage their own businesses with their own policies and regulations (Moderat, 2020).

Moneylenders are people who offer unsecured short-term loans and are also called moneylenders because they charge high interest rates on each credit package. Most loan sharks operate in rural markets and they often visit people door to door. The sources of funds owned by moneylenders

in running their businesses come from their own capital, besides that they also borrow from other people in the city with high interest rates (Hasan & Ilmi, 2022).

Moneylenders provide credit for agricultural, trade, crafts and consumption needs. In Islam, the practice of moneylenders is the same as the term *mu'amalat ribawiyah*, namely the addition of money capital arising from debt receivables transactions that must be given by the borrower to the owner of the money when the debt is due (Srimulyani et al., 2022).

The practice of moneylenders, in positive law, is prohibited in Indonesia for the following reasons:

- a) There is a prohibition against making money making efforts, as stated in Article 1 of the Money Transferring Law or *Geldscheiter Ordanantie* and in accordance with the provisions of Article II of the Transitional Regulations of the 1945 Constitution;
- b) Null for the sake of law because it does not meet the requirements for the validity of the agreement stipulated in article 1320 *Burgerlijk Wetboek*, namely, something that is lawful or does not violate laws and regulations;
- c) Moneylenders or loan sharks are considered a form of social disease, so they must be prevented and dealt with as referred to in Article 13, Article 14 and Article 15 paragraph (1c) of Law Number 2 of 2002 concerning the Indonesian National Police. Due to loan shark practices considered as one of the activities that are prohibited in Indonesia based on positive regulations or laws that apply, then the perpetrators of this practice; both lenders and borrowers, can be subject to legal sanctions.

According to Dal. W. Adam Renternir is an individual who provides short-term loans, does not use certain collateral, has a relatively high interest rate and always tries to perpetuate credit with his customers (Rahmadanii & Setiowati, 2017). In *fiqh*, according to Qardhawi, bank interest is the same as usury, which is clearly forbidden. The Islamic economic system must be free from interest (*riba*). Only the Islamic economic system can use capital properly and correctly, because in a capitalist economic system it is found that the technical benefits achieved by science can only be enjoyed by a handful of people (Rahmadanii & Setiowati, 2017). So many calamities are befalling mankind today, especially in the economic field. With a very heinous form that had never happened in the era of ignorance, namely usury or moneylenders who previously were only carried out individually in their own homes, now on behalf of institutions, foundations and modern banks. They are capable of such great strength and power. Able to play a role and intervene in government institutions. With all the facilities they have, they are able to grow and shape public opinion among the common people and the poor, whose flesh and bones have been eaten by usurers or usurers under the auspices of the usury economic system (Hasan & Ilmi, 2022). In Islamic economics it has been repeatedly explained, the practice of leasing (usury) is profit from various forbidden loans. In *syara'* it has been explained that what prohibits usury is a strict prohibition, regardless of the amount, be it a little or a lot. Assets resulting from usury are clearly forbidden (Srimulyani et al., 2022).

Baitul Maal Wal-Tamwil is one of the most recognized economic and financial institutions in its early days. Baitul al-Maal developed during the heyday of Islam which functioned as a public financial institution which some economic observers equated with institutions that carry out modern economic functions, namely the central bank. Baitul Maal (BM) after changing to Baitul Maal wal-tamwil is a microfinance institution that operates on the principle of profit sharing, developing micro and small businesses in order to elevate the degree and dignity and defend the interests of the poor (Farida & Arifin, 2022).

Baitul maal wal tamwil (BMT) is an institution consisting of two terms, namely Baitul Maal and Baitul Tamwil. Baitul Maal is more directed at collecting and distributing non-profit funds such as zakat, infaq, and alms. Baitul Tamwil is an effort to collect and distribute commercial funds (Rahmadanii & Setiowati, 2017). This effort is an integral part of the BMT as an institution that supports the economic activities of Islamic-based small communities. According to experts: (Rahmadanii & Setiowati, 2017)

- a) Arief Budiharjo Baitul Maal wal Tamwil (BMT) is a non-governmental organization that seeks to develop productive businesses and investments with a profit-sharing system to improve the economy of small entrepreneurs in alleviating poverty.
- b) Amin Azis that BMT is an integrated independent business center developed from the concept of Baitul Maal wal Tamwil. In terms of baitulmal, Baitul maal wal tamwil receives Bazis entrusted from the Zakat and Alms Fund and uses it for the welfare of the poor, the poor, and the poor. In the aspect of baitul maal wal tamwil-BMT developing productive businesses to increase the income of small and small members.

From the statement above, it can be concluded that Baitul Maal wal Tamwil is an Islamic financial institution based on a non-governmental organization that is based on small community economic groups, seeks to develop productive businesses and investments with a profit-sharing system, as well as channeling non-profit funds such as Bazis with the aim of improving the economy small business and poverty alleviation. Conceptually, BMT has two functions, namely: (Rahmadanii & Setiowati, 2017)

- a) Baitulmal (Bait: House, Maal: Wealth) accepts ZIS funds (Zakat Infaq and alms) and optimizes their distribution by providing compensation to those who are entitled (asnaf) in accordance with the rules and mandates received.
- b) Baitut Tamwil (Umpan: Rumah at-tamwil: property development carries out productive and investment business development activities in improving the economic quality of micro and macro entrepreneurs, especially encouraging saving activities and supporting economic financing).

BMT aims to create a safe, peaceful and prosperous family and community life around BMT. In addition to functions and objectives, BMT also has a vision and mission. BMT's vision is to realize the quality of the community around BMT that is safe, peaceful and prosperous by developing business institutions and BMT and POKUSMA (Muamalaah Business Groups) that are advanced, trustworthy, safe, comfortable, transparent and prudent (Millah & Halima, 2022).

BMT's mission is to develop POKUSMA and BMT that are advanced, reliable, safe, transparent and careful so that the quality of the community around BMT is safe, peaceful and prosperous. To achieve the vision and implementation of BMT's mission and goals, BMT made several efforts: (Rahmadanii & Setiowati, 2017)

- 1) Developing savings and loan activities with profit-sharing/sharia principles.
- 2) Develop the institutions and business of the muamalaah business group, namely the savings and loan group which is the hallmark of the assisted BMT.
- 3) If the BMT has developed well enough, then start the development of real sector business entities, busril from community groups as companion business entities.

Previous Research

Research from Jajang Nurjaman (2010) The role of BMT Al-Fath IKMI Ciputat in overcoming the negative effects of moneylender practices related to this practice has been going well, as seen from the many business partners who have left loan sharks and have moved around to join BMT partners. As for the BMT Al-Fath IKMI Ciputat dressing that is already running:

1. Provide educational education to the public and be invited to think better for the continuity of their business
2. Partners are invited to join BMT Al-fat IKMI - Outreach to the community such as: holding social activities such as distributing brochures
3. The BMT deposit pick-up service pattern has great potential for alleviating poverty in Indonesia because BMT operates in the micro-economic sector which is generally not accessible to Islamic banking.

The difficulty of access for people who run micro-enterprises to sources of capital is the reason many people are trapped by loan sharks. If moneylenders can be removed or restricted in their own movements, BMT will develop more easily.

Research from Rozalinda (2013) in this study in Padang traditional markets, traders generally borrow from loan sharks. Transactions known as julo-julo shoots (circulation of money between community heads or heads of people and people who need fast funds by first receiving money and then returning the time) have been around for a long time before they existed. from BMT. The role of BMT in freeing them from loan sharks is the socialization of the sharia economy by BMTs to the community and their role in freeing the community from loan sharks. BMT has not played a significant role in freeing society from the shackles of moneylenders. BMT's efforts have not been maximized in freeing the community from the practice of moneylenders who tend to be more proactive in offering their services to traders.

Research Methods

This research was conducted on 28-29 October 2022 at the Wirolegi Market, Summersari District, Jember Regency. The location selection was carried out purposively based on information from BMT NU Summersari Jember that the market that received the most funds through BMT NU Summersari Jember was the Wirolegi Market.

The method used in this study is descriptive quantitative by using analysis techniques Spearman Rank correlation coefficient with the formula:

$$r_s = 1 - \frac{6 \sum (i-1)^n d_1^2}{n(n^2-1)}$$

Information:

r_s = Spearman Correlation Rank coefficient

n = the number of pairs of observations between one variable and another

d_1 = is the ranking experiment obtained in each pair of observations

Methods of data collection using survey methods. Survey is a data collection method in research by collecting data and interpreting data in general as it is in the field. This study used a total of 12 respondents, namely all traders who received assistance. To answer objective 1, namely to analyze the effect of the BMT NU Summersari Jember financial inclusion program on moneylender transactions by traders at the Wirolegi Market, it was carried out using guidelines for preparing a Likert scale (Ridwan, 2002). The variables to be measured are translated into variable indicators, then these indicators are used as a starting point for measuring instrument

items in the form of statements or questions. In compiling a Likert scale using alternative answers:

1. Positive (S) = 3
2. Neutral (N) = 2
3. Negative (TS) = 1

The total value of the scale is grouped into three categories, namely positive, neutral and negative. To get the range of the three categories using the formula: (maximum score-minimum score)/(number of categories). The number of indicators used is 5 the number of questions about the effect of moneylender transactions on the BMT NU financial inclusion program. Analysis of each respondent's attitude

- Maximum score: $5 \times 3 = 15$
- Minimum Score : $5 \times 1 = 5$

Then the range is: $((5 \times 3) - (5 \times 1)) / 3 - 1 = 3$ (rounded up)

- Positive: the effect of the BMT NU financial inclusion program on moneylender transactions by traders in the Wirolegi Market is positive if it has a score of 13-15
- Neutral: the effect of the BMT NU financial inclusion program on moneylender transactions by traders in the Wirolegi Market is neutral if it has a score of 9-12
- Negative: the effect of the BMT NU financial inclusion program on moneylender transactions by traders in the Wirolegi Market is negative if it has a score of 5-8

The overall analysis is the number of indicator items (n), the highest score is 3 and the lowest score is 1, so the range of calculations is:

- Maximum score: 15×3
- Minimum score : 15×1
- Then the range is: $((15 \times 3) - (15 \times 1)) / 3 - 1 = 9$

Based on the range above, the level of influence of the BMT NU financial inclusion program on moneylender transactions by traders at the Wirolegi Market from all respondents was divided into three categories, namely:

- Agree: the effect of the BMT NU financial inclusion program on moneylender transactions by traders at the Wirolegi Market agree to assistance 35-45
- Neutral: the influence of the BMT NU financial inclusion program on moneylender transactions by traders in the Wirolegi Market impartial 25-34
- Disagree: the effect of the NU BMT financial inclusion program on moneylender transactions by traders in the Wirolegi Market disagree 15-24

In order to analyze the relationship between the BMT NU financial inclusion program and moneylender transactions by traders in the Wirolegi Market, the Rank Spearman correlation coefficient is used. Spearman's Rank correlation coefficient to determine whether or not the relationship between each variable is closely related. In this program the criterion for making a significant decision is if $P < 0.05$ then the variable has a significant relationship and if $P > 0.05$ then the variable has an insignificant relationship (Noor, 2015).

Correlation values range from -1 to +1. Values that are close to -1 and +1 indicate a stronger relationship, while values that are close to 0 are said to have a weak relationship (Paramita et al., 2021). In order to answer objective 2, namely to identify how the BMT NU Summersari Jember strategy is to minimize moneylender transactions by traders at the Wirolegi

Market, a descriptive analysis will be carried out by studying the data obtained from interviews, field notes, documentation and observations (Purba et al. , 2021).

Results and Discussion

The implementation of the BMT NU financial inclusion program based on the ease of processing financing according to the customer's point of view is presented in table 1.

Table 1. Distribution of Respondents by Category The implementation of the BMT NU financial inclusion program is based on the ease of processing financing.

Category	Score Criteria	Amount (Person)	Percentage
Agree	12-15	8	67%
Neutral	9-11	4	33%
Don't Agree	5-8	0	0%
Total		12	100%

Source: Primary Data 29 October 2022

From the answers of the respondents above, the implementation of the BMT NU financial inclusion program is based on the ease of processing this financing, the majority of respondents responded with an attitude of agreement with a percentage of 67%. Respondents who responded agreed that financing at BMT does not need to choose and buy the goods because it is the responsibility of the BMT and the customer does not need to worry about the risk of damage, because it is the responsibility of the BMT if for example the damage is not caused by the customer's negligence. The respondents answered neutral because they lacked financial literacy. The implementation of the NU BMT financial inclusion program based on the elimination of fines is presented in table 2.

Table 2. Distribution of Respondents by Category The implementation of the BMT NU financial inclusion program is based on the elimination of fines.

Category	Score Criteria	Amount (Person)	Percentage
Agree	12-15	8	67%
Neutral	9-11	1	8%
Don't Agree	5-8	3	25%
Total		12	100%

Source: Primary Data 29 October 2022

From the answers of the respondents it was concluded that the implementation of the BMT NU financial inclusion program based on the absence of fines was that the majority of respondents responded with an attitude of agreement, namely 67%. Even so, some of the other respondents also responded neutrally and even disagreed. The majority of respondents who answered agreed were because they were disciplined in paying and if they were late, it was only less than 8 months. The respondents who responded did not agree because they had not paid in installments for more than 8 months and the respondents who answered were neutral due to lack of literacy. The implementation of the BMT NU financial inclusion program based on the availability of capital is presented in table 3.

Table 3. Distribution Of Respondents By Category The Implementation Of The BMT NU Financial Inclusion Program Is Based On The Availability Of Capital

Category	Score Criteria	Amount (Person)	Percentage
Agree	12-15	5	42%
Neutral	9-11	7	58%
Don't Agree	5-8	0	0%
Total		12	100%

Source: Primary Data 29 October 2022

From the answers of the respondents above, the implementation of the BMT NU financial inclusion program is based on the availability of capital owned by the BMT NU, there are respondents who agree and some are neutral. However, the majority of respondents responded by being neutral with a total percentage of 58%. As for customers who apply for financing with little capacity, they respond in agreement. While those who answered were neutral because they had experience in dealing with moneylenders, so when they asked BMT officers how much maximum capital they could provide, these customers concluded that they were the same as moneylenders. The implementation of the BMT NU financial inclusion program based on the fast process of disbursing funds is presented in table 4.

Table 4. Distribution of Respondents Based on the Implementation Category of the BMT NU Financial Inclusion Program Based on the Speed of the Fund Disbursement Process.

Category	Score Criteria	Amount (Person)	Percentage
Agree	12-15	7	58%
Neutral	9-11	4	33%
Don't Agree	5-8	1	8%
Total		12	100%

Source: Primary Data 29 October 2022

From the answers of the respondents it was concluded that the implementation of the BMT NU financial inclusion program was based on the speed of time in the process of disbursing these funds; the majority of respondents responded in agreement with a total percentage of 58%. They answered that they agreed because of several factors, namely; perception and religion. Meanwhile, those who answered were neutral because the majority of them were very experienced in dealing with moneylenders so that they responded with a neutral attitude (perception). The respondents who answered did not agree because it was based on their perceptions. The implementation of the BMT NU financial inclusion program based on margin relief is presented in table 5.

Table 5. Distribution of Respondents Based on the Category of Implementation of the BMT NU Financial Inclusion Program Based on Margin Relief.

Category	Score Criteria	Amount (Person)	Percentage
Agree	12-15	6	50%
Neutral	9-11	6	50%
Don't Agree	5-8	0	0%
Total		12	100%

Source: Primary Data 29 October 2022

From the respondents' answers above, the implementation of the BMT NU financial inclusion program based on margin relief is fifty-fifty. This means that 50% of respondents responded with an attitude of agreement and the other 50% responded with a neutral attitude. Respondents who responded agreed because according to them, the margin provided by BMT was indeed smaller. The respondents responded by being neutral because it was based on their perceptions and lack of literacy. The overall attitude of traders towards the financial inclusion program at BMT NU can be seen from the attitude of the respondents whether they were successful or not, useful or not for all respondents, which can be seen in Table 6.

Table 6. Overall Attitude of Traders Towards Financial Inclusion Programs at BMT NU

Category	Score Criteria	Amount (Person)	Percentage
Agree	12-15	8	67%
Neutral	9-11	4	33%
Don't Agree	5-8	0	0%
Total		12	100%

Source: Primary Data 29 October 2022

From table 6 the results of the data collection above it can be concluded that overall the respondents' responses to the financial inclusion program implemented by BMT NU are in agreement with a total percentage of 67%. While the other 33% are distributed in neutral responses by some respondents. Respondents who responded agreed based on the author's review of the five previous variables, due to several factors namely; religious knowledge, perception, reality. As for the respondents who responded with a neutral attitude caused by factors, namely; perceptions and lack of literacy, as well as for respondents who disagreed. Spearman's rank correlation is used to look for relationships or to test the significance of the associative hypothesis when each variable is connected in ordinal form. That Spearman's rank correlation test is part of non-parametric statistics, therefore in this correlation analysis it is not necessary to assume a linear relationship (linearity test) between research variables. If the research data uses a Likert scale, the distance used must be the same and the research data does not have to be normally distributed (Normality Test).

Table 7. Spearman Rank Correlation Test

		NU BMT Financial Inclusion Program	Moneylender Transactions
Spearman's rho	NU BMT Financial Inclusion Program	1.000	-.907**
		Sig. (2-tailed)	.00001
		N	12
Moneylender Transactions	Moneylender Transactions	-.907**	1.000
		Sig. (2-tailed)	.00001
		N	12

Based on the correlation results above, it was found that the correlation relationship that was owned was -0.97 indicating that the correlation between the BMT NU Financial Inclusion Program and Moneylender Transactions had a very strong correlation. The negative sign means

that the BMT NU Financial Inclusion Program increases, the moneylender transactions will decrease. Meanwhile, seen from the significance value of 0.00001, it states that the correlation relationship between the BMT NU Financial Inclusion Program and Moneylender Transactions is significant.

Basically, the community's need for capital assistance channeled by financial institutions such as banks cannot be reached by medium to lower business actors, who incidentally only have limited and relatively small capital. It is also sometimes difficult for middle and lower business actors to access finance at financial institutions such as banks, because they do not really understand the technicalities. This is what causes the emergence of financial services that have sprung up in society, namely moneylenders, lending money to traders even though it looks okay but every time we make a loan without paying interest the interest will continue to increase. Merchants are used to borrowing money from moneylenders because it is easy and fast. They are more comfortable borrowing from moneylenders because there are many traders who are used to borrowing. The government began to hold a program called the financial inclusion program, which was usually created for middle-class businesses.

The government makes BMT one of the institutions that run financial inclusion programs. For BMT as a sharia microfinance institution, it is hoped that it will be able to provide solutions and understanding to traders. As long as it makes it easier for traders, they are definitely interested in becoming BMT partners. BMT is quite able to compete with other financial service providers, but it needs continuous improvement so that the expected financial inclusion program can run as desired.

Based on the research results above, customer perceptions of the success and usefulness of the financial inclusion program at BMT NU Jember have been grouped into 5 indicators, namely convenience, elimination of fines, availability of capital, speed of the process of disbursing funds and lightening margins. The results of the analysis of the five indicators when combined show a neutral attitude of customers by 33%, agree by 67%, and disagree by 0%. From these data it can be seen that the program run by the BMT institution has been running well and in accordance with the government's expectations so that for customers the program is very beneficial for small traders. Respondents who responded agreed based on the author's review of the five previous variables, due to several factors namely; religious knowledge, perception, reality. As for the respondents who responded with a neutral attitude caused by factors, namely; perceptions and lack of literacy, as well as for respondents who disagreed.

Meanwhile, based on the results of the data analysis technique test using the Spearman Rank Correlation Test which states that the Effect of the BMT NU Jember Financial Inclusion Program has a strong correlation with Moneylender Transactions. And the negative sign states that if the BMT NU Jember Financial Inclusion Program increases, this will affect the moneylender transactions to decrease. Meanwhile, seen from the sinification level of 0.0001, it states that there is a significant influence between the Effect of the Jember NU BMT Financial Inclusion Program on Moneylender Transactions at Traders in the Wirolegi Market. As for the mainstay strategies carried out by BMT NU so that they are able to enter the scope of economic activities for medium to lower businesses. Strategies include:

1. Through an approach by the BMT NU, usually the marketing department explains briefly about the product, the explanation is made as attractive as possible so that the traders are interested.
2. Providing friendly service so that traders feel at home asking questions about products and transactions at BMT NU.

3. There is convenience in transactions, because traders in transactions with moneylenders are used to very easy transactions
4. Providing facilities, namely in the form of picking up balls, the BMT NU parties go directly to the field to carry out transactions, usually if traders want to save and withdraw money.

Conclusion

The main problem for traders is capital, traders cannot access finance from financial institutions such as banks, cooperatives, or BMTs. They prefer to use the services of loan sharks even though they are miserable. The government has created an Inclusive Financial Program which is intended for middle to lower entrepreneurs. In this Financial Inclusion Program, BMT is an institution that is used as a program that is expected to provide solutions for traders to access finance, in this case capital. The implementation of the BMT NU Financial Inclusion Program in terms of submitting funds has been good, it's just that the implementation still needs to be improved. The majority of respondents' answers regarding the implementation of the BMT NU financial inclusion program agreed. The BMT NU Jember Financial Inclusion Program reduces moneylender transactions.

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