

# Efforts To Increase Black Oil Smes Through Business Management And Licensing Of The Drug And Food Control Center (B-Pom) In Seith Village, Leihitu District, Central Maluku

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**Abstract**

Maluku Province is a spice-producing region. The spices produced are generally sold without any processing. However, there are Small Business Enterprises that take advantage of these spices to be processed into black oil. This black oil is produced by the Black Oil SME and has been in demand by many consumers. However, these products have not been standardized, especially the permits from the POM office, apart from that, in this SME business, they do not have good business governance management. Therefore, in this research activity the research team seeks to help the problems of these SMEs. The purpose of this activity is expected to be able to help partners (SMEs) to provide assistance and arrange product testing from Drug and food control center (Balai POM). In addition, the research team will help manage SME business management with hope that this research activity could help to encourage sales turnover for these products.

**Keywords:** Business Management, Balai POM licensing

Date of Submission: 20-01-2024

Date of Acceptance: 30-01-2024

## I. Background

Black oil SME in Seith is a SME that has been exists for a long time with good income. Every month they produce 3-4 times of production, with sales turnover for each production of approximately 6 million, meaning that 24 million in 2022, while the previous year, namely 2021, had the same amount of turnover. The data on the development of SME businesses are as follows:

The Development of Black Oil Turn over

No	Production Amount	2019	2020	2021
1	Monthly Production Amount	3	4	4
2	Turn over amount /production	5.000.000	6.000.000	6000.0000
	Turn Over Amount / Month	15.000.000	24.000.000	24.000.000

Table 1 shows that in 2020 and 2021 the number of sales turnover looks the same. In order to increase the sales turnover, it is necessary to do the management in the field of marketing.

In addition to these data, the resulting product already has packaging even though it is not perfect. The product forms are as follows:

**Figure 1**



**Black Oil Product Packaging.**

According to the picture above, the black oil is yet to have its license. Because it is in the form of oil, the license must come from the Food and Drug Monitoring Center. In addition, these SMEs also do not have good marketing management. The Marketing system is still done traditionally.

Based on the problems fore-mentioned, the researcher plans to conduct a research to overcome the problem of black oil production, especially in business management in the field of marketing and obtaining BPOM license to get buyers interest. Thus it could increase business turnover.

Based on the problem identification above, the researcher will try to solve the problem as follows:

1. How to manage good business management?
2. How to apply for a B-POM license?

This research aims to:

1. Provide good business management assistance
2. Provide assistance in obtaining B-POM permits

## **II. Research Methods**

The implementation of this research uses the Participatory Rural Appraisal (PRA) method. PRA is a method that involves partners in counseling/training activities, mentoring and activity evaluation to see the effectiveness of the program. It is hoped that the program will run well (Dewi, 2017). This activity was carried out for 3 days and evaluated for 2 days. The stages of activity include:

1. Partners are given material in advance to create good business management governance, especially in the field of marketing by a research team.
2. Partners are given an understanding in advance on how to obtain a BPOM business license by an emic person from BPOM for approximately 3 hours, it covers:
  - a. Types of Products that are eligible for BPOM permits (1 hour)
  - b. What is BPOM and the requirements for the procedure of BPOM (1 hour)
  - c. BPOM approval procedure (1 hour)
3. Direct practice partners assisted by the team to prepare BPOM licensing requirements.
4. The service team will evaluate the activities to see how far the effectiveness of the research program is, so that the planned program will run smoothly.

## **III. Result and discussion**

Result

In order to do Business Management Training and Assistance Activities and Licensing Processes from Balai-Pom for Black Oil, it was preceded by activities to carry out coordination activities with partners and villages. This activity aims to establish mutual agreement related to the implementation of research activities and time duration for conducting the activities. This activity then occurred for 2 days; on the first day coordinating with partners and discussing to convey what preparations have to be make for inspection from Balai POM. In addition, the team provides an understanding and insight to partners regarding the minimum requirements that must be prepared for research activities. On the second day the team conducted activities in partner location. The evidence of these activities is as follows:





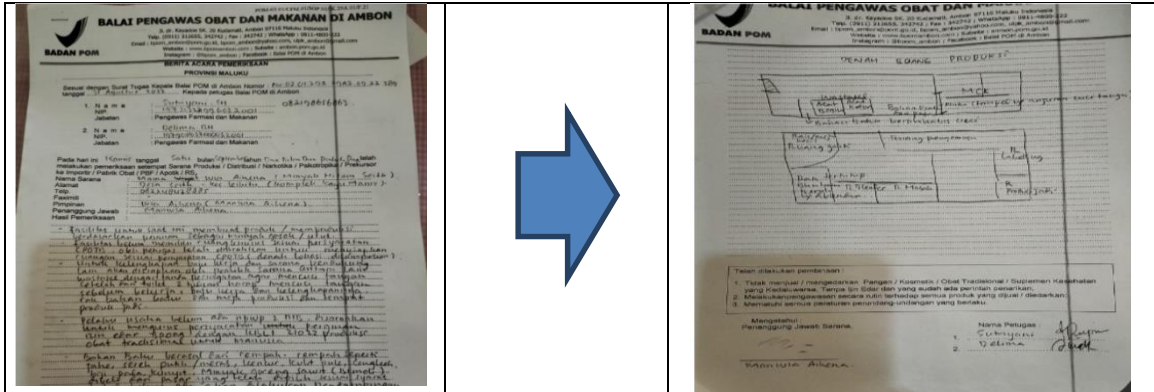
Furthermore, researchers employed activities to assist the licensing process from Balai-POM for black oil. This activity was attended by the head of P3M and his staff to carry out evaluation and monitoring. In order to conduct the licensing process from Balai POM, the first step taken was asking for the willingness of Balai POM to provide partners with explanation and understanding of the importance of product standardization and what requirements partners must fulfill in order to obtain a product license. In addition, researchers also apply training on marketing management. The forms of activity are

<p><b>Kegiatan pengabdian bersama balai POM</b></p>		<p><b>Ketua pengabdian siap melaksanakan pengabdian</b></p>
<p><b>Proses kegiatan pelatihan manajemen keuangan dan Balai POM</b></p>		<p><b>Pengarahan dari Kepala P3M</b></p>

**Discussion**

The results of the research are recommendations for the outcome of the partner assessment process for proposing approvals to Balai POM. The forms of recommendations are as follows:

Efforts To Increase Black Oil Smes Through Business Management And Licensing Of The Drug .....



In addition to the recommendations from the POM office, this research also resulted in obtaining a Taxpayer Identification Number (NPWP) and Business Identification Number (NIB) which will be a requirement for obtaining a POM office. The results are as follows :

The following are the results of the NIB as follows:



The following are the results of the NIB as follows:







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Lampiran berikut ini memuat daftar bidang usaha untuk:

No	Kode KBLI	Judul KBLI	Lokasi Usaha	Klasifikasi Risiko	Perizinan Berusaha	
					Jenis	Legitimasi
1	20204	Industri Minyak Alam	Desa Seith, Desa/Kelurahan Seith, Kec. Leihitu, Kab. Maluku Tengah, Provinsi Maluku Kode Pos: 97500	Rendah	NIB	Untuk persiapan, operasi, dan/atau komersial kegiatan usaha

1. Dengan ketentuan bahwa NIB tersebut hanya berlaku untuk Kode dan Judul KBLI yang tercantum dalam lampiran ini.
2. Pelaku Usaha wajib memenuhi persyaratan dan/atau kewajiban sesuai Norma, Standar, Prosedur, dan Kriteria (NSP Kementerian/Lembaga (K/L).)
3. Pengawasan pemenuhan persyaratan dan/atau kewajiban Pelaku Usaha dilakukan oleh Kementerian/Lembaga/Pemerintah Daerah terkait.
4. Lampiran ini merupakan bagian tidak terpisahkan dari dokumen NIB tersebut.

**The Output of the Activities**

This research produces output in the form of social media publications. The link address is <https://katamaluku.id/jika-dikelola-dalam-baik-minyak-seith-berpeluang-pasar/>. The following is a form of publication from the mass media:

**Jika Dikelola Secara Baik, Minyak Seith Berpeluang Pasar**

Katamaluku.id - Maluku24

Senin, 10 Oktober 2022



Foto bersama Tim pengabdian masyarakat Politeknik Negeri Ambon dengan staf pemerintah negeri dan pelaku UKM Minyak Seith di Kantor Pemerintahan Negeri Seith, Kecamatan Leihitu Kabupaten Maluku Tengah. (Foto - istimewa)

Katamaluku.id-Ambon : Usaha Kecil Menengah (UKM) Minyak Hitam di Negeri Seith, Kecamatan Leihitu, Kabupaten Maluku Tengah banyak diminati oleh kalangan masyarakat di Ambon.

UKM yang dikenal dengan "Minyak Seith" itu kini disoroti para peneliti dari akademisi, salah satunya adalah tim pengabdian masyarakat Politeknik Ambon yang dikepalai oleh Sammy

In addition to the above, this research also produces videos that are published on YouTube. The YouTube link address is as follows: <https://www.youtube.com/watch?v=tivI1OrXloQ>. The form of YouTube results is as follows:



#### **IV. Summary**

In managing Black Oil, The Seith Black Oil SME's groups do not have permit and license from BPOM and cannot market their products properly. All they can do is selling them in small kiosks around Seith Village. So the team from BPOM and the research team have provided education and training regarding the procedures for obtaining B-POM permits and marketing their products in wider online media, so that they are better known by public.

#### **Central List**

- [1]. Dewi Santi Kusuma Et Al. 2017. Ibm Strawberry And Mulberry Juice In Pandan Rejo Village, Batu City. Proceedings Of The National Seminar On Technology And Engineering, E-Issn 2527-6050
- [2]. Hariyati, Asrida. 2019. Identifying Nutmeg And Clove Derivative Product Businesses In Seith Village. Independent Research.
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