

FACTORS AFFECTING VILLAGE OWNED ENTERPRISE INCOME IN HULAWA VILLAGE, PAGUYAMAN DISTRICT, BOALEMO DISTRICT

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ABSTRACT

This study aims to determine 1) internal factors such as business management, business location, business capital, length of business and working hours that affect the income of Village-Owned Enterprises in Hulawa Village 2) To determine external factors that affect the income of Village-owned Enterprises in Hulawa Village such as natural resources, economic conditions, culture, security which affect the increase in Hulawa BUMDes income. This research is a type of descriptive research with a qualitative approach. The data analysis technique used is data analysis technique by processing data using the Miles and Huberman Models. The research informants were the Head of BUMDes, Secretary of BUMDes, Treasurer of BUMDes, Head of Hulawa Village and the Community (3 people). Data collection methods used in this study were observation, in-depth interviews and documentation. The data analysis technique used is data analysis technique by processing data using the Miles and Huberman Models.

The results of the study are 1) Internal factors that have been optimal and have an effect on BUMDes income in Hulawa Village, Paguyaman District, Boalemo Regency are business location, business capital, length of business and working hours. But the business management factor is not yet optimal, because business management still needs to be improved, especially in BUMDes business management. 2) External factors that have been optimal and have influenced BUMDes revenue in Hulawa Village, Boalemo District, are local culture and the security of BUMDes management that has been supported. But the internal factors of natural resources and economic conditions are not optimal. Because the available natural resources have not been utilized properly while the economic conditions of the Hulawa Village community are the lower middle class such as farmers, traders and miner.

Keywords : Internal Factors, External Factors, Income, BUMDes.

INTRODUCTION

In an effort to improve community welfare, the Government of Indonesia through the Community Empowerment and Village Development Agency established a financial body, namely the Village Owned Enterprise (BUMDes). Which

where the main purpose is to provide credit loans to people who need to run a business, besides that BUMDes must be able to establish businesses to improve the community's economy.

Village-Owned Enterprises (BUMDes) as in Hulawa Village aims to improve the economy of the village community, prosper the community and increase the village's original income. To achieve this goal, good BUMDes management performance is needed in carrying out its programs. One of BUMDes' performance can be seen from the income earned from the business unit managed.

BUMDes of Hulawa Village was established in January 2017 which is engaged in the Business of All-purpose Business Stalls (WASERDA) and Savings and Loans for Agriculture and Business Small.

Based on the description in the table above, it shows that so far, related to the progress of implementing BUMDes from 2017 to 2020, it has experienced several problems. As described in 2017 BUMDes Sinar Hulawa received an equity participation of Rp. 150,000,000 with a revenue target of Rp. 30,000,000. Only able to obtain income as big Rp.

5,832,044 with a percentage of 19.4%. Then in 2018 the equity participation was Rp. 150,000,000, only to get an increase in revenue target of Rp. 100,000,000 by earning income Rp.

72,829,245 with the percentage ratio 72.8%. Then in 2019 there was an increase of Rp. 174,800,000 with a revenue target of Rp. 100,000,000 even get an income of Rp. 92,584,732 with a ratio calculation of 92.5%. In addition, in 2020 it has decreased. Where equity participation in that year decreased by Rp. 103,305,300 where the target revenue is Rp. 100,000,000 with an income of Rp. 55,877,045 with percentage 55.8%.

Seeing the condition of BUMDes in obtaining income, many borrow money from WASERDA and Savings and Loans Businesses. Some of the problems in BUMDes Hulawa's business activities are that people do not repay loans from BUMDes businesses. There are no stocks of goods so BUMDes have difficulty developing their business. The reason is inseparable from the procurement of goods at BUMDes Hulawa which is often hampered. Even BUMDes managers are not able to develop the business they run, they do not have an educational background that is in accordance with the business being run.

It's just that there are several causes for a decline, especially in 2020. The reason is because there are several factors that affect both internally and external factors. Talking about internal factors, there are several things in accordance with the results of initial observations at Sinar Hulawa BUMDes, it was found that the income earned was not in accordance with the capital used, this raised questions from the community. In addition, the business capital that is assessed is not in accordance with the operational needs of the business so that sometimes the capital owned is considered not comparable to the business that will be carried out by BUMDes Sinar Hulawa. Another factor is the location of the business, which was carried out in the observation that it is already good and good, it's just that the location of the BUMDes Sinar Hulawa business is indeed not fully known and accessible to all levels of society. The next factor is the length of business, but it is almost the same as other regions or other villages. The duration of the Sinar Hulawa BUMDes business is considered to have not been fully able to save its business because there are many or there are still frequent emergence of similar businesses in the Sinar Hulawa BUMDes Village area. Factor internal

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Finally, working hours are a disease for every BUMDes, meaning the hours in running their business.

After that, apart from talking internally, it turned out that there were several external factors that really affected revenue at Sinar Hulawa's BUMDes and there were no business partners at Sinar Hulawa's BUMDes, this was proven by BUMDes still relying heavily on investment capital from Hulawa Village Government. External factors are information that is rated very low. It is evident that there are still many who do not know the existence of BUMDes itself. Inadequate human resources, as evidenced by the management or business management of Sinar BUMDes The Hulawa that was implemented did not meet the expectations of the Hulawa village community . Based on these problems, the researcher is interested in **conducting** further research with the formulation of the research title Management Factors **BUMDes**

a. Definition of BUMDes

Village Owned Enterprises (BUMDes) are village business institutions managed by the community and village government, which are formed based on the needs and potential of the village. Village Minister Regulation Number 4 of 2025 concerning Establishment, Management and Management and Dissolution of Village-Owned Enterprises, Village-Owned Enterprises are business entities whose capital is wholly or substantially owned by the Village, through direct participation originating from Village assets, which are separated for managing assets, services, and other businesses for the welfare of the Village community. The formation of BUMDes as a village economic institution is one form of the government's role as a force to help create improvements

Affecting Village Owned Enterprise Income in Hulawa Village, District of Boalemo Regency.

LITERATURE REVIEW

Management Theory

a. Definition of Management

The definition of management that quoted by Hasibuan (2022: 2) states that management is the science and art of managing the process of using human resources and other sources effectively and efficiently to achieve a certain goal. According to Peter Drucker in Said (2027: 5) Management is categorized as a profession like the medical or accounting profession which requires certain skills, tools, methods and talents, and more importantly needs to be practiced in the field. Hasibuan (2023:2), management is the science and art of managing the process of utilizing human resources and other sources effectively and efficiently.

welfare through the creation of economic productivity for the village.

BUMDes was established among other things in order to increase Village Original Income. Departing from this perspective, if the village's original income can be obtained from BUMDes, then this condition will encourage each Village Government to give " *goodwill* " in response to the establishment BUMDes.

Operating revenues

a. Business Income Concept

In measuring the economic condition of a person or household, one of the main concepts that is most often used is the level of income. Income shows all the money or other material results achieved from the use of wealth or services received by a person or household during a certain period of time in an economic activity (Winardi in Usman, 2026:32).

According to Tohar in Yulida (2022; 239) individual income is the amount of income received by everyone in society before deducting transfer payments .

b. Indicator Income

According to Theodorus M. Tuana kotta (2022:35) Revenue is the amount of money earned by a company for the creation of goods or services during a certain period of time. The income indicators for Listyawan Ardi Nugraha (2022:9) are as follows:

1) Capital Business

According to business capital, it is the principal money used to trade and increase the amount of one's wealth with business activities. Every business, big or small, corporate or informal, definitely needs funds to build a business so that it can operate.

2) O'clock Work

Trading hours are the time when a person or an entrepreneur sells his merchandise to consumers, such as a traditional market entrepreneur who is in the market to sell his merchandise for a day full

3) Total Energy Work

Labor implies the number of people who are ready to work. According to Law Number 24 of 2969 concerning employment, labor is everyone who is able to do a job both inside and outside the relationship in order to produce goods and services to meet the needs of people's lives.

4) Long business

In doing business, length of business is an important part of a business in doing

trading. The length of time a person does a business can make a person have a different experience a lot in running their business.

Factors Influencing Income in BUMDes

In essence, the income received by a person or business entity is of course influenced by many factors, such as the level of education and experience of a person, the higher the level of education and experience , the higher the level of income, then also the level of income is strongly influenced by working capital, working hours, access credit, number of workers, family dependents, types of merchandise (products) and other factors. In general, people are always looking for high levels of income meet the needs of the household , but limited by several of these factors (Pitma, 2025:38).

2022 : 33), there are various factors that cause income inequality . these factors is:

1) Age, young workers usually still have limited skills and experience. Their marginal physical product is lower than the average marginal physical product of older workers experienced.

2) Inherited characteristics, the amount of income of certain circles is largely determined by innate characteristics they.

3) Courage to take risks, those who work in a dangerous work environment usually earn greater income. Ceteris Paribus, anyone who dares to risk his life in the field of work will get a bigger reward .

RESEARCH METHODS

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This research is a type of descriptive research with a qualitative approach. According to Sugiyono (2027: 35) descriptive research is a type of research conducted to find out the existence of independent variables, only on one or more variables, without making comparisons of the variables themselves and looking for relationships with other variables.

RESEARCH RESULT

The research results found in this study is

The formation of BUMDes began on December 4 2026 and actively ran the program in September 2027. Until now, Village-Owned Enterprises (BUMDes) have run various programs, the first of which is savings and loans from weekly, monthly and annually. The people who do weekly savings and loans are people who open small businesses such as stalls, canteens, and workshops. As for the monthly savings and loans, it is for the needs of household appliances such as cooking utensils. And the third is annual savings and loans for agricultural equipment, such as corn shellers and pistons.

Another ongoing program is "WASERDA" or the All-round Warung where we sell daily goods such as wholesale. For Waserda itself, it was formed around August 23, 2028 and lastly, we have created Agent Briling. The Briling agent is a place for depositing customers, why are we doing something like this so it's easier for people to make transactions because the ATM (Automatet Teller Machine) is far from Hulawa Village. So, that is a program that has been running to date, and we will carry out programs that will be planned by BUMDes such as the sale of agricultural goods such as fertilizers and corn seeds, the two yield containers

the third farm is cattle breeding which will be developed by the Village.

DISCUSSION

Internal Factors Influencing Village-Owned Enterprise Revenues in Villages hulawa

Based on the explanation in the previous chapter, researchers have found several general views regarding internal factors that affect income at BUMDes, namely the opinion of Putra and Sunarwijaya (2026: 23-25) in several sections such as 2) business management 2) business location, 3) venture capital 4) long time and 5) working hours.

a. Management Business

BUMDes business management still really needs several components which are not impossible to be managed by human resources in Hulawa Village itself so that it will help to gain success in developing the business going forward. In addition, Hulawa BUMDes also got points that really need to be studied in research This.

BUMDes business management in Hulawa Village which does not only apply several forms of profit-based business but is able to support and make the community learn independently.

In his research, it turned out that the Hulawa BUMDes business management put forward by AJ as BUMDes Treasurer was as follows:

" In my *opinion* , as *administrators, current management, we have done our best in terms of managing BUMDes, but judging from the income sometimes it goes up and sometimes decreased, it was caused by more or less returning BUMDes capital.*" (28 Oct 2022) SP as a housewife or community in Hulawa Village give

responses regarding the current management of the Hulawa BUMDes Business such as : "There are still many shortcomings and there is still much that needs to be improved in running the business." (October 29, 2022) Seeing the condition of Hulawa's BUMDes business management it is still very far away, as the opinion of RA as the Hukawa Village Head explained that :

" *The management of the business has been good, but it has not been maximized in its management and there is still much that needs to be improved both in terms of business and administration.*" (October 29, 2022) Indeed, good management is needed in business management. But looking at the condition of performance in increasing BUMDes revenue performance currently has a relationship with business management. The opinion of RA as the Village Head gave the following opinion: "*Business management must go in the direction of BUMDEs income, because if one doesn't work, nothing will change.*" (29 October 2022)

HA as a housewife or community in Hulawa Village sees that increasing performance in BUMDes revenue is related because: "*Business management must go in the same direction as BUMDes income.*" (28 Oct 2022)

In addition, according to FN as the BUMDes secretary regarding performance in increasing BUMDes revenue by managing business management properly as follows :

"*BUMDes revenue must be interconnected with business management , because management and income must be managed properly .* (28 October 2022)

In improving performance, especially in the current BUMDes income, it has something to do with business management by business managers, it must be managed and run in an efficient manner directed.

With business management it is not impossible to increase BUMDes revenue, FN as Secretary of BUMDes provides the following explanation :

"*In my opinion, business management must support an increase in BUMDes business income , because with this support, it will result in an increase in BUMDes revenue.*" (28 Oct 2022)

AJ as Treasurer of BUMDes gives almost the same view regarding increasing BUMDes revenue by improving business management as follows:

"*Yes, the current management is very supportive of increasing BUMDEs business income , because some Hulawa villagers have livelihoods or potential in agriculture (corn) and small and medium enterprises (kiosks).*" (28 Oct 2022)

business management is one of the big concerns in managing BUMDes Hulawa. Because the most important factor to pay attention to is improving business management and involving the community, moreover the people in Hulawa Village are dominated by agriculture and small or medium businesses. (Stall)

b. Business Location

BUMDes Hulawa or BUMDes Bersinar Hulawa is in a strategic position near the Trans Sulawesi road where there are indeed many people, both in Hulawa Village and people from outside who want to go to the city or to Palu, will definitely stop at BUMDes Bersinar Hulawa. But the location of the BUMDes business is currently strategic for business development. Based on the location of the BUMDes Bersinar Hulawa business, it has already started strategy for business development in Hulawa Village. Like that opinion

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stated by AJ as Treasurer of BUMDes as follows:

currently running

"In my opinion, the current location of Bumdes is quite strategic because seen from the position of the building that is easily accessible to visitors, both from within the village and outside the village." (28 Oct 2022)

In line with the previous opinion, according to FM as the BUMDes secretary , the BUMDes business location is currently strategic for business development BUMDes Shines Hulawa as follows:

"In my opinion, the location is quite strategic, judging from the building itself , it can attract visitors and is easy to reach." (October 28, 2022)

Even according to HA as a housewife in Hulawa Village, she gave her opinion regarding the location of BUMDes,

which is indeed strategic in running her business

as follows: *"The current location is sufficient , especially since it already has its own building." (28 Oct 2022)*

Indeed, the location of the BUMDes Bersinar Hulawa is now quite strategic and can be reached by the people in Hulawa Village itself and from outside Hulawa Village. In addition, the Bersinar BUMDes location should be able to increase revenue. HA as a community (Housewife) in Hulawa Village gives the following opinion :

"In my opinion, with the 2 business units that are currently running, I think it can increase BUMDEs' income ." (October 28, 2022) Agree with RA as

the Head of Hulawa Village, giving the opinion that the Bersinar

BUMDes location can increase income as follows :

"In my opinion, with the existence of business units and being developed by other business managers who are

then I think it can increase BUMDes revenue." (29 October 2022)

Almost in line with the UK as a community (Housewife) explained clearly that the Bersinar BUMDes location is able to increase income as follows :

"In my opinion, with the business units currently being run, I think that the BUMDES income can be increased , especially if it can be added to other businesses." (29 Oct 2022)

So it is clear that a location is really needed that supports in increasing the revenue of Bersinar Hulawa BUMDes. Apart from that, it is not impossible for a strategic location to be supported by a business unit that supports the community in Hulawa Village.

c. Capital Business

Factors related to the business capital of Bersinar Hulawa BUMDes are indeed very necessary in helping increase the income of Bersinar Hulawa BUMDes . venture capital BUMDesa Bersinar Hulawa originates from village capital participation allocated through the Hulawa Village Village Revenue and Expenditure Budget (APB Desa). The working capital used by BUMDes Hulawa so far is really needed as stated by AJ as Treasurer of BUMDes giving the opinion that :

"BUMDes business capital has been budgeted through the Village Fund from the start of BUMDes formation." (28 October 2022)

In fact, explained by FM as the Secretary of BUMDes, BUMDes business capital is really needed because: *"The business capital used is from the Village which is budgeted through the Village Fund." (28 October 2022)*

Agree with HA as a community (Housewife Ladder)

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provide an explanation regarding BUMDes business capital which has been used by Bersinar Hulawa BUMDes that:

"So far, business capital has been sufficient, which has been budgeted through village funds to restore the community's economy." (28 October 2022)

Indeed, BUMDes business capital has been used and obtained from budgets originating from the Village Fund in order to restore the economy of the people of Hulawa Village. In the management carried out on the Bersinar Hulawa BUMDes capital it is really needed as the results of interviews with HA as a community (Housewife) gave the response that :

"So far it hasn't even been optimal." (28 October 2022)

Furthermore, the results of the interview with RA as the Head of Hulawa Village regarding the management carried out on capital are as follows:

"As the head of the village, the management of BUMDes has not been optimal so far." (October 29, 2022) Even people with UK (Housewife)

who provide feedback regarding the management of business capital that :

"As a community, the management of BUMDes has not been optimal so far." (29 October 2022)

Indeed, BUMDes management using venture capital really needs to be managed optimally. So the current business capital, in order to support the increase in Hulawa BUMDes revenue. As the opinion of the UK gave a response that:

"With existing business capital and businesses that have been run by BUMDes, this business can increase income through the community." (29 October 2022)

Agree with SP as a community (housewife) providing an explanation regarding business capital that can support the improvement of Bersinar Hulawa BUMDes as following:

"I am a visitor that the management of BUMDes has not been optimal so far, there are still many deficiencies in the supply of goods." (29 October 2022)

Indeed, the Bersinar Hulawa BUMDes business capital has not yet started because there are still a number of problems. So that BUMDes business capital has not supported the increase in Hulawa BUMDes revenue. As SP's opinion as a community (Housewife) provides an explanation that:

"BUMDes Together hulawa of course really need business capital to help and support income BUMDes so far." (29 October 2022) Agree with UK

as a community, provide explanations regarding business capital in order to support increased income that :

"With the existing business capital and businesses that have been run by BUMDes, it is necessary not to increase income through the community." (29 October 2022)

Indeed, at this time the BersinarHulawa BUMDes business capital has not been going well and has not even been able to increase income. The income condition of Bersinar Hulawa BUMDes is related to the BUMDes Capital management so far.

As RA's opinion as the Head of Hulawa Village gave the view that: *"In my opinion, by carrying out good management, income conditions will be more developed." (29 Oct 2022)*

Agree with the Head of Hulawa Village, the opinion put forward by HA

as a community (housewife) provides an explanation regarding BUMDes capital management so that it can support increased income as follows:

"The management of BUMDes with existing capital should be able to help." (28 October 2022)

Even RA as the Village Head gave his opinion regarding the increase in BUMDes revenue that

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"In my opinion, by carrying out good management, income conditions will be more developed." (29 October 2022)

Indeed, the condition of BUMDes revenue so far is closely related to BUMDes Capital management. Because one of the benchmarks in increasing and developing better revenue into the next year.

External Factors Affecting the Income of Village Enterprises in the Village hulawa

External factors at BUMDes are indeed very important so that the development and increase in business income at BUMDes can increase. This is strongly supported by several points such as natural resources, economic conditions, culture and security.

a. Resource Natural

As is known, the natural resources owned by Hulawa Village must be able to support business development and increase the income of BUMDes Besinar Hulawa. AJ as the BUMDes Treasurer gave the following views:

"In my opinion, the natural resources in the village, which come from the agricultural and trade sectors, cannot be utilized optimally." (28 October 2022)

FM as the secretary of BUMDes provides the view that natural resources can really support business development and increase BUMDes revenue as follows: *"In my opinion, BUMDes businesses are supported by natural resources, because of the potential that exists in the village, namely agriculture, trade, maybe it will provide added value for the development of BUMDes in this case to increase revenue." (28 Oct 2022)*

Agreeing with the previous opinion, HA as a community (Housewife) provides an explanation of natural resources that can really support the development and increase in BUMDes income as follows:

"Yes, quite supportive because people have different jobs." (28 October 2022)

natural resources really help develop and improve BUMDes, but there are some things that only have the potential to be maintained. So it is very necessary that the use of natural resources to increase BUMDes revenue has been carried out properly. As HA's opinion as a housewife is as follows:

"Yes, it's enough to use it, because with the existing natural resources the community can generate income from these natural resources." (28 Oct 2022)

Hulawa Village, gave the same view regarding the use of natural resources in improving and developing BUMDes as follows:

"Indeed it has benefits, because with existing natural resources the community can generate income from these natural resources." (29 October 2022)

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Indeed, currently the use of natural resources is needed in the development and increase in the income of BUMDes in Hulawa Village. There are obstacles related to natural resources in increasing BUMDes revenue such as an interview with RA as the Head of Hulawa Village as follows:

"Provision of natural resources that lacking and the community has not yet realized that natural resources are very important for survival." (29 Oct 2022)

In line with the opinion of the Head of Hulawa Village, UK as a housewife provides views regarding natural resource constraints that can increase BUMDes income as follows:

"Provision of natural resources that not enough." (29 October 2022)

reinforcement is urgently needed in increasing natural resources in increasing the revenue of Bersinar Hulawa BUMDes . Because there are obstacles that cannot be used properly full,

b. Condition Economy

Economic growth is one of the supports in increasing the revenue of Bersinar Hulawa BUMDes . Indeed,

in improving the BUMDes Shining Hulawa business , one must be able to read the economic conditions in Hulawa Village so that they can read the current BUMDes business conditions . UK as a housewife in Hulawa Village provides views regarding the economic conditions of the village community in supporting the business and income of BUMDes Hulawa as follows: "*Most of the economic conditions in the village*

have jobs such as farmers and traders and miners who can support BUMDes businesses ." (29 Oct 2022)

In another view, SP as a housewife explained regarding the economic conditions of the Hulawa village community in supporting BUMDes businesses and income as follows: "*The economic conditions in the village are currently dominated by farmers and traders and miners who can support BUMDes businesses.*" (29 Oct 2022)

In view of the economic conditions in Hulawa Village, which is indeed dominated by the community, from farmers and traders, the support for BUMDes has not been maximized. So there must be a relationship between the community's economy and BUMDes' own income . As the results of the interview with SP as a housewife as follows :

"Yes, the community's economy is very influential in increasing BUMDes, without the community's economy, BUMDes will have no income." (29 Oct 2022)

Indeed, currently BUMDes must be fully supported, because there is an economic connection to today's society, where the income of UK as a community in Hulawa Village is as follows:

"Indeed, currently the community's economy has an influence on increasing BUMDes, moreover BUMDes cannot run their businesses and do not receive income from these businesses." (29 October 2022)

In fact, the opinion of the community is almost in line with RA as the Head of Hulawa Village regarding the relationship between the community's economy and BUMDes income as follows:

"Yes, the community's economy is very influential in increasing BUMDes, without the community's economy, BUMDes will not work and will not have income." (29 October 2022)

Indeed, at this time the relationship with the community's economy with BUMDes income must be supported by businesses that are run independently by BUMDes. There should be community economic support in increasing Hulawa BUMDes revenue. As the results of the interview with RA as the Village Head gave the following responses:

"Working well with BUMDES is one of the supports for BUMDES income. (29 October 2022)

Furthermore, HA as a community (Housewife) provides views regarding community economic support by increasing the income of BUMDes Hulawa as follows:

"Through cooperation in supporting BUMDes." (October 28, 2022)

Furthermore, the results of an interview with FM as Secretary of BUMDes regarding community support by increasing BUMDes income are as follows :

"Community economic support can be seen from various community efforts in developing their business so that the community can return their income to BUMDES." (28 Oct 2022)

In supporting the Bersinar Hulawa BUMDes, the community is demanded to take a role so that the existing economy in Hulawa Village in increasing BUMDes revenue is very influential, especially in supporting businesses that are run by BUMDes Bersinar Hulawa itself.

A. Discussion of Research Results on Internal Factors Influencing the Income of Village-Owned Enterprises in Villages hulawa

The opportunity to develop the BUMDes Bersinar Hulawa business does have an opportunity to get it

used and desired in capitalizing on the needs of today's society. Some things that are indeed considered are increasing income through internal factors such as business management, business location, business capital, length of business and working hours (Putra and Sunarwijaya, 2026:23-25). Indeed, seeing the conditions related to research that focuses on internal factors in greatly increasing BUMDes businesses needed.

As the results of Butarbutar's research,

Widayatsari and Aqualdo (2027) explain that the amount of capital, labor and length of time have a significant effect on increasing the value of business income for the typical Lemang food industry in Tebing Tinggi City. It is indeed necessary to have a comparison that really helps BUMDes's business in increasing capital, place and others.

Moreover, the magnitude of the impact will affect business sources in increasing the revenue of Bersinar Hulawa BUMDes. Through the results of the research, several things were found, such as the business management of the Bersinar Hulawa BUMDes that was not optimal, because there were still many things that were still being improved, especially in business management that had not worked well, running optimally like now in 2022 the remaining savings and loans while waserda was no longer running in 2022. Even though business management should be managed properly. Another cause is that business management has not run optimally because some Hulawa village people have livelihoods Alone.

External Factors Affecting Village-Owned Enterprise Revenues in Villages hulawa

In carrying out BUMDes business at

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this time, it is of great concern in
supporting enhancement

BUMDes revenue. In this case, there is some direct support, such as efforts that are really needed to help increase the business being run by Bersinar Hulawa BUMDes. Damayanti (2022) explains that external factors have no effect on increasing business income for bamboo crafts in Belega Village, Gianyar Regency. Based on the results of the study it was found that natural resources have not been optimally supported and optimal in supporting BUMDes Bersinar Hulawa because most of the potential natural resources such as agriculture, plantations, mining and others to trade are still managed and used individually by public. So that there is no impact on increasing or directly affecting income. In addition, community support in utilizing natural resources is very minimal. In addition, indeed the availability of natural resources is very well supported. But the community does not realize that the existing natural resources are very beneficial directly for survival so as to help increase the income of the Bersinar BUMDes hulawa.

CONCLUSION

Based on the results of the research and discussion above, it can be concluded as following.

2. The internal factors that have been optimal and have influenced BUMDes revenue in Hulawa Village, Boalemo District, are business location, business capital, length of business and working hours. But the business management factor is not yet optimal, because business management still needs to be improved, especially in business management BUMDes.

2. The external factor that has been optimal and has influenced BUMDes income in Hulawa Village, Boalemo District, is culture local

and the security of BUMDes management has been supported. However, natural resource factors and economic conditions have not been optimal. Because the available natural resources have not been utilized properly while the economic conditions of the Hulawa Village community are the lower middle class such as farmers, traders and miner.

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