ABSTRACT

BUSINESS DESIGN ANALYSIS OF UTILIZATION OF TEMPEH PRODUCTION WASTE IN AMANAH SANAN MALANG

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The tempeh industry is one of the soybean processed industries that are often found in various regions in Indonesia. Seeing the large demand for these processed products, of course, the potential for waste generated is also increasing. The waste referred to in this processing is soybean waste, soybean waste is divided into two types, namely solid waste (soybean husk) and liquid waste (soybean cooking water). In a study conducted in Amanah Umkm where every day there are around 50-60 kg of solid waste and > 45 liters of liquid waste produced and it is not known what to do with it. An effort to minimize waste and increase business income, waste processing is carried out into a side business, namely the business of Soybean Skin Flour and Nata de soya products with business design analysis methode.

In this case, data collection about waste is carried out by means of interviews and observations with the owners of Amanah Umkm. After the data about waste is obtained, observations and research related to efforts to process waste into a finished product are carried out. Processed products that have been finished are carried out further research by interviewing potential consumers to see the response of the product. From the response data, it was found that 8,093 packages of flour products were sold in the first year and 2,534 packages for nata de soya, where the sales figure will continue to increase every year until the sales target is achieved. The new business of Umkm Amanah is planned to be located at the Sulfat Canal street area with 3 employees working in the initial year. In this case, the life of the business project is 4 years.

For the financial aspect, this business plan has a payback period (PP) of 2.58 years. For the decision it's feasible or not, it can be concluded that the business design is considered feasible to be developed by Umkm Amanah, this is because by looking at the calculation of the NPV (Net Present Value) value of $42,321,728.56 > 0 and the IRR (Internal Rate of Return) which is greater than Marr is 56% > 17.1%, so it has the potential to run. So the research is expected to be the basic design foundation for Umkm Amanah to develop this project in real terms in the future.

Keywords: *Soybean Waste, Waste Treatment, Business Design, Flour, Nata de soya.*