

Company Profile



P·U·P·U·K

perkumpulan untuk peningkatan usaha kecil
the association for advancement of small business

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PUPUK (Perkumpulan Untuk Peningkatan Usaha Kecil) *THE ASSOCIATION FOR ADVANCEMENT OF SMALL BUSINESS*

1. BACKGROUND

SMALL ENTERPRISE is the source of living for most of Indonesian people. This sector needs to be developed since it stands as a strategic component of Indonesian economical structure and it contributes significantly to the country. Therefore institutions which continuously support the development of this sector is required.

PUPUK (Perkumpulan Untuk Peningkatan Usaha Kecil) or THE ASSOCIATION FOR ADVANCEMENT OF SMALL BUSINESS is an independent and non-political non-profit organization which attempts to channel the aspiration and to stand for small business interests, as well as to develop integrated small business empowerment activities in all economics lines through various integrated efforts. PUPUK was established in 1979 as the result of a cooperation project between KADIN (Indonesia Chambers of Commerce) West Java and a Germany donor agency, Friedrich-Naumann-Stiftung (FNSt), and was legalized by the Department of Justice through SK No. C2-765.HT01.03 year 1988. The consideration of choosing an association as its corporate body is for PUPUK to expand the democratic mechanism within its organization body. Members of this association are individuals from business sector, NGO activists, universities, and others who have concern for small business development.

2. VISION AND MISSION

VISION - To channel aspiration and to strengthen small business existence which will generate independent and tough entrepreneurs in encountering economic competition.

MISSION - To conduct small business empowerment programs based on small business potentials and needs by using resources available in Indonesia, through approaches in micro, mezzo and macro levels.

1. **Micro Level** : PUPUK directly works together with the small business in business advancement service field activities, such as technical training, management training, various assistance, consultation, information service, and other activities related to the small business needs and PUPUK resources.
2. **Mezzo Level** : PUPUK attempts to support the establishment of infrastructure and supporting systems which are conducive for the development of the small business. Together with other institutions PUPUK creates a vehicle for aspiration and intensive coordination by both individuals and small business development institutions, so that partnership programs are created and developed both vertically and horizontally.
3. **Macro Level** : PUPUK attempts to contribute to efforts to perfect government policies in regional and national level, to create conducive business climate for the development of small business. PUPUK's contribution is materialized in the form of studies and policy dialogue which involve all stakeholders, as well as other advocacy activities, seminars and campaigns to both executive and legislative bodies.

3. SERVICES AND METHODOLOGY

There are several services and competences of PUPUK (many sectors such as agribusiness, craft, food processed, textile and product textile, furniture, metal, tourism, etc) i.e :

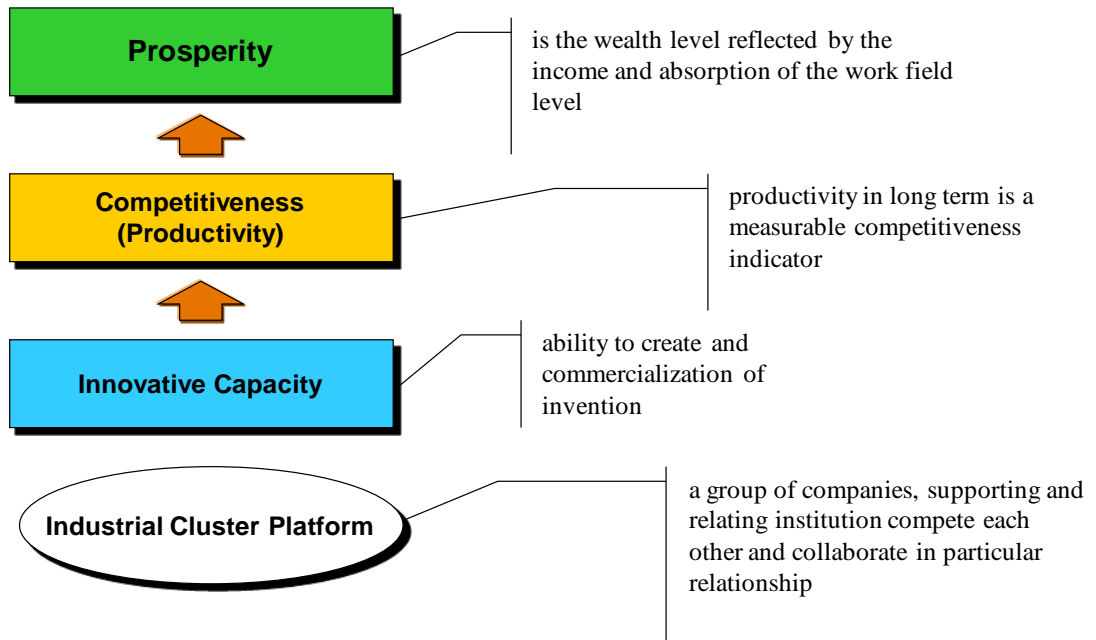
1. Value Chain Development.
2. Industrial Cluster Development.
3. Corporate Social Responsibility (CSR).
4. Local/ Regional Economic Development.
5. One Village One Product (OVOP) Approach.
6. One Stop Service Development for Business License.
7. Inclusive Business Model.
8. Regulatory Review/Analysis.

PUPUK has 5 generic roles in order to improve the sectors and beneficiaries in the targeted area i.e:

1. Providing business services based on technology (The form of technology services: consultation, survey, pilot plant, prototype, design, pilot project, operational services, advocacy, technology transfer, testing ad recommendation).
2. Providing facilitation access to financial institutions (bank/micro finances institutions, develop specific financing scheme, green financing, etc).
3. Enhancing MSME's human resources (owner and employee).
4. Intermediating of MSMEs to business resources (service provider, technology, information, financing, research institutions, market, regulatory body, certification institution, etc).
5. Contributing to foster development of local competitiveness in the area (improve business environment/business enabling environment).

METHODOLOGY

Prosperity that becomes the final purpose from the economic activity should be achieved through the competitiveness which is signed by the long term productivity. Therefore, the productivity improvement should be done through the high innovative capacity. The prosperity sources that emphasize the traditional input as a part of comparative advantage have decreased on its role in the international competition. The most important source from the prosperity only can be created by human perform, not being given from the heritage.

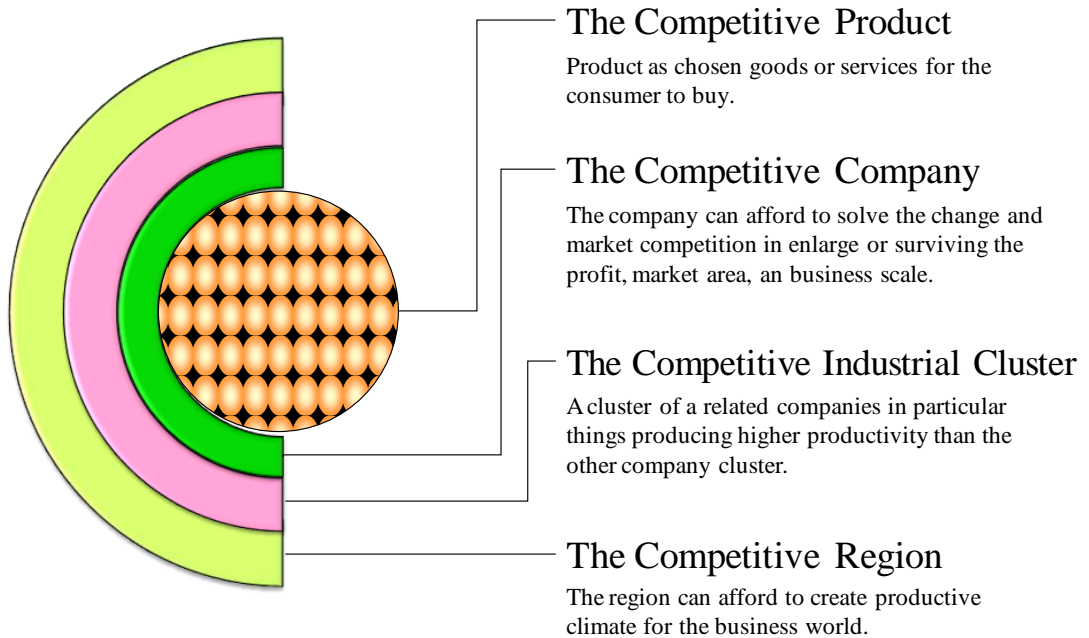


Picture: The innovative capacity as a way to reach the prosperity



As a part of economic system, in its daily life the small scale business is equal with other scale businesses, which are medium and large business. But, most of the small scale business is still placed in weak condition so that they need to be supported as the participants both in national and regional economic structure. In reaching high productivity or competitiveness, it is needed to provide many economic activities due to innovative capacity improvement. All these matters can help in giving direction to the prosperity achievement. The small business increasing movement is an affirmative attempt in national competitiveness development.

Role of location is very important. In information period which almost eliminates the barriers between the nations, the companies access the resources in the remote area easily. The interaction with the distance consumer is also can be done easily. It also can be said that the companies can choose every location, in every place around the world without losing the accessibility with the certain client, so that it seems that the location is meaningless.



Picture: The Competitiveness Stage

But in the reality, there are some locations in the world that emerge the companies with the high competitiveness. This phenomenon raises a question, what are the causes? The products as the excellent goods and services are produced by the excellent companies. The excellent companies are placed in excellent companies cluster and institutions, meanwhile the excellent clusters are placed in the excellent location. It means that the excellent location is the location where can afford in giving the most productive circumstances to the business field in surrounding it. The excellent product, the excellent company, the excellent cluster, and the excellent location (in stage of micro, mezzo, and macro) have the



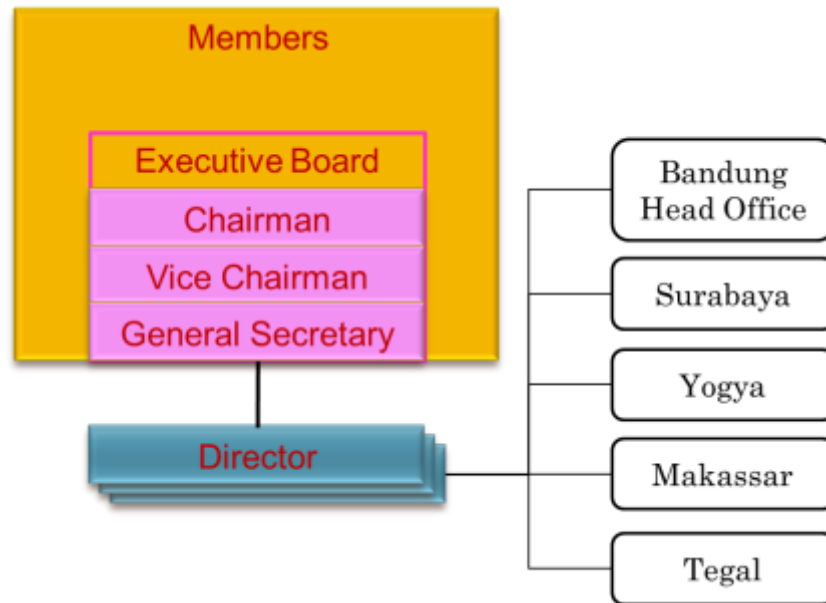
different term but connected each other. As a matter of fact, the location still has the significant role in the competitiveness in spite of their different term. Accordingly, all the efforts have been started from innovative capacity improvement in a region with the whole instruments.

The logical framework approach (LFA) used as a set of design tools for planning, designing, implementing, monitoring, and evaluating the project. The logical framework have an important role in every stage of the project cycle, and become the main tool to create other tools, such as monitoring plan, responsibilities distribution, schedules implementation, and budget details. The implications of the dynamic role in LFA as a tool of management phases of the project is it will need renewal on the regular basis. This project metrics or logical framework has improved from the previous metrics, constructed with engagement process of the representative stakeholders in the analysis process and figuring as community priority.

4. ORGANIZATION AND MANAGEMENT

As an institution which has association as its corporate body, members has the supreme authority. PUPUK membership is open for whoever has concerns in the development of small enterprises, as stated in the association statutes. Candidates who have commitment to give contribution for small enterprise development activities are welcome to join PUPUK.

PUPUK was established in Bandung, and its Head Office is in Bandung. At present, PUPUK has representative office in Surabaya, Yogya, Makassar, Tegal with autonomy management and several site office in Banda Aceh, Medan, Palangkaraya, Sangatta, Jakarta, Cirebon, Garut, and Palu.





PUPUK has pioneered some non-project works which are managed by professional experts;

- **SBTC - Small Business Training Centre** which focus its activities in training, and its clients covered 3 (three) segment ; SMEs founders, SMEs consultants, and the SMEs themselves as business players.
- **Core Competence** as a division in PUPUK which focused on technical support activities to better business climate and innovation capacity for local stakeholders to strengthen local economic competition.
- **Trada NetWork** is a unit which performs as information center and convection trading in Bandung Region.
- **Agrobusiness Trading** which becomes the catalyst for farmers empowerment through trading in West Java.
- **ISBRC - Indonesia Small Business Research Centre** which handles research activities.
- **MPB – Mitra Pengembangan Bisnis**, which focused in developing SMEs consultant in cooperation with YDBA (Yayasan Dharma Bhakti Astra) and IFC (International Finance Corporation).

In order to accommodate the needs for communication media and information enrichment for SMEs development activists PUPUK established COSBIC or council for small business campaign, which was the vehicle for activities such as campaigns, conferences, or seminars related to SMEs.

EXPERTS

PUPUK is supported with network of experts in SMEs. This network is the result of PUPUK's activities for almost 30 years, consists of individuals in companies, universities or higher institutions, government and private sectors.

5. LEGAL ASPECTS & FINANCIAL REPORTS

1. PUPUK declare lawful in the Charter of Association by Justice Minister of Indonesia Republic on Registration Number C2-765.HT01.03.TH88.

Referring to related regulations as mentioned on the article of 1,2, and 3 of the Gazette 1870 (Staatsblad No. 64), as last amended by Gazette 1983 (Staatsblad No. 276) and 1937 (Staatsblad No. 573) and the laws apply to associations.

Decision:

Established:

First: To declare lawful the charter of association: Associations for the improvement of small business, abbreviated by PUPUK, located in Bandung, see the appendices of this decision letter, and therefore recognize the association as a legal entity on the day of the announcement of their charter, in additional to Indonesian state news.

Second: This decision was communicated to the applicant and implemented as appropriate:

Set in Jakarta
30 January 1988



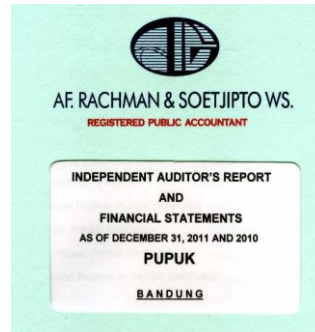
Charter of Associations

Additional Indonesia Republic News dated on 22 March 1988 Number 24

DECREE OF THE JUSTICE MINISTER OF INDONESIA REPUBLIC
Number : C2-765.HT01.03.Th 88

The Justice Minister of Indonesia

2. PUPUK 2012 Financial Report has been audited by Registered Public Accountant, AF Rachman & Soetjipto WS.



KANTOR AKUNTAN PUBLIK
AF. RACHMAN & SOETJIPTO WS.

Jalan Peshikayu No. 36 Telp. (022) 5203252 Fax. (022) 5203252 Bandung 40254

Number : 16/AFR-AJ/12

INDEPENDENT AUDITOR'S REPORT

The Board of Director
PUPUK Bandung

We have audited the statement of financial position of PUPUK Bandung as of December 31, 2011 and 2010, and the related statement of activity and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards established by the Indonesian Institute of Certified Public Accountants. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

Financial statements of PUPUK Bandung as of December 31, 2011 not present the calculation of the amount of employee benefits to be provided to employees as they should be by The Indonesian Accounting Standards For Non-Publicly-Accountable Entities (SAK ETAP) Chapter 23.

In our opinion, except with the above paragraph, the financial statements referred to above present fairly, in all material respect, the financial position of PUPUK Bandung as of December 31, 2011 and 2010, and the result of their operations and their cash flows for the years then ended in conformity with The Indonesian Accounting Standards For Non-Publicly-Accountable Entities.

Bandung, February 16, 2012
KANTOR AKUNTAN PUBLIK
AF. RACHMAN & SOETJIPTO



H. Tb. Aman Fathurachman, CPA.
NRAP AP.0614

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3. At this moment, several project audited by KAP BKR International.

6. EXPERIENCES

Since established in 1979 and after registered in Ministry of Law (1988) until now PUPUK has various experience in information finding, SMEs assistancy and development, in the form of research or study, model implementation of SMEs program development, direct activities with SMEs (training, consultancy, assistancy), implement of Corporate Social Responsibility (CSR) programs, seminars, workshops, model business unit, as well as other activities.

A. MSMEs DEVELOPMENT

- **SWITCH Asia Program – PROSPECT Indonesia - Promoting Sustainable Consumption and Production Eco Friendly Rattan** (Aceh, Central Kalimantan, Central Sulawesi and Java – Cirebon, Solo, Surabaya), funded by **European Union**, in partnership with **SNV Netherlands Development Organization** and **Innovationszentrum Lichtenfels e.V. Germany**, January 2013 – January 2017.
- **Seaweed Competitiveness Improvement Program Through Inclusive Business Model and Innovative Financing Scheme Implementation, Palopo Regency, South Sulawesi** in cooperation with **The FORD Foundation** and **MICRA**, 2013 – 2015.
- **SWITCH Asia Program – SCOPE Indonesia - Scaling Sustainable Consumption and Production in the Soybean Processing Industry in Indonesia** (Jabodetabek, Bandung, Sumedang, Gunung Kidul and Kulon Progo), implemented by **Mercy Corps Scotland and Indonesia (lead)** and **PUPUK Bandung** (partner), funded by **European Union**, March 2012 - December 2015.
- **Development of SMEs Competitiveness in Palu city (Cocoa and Rattan Industry), Tegal regency (Engine Components) and Samosir regency (Ulos Fashion)** in cooperation with the **Japan International Cooperation Agency (JICA)** and **Koei Research Institute (KRI)** and **Unico Japan**, 2013 – 2016.

- **CSR Program, Local Economic Development in Pasirwangi and Samarang Sub District, Garut Regency, West Java Province, in cooperation with Chevron Geothermal Indonesia, Ltd, 2008 until now (long term program).**
- **CSR Program focus on Local Economic Development in four subdistricts in vicinity area of coal minings in East Kutai District, East Kalimantan Province, in cooperation with PT. Kaltim Prima Coal, Tbk., 2008 until now (long term program).**
- **Introducing Market Development Indonesia (IMDI) on Cassava Commodity in Trenggalek and Sampang regency (East Java province) and in North Central Timor regency (East Nusa Tenggara province), in collaboration with SNV and Swisscontact in AIPD-Rural, AusAid Program in 2013.**
- **Sector Selection For PROMISE IMPACT Project in West Java – Analysis Study of Need and Supply of TPT Industry in West Java Province 2012, in cooperation with ILO, Sept 2012 - 2013.**
- **Intensification and Improvement of Patchouli Production in Mentawai Island, in cooperation with FAO, August 2012 - 2013.**
- **Vocational Training Center Survey in Palangkaraya, in cooperation with Foundation of Noble Work (Yayasan Usaha Mulia), August – December 2012.**
- **Value Chain Development – Within the Context of Livelihoods Recovery Program in Mentawai Island in cooperation with ILO, FAO and UNDP, 2012.**
- **Local Economic Development through Industrial Cluster Approach in Several Commodities in South Sulawesi Province, cooperation with JICA (Japan International Cooperation Agency) in 2009 – 2011.**
- **One Stop Service Development Program - KINERJA, in cooperation with The Asia Foundation and USAID, November 2011 – December 2013.**



- **Agriculture Regulatory Review in East Java, part of AIPD-Rural, in cooperation with The Asia Foundation and AusAID, September 2012 – July 2013**
- **CSR Program to Support Operation and Community Development in Sumenep, in cooperation with Santos (Madura Offshore) Pty. Ltd, 2011 – 2012.**
- **Poverty Eradication Program through Value Chain Development in Tofu and Tempe Sector in Urban Area (Jabotabek), in consortium with Mercy Corps, Swisscontact – SEEP Network dan Bill and Melinda Gates Foundation, 2008 - Desember 2011.**
- **Initiation and Development Red Chili Industrial Cluster in Garut District and Broiler Chicken Industrial Cluster in Tasikmalaya and Ciamis District, West Java Province, in cooperation with Bank Indonesia Tasikmalaya and Bandung, May – Desember 2011.**
- **Local Economic Development (Livelihood) Post Earthquake, Water Supply in Gunung Kidul District – Jogjakarta Province, in cooperation with Caritas Switzerland, 2006 – 2010**
- **Development Information System through SMS Gateway for entrepreneurs in vicinity area of company at Pesanggrahan Sub District, Banyuwangi Regency, East Java Province, in cooperation with CSR Program PT. Indo Multi Niaga, May 2011.**
- **Technical Assistance for 60 Syaria Cooperative in West Java related Strengthening Institutions and Poverty Alleviation Program, in cooperation with Cooperative and MSME Office (Dinas KUKM) – West Java Province, June – Desember 2010.**
- **Technical Assistance for 120 Woman Cooperative and Woman Group in West Java related Strengthening Institutions and Poverty Alleviation Program, in cooperation with Cooperative and MSME Office (Dinas KUKM) – West Java Province, June – Desember 2010.**
- **Competitiveness of Economics based on Industrial Cluster in Sumedang Regency, cooperation with JICA (Japan International Cooperation Agency), August 2009 – February 2010.**
- **Training Food Processing and Packaging for Food SME in South Kalimantan Province, implementing by Industrial and Trade Office (Disperindag), South Kalimantan Province, August 2009.**



- **Training Industrial Cluster for Food SME and Government Staff in South Kalimantan Office in South Kalimantan**, implementing by **Dinas Perindustrian dan Perdagangan Propinsi Kalimantan Selatan**, Juli 2009.
- **Strengthening of Competitiveness Embroidery Tasikmalaya Industrial trough Niche Market in the konteks Creative Industry**, cooperation with **PI-UMKM BPPT (The Agency for The Assesment and Application of Technology)**, May 2009 – December 2011.
- **Local Economic Development through Assistance of Cajuput Oil at Maluku Province (Centre of Cajuput Oil at Seram Bagian Barat Regency)**, cooperation with **Dinas Perindustrian dan Perdagangan Provinsi Maluku** , in 2008.
- **Local Economic Development based on Industrial Cluster through Education and Training for Community Development Officer at Jembrana Regency**, cooperation with **Kepala Kantor Diklat Daerah Kabupaten Jembrana**, in 2008
- **Assistance for Restoration of Microenterprise and Microfinance in Aceh (ARMMA) (JFPR 9079-INO) at NAD Province**, cooperation with **Asian Development Bank – PT.MADEP**, in 2007 – 2009
- **Model Program Establishment of New FORDA-UKM (SMEs Regional Forum) and strenthening Organizational Capacity in Sulawesi with JNPUKM (National Network for SMEs Development)**, in 2005-2006.
- **Model Program Establishment of FORDA-UKM (SMEs Regional Forum) and JNPUKM (National Network for SMEs Development)** : this forum has been established in several provinces since 1998 with NGOs as local partner, supported by Swisscontact and The Asia Foundation.
- **Model Program Business Development Services Network Strengthening for SMEs**, in cooperation with **European Union** in 2004-2005.
- **Model Program Development of Local Competition by Stregthening SME-based Industrial Cluster** in Banjar region, South Kalimantan, in cooperation with **Banjar local government** in 2004
- **Model Program People Based Peanut Agribusiness Partnership** in Bogor region, West Java, in cooperation with **Aneka Tambang, Tbk and Garuda Food**, in 2003-2004.



- **Model Program SME Development as Instrument for Strengthening the Ability to be Self-Sustained and Long-Term Development Perspective in West Java** cooperation with European Union in 1999 – 2004:

- a. Recycle Paper in Bandung City, in cooperation with SUHUF



- b. Strengthening chicken farmers in Karawang region, in cooperation with Koperasi Hijau, Dinas Koperasi and SMEs in Karawang

- c. Strengthening mushroom farmers in Karawang region. In the middle of project year, local government gave contribution for its program development.

- d. Strengthening farmers of milking cows in Cikajang, Garut region, in cooperation with Wahana Pengembangan Usaha
- e. Metal artists in Bandung, in cooperation with ASPEP and STTB, in Ciwidey, Bandung region



- **Textile (Non-Machine Weaving Machine and Mendong arts), Majalaya, Bandung region** in cooperation with PiBi IKOPIN, supported by European Union and FNSt Germany.

- **Model Program The Unemployed Caused by Monetary Crisis (Pilot Project in rattan centre, Cirebon region)**, in cooperation with Department of Industry and Trade, 1999.



Besar Keramik, 1997 and 1998

- **Model Program Empowerment of Women Farmers in Karawang region**, funded by Levi's Corp USA, implementation supported by local government of Karawang 1998-1999.

- **Model Program West Java Potential Small Industries Development** (rattan, processed wood, leather, and metal) in cooperation with Department of Industry and Trade, and Balai

- **Model Program Transformation of Traditional Stall to Modern Retail**, in cooperation with PT. Semen Gresik Tbk., 2004.



- **Community base Management for Environmentally Tourism Development in Samarang area**, in the context Handycraft Agricultural Development, Garut West Java Province, - 2009 – PUPUK Bandung
- **Management of Forest by the people in Agribusiness Sector, Mamasa – West Sulawesi – 2009 – PUPUK Makassar**
- **Expopriated management of the forest for Community Economics Productive , in 30 are.** Lamongan, Jawa Timur – 2009 – PUPUK Surabaya
- **Management of Coastal Environment, Economization of Mangrove, “immortal field” in West Bali National Park..** Product Development mangrove fruit for keropok, jam and syrop by community– Jembrana, Bali 2007 – 2009 – PUPUK Bali
- **Catchment area conservation around the forest in Mantung Malang, with the contex Holticulture protect in Pujon Malang.** Mantung and Pujon, Kab. Malang – 2005 – PUPUK Surabaya
- **Eco Efficiency Programme in the commertialization konteks.** Tegal, Jawa Tengah – PUPUK Bandung
- **Forest Management by the community around the forest in bamboo sector, chopstick product development which exported until Korea. Cooperation with PUPUK Surabaya and PT. Mitra Kriya Bambu, Magetan East Java, PUPUK Surabaya, 1995.**
- **Forest Management by the community for medium crops in Garut West Java, PUPUK Bandung– 1990**

B. STUDY - RESEARCH - SURVEY

- **Study: Textile and Textile Product Study in terms of Financial Access and Improvement of Service Providers in West Java Province**, in cooperation with ILO, 2013.
- **Study: Value Chain Development Survey for Specific Commodities in order to Improve Livelihood in Mentawai Islands**, in cooperation with ILO, FAO and UNDP – 2012.

- **Study: Embroidery Business Climate in Supporting Local Economic Development – through Value Chain Survey**, in cooperation with Bank of Indonesia chapter Tasikmalaya - 2008
- **Survey: Model of Vertical Business Integration through cooperatives at Agribusiness/agro industry sectors**, cooperation with BAPPENAS - 2007
- **Survey: Pengembangan klaster Kapal Rakyat**, cooperation with Ministry of Industry - 2006
- **Survey : Conducivity of Local Business Climate in Supporting SMEs Development**, in cooperation with the planning institutional development project, BAPPENAS - 2004
- **Survey : Conducivity of Local Business Climate in Supporting SMEs Development**, in cooperation with the planning institutional development project, BAPPENAS - 2004.
- **Survey : Improvement of Modernization and Restructurization Policy for Small Business, Micro and Agribusiness / Industrial Agri Cooperative**, in cooperation with the planning institutional development project, BAPPENAS - 2004.
- **Study : Compiling Funding Opportunity for Mushroom Commodity in Karawang Region**, in cooperation with Department of Industry and Agro Trading West Java, 2004
- **Preliminary Study : Terminal Agro and Sub Terminal Agro for Mushroom Commodity in Karawang Region**, in cooperation with Department of Industry and Agro Trading West Java, 2004
- **Survey : Investment Climate for Small and Micro Enterprises in JABOTABEK**, supported by Worldbank, 2003
- **Study : Overview of Indonesian Small Enterprises 2002 – Prospect in 2003**, in cooperation with LP3E Kadin, 2002.
- **Study : Monitoring of Area Regulatory in West Java**, in cooperation with PEG – USAID, 2003
- **Study : Industrial Review 2002 (Dormitory Houses, Public Transportation-Taxi, Trucks, and Production Houses)**, in cooperation with Bank Rakyat Indonesia, 2002
- **Survey : Micro Financial Institution in West Java (Bandung and Karawang Region)**, in cooperation with The Asia Foundation, 2002
- **Technical Improvement Study Herbal Medicine (Yogyakarta and West Java)**, in cooperation with Business Consultancy Clinic (KKB) DIY and West Java, funded by USAID, 2001–2002

- **Research : Funding for Small Enterprises with Market Guarantee**, FNSI and European Union, 2001 –2002

C. ADVOCACY

- *Round-table Dialogue and Advocacy: Halal Certification for Food and Beverage Products*, in cooperation with The Asia Foundation, 2001 – 2004.
- *Round-table Dialogue and Advocacy: Draft Anti Monopoli and Its Impacts on Small Enterprises Regulations*, in cooperation with The Asia Foundation, 1998-1999
- **Improving Advocacy Capacity of FORDA-UKM (SMEs Regional Forum) and JNPUKM (National Network for SMEs Development)** : this forum has been established in several provinces since 1998 with NGOs as local partner, supported by Swisscontact and The Asia Foundation.

D. TRAINING

VARIOUS TRAINING, 2008 – 2013

- **SPECIFIC ON AGRIBUSINESS, FOOD PROCESSED, CRAFT, FURNITURE, TEXTILE AND TEXTILE PRODUCT, TOURISM SECTORS, ETC.**

CACAO TRAINING, 2005 – 2007

- **INITIATION FOR INCREASING OF AREA COMPETITIVENESS THROUGH CACAO INDUSTRIAL CLUSTER (2007)** - cooperation with Industrial and Trade Body South Sulawesi Province, Palopo District (South Sulawesi)
- **INITIATION OF POLICY PROCESS ABOUT UNCOMMERCIALIZE NON FERMENTATION COCOA, TRAINING FERMENTATION PROCESS AND CACAO GARBLING PROCESS IN SMALL SCALE (2007)**, North Luwu District (South Sulawesi)
- **TRAINING OF CACAO FERMENTATION PROCESS AND CACAO GARBLING PROCESS IN SMALL SCALE (2007)** - cooperation with Industrial and Trade Body East Luwu District, East Luwu District (South Sulawesi)



- **TRAINING OF CACAO FERMENTATION PROCESS AND CACAO GARBLING PROCESS IN SMALL SCALE (2007)** - cooperation with Board of National Development Planning, Luwu District (South Sulawesi Province)
- **SERTIFICATION PROCESS IN CACAO ORGANIC (2006)** - cooperation with Swisscontact, Nusa Tenggara Timur Province
- **INITIATION PROCESS CACAO FERMENTATION IN SMALL SCALE - PER 100 KILOGRAMS (2007)** - cooperation with Industrial and Trade Body West Sumatra Province, West Sumatra Province
- **INITIATION PROCESS BUSINESS LINKAGE BETWEEN CACAO FARMERS WITH CORPORATE (PT. BUMI TANGERANG), AND TRAINING OF PROCESS BIO PESTICIDE (2006)** - cooperation with BPPT, Ciamis District (West Java Province)
- **CACAO FERTILIZATION PROCESSING, CALCIFICATION OF CACAO, AND THE CACAO CONDITIONS FOR EXPORT (2005)** - cooperation with PT. Berau Coal, Berau District (East Kalimantan Province)

MANAGERIAL AND ORGANIZATIONAL TRAINING, 2003 – 2004

- **BDS FOR SMALL BUSINESS TRAINING**, held in Sindang Reret Hotel Bandung in January 2003
- **TRAINING FOR SME CONSULTANT WITH BDS PATTERN**, held in Brongto Hotel, Jogjakarta in August 2003

TRAINING FOR PKBL-BUMN

- **MARKETING ALTERNATIVES for PUKK BUMN Partners**, held in Nalendra Hotel Bandung, September 2003
- **CREDIT ANALYST**, held in Nalendra Hotel Bandung February 2004
- **HOW TO HANDLE CREDIT WITH PROBLEMS at BUMN**, held in Nalendra Hotel Bandung, February 2004
- **AGRIBUSINESS ANALYSIS TRAINING**



2003
in
PUKK



- **ALTERNATIVE STRATEGY FOR AGRIBUSINESS MARKET DEVELOPMENT partners of PUKK BUMN**, held in Grand Aquila Hotel Bandung, May 2003
- **GROUP CREDIT TRAINING** at Bali Dynasty Hotel – Bali, June 2003
- **CREDIT REVIEW TRAINING**, at Bali Dynasty Hotel – Bali, June 2003
- **PARTNERSHIP MODEL ALTERNATIVE TRAINING**, at Bali Dynasty Hotel – Bali, June 2003
- **FUNDING MODEL DESIGN** at PUKK BUMN, at Jayakarta Hotel Bandung, March 2004
- **PARTNERS SELECTION** at PUKK BUMN, at Hotel Santika Yogyakarta, August 2004
- **EARLY IDENTIFICATION AND HOW TO HANDLE LOANS WITH PROBLEMS** at PUKK BUMN, at Hotel Santika Yogyakarta, August 2004

COOPERATION PUPUK – FNST, 1988 – 1998

- **TRAINING ON PRODUCTION TECHNIQUE, SMALL BUSINESS MANAGEMENT AND ASSISTANCY** at various centers and small enterprise group in West Java, in cooperation with PERHUTANI, Department of Industry, Department of Cooperative, PTP, Universities, etc. Wood and leather center Yogyakarta, roof tile Sleman DIY, Kasongan Ceramics.

COOPERATION PUPUK–FNST–PT. SEMEN GRESIK, 1989–1992

- **TRAINING ON PRODUCTION TECHNIQUE, SMALL BUSINESS MANAGEMENT AND ASSISTANCY** at centres/business group : silk weaving and Tuban bamboo, Madura hand-made batik, silver arts in Gresik, Lumajang embroidery, Pasuruan metals, wooden and bamboo arts in Lamongan, onyx arts from Tulung Agung.

E. SEMINARS

- **National and Regional Dialogue on Rattan Industry from Up stream to Down stream Business**, Indonesia 2013.
- **Interactive Dialogue with West Java Governor's Candidate. Theme: SME's Development through Increasing Local Competitiveness**, Bandung 2008
- **Strategy for Local Economic Development through Cross Sectoral Approach**, Yogyakarta 2005
- **Implementation of Local Economic Development through Cross Sectoral Approach**, Yogyakarta 2005
- **Indonesian Small Business Congress - KUKI 2003**, PUPUK – COSBIC, Jakarta 2003
- **National Seminar on Reflection of 10 years of PUPUK – BUMN**, Kuta Bali 2003
- **National Seminar on Credit Guarantee Scheme Optimalization through Guarantee Body to Support Funding for Small Business**, in cooperation with The Asia Foundation, State Ministry of Cooperative and SMEs, and Bank JABAR, 2002
- **National Seminar on Small Business Development Stratey in City/Regency in the framework of Regional Autonomy** (Study of Aspects of Supporting Institutions Kajian and Funding Scheme), in cooperation with FNSt, European Union, and Bank Jabar, 2001
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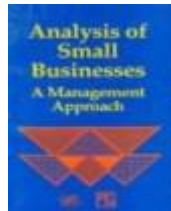
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 - Kode supplier : PEWIUS
- **USAID**
 - DUNS Number : 726853232



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