

Company Profile



P·U·P·U·K

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

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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.

MISION - 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 i.e :

1. Value Chain Development.
2. Industrial Cluster Development.
3. Corporate Social Responsibility (CSR) Implementations.
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.

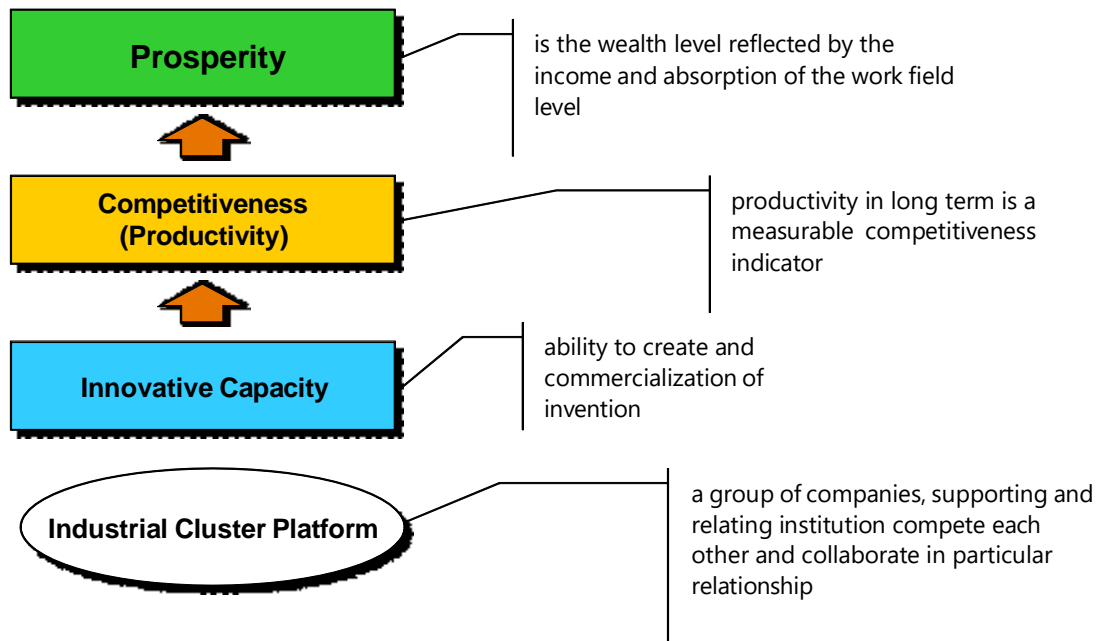
METHODOLOGY

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

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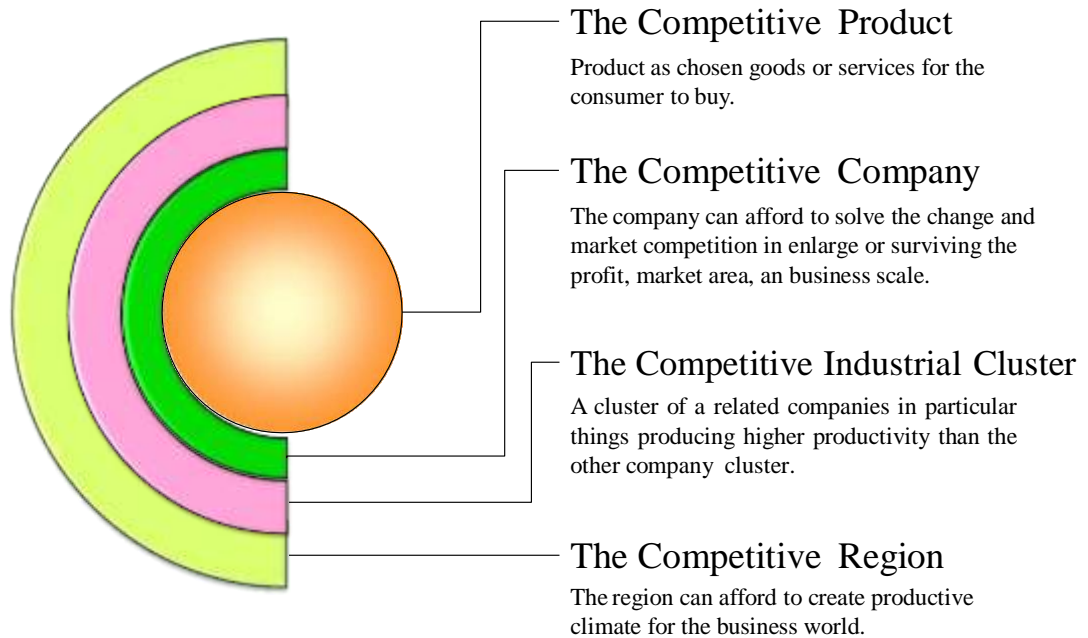
sources that emphasize the traditional input as a part of comparative advantage have decreased on its role in the international competition. The most important source from the prosperity only can be created by human perform, not being given from the heritage.



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.



Picture: The Competitiveness Stage



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.

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

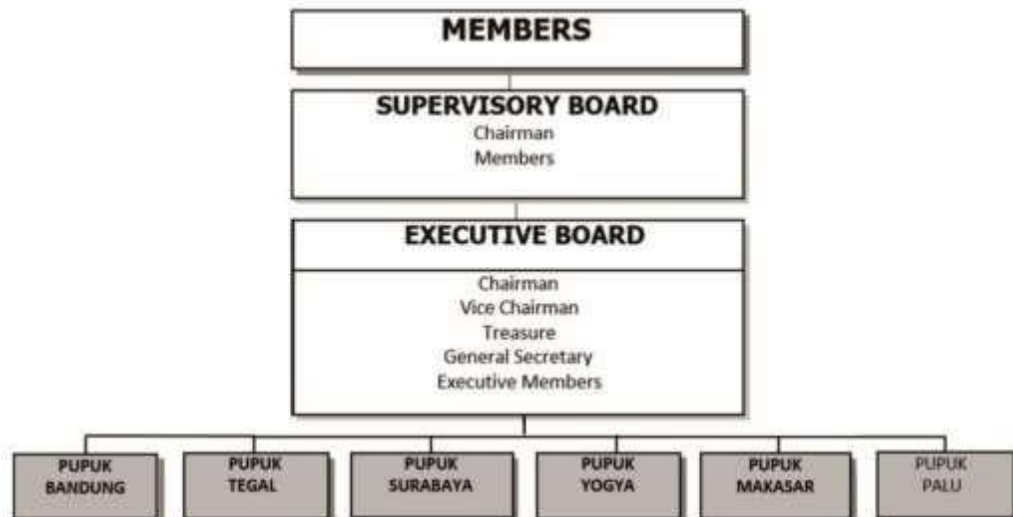
implications of the dynamic role in LFA as a tool of management phases of the project is it will need renewal on the regular basis. This project metrics or logical framework has improved from the previous metrics, constructed with engagement process of the representative stakeholders in the analysis process and figuring as community priority.



4. ORGANISASI AND MANAJEMEN

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 headquarters is in Bandung. At present, PUPUK has representative office in Jakarta, Surabaya, Yogya, Makassar, Tegal, and Palu with autonomy management.





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 (Business Development Partner)**, which focused in developing SMEs consultant in cooperation with YDBA (Yayasan Dharma Bhakti Astra) and IFC (International Finance Corporation).
- **Sekolah Ekonomi Desa (SED) PUPUK** is a series of mentoring programs for village economic development (through studies of village economic potential, workshops, training etc.) run by a network of professional experts who have a focus on interest and competence in encouraging village independence. PUPUK SED was initiated in 2015, which in carrying out its activities is funded by village funds and district-government governments that want villages in their areas to develop. Until now, he has assisted 12 villages in the Special Region of Yogyakarta including Karang Sari Village (Kulon Progo



Regency), Murtigading (Bantul Regency), and Girisuko (Gunung Kidul Regency) as well as several other villages spread across various districts and provinces in Indonesia including Kab. . Tegal, Central Java and Kab. Merangin and Kab. Muara Jambi in Jambi Province.

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

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



2. Have a business license and organizational license according to statutory regulations.





6. EXPERIENCE

Since 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. SMEs (SMALL MEDIUM ENTREPRISES) DEVELOPMENT COOPERATION

- **SETAPAK 4** is funded by The Asia Foundation, project period November 2023 - November 2025, with project targets: Improving the quality of forest-based products from KUPS that will, strengthen the livelihoods of communities, women's groups and the younger generation, Building market access for KUPS products, Increasing access to finance from government and non-government institutions for KUPS business development, Increasing the percentage of land cover (RHL / CDEL).
- **The Skills Training & Professional Certification Program** for Village Youth in Manyar and Ujungpangkah Sub-districts of Gresik Regency is funded by PGN SAKA Indonesia Pangkah Limited, project period September 1 - December 31, 2024, with the project target of improving the abilities and skills for local children, especially in the ring 1 area of Ujungpangkah and Manyar Sub-districts of Gresik Regency.
- **The Education Quality Improvement Program** through increasing the capacity of Educators and Governance of Educational Institutions Sub Program of Saka Bakti Pesantren in Ujungpangkah and Manyar Districts of Gresik Regency, funded by PGN SAKA Indonesia Pangkah Limited, project period 1 September - 31 December 2024, with the project target of increasing the ability and skills of educational institutions in the ring 1 area, Ujungpangkah and Manyar Districts in managing and developing the Pondok Pesantren entrepreneurship model.



- **KUAT UMKM** Strengthening assisted MSEs funded by PT MUJ ONWJ in Karawang, West Java with a project period of November 2024 - March 2025, with a project target of 10 (ten) superior assisted MSMEs, open market access, changes in terms of packaging, product certification;
- **The Mangrove Planting Program** in the Coastal area of Karawang, West Java is funded by PT EIGERINDO MPI (Multi Produk Industri) with a project period of May 2024 - August 2024, with the target of economist empowerment projects.
- Development of South Tapanuli MSEs Souvenir Center (**Bagas Silua**) project funded by PT Agincourt Resources in Batangtoru, Regency. South Tapanuli, North Sumatra with a project period of 1 May 2024 - 30 April 2025, with the target of the Bagas Silua project expected to become a marketing center for local SMEs, especially PTAR Assisted SMEs located in the Batang Toru and Muara Batang Toru Districts.
- **Prosthetic Art Training Project**, preparing training participants to create visual character development of local javanese legendary characters through film, sponsored by the **Assistant Deputy for Entrepreneurship, Ministry of Youth and Sports of the Republic of Indonesia, December 2023**
- **LRP (Livelihood Restoration Project)** project funded by PT. JSP (Jawa Satu Power), focuses on empowering the economy of the community around the area affected by the company's project, 01 May 2023-30 April 2026.
- **KONEKSI**, Partnership, a project funded by Cowater International Inc – DFAT to carry out a package of activities assessing the contribution of social forestry management rights to the lives of climate-resilient women and men in Indonesia, 26 June 2023-25 June 2024.
- **BET-UNDP a contract project with Increase supported by UNDP for basic online entrepreneurship training, August 2021 – May 2022**
- **ACTION (Active Citizens Building Solidarity and Resilience in Response to COVID-19 In Dki Jakarta, West Java, Yogyakarta, Makassar, Lombok in collaboration with Hivos, CISDI, Institut Kapal Perempuan, Pamflet, SAPDA, Jan 2021- July 2022**



- Assistance for LPM Persada in Sopo Daganak – Batang Toru, South Tapanuli, North Sumatera, funded by **PT. Agincourt Resources (PTAR)**, October 2021 – December 2021.
- **Project - Tough Indigenous Enterprise Development Program** is a CSR program from the British Petroleum Company (BP Indonesia) with PUPUK as the program implementer of the program to develop business units and provide assistance to empower local communities in West Papua (Bintuni, Fakfak, Sorong and Manokwari) November 2019 – October 2022.
- Redesign of APP's Guidelines for East Java, **funded by KOMPAK**, 01 August 2021- 31 December 2021.
- **SETAPAK 3** is a program for market access and civil society networking capacity in social forestry management and assessment/mapping of strengthening social forestry policies in Aceh, West Sumatra, West Kalimantan, South Sulawesi, West Papua and PUPUK becomes an expert on social forestry issues, **funded by The Asia Foundation**, 16 September 2021 – 31 October 2022.
- **PGN SAKA Project** is the community based economic development project aims to improve the welfare of the community in the area around the project. The Project is located in the Ujungpangkah and Manyar-Gresik-East Java areas, **funded by PGN SAKA**, January 2021 – December 2023.
- **PGN SAKA Project** in the field of SAKA environment, is the project aims to create a waste management business in 4 villages and a mangrove ecotourism business in 3 villages in the SKA area in Ujungpangkah and Manyar-Gresik-East Java, **funded by PGN SAKA**, March 2020 – March 2023.
- **PGN SAKA Project** in the field of basic education SAKA is a project the aims to support the government's KEE (Kawasan Ekosistem Esensial) program in terms of education in the SAKA environment in Ujungpangkah and Manyar-Gresik-East Java, **funded by PGN SAKA**, March 2020 – March 2023.
- **Political Economic Analysis USAID ERAT** in Province East Java, Tuban District, Pasuruan and Ponorogo district Funded by **The Asia Foundation**, 16 April 2021 -31 December 2021.



- **Road To Growth, PUPUK project with KINARA**, PUPUK Surabaya independent project, the target is to increase the capability of women entrepreneurs in business management aspects, especially finance, Nov 2020 – July 2021
- **PAPeDA market collaboration in Papua, funded by The Asia Foundation**, 1 February 2021- 31 October 2021.
- Preparation of a study document for the development of natural heritage rural areas for Bumi Lestari, funded by **Bappeda & Litbang Kabupaten Tegal**, October 2021 - December 2021
- Preparation of a natural healthy rural area development study document, funded by **Bappeda & Litbang Kabupaten Tegal**, August 2021 - October 2021.
- **Engaging Business Development Services (BDS) to Build Business Capacity of Sanitation Entrepreneurs in West Java Dki Jakarta &Tangerang Region Office (WJDT RO) of USAID IUWASH PLUS 2020**
- **Local Entrepreneurship Development Program (LEDPro) Funded by Ford Foundation**, October 2017-2020
- **Jogja Creative Hub, Funded by Bekraf, 2017-2019**
- **Child Protection Program (Yes I Do) di Sukabumi, Rembang and Lombok Barat cooperation with Plan.**
- **Project - Tough Indigenous Enterprise Development Program** is a CSR program from the British Petroleum Company (BP Indonesia) with PUPUK as the program implementer to empower local communities in Teluk Bintuni Regency, Papua Barat, 2015 – 2018
- **Local Entrepreneurship Development Program (LEDPro) Funded by Ford Foundation**, October 2017-2020
- **Sekolah Ekonomi Desa (SED) PUPUK** is a network of professional experts who have a focus on interest and competence in encouraging village independence through the village economic development pathway, 2015 - present



- **PGN SAKA Project**, is a project that supports mining related operations in the social economy. This project aims to improve the welfare of the community in the area around the project. This project is located in the coastal area of Gresik - East Java, 2013 - 2017
- **Green Beans PRISMA Project** is a project to increase the income of mung bean farmers. The project is located in Madura - East Java, January 2015 - January 2017
- **CAPRI Project (Cassava M4P Project) in Jawa Timur and NTT** cooperation with SNV and AIP-PRISMA, 2014- 2017
- **SWITCH Asia Program - PROSPECT Indonesia - Promoting Sustainable Consumption and Production Eco Friendly Rattan (NAD, Central Kalimantan, Central Sulawesi and Java Island)**, funded by the European Union, cooperation with SNV Netherlands Development Organization and Innovationszentrum Lichtenfels e.V. Germany, January 2013 - January 2017.
- **Supplemental Resettlement Action Plan Cirebon Majalengka (Srap Ciremai) Program**, cooperating with Pt. Erm And Pt. Lms, March 2014 - December 2018.
- **Switch Asia Program: Asian Cleantech MSME Financing Network (ACMFN)**, cooperation with ADFIAP (Philippines), Adelphi (Germany), CII India and Green Startups (China), marked by the European Union, May 2016 - April 2020
- **Increasing the Competitiveness of Seaweed through the Implementation of Inclusive Business Models and Innovative Financing Schemes in Palopo District, South Sulawesi** in cooperation with Ford Foundation and MICRA, 2013 - 2014.
- **SWITCH-Asia Program - SCOPE Indonesia - Scaling Sustainable Consumption and Production in the Soybean Processing Industry in Indonesia (Jabodetabek, Bandung, Sumeandg, Gunung Kidul and Kulon Progo)** implemented by Mercy Corps and PUPUK Bandung with support from the European Union, March 2012 - December 2015.
- **Development of Competitiveness of SMEs in Palu City (Cocoa and Rattan Industry), Kab. Tegal (Machine Components) and Kab. Samosir (Coffee)** cooperation with Japan International Cooperation Agency (JICA) and Koei Research Institute (KRI) Japan, 2013 - 2015.



- **Program for Strengthening Regional Economic Competitiveness (Local Economic Development) in Samarang and Pasirwangi Districts, Garut Regency.** cooperation with Chevron Geothermal Indonesia CSR Program, Ltd, in 2008 - present.
- **Local Economic Development Program in four Ring-1 sub-districts, East Kutai Regency, East Kalimantan Province.** cooperation with the CSR program of PT. Kaltim Prima Coal, Tbk., 2008 - 2015.
- **Introducing Market Development Indonesia (IMDI) on Cassava Commodities in Kab. Trenggalek, district. Sampang (East Java) and Kab. North Central Timor (NTT).** cooperation with SNV and Swisscontact in the 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,** cooperation with ILO, September 2012.
- **Intensification and Improvement of Patchouli Production in Mentawai Island,** cooperation with FAO, August 2012.
- **Vocational Training Center Survey in Palangkaraya,** cooperation with Yayasan Usaha Mulia (YUM), August 2012.
- **Value Chain Development - in the context of the Livelihoods Recovery Program in Mentawai Island** cooperation with ILO, FAO and UNDP, 2012.
- **Local Economic Development Through Industrial Cluster Approach in Several Commodities in South Sulawesi Province,** cooperation with Japan International Cooperation Agency (JICA) and Koei Research Institute (KRI) Japan, 2009 - 2011.
- **One Stop Integrated Service Improvement Program - KINERJA,** cooperation with The Asia Foundation and USAID, November 2011 - December 2013.
- **Review of Agricultural Policy in East Java, part of the AIPD Rural Program,** cooperation with The Asia Foundation, September 2012 - July 2013.
- **Operation Support Social Program (PSPO) and Community Development in Sumenep** 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)**, consortium with Mercy Corps, Swisscontact - SEEP Network and Bill and Melinda Gates Foundation, 2008 - December 2011.
- **Initiation and Development Red Chili Industrial Cluster in Garut District and Broiler Chicken Industrial Cluster in Tasikmalaya and Ciamis District, West Java Province**, cooperation with Bank Indonesia Tasikmalaya and Bandung, May - December 2011.
- **Local Economic Development (Livelihood) Post Earthquake, Water Supply in Gunung Kidul District - Jogjakarta Province**, cooperation with Caritas Switzerland, 2006 - 2010.
- **Development of a Market Information System via SMS Gateway for Farmer Groups in the Ring-1 Area, Pesanggrahan District, Banyuwangi Regency, East Java Province**, cooperation with the CSR Program of PT. Indo Multi Niaga, May 2011.
- **Program for Increasing Competitiveness of 60 Sharia Financial Service Cooperatives (KJKS) throughout West Java in the Context of Poverty Alleviation Programs in West Java**. Implemented by PUPUK Bandung in cooperation with KUKM Office of West Java Province, June - December 2010.
- **Program for Increasing Competitiveness of 120 Women's Cooperatives and Women's Groups throughout West Java in the Context of Poverty Alleviation Programs in West Java**. Implemented by PUPUK Bandung in cooperation with KUKM Office of West Java Province, June - December 2010.
- **Program for Increasing Regional Economic Competitiveness Based on Patchouli Industry Cluster (Value Chain Development) in Sumedang Regency**, in cooperation with JICA (Japan International Cooperation Agency), August 2009 to March 2010.
- **Industrial Cluster Training for Food SMEs and City / Regency Offices in South Kalimantan Province**, sponsored by the South Kalimantan Provincial Industry and Trade Office, July 2009.
- **Increasing the Competitiveness of the Tasikmalaya City Embroidery Industry towards a Niche Market in the Context of Creative Industries - Development of PI-UMKM Intermediation Institutions**, cooperation with PI-UMKM BPPT, Kadin Kota Tasikmalaya, May - December 2009.



- **Assistance for creative industries based on local superior products such as embroidery, batik, handicraft through the role of the Kampung Tasik Trading House institution in cooperation with the Tasikmalaya City Chamber of Commerce in Tasikmalaya City 2008 to present.**
- **Assistance of Essential Oil Centers by Specialists in Maluku province (Eucalyptus Oil Center in West Seram Regency), cooperation with the Office of Industry and Trade of Maluku Province, in 2008.**
- **Assistance for Restoration of Microenterprise and Microfinance in Aceh (ARMMA) (JFPR 9079-INO) at NAD Province, cooperation of the Asian Development Bank - PT. MADEP, a consortium with PUPUK and PINBUK, 2007 - 2009.**
- **The Industrial Cluster Based Regional Economic Competitiveness Strengthening Program Model, through the 2008 Jembrana District Community Empowerment Officer Training Education, cooperation with the Head of the Jembrana District Education and Training Office, in 2008**
 - **Business Development Services (BDS) Network Strengthening Program Model for SMEs, implemented in cooperation with the European Union, 2004-2005.**
 - **Regional Competitiveness Development Program Model through Strengthening SME-Based Industrial Clusters in Banjar District, South Kalimantan.** Conducted in cooperation with the Regional Government of Banjar Regency, South Kalimantan, in 2004
 - **Community-Based Peanut Agribusiness Partnership Program Model in Bogor Regency, implemented in cooperation with PT. Aneka Tambang, Tbk and Garuda Food, 2003-2004.**
 - **Small and Medium Enterprise Development Program Model as an instrument for strengthening self-help capabilities and a long-term development perspective in West Java, 1999 – 2004 :**
 - a) **Utilization of recycled paper around the city of Bandung. In the implementation, it is co-operated with the SUHUF program.**



- b) *Strengthening the business of native chicken farmers around Karawang Regency, cooperation with the Green Cooperative and the Karawang Cooperative and UKM Service*
- c) *Strengthening mushroom farming, location in Karawang Regency and its surroundings. In the middle of the project year, the local government through its offices contributed to the development of the program.*
- d) *Strengthening the dairy farming business in Cikajang, Garut Regency, cooperation with Business Development Forum*
- e) *Metal in Bandung City (cooperation with ASPEP and STTB), Ciwidey Bandung Regency.*
- ***Textiles (ATBM Weaving and Mendong Crafts) in Majalaya, Bandung Regency and City***, cooperation with PiBi IKOPIN This program is supported by the European Union and FNSt Germany.
- ***Model of Program for Manpower Layoffs Due to Monetary Crisis (Pilot Project at the Rattan Center in Cirebon Regency)***, cooperation with cooperation with the Indonesian Ministry of Industry and Trade, 1999.
- ***Model of the Empowerment of Women Farmers in Karawang District***, the main source of funding from Levi's Corp USA, in its implementation supported by the local government of Karawang, 1998-1999.
- ***Model of Direct Development Program for Potential Small Industries in West Java (rattan, processed wood, leather and metal)***, Ministry of Industry and Trade of the Republic of Indonesia and Balai Besar Ceramics, 1997 and 1998
- ***Program Model for Transformation of Traditional Stalls into Modern Retail***, Cooperation PUPUK with PT. Semen Gresik Tbk, 1997.



B. EXPERIENCES IN ENVIRONMENT BASIS

- ***Community Base Environmentally Tourism Development in Samarang Subdistrict in the Context of Agribusiness Development, Handicrafts, Paper Bags in Garut, West Java - 2009 to present - PUPUK Bandung***
- ***Forest Management by Communities around the Forest Edge in the Bamboo Sector. Product development is Chopstick (chopsticks) which are exported to Korea. PUPUK Surabaya Cooperation with PT. Bamboo Craft Partners Year - Magetan East Java - 1995***
- ***Forest Management by Forest Farmers Group, medium plant management, in Garut, West Java - 1990 - PUPUK Bandung***
- ***Community Forest Management in the Agribusiness Sector by the Sekita Community, Mamasa West Sulawesi - 2009 - PUPUK Makassar***
- ***Coastal Environmental Management, Economization of Mangrove Plants, Conservation of "Sawah Abadi" in West Bali National Park (TNBB). Product Development of Mangroves into Crackers, Jam and Syrup by the Local Community - Jembrana, Bali 2007 - 2009 - PUPUK Bali***
- ***Conservation of Water Catches Around the Forest in Mantung Malang, in the Context of Protecting Horticulture in the Pujon area. Mantung and Pujon, Kab. Malang - 2005 - PUPUK Surabaya***
- ***Transfer of Management of Perhutani's Forest for the Productive Economic Development of the Local Community covering an area of 30 hectares. Lamongan, East Java - 2009 - PUPUK Surabaya***
- ***Eco Efficiency Program, in the context of economization (commercial). Tegal, Central Java - PUPUK Bandung***



C. STUDY - RESEARCH - SURVEY

- **Cluster Performance Award Study Survey (DPAU Bank Indonesia cooperation), July - September 2014.**
- **Study on Economic and Business Environment Mapping based on local resources in Samarang and Pasirwangi Subdistricts (24 villages) around the mine.** Chevron Geothermal Indonesia CSR Program. Ltd, Garut - January - April 2011.
- **Mapping Study of Creative Business Actors (Creative Industries) in Cirebon City, Majalengka Regency and Sukabumi City,** cooperation with West Java Province Disperindag and PT. Miranthi - June to September 2010.
- **Community-Based Entrepreneur Mapping Study in Bandung City, Tasikmalaya City and Garut Regency,** cooperation with West Java Province Disperindag and PT. Miranthi - June to September 2010.
- **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-Taxy, 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**, FNSt and European Union, 2001 –2002

D. 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.

E. TRAINING

- **Initiation to Increase Regional Competitiveness through the Cocoa Industry Cluster (2007)** - Cooperation with the Palopo Regency Industry and Trade Agency, South Sulawesi Province
- **Initiation of a Non-Commercializing Cocoa Fermentation Policy Process, Training on Cocoa Fermentation Process with Garbling Process for Small Scale**, North Luwu Regency (South Sulawesi)
- **Training on Cocoa Fermentation Process with Garbling Process on a Small Scale** - Cooperating With Badan Industry and Trade in East Luwu Regency (South Sulawesi)
- **Training on Cocoa Fermentation Process with Garbling Process on a Small Scale** - Cooperation with the National Development Planning Agency, Luwu Regency (South Sulawesi Province)
- **Organic Cocoa Process Certification** - cooperation With Swisscontact, East Nusa Tenggara Province
- **Initiation of the Cocoa Fermentation Process in Small Scale - Per 100 Kilograms (2007)** - cooperation with the Industry and Trade Agency of West Sumatra Province
- **Business Initiation Process Linkages Between Cocoa Farmers and Companies (PT Bumi Tangerang) And Bio Pesticide Process Training** - cooperation With Bppt, Ciamis Regency (West Java Province)
- **Cocoa Fertilization Processing, Cocoa Liming, And Cocoa Conditions For Export (2005)** - Cooperating With Pt. Berau Coal, Berau Regency (East Kalimantan Province)
- **Management Training - Organization, 2003 - 2008**
- **Training for Industrial Cluster Facilitators (ToT), In the Context of Supporting Ikm Cluster Development, 2007 and 2008.**



- ***Training of Industrial Cluster Facilitators, In Order to Support the Development of Ikm Clusters, April 2006.***
- ***Training for Industrial Cluster Facilitators to Support Cluster Ii Development, Jakarta, August 2006.***
- ***Regional Competitiveness Training, Deperindag Purwakarta, December 2005***
- ***BDS Training for Small Businesses, January 2003***
- ***Training for SME Consultants with BDS Patterns, at the Brongto hotel, August 2003***
- ***Simple Administration Training for PKBL Kamojang, December 2005***
- ***Training on Alternative Marketing Models for PUKK BUMN Partners, September 2003***
- ***Credit Analysis Training, February 2004.***
- ***Non-Performing Credit Handling Training at PUKK BUMN, February 2004.***
- ***Training on Alternative Agribusiness Market Development Strategies for PUKK BUMN Partners, May 2003***
- ***Group Credit Training, Alternative Model Partnership & Credit , June 2003***
- ***Training on Financing Model Design at PUKK BUMN, March 2004***
- ***Training on Selection of Foster Partners at PUKK BUMN, August 2004***
- ***Early Identification and Handling of Non-Performing Loans Training at PUKK BUMN , August 2004***
- ***Training on Production Engineering, Small Business Management and Assistance in Various Centers and Small Business Groups in West Java, Cooperating with Perhutani, the Department of Industry, the Office of Cooperatives, Ptp, Higher Education etc. Yogyakarta Wood And Leather Craft Center, DIY Sleman Tile, Kasongan Ceramics. Cooperation Pupuk - Fnst (Friedrich Naumann Stiftung - German), 1988 - 1998***



- **Production Engineering Training, Small Business Management and Assistance in Centers / Business Groups: Silk Weaving And Tuban Bamboo, Madura Written Batik, Silver Craft in Gresik, Lumajang Embroidery, Pasuruan Metal Crafts, Lamongan Wood And Bamboo Crafts, Onyx Tulung Agung Natural Stone . Cooperation Pupuk– Fnst – Pt.Semen Gresik, 1989–1992.**

PROJECT WORK AREA 2012 – 2025





F. SEMINARS

- **Seminar on Reviewing the Past and Projection of the Future of SME Development in Indonesia**, Cooperation with Pusat Inovasi UMKM – BPPT- PUPUK, 2009
- **Interactive Dialogue with West Java Governor's Candidate. Theme: SME's Development through Increasing Local Competitiveness**, cooperation with B-Trust, TVRI – Bandung 2008
- **Strategy & Implementation for Local Economic Development through Cross Sectoral Approach**, Yogyakarta 2005
- **Indonesian Small Business Congress - KUKI 2003**, PUPUK, 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**, cooperation PUPUK with The Asia Foundation, Menteri Negara Koperasi and UKM and Bank JABAR, 2002
- **National Seminar on Small Business Development Stratey in City/Regency in the framework of Regional Autonomy**. Cooperation PUPUK with FNSt, Uni Eropa, and Bank Jabar, 2001
- **Serial Discussion on Policy of City/Regency Government in Small Business Development and Local Economic Development**. cooperation PUPUK with FNSt and UNI EROPA, 2001
- **Limited dialogue on Economic Reform through the Formulation of Business Competition Unandg in 7 (seven) cities**, Bandung, Yogyakarta, Surabaya, Medan, Samarinda, Manado and Jakarta. cooperation PUPUK with The Asia Foundation, 1998-1999
- **International Workshop on Management of Small Business Development Services** , cooperation PUPUK with Bina Mesanda and Swisscontact, 1997.
- **Workshop on Increasing Income with Computer Tools for Small, Medium Enterprises and Cooperatives**. cooperation PUPUK with LPK Jarindo, 1997.

- **Limited Dialogue on Constraints to Small Business Development in Realizing Business Feasibility Credit.** cooperation PUPUK with CIDES, 1996.

G. PUBLICATIONS



- **Praktik Proses Pembibitan Mangrove di Banyuurip dan Analisis Usahnya,** cooperation with PGN SAKA and SKK Migas, 2020



- **Taman POSYANDU PAUD "JMP" Pembelajaran Pendidikan Kecakapan Hidup Untuk Satuan PAUD Sejenis,** cooperation with PGN SAKA and SKK Migas, 2017
- **Model Pembelajaran Kecakapan Hidup Berdasarkan Karakteristik Sosial Budaya Komunitas Untuk Pendidikan Anak Usia Dini** cooperation with PGN SAKA and SKK Migas, 2017
- **Kurikulum Tingkat Satuan Pendidikan (KTSP) TK Sejahtera Pangkahwetan Ujungpangkah Gresik,** cooperation with PGN SAKA and SKK Migas, 2017



- **Panduan Budi Daya Rotan Ramah Lingkungan**, cooperation with Kementerian Perindustrian, HIKMI, IZL, SNV
- **Panduan Produksi Bersih dan Efisien Industri Rotan di Indonesia**, cooperation with Kementerian Perindustrian, HIKMI, IZL, SNV

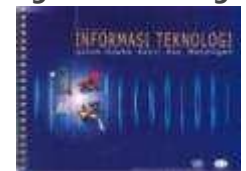


- **Kebijakan Melawan Arus Zaman Kasus Sertifikasi Halal**. cooperation PUPUK , PIRAC and LKJ, April 2004



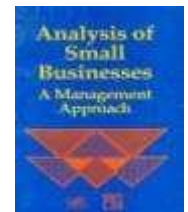
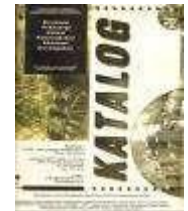
- **Usaha Kecil Indonesia, Tinjauan Tahun 2002, Prospek Tahun 2003**. cooperation PUPUK and LP3E – KADIN, 2003

- **Pungutan dan Dampaknya Terhadap Kinerja Usaha Kecil and Menengah di Bandung**. Cooperation PUPUK with AKATIGA, Yayasan Ciungwanara. LPM ITENAS and IAMF, supported SAWARUNG, 2001
- **Informasi Teknologi Untuk Usaha Kecil dan Menengah**. Cooperation with Swisscontact, 2000





- **Kekuatan Kolektif sebagai Strategi Mempercepat Pemberdayaan Usaha Kecil**, cooperation PUPUK with The Asia Foundation, CESS, & USAID, 1998
- **Undang-Undang No. 5 tahun 1999 tentang Larangan Praktek Monopoli and Persaingan Usaha Tidak Sehat (Sosialisasi dan Implikasinya Bagi Usaha Kecil and Menengah)**, cooperation PUPUK with The Asia Foundation, 1999
- **Direktori Paket Kredit Untuk Usaha Kecil dan Menengah**, cooperation PUPUK with Swisscontact, 1998
- **Direktori Inovasi teknologi Usaha Kecil**, cooperation PUPUK with Depperindag RI, 1998
- **Peluang Pengembangan Usaha Nata De Soya di Cibuntu**, 1997
- **Mempercepat pelaksanaan dukungan pembiayaan Usaha Kecil melalui momentum pelaksanaan Kredit Kelayakan Usaha (KKU)**, 1996
- **Menganyam Dalam Mozaik**, 1995
- **Small Industry Development**, 1990
- **Analysis of Small Business : A Management Approach**, cooperation PUPUK with PPM and Friedrich-Naumann-Stiftung, 1989
- **Pengembangan Industri Kecil**, cooperation PUPUK with Departemen Perindustrian RI and Friedrich-Naumann-Stiftung, 1989





- **The Struggle of Small Enterprises, 1988**
- **Direktori Lembaga Penunjang Pengembangan Usaha Kecil di Indonesia, 1988**
- **Pergumulan Pengusaha Kecil, 1987**



OTHERS

- **Program for Monitoring and Evaluation of Grant Recipient Institutions** from Mercy Corps International. PUPUK collaboration with Mercy Corps International, 2001-2002.
- **Urban Poverty Eradication in Tofu and Tempe Sector - Jabodetabek. Cooperation with Mercy Corps Indonesia and Swisscontact, 2009-2011, SEEP Network and Bill and Melinda Gates Foundation**

AWARD, APPRECIATION & CERTIFICATION



Upakarti Award by the president of the Republic of Indonesia for pioneering services in small and craft business development efforts in 1991.

Appreciation Japan International Cooperation Agency (JICA) and Non-Alligned Movement Center for South-South Technical Cooperation (NAM CSSTC).





- Appreciation for PUPUK's role in facilitating field studies "The Third Country Training Program on Micro Finance for African Region Phase II", 2005
- Accreditation from Pusat Pengembangan Pendampingan Usaha Kecil dan Menengah (P3UKM)
- Accreditation for PUKM PUPUK with number : 04010010 who have met the requirements as Small and Medium Business Companion, 2006
- The "2023 Sintang Regency Development Partner Award" Award Charter for the Community Economy category was given to PUPUK form Bupati Sintang.

CO-FOUNDER

- **Forum Daerah (FORDA) UKM**


PUPUK together with other institutions formed an organization for small entrepreneurs under the name Forum Daerah (FORDA), 1988

- **Jaringan Nasional Pendukung Usaha Kecil Menengah (JNP UKM)**

It is a network organization with members from several institutions to assist FORDA development thinking, besides JNP UKM forge alliances with 14 local institutions (NGOs, universities) in 14 provinces, to conduct various studies and policy dialogues with local governments, with the aim of improving various policies , which is expected to encourage local economic growth.

- **Sawarung (Sarasehan Warga Bandung)**

PUPUK together with other NGOs established the Bandung Citizens' Workshop (Sawarung) which is a network of cooperation, information exchange and



coordination between elements of civil society (non-governmental organizations, professional associations, mass media, universities, and community movements),
April 1999

VENDOR AND REGISTER

- **European Commission**

EuropeAid ID Number : ID-2011-CPA-2302958031

- **World Bank Group**

Vendor # 57887

- **Chevron Geothermal Indonesia, Ltd and Chevron Geothermal Salak, Ltd**

Vendor 3362584

- **Kondur Petroleum SA**

Kode supplier : PEWIUS

- **USAID**

DUNS Number : 726853232

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