



# Development of Productive Activities

Renewable Energy-Based Cooperatives

Business Actors' Capacity Building Training of

Micro Hydro Power Plant (MHP) Managing Cooperatives

2016

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Energising Development (EnDev) Indonesia

De RITZ Building, 3A Floor

Jl. HOS. Cokroaminoto No. 91

Menteng, Jakarta Pusat 10310

Indonesia

Tel: +62 21 391 5885

Fax: +62 21 391 5859

Website: [www.endev-indonesia.info](http://www.endev-indonesia.info)

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# Table of Contents

## Section One

A.	Introduction	1
B.	Objectives of the Training	1
C.	Training Methods – the CEFE Business Canvas Model	1
D.	Instructors / Trainers	3
E.	Syllabus	3
F.	Monitoring Plan	3
G.	Summary of Achievement	4
H.	Lessons Learned	5
		6

## Section Two

A.	Strategic Local Potential Mapping	8
B.	Coffee Commodity	9
C.	Chilli Commodity	10
D.	Trading Commodities	11
E.	Handicraft Commodities	13
F.	Management Challenges of MHP Managing Cooperatives	14
G.	Special Findings	14
H.	Summary of the Training at KSU Mute Lestari	16
I.	Summary of the Training at Kopmen Manggarai Timur Sejahtera	20
J.	Summary of the Training at KSU Ankara	24
K.	Summary of the Training at KUD Sumber Meratus Jaya	28
L.	Summary of the Training at KSU Kamosope Permai	32
M.	Summary of the Training at KSU Bukit Indah	36
N.	Summary of the Training at the Cooperative of Cinta Indonesia	41
O.	Summary of the Training at KSU Tanusamba	45
P.	Summary of the Training at KSU Uesi Bersinar	50

## Section Three

A.	Testimonials	51
B.	Literatures	

## List of Photos

Photo 1	: Participants Created a Map of the Potential and Development of Business – KSU Ankara	6
Photo 2	: Coffee Processing Equipment of Kopmen Manggarai Timur Sejahtera	10
Photo 3	: Part of the Work Area of KSU Kamosope	11
Photo 4	: Part of the Results of Handicrafts of Members of KSU Ankara	12
Photo 5	: Turbine House of KSU Mute Lestari	13
Photo 6	: Newspaper Clippings of Suara Koltim	15
Photo 1.1	: Photo Session of Training Participants of KSU Mute Lestari	16

Photo 1.2	: Marketing Session - Participants conducted a Coffee Product Promotion Simulation	17
Photo 1.3	: Business Canvas Model of Marketing For MSMEs Session	18
Photo 2.1	: Photo Session of Training Participants of Kopmen Manggarai Timur Sejahtera	20
Photo 2.2	: Production and Product Marketing Session	21
Photo 2.3	: Building the Learning Atmosphere and Introduction to Business Session	22
Photo 3.1	: Photo Session of Training Participants of KSU Ankara	24
Photo 3.2	: Training Atmosphere Experienced by the Participants in KSU Ankara	26
Photo 4.1	: Photo Session of Training Participants in KUD Meratus Jaya	28
Photo 4.2	: Atmosphere of the Training in KUD Meratus Jaya	30
Photo 5.1	: Photo Session of Training Participants of KSU Kamosope Permai	32
Photo 5.2	: Business Canvas Model of KSU Kamosope Permai	34
Photo 6.1	: Photo Session of Training Participants of in KSU Bukit Indah	36
Photo 6.2	: Atmosphere of the Training in KSU Bukit Indah	39
Photo 7.1	: Photo Session of Training Participants in the Cooperative of Cinta Indonesia	41
Photo 7.2	: Atmosphere of the Training in Cooperative of Cinta Indonesia	43
Photo 8.1	: Photo Session of Training Participants in KSU Tanusamba (below)	45
Photo 8.2	: Atmosphere experienced by the Training Participants in KSU Tanusamba (below)	47
Photo 9.1	: Photo Session of Training Participants in KSU Tanusamba (above)	50
Photo 9.2	: Atmosphere of the Training in KSU Tanusamba (above)	52
Photo 9.3	: One of the Concepts of the Business Model Canvas of the Participants in KSU Tanusamba (above)	52

## List of Tables

Table 1	: Locations and Involvement of Training Participants	5
Table 2	: Strategic Local Potential Mapping by the Training Participants	8
Table 1.1	: List of Training Participants of KSU Mute Lestari	17
Table 2.1	: List of Training Participants of Kopmen Manggarai Timur Sejahtera	21
Table 3.1	: List of Training Participants of KSU Ankara	25
Table 4.1	: List of Training Participants in KUD Meratus Jaya	29
Table 5.1	: List of Training Participants in KSU Kamosope Permai	33
Table 6.1	: List of Training Participants in KSU Bukit Indah	37
Table 7.1	: List of Training Participants in the Cooperative of Cinta Indonesia	42
Table 8.1	: List of the Training Participants in KSU Tanusamba	46
Table 9.1	: List of Training Participants in KSU Tanusamba (above)	51

## List of Charts

Chart 1	: Kolb's Learning Cycle	2
Chart 2.1	: Coffee Commodity Value Chain Map	10
Chart 2.2	: Chili Commodity Value Chain Map	11
Chart 2.3	: Trading Commodities Value Chain Map	12
Chart 2.4	: Handicraft Commodities Value Chain Map	13
Chart 1.1	: Evaluation by Training Participants of KSU Mute Lestari	19
Chart 2.1	: Final Evaluation of the Training Participants from Kopmen Manggarai Timur Sejahtera	23

Chart 3.1	: Final Evaluation of the Training Participants in KSU Ankara	27
Charts 4.1	: Profiles of KUD Meratus Jaya Member MSMEs	29
Charts 4.2	: Final Evaluation of the Training Participants in KUD Meratus Jaya	31
Charts 5.1	: Profiles of KSU Kamosope Permai Member MSMEs	33
Charts 5.2	: Final Evaluation of the Training Participants in KSU Kamosope Permai	35
Charts 6.1	: Profiles of KSU Bukit Indah Member MSMEs	37
Charts 6.2	: Final Evaluation of the Training Participants in KSU Bukit Indah	38
Charts 7.1	: Profiles of the Cooperative of Cinta Indonesia Member MSMEs	42
Charts 7.2	: Final Evaluation of the Training Participants in Cooperative of Cinta Indonesia	44
Charts 8.1	: Profiles of KSU Tanusamba Member MSMEs (below)	46
Charts 8.2	: Final Evaluation of the Training Participants in KSU Tanusamba (below)	48
Charts 9.1	: Profiles of KSU Tanusamba Member SMEs (above)	51
Charts 9.2	: Final Evaluation of the Training Participants in KSU Tanusamba (above)	53

## Abbreviation

AFE	Action For Enterprise
CEFE	Competency Based Economies Formation of Enterprise
EnDev	Energising Development
GIZ	Gesellschaft für Internationale Zusammenarbeit
GTZ	Gesellschaft für Technische Zusammenarbeit (the name before it became GIZ in 2011)
KUKM	Kementerian Koperasi dan Usaha Kecil dan Menengah / the Ministry of Cooperatives and Small and Medium Enterprises
PLTMH	Pembangkit Listrik Tenaga Mikro Hidro / Micro Hydro Power Plant
RED	Regional Economic Development (GIZ program in the regional economic development sector)
TPD	<i>Tim Pengelola Desa</i> / Village Management Team
UMKM	<i>Usaha Mikro Kecil dan Menengah</i> / Micro small and Medium Enterprises
UP	<i>Usaha Produktif</i> / Productive Businesses

# Section One

## A. Introduction

EnDev Indonesia has extensively supported the construction of more than 130 micro-hydro power plants (MHP) in Sulawesi and Sumatra from 2009 to 2013. This support includes field verification, preparation of detailed engineering drawings, assistances in the bidding process, construction supervision, the final commissioning, training of the village management team (VMT), and preparation of a variety of dissemination materials, including encouraging the development of energy-based rural productive businesses.

In early 2013, EnDev Indonesia (EnDev ID) assisted the Ministry of Cooperatives and SMEs (KUKM), one of which was in the field of capacity building of micro-hydro power (MHP) recipient cooperatives. The purpose of the training - the training was aimed at assisted the management of cooperatives so that they can operate the MHP properly and develop a productive electric power-based cooperative business. This year, the Ministry of KUKM is developing 9 MHP schemes in four provinces, i.e., East Nusa Tenggara, West Nusa Tenggara, South Kalimantan and Southeast Sulawesi, with the hope that the productive activities will improve the sustainability of the MHP, and EnDev feel the importance of developing entrepreneurial capacity of the cooperatives.

The purpose of this activity is to encourage cooperatives to be able to develop energy-based productive businesses, in order to increase the income of the members, so that they are able to pay the agreed upon electricity fee and the continuous utilization of the MHP which are built can be achieved. Especially for the implementation of training on energy-based productive business development, GIZ ENDEV Indonesia recruited PT. Bumi Galih Kinanti to conduct 9 trainings in 9 different locations (on - site training). Each training was held in 3 days.

## B. Objectives

1. To develop training modules for the development of Micro, Small and Medium Enterprises (MSMEs) in rural areas.
2. To improve the ability of the management and members of cooperatives to be able to apply the principles of entrepreneurship; understand the principles of rural business, investment, and market valuation; and able to manage their finances in accordance with the principles of accounting properly, so as to develop healthy and sustainable productive (MSMEs) businesses.

## C. Training Methods

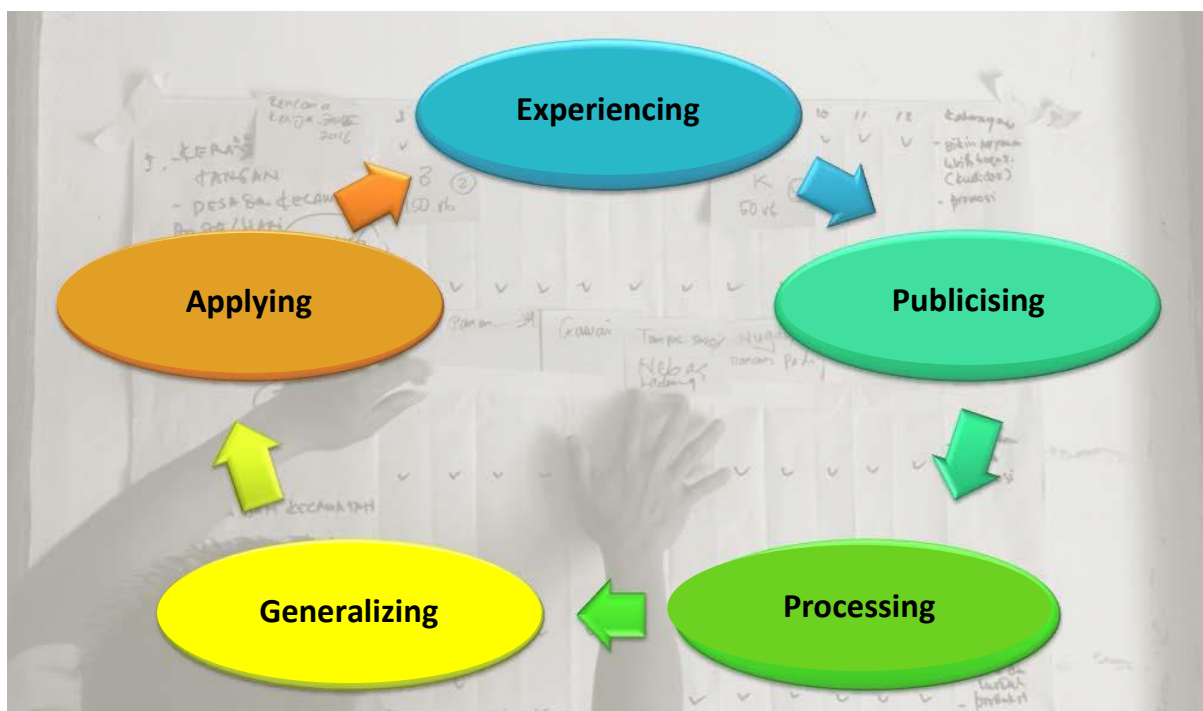
The method used to achieve the objectives effectively is the CEFE Business Canvas Model, which is a method that changes a complex business model concept into a simple one. With this method the business model is displayed in a single sheet of canvas, which contains a map of potential and growth plan for MSMEs in the four aspects of management, i.e. the marketing aspect, the production aspect, the human resources and organizational aspect and the financial aspect, so as to encourage participants to as many as possible make measurable business development plans.

In addition, training participants were also introduced to the phase to plan access to the market using the social networking (Wikinomics). In this method the participants could develop cheaper and easier collaboration through the Internet. After the training, participants are expected to know and understand the importance of openness, peering, sharing and actuating globally.

The method used in this training was the Adult Learning method, where there were sessions of lectures, discussions, field studies, and problem solving proportionately in a participatory manner, in which the participants became part of the training. In addition, in order to achieve dynamic conditions, Trainers also conducted energizers (games) to be able to increase the enthusiasm of the participants.

In addition, Trainers facilitated the participants with the Learning Cycle Through Experience method, i.e., a learning model based on the experience of the participants. This cycle is a series of phases of activities organized in a particular way so that the participants will be able to master the competencies in a fast and simple manner. The phases can be found in Chart 1:

Chart 1: Kolb's Learning Cycle



The benefit for the training participants is that the application of this method will be able to provide benefits and more added values that will be used to improve motivation and learning process, because the participants are actively involved in the learning / training process. It will also assist in developing an active and creative attitude for the participants to become more significant in the development of their business.



## **D. Instructors / Trainers**

In this training, each location was facilitated by professional trainers who were supported by local facilitators selected from the participants. Five participants were selected to form a peer group. The participants shared the responsibility to achieve measurable collective success as a group.

Whereas the trainers involved were Jerri Irgo, the Founder and Director of Galuh Consulting, who acted as the Lead Trainer. Jerri Irgo is a Consultant, Tutor and Trainer in Regional Economic Development programs, primarily related to the capacity building of Micro, Small and Medium Enterprises (MSMEs) actors. Jerri is a Certified CEFE Entrepreneurial Trainer (International Certification, CEFE Germany, 2013) and is supported with several qualifications related to the development of MSMEs including the Value Chain Analysis (Indonesia's Certification, GTZ RED Jakarta, 2008), the AFE Value Chain (Indonesia's Certification, GTZ RED Jakarta 2010), the Value Chain Development (Indonesia's Certification, the ILO Jakarta, 2013) and the Cluster Management (Indonesia's Certification, GTZ RED Jakarta, 2010).

Budi Utomo (the Second Trainer), a Consultant and Trainer for local economic development, especially targeting community-based Micro, Small and Medium Enterprises (SMEs) development. He has a qualification as a CEFE Entrepreneurial Trainer (Indonesia's Certification, GTZ Jakarta, 2007) and is supported with several qualifications related to the development of MSMEs including the AFE Value Chain (Indonesia's Certification, GTZ RED Jakarta, 2012).

Esmet Untung Mardiyatmo (the Third Trainer), a Consultant and Trainer for local economic development, especially targeting the community-based Micro, Small and Medium Enterprises (MSME) development. All three trainers also have a qualification as a CEFE Entrepreneurial Trainer (Indonesia's Certification, GTZ Jakarta, 2007)

Next was Endang Soesilowati (the Fourth Trainer), a Consultant and Trainer for MSMEs (Micro and Small Enterprise Development) Development / Assistance, Microfinance, MSME Product Development and a Facilitator of MSMEs Training on the Motivation, Entrepreneurship & Business management sector. The fourth Trainer also has the Certification as a Training Facilitator for the Business Model Generation, British Council, Jakarta (2013).

## **E. Syllabus**

This training was intended that the participants could be able to change the mindset of their business. The mindset or the way of thinking will affect the decision-making process to business decisions in their business environment. This mindset is very important for every entrepreneur to achieve success. It was expected that the participants will become a successful entrepreneur who has a strong and positive mindset, to survive in a very challenging business environment. This training covered several topics of entrepreneurship, i.e., the four aspects of management, the principles of entrepreneurship, introduction to small and medium-sized enterprises in rural areas, the capital investment, the market research, the financial and accounting, and the related legal issues.

### **Phases of Training**

- Phase 1 : The MHP managing Cooperative provides information about the training to members of the cooperative as a candidate participant. At this phase, the candidate participants will be informed about what the purpose and the content of the training are, when and where the training will be held.
- Phase 2 : Pre-training task. Prior to the commencement of the training, each candidate is required to make a comprehensive summary of the ideas and conditions of his/her business.
- Phase 3 : Selection of the Participants. Local training partner Cooperatives will make a list of the selected participants who are eligible to attend this training. The selection process will be based on the specified requirements.
- Phase 4 : Training - Topic 1 (Capacity Building for Cooperation and Development of Small and Medium Enterprises in Rural Areas) Participants know and understand the openness; peering; sharing and actuating globally.
- Phase 5 : Training + Topic 2 (Developing a Business Plan). All participants will spend the first three days of the training to create a business plan based on their business ideas by using a tool called a systematic template provided by the training committee.
- Phase 6 : Briefing (Coaching). A team of local facilitators are selected from the participants who are assigned to monitor the participants' business plan during the first year.
- Phase 7 : Monitoring and Evaluation. In the end, Trainers will measure and assess the improved capacity obtained by all participants using several specified criteria.

## **F. The Monitoring Plan**

After the end of the training, every three months, for a period of one year, trainers and/or along with the selected local facilitators will monitor the business progress all the participants who have agreed on their capacity building activities in a measured manner, in accordance with the following assessment criteria:

1. Improved Income:
  - a) For companies owned by themselves, turnover increased by at least 10% per three months
  - b) Households are able to save at least 5% of their monthly needs on a regular basis
2. Add New Customers
  - a) Adding at least 20% for businesses with up to 5 new customers
  - b) Adding at least 10% for businesses with up to 10 new customers
  - c) Adding at least 5% for businesses with up to 20 new customers
3. Increase revenue for a cooperation business of at least 10%

The above criteria shall be considered as one measure of the success of this training.

## G. Summary of Achievement

The training on the Capacity Building of Micro Hydro Power Plant (MHP) Managing Cooperative Business Actors had been carried out in 9 Locations, starting from November 2015 until May 2016, as follows:

Table 1: Locations and Involvement of Training Participants

No	Location	Implementation	Total		
			Day 1	Day 2	Day 3
1	KSU Mute Lestari, Gunung, Komba, East Manggarai	Nov 10 to 12, 2015	18	18	18
2	Kopmen East Manggarai Sejahtera, Rana Loba, Borong, East Manggarai	Nov 10 to 12, 2015	14	17	19
3	KSU Ankara, Rawak Hulu, Sekadau Hulu, Sekadau	Dec 15 to 17, 2015	22	26	23
4	KSU Kamosope Permai, Kamosope, Pasir Puti	May 18 to 20, 2016	13	13	12
5	KUD Sumber Maratus Jaya, Cantun Kanan	May 18 to 20, 2016	23	19	20
6	Koperasi Cinta Indonesia, City of Komba East Manggarai	May 27 to 29, 2016	18	19	16
7	KSU Bukit Indah Baturontok, Batulanteh, Sumbawa	May 27 to 29, 2016	19	19	19
8	KSU Tanu Samba, Ambapa Tinondo East Kolaka	May 27 to 29, 2016	15	14	14
9	KSU Uesi Bersinar, Uesi, Uesi, East Kolaka	May 27 to 29, 2016	13	13	13
<b>Total Participants</b>			155	158	154

In overall, the training was attended by 155 participants, and on the second day increased to 158 participants and on the third day changed to 154 participants on the grounds that their work cannot be unattended.

Participants in the working group and individual work discussions had been able to make a Map of the Potential and Development of Business based on the plan adapted to each location. Based on the business condition data, participants had been able to make a business development plan to make a projection per three month in the coming year.

The target of increased turnover in the projection is made by all participants by means of re-designing their business plan, using the CEFE Business Canvas Model method.

All participants re-designed the target marketing, promotion, joint marketing facilitated by the local cooperative, as well as on efforts to improve production quality, increase the competence of human resources and a proper financial record.

## H. Lessons Learned

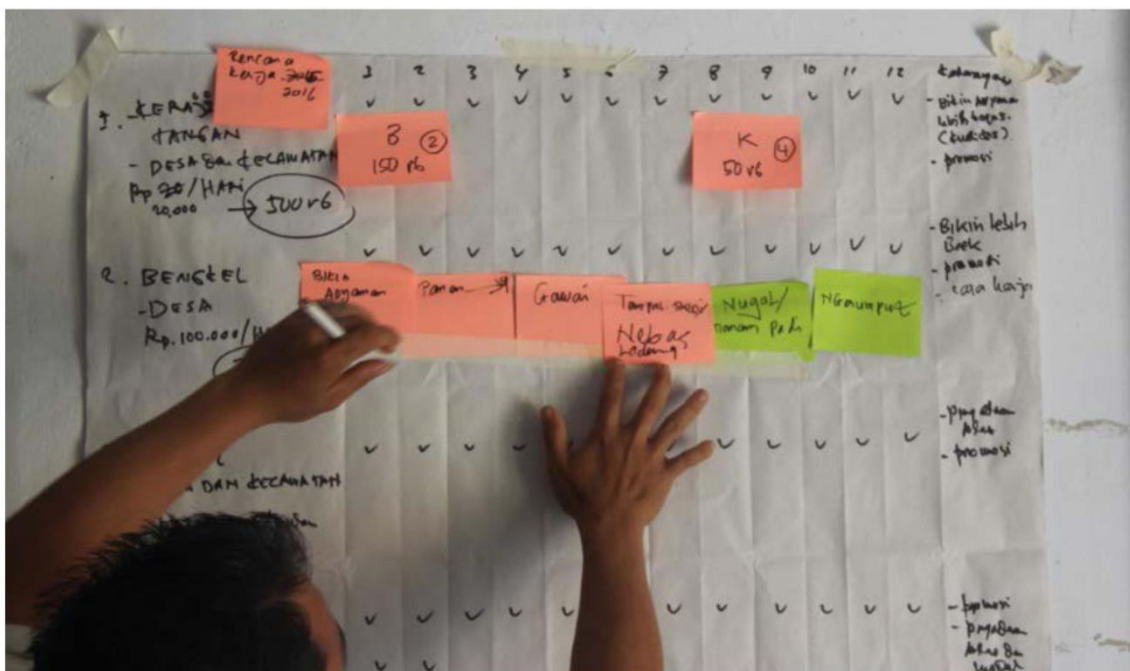
### For participants

By using the CEFE Business Canvas Model method, the participants could directly feel a business process to quickly know to be able to make a map of the potential and opportunities for their business, either individually or as a group as a member of a cooperative.

The participants obtained an experience directly of the meaning of the achievement of the target in business, which is an increase in four aspects of management (marketing, production, human resources and organization, and financial) and make it as a lesson for cooperative members who had not been involved in the training.

All participants had been able to make a Map of Potential and Development of Business based on the plan adapted to each location. Based on the business condition data, participants had been able to make a business development plan to make a projection per three month in the coming year.

Photo 1: Participants Created a Map of the Potential and Development of Business – KSU Ankara



### For Cooperatives

For Cooperatives as a local partner in the implementation of Training on the Capacity Building of Micro Hydro Power Plant (MHP) Managing Cooperative Business Actors in addition to gain an experience to be the executor of the training, with the involvement from the participant selection process until the final evaluation, is also taking advantage in conducting dissemination to the members and the people in the village to utilize the energy generated by the MHP under a business scheme as an effort to improve its business.

In addition, part of the Management of the Cooperative gain knowledge on the phase of planning access to the market by developing a social network by creating a depiction of a cheaper and more easily collaborative effort through the Internet. The Management of the Cooperative know and understand the state of openness, peering, sharing and actuating globally in developing its business along with SMEs that utilize the MHP.

Based on the Trainers' assessment with several indicators that includes 1) the preparation of detailed technical training, 2) the selection of training participants who meet the qualification as the MHP beneficiaries, 3) the selection of the training location which is convenient for the training participants, and 4) the plan for follow up after the training for mentoring and development of the participants' business along with the Regional Government, then there are two cooperatives that have the highest score, i.e. KSU Ankara Rawak Hulu, Sekadau Hulu, Sekadau, West Kalimantan, led by Arjuna and KSU Kamosope Permai, Kamosope, Pasir Puti under La Mazuli as the chairman

### **For GIZ EnDev and the Ministry of Cooperatives and Small and Medium Enterprises**

The business development training provided to business actors and the management of MHP managing cooperatives received a very good response from the participants of. All this time GIZ EnDev has been focusing its capacity building activities limited to the management of MHP. Considering the importance of entrepreneurial skills in the use of electricity for productive activities and the limited resources of GIZ EnDev for similar activities in the future, GIZ EnDev along with the Ministry of Cooperatives and SMEs need to develop cooperation with other entities to support the business training in a wider scale of implementation.

### **For Trainers**

Trainers are professionally aware of conditions that occur in practice are not as planned, so the trainers are pursuing a different approach strategy in order that all participants understand the meaning and series of training process and take the benefits to be implemented in the business development.

The moral message of the trainers delivered in the process is that the Capacity Building Training for Business Actors and the Management of Managing MHP Cooperative is a business class where the on time attendance, the seriousness in the discussions and active participation as a whole is an investment in the development of their business in a measured manner.

## Section Two

### A. Strategic Local Potential Mapping

The Capacity Building Training for Business Actors of Managing Micro Hydro Power Plant (MHP) Cooperatives has been carried out in 9 Locations and implemented in two phases, i.e. the first phase was in November to December 2015 and the second phase was in May 2016 (the detail is in Table 1: Locations and Involvement of Training Participants).

Increasing the competency of business actors, especially in developing entrepreneurial principles, the principles of rural business, investment, market assessment, financial and accounting aspects, as well as the organizational form is one of the objectives of the Capacity Building Training for Business Actors of Managing MHP Cooperatives.

The Strategic Local Potential Mapping is done by all training Participants by using the CEFE Business Canvas Model, which is a method that changes the concept of a complex business model into a simple one.

From the Strategic Local Potential Mapping, it is identified that some strategic commodities that have the potential to be developed, among others, are:

Table 2: The Strategic Local Potential Mapping by the Training Participants

Cooperative	Production Sector	Trade Sector	Service Sector	Plantation/ Agriculture / Fisheries Sector
KSU Mute Lestari, Gunung, Komba, East Manggarai	-	-	-	Coffee (100%)
Kopmen Manggarai Timur Sejahtera, East Manggarai	-	-	-	Kopi (100%)
KSU Ankara, Rawak Hulu, Sekadau Hulu, Sekadau	Handicraft (19%)	-	-	Chili (38%)
KSU Kamosope Permai, Kamosope, Pasir Puti	-	Trading (15%)	-	Plantation crops (34%)
KUD Sumber Maratus Jaya, Cantun Kanan	-	-	-	Rice (48%)
Koperasi Cinta Indonesia, Komba City, East Manggarai	-	-	-	Coffee (94%)
KSU Bukit Indah Baturontok, Batulanteh, Sumbawa	-	-	-	Coffee (87%)
KSU Tanu Samba, Ambapa Tinondo, East Kolaka	-	-	-	Coarse grains, pulses, roots and tuber

				(CGPRT) crops (86%)
KSU Uesi Bersinar, Uesi, Uesi, East Kolaka (reassigned to Ambapa)	-	-	-	-

The Strategic Local Potential Mapping using the CEFE Business Canvas Model is one of the analytical tools that can help the participants to find a business model that suits the local conditions and potential.

The CEFE Business Canvas Model is a business management strategy that enables SMEs to illustrate, design and squeezing several aspects of the business into a unified business strategy. The participants also need to pay attention to 4 (four) Management Aspects, i.e., marketing, production, human resources and organization, as well as financial aspects, which can encourage SMEs to as much as possible make a measurable business development plan.

Based on the above Table 2, subsequently the participants re-design the Simple Value Chain Concept. The Simple Value Chain Concept is a concept that provides an understanding of a process, from the procurement of raw materials (seeds), management (aquaculture), until they become products / services to be offered to consumers. The main focus of SMEs in re-designing the simple value chain lies in the process of efficiency and increasing the profit.

## B. Coffee Commodity

Based on the results of the strategic local potential mapping, Coffee is one of the commodities that has the potential as a seeded commodity. As it is known, the best Indonesian coffee comes from some of the training locations, and has different kinds of variants based on the conditions in the area where the coffee grows.

Members of MHP Managing Cooperatives, i.e., Kopmen Manggarai Timur Sejahtera, Cooperative of Cinta Indonesia, and KSU Bukit Indah Baturontok, have Re-Designed the Value Chain of the Coffee Product by providing the following Value Added to the Coffee Product

Chart 2.1: Coffee Commodity Value Chain Map based on the Analysis of the Participants

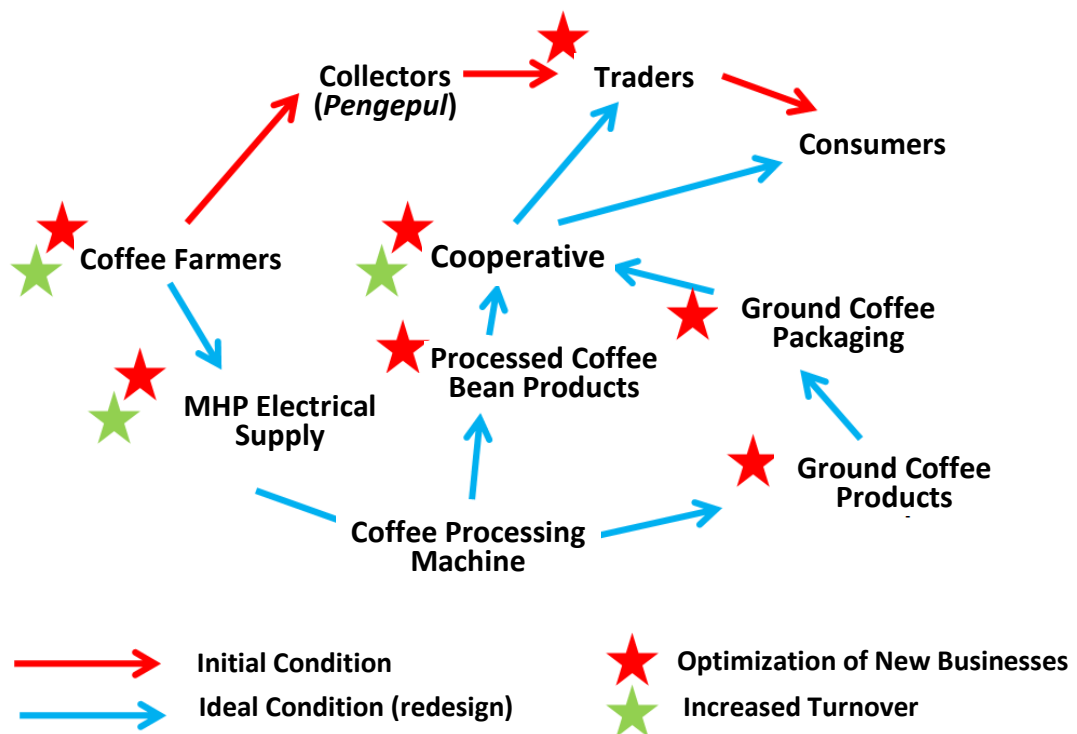


Photo 2: Coffee Processing Equipment of Kopmen Manggarai Timur Sejahtera

### C. Chilli Commodity

The availability of chili, especially in West Kalimantan, is still depending on Java Island, so the opportunity to increase production capacity and value-added of the product becomes the



opportunity for SMEs that are members of KSU Ankara. The Chili Product Value Chain Re-Design which gives Added Value to the Chili product can be seen as follows:

Chart 2.2: Chili Commodity Value Chain Map

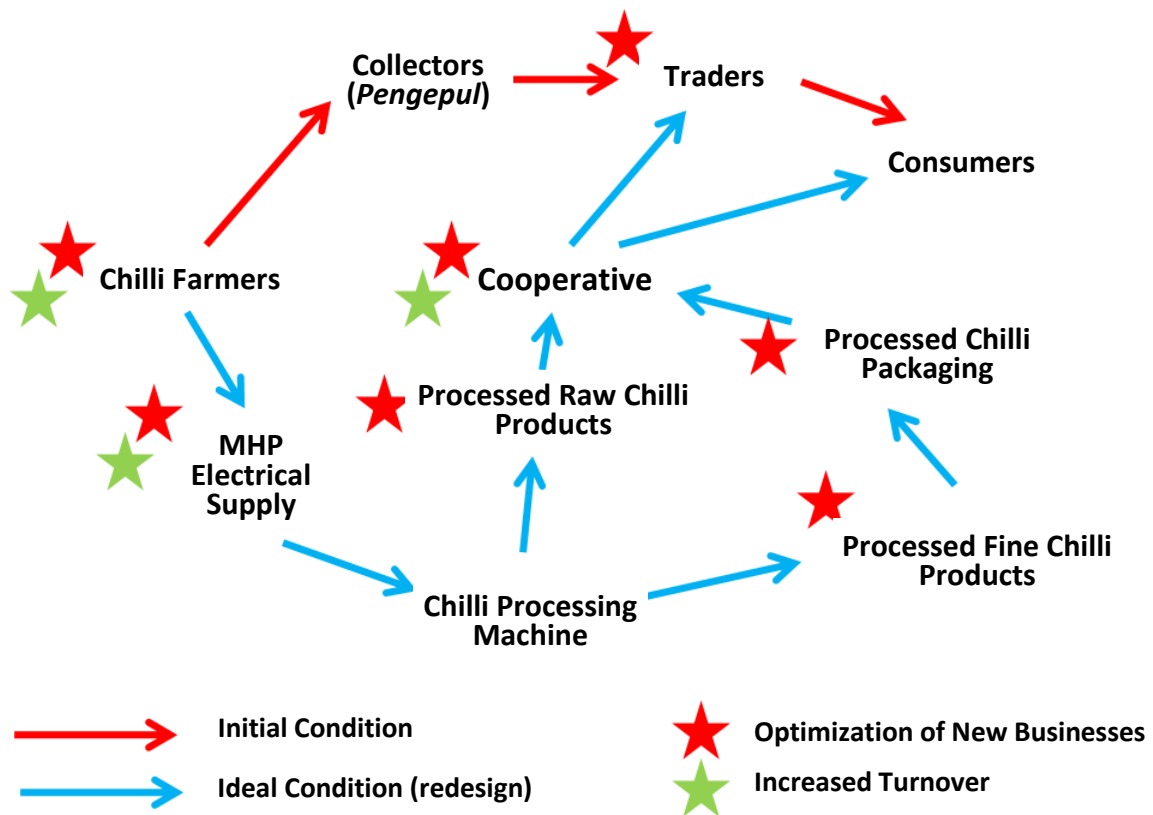


Photo 3: Part of the Work Area of KSU Kamosope

## D. Trading Commodities

On Trading Commodities, the MHP Electricity supply is utilized to electrify freezers that store the fish catches by Members of KSU Kamosope. Fish is one of their main trading commodities. The expected impact of the MHP, in addition to adding value to the fish catches, it is also to provide opportunities

for SMEs and the MHP Managing Cooperative to develop new productive businesses, resulting in a business diversification in Kamosope village.

The Participants had Re-Designed the Value Chain by providing the Value Added as follows:

Chart 2.3: Trading Commodities Value Chain Map

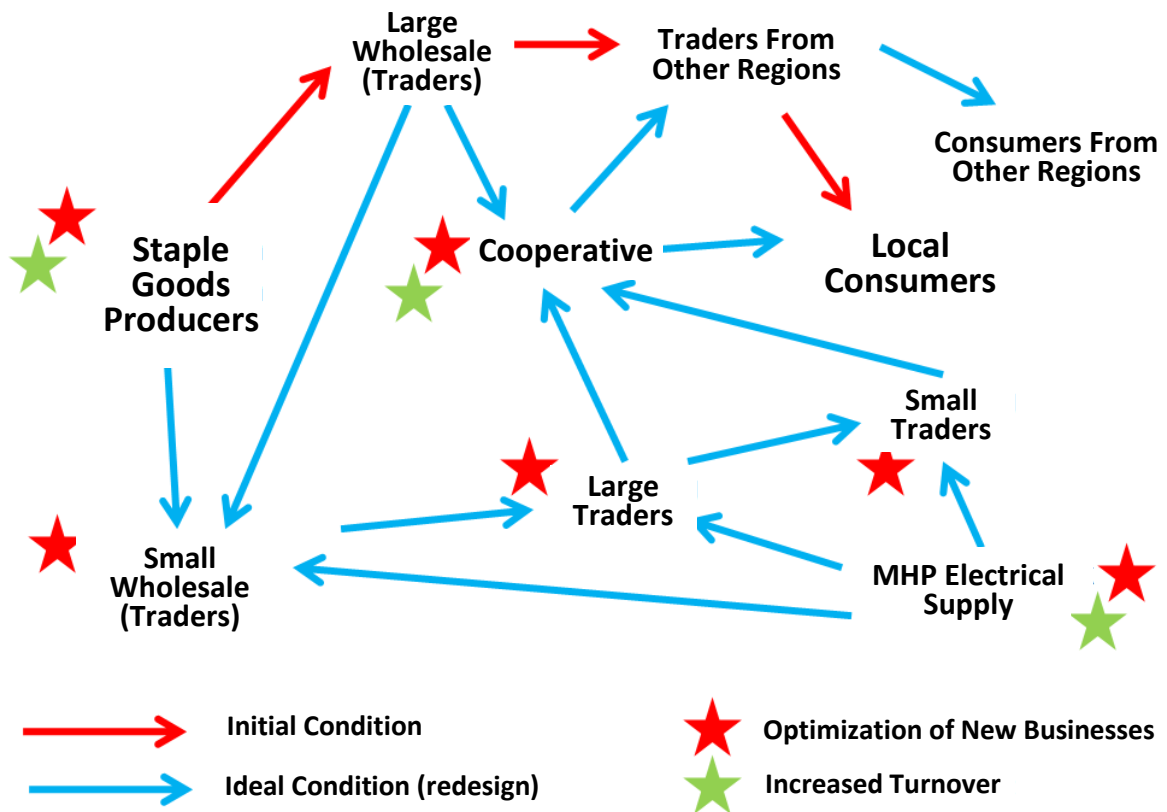


Photo 4: Part of the Results of Handirafts of Members of KSU Ankara

## E. Handicraft Commodities

In the handicraft production sector, KSU Ankara Member SMEs using the MHP Electrical Supply to operationalize all the equipment that use electricity, which include Drilling, Planner, Cutting Saw and Sanding Machines

Chart 2.4: Handicraft Commodities Value Chain Map.

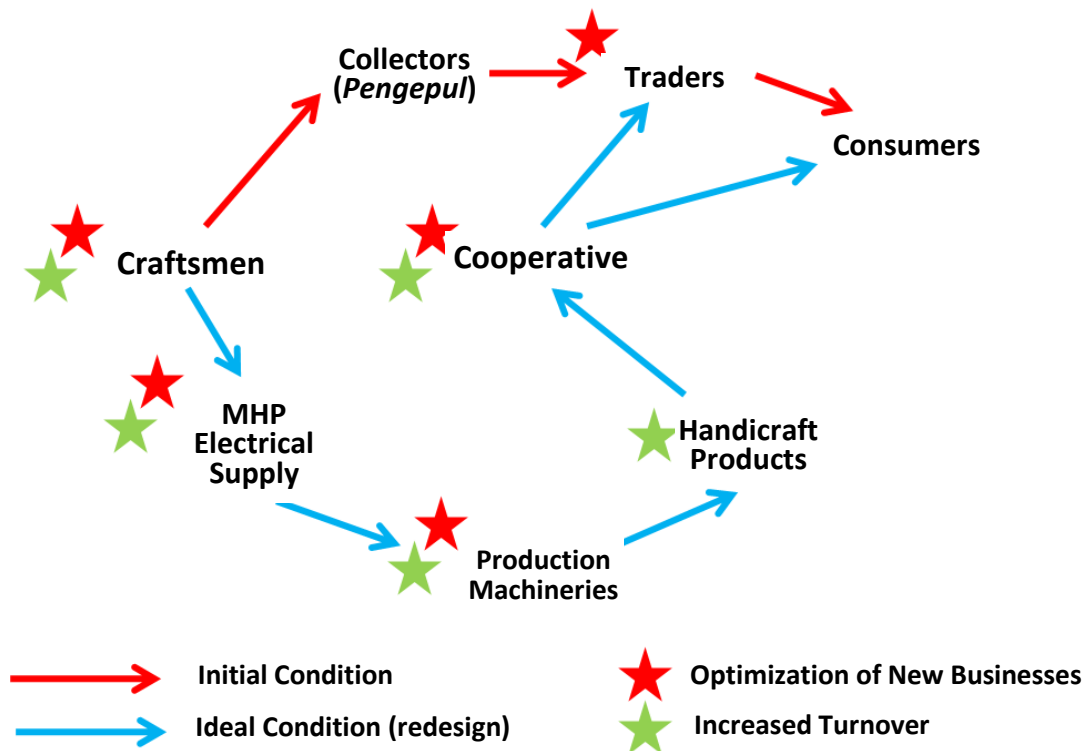


Photo 5: Turbine House of KSU Mute Lestari

## F. Management Challenges of MHP Managing Cooperatives

During the training activities of the Capacity Building of Micro Hydro Power (MHP) Managing Cooperative SMEs Actor Members, Trainers conducted limited discussions separately with the Management of the Cooperative in 9 Locations. The summary of these discussions is that the management of the cooperative needs to:

1. Make an integrated plan by reanalyzing the feasibility of the development in terms of both economic and social at the location, as a follow up of the Strategic Local Potential Value Chain Re-Design.
2. Implement the Principles of Management, among others by:
  - a) Identifying the problems (technical / non-technical) occur, along with related parties including Cooperative Members, Community Leaders, Academicians, Private Parties, and the Government (Central and Regional).
  - b) Concentrating on the distribution of alternative energy, to meet the needs of Members of the Cooperative in productive economic activities.
3. Implement Management Approach on the MHP, that includes:
  - a) The commitment of the management of the cooperative to manage the forest that becomes the resource of the MHP, in the effort to control operating cost of the MHP.
  - b) The establishment of an appropriate special unit to carry out activities related to the management of the MHP.
4. For the purposes of the preparation of the training, there were six (6) Cooperatives, i.e., KSU Kamosope Permai, KUD Sumber Maratus Jaya, Cooperative of Indonesia Cinta, KSU Bukit Indah, KSU Tanu Samba and KSU Uesi Bersinar, which were difficult to reach, due to the limited communication access (Poor choice of communication channels), among others, limited or no mobile phone signal and changes in the phone number. To resolve this problem, the team requested the involvement of the Relevant Offices, under the support of Mr. Eko Adi Priyono from the Industry and Services Sector of the Ministry of Cooperatives and Small and Medium Enterprises of the Republic of Indonesia.

## G. Special Findings

Based on the field findings, there were problems encountered by Tanusamba Cooperative, i.e.:

1. At that time there were 2 (two) Managers, i.e., the first manager is Mr. Sarullah A, S.Pd and the second is the Head of Ambapa Village.
2. The establishment of the second (shadow) manager was conducted by the head of the village, because Mr Sarullah A, S.Pd experienced an accident while taking care of the inauguration of the MHP resulting in a stroke so that he cannot speak.
3. The establishment of the second (shadow) manager did not follow the correct procedure and established by under a fictitious RAT report, resulting in the rejection by the Members / the Community.
4. This situation has made the cooperative, with 37 active members, does not run, including the cessation of activities of savings and loan.
5. Information from several member of the management and Newspaper clippings, it was also identified that the Head of the Village had "requested part of the money" of the operations of the turbine.

At the end of the training (May 29, 2016), Trainers tried to assist the cooperative to revitalize the management of the cooperative and after a long discussion, it was agreed that the two teams of Daily Manager to be dissolved and the Cooperative will appoint a Temporary Daily Management so that the Cooperative of Tanusamba can resume the operation until the implementation of the Annual Member Meeting that will officially select the new daily manager.

Photo 6: Newspaper Clippings of Suara Koltim



## Summary 1

Cooperative : KSU Mute Lestari  
Chairman : Frumen (085239142399)  
Location : Taga, Golo Nderu Gunung Village, Komba, East Manggarai, NTT  
Location Code : NTT 005  
Commodity : Agriculture Sector  
Training : November 10 to 12, 2015  
Participant : 18 Participants.

The training for Members of KSU Mute Lestari was attended by 18 Micro, Small and Medium Enterprises (SMEs) Actors, and all participants have the main occupation as a farmer, with coffee as the main commodity. The involvement of women as participants in this training is represented by the presence of 1 participant or 5% of total participants.

Photo 1.1: Photo Session of Training Participants of KSU Mute Lestari



### Training Output.

All participants understood and were able to make a business plan as well using the Business Canvas Model method that assess 4 Management Aspects such as Marketing, Production, Human Resources (HR) and Organization as well as Finance in writing and measurable.

The participants in this training conducted individual work and group work. For individual work, they analyzed the commodity that is their business when the training took place, mapping the Potential and the Strategic Plan of the Development of their business respectively.

In the working group, the participants conducted mutual discussions and analysis on businesses as a result of the individual works, and the result of the discussion was that it was agreed that the cultivation of the coffee plant and the processing of coffee beans into ground coffee as the commodity of the Cooperative has a substantial market opportunity. The coffee processing in the future will utilize electricity from the MHP Wae Woja.

Whereas to improving and developing the business of coffee, the participants, along with KSU Mutu Lestari, will take measures such as: expanding the farmland and consulting with local agricultural extension officers on how to apply fertilizers and loosen the soil, as well as to carefully control of pests and plant diseases. The participants will also intensively cultivate the farmland with more advanced farming methods by using electricity from the Wae Woja MHP.

Table 1.1: List of Training Participants of KSU Mute Lestari

No	Name	Address	Occupation	Handphone
1	Donbosko Nusaning	Lantong, Golo Nderu Village	Farmer	081246597423
2	Evensius Rodos	Taga Laga, Golo Nderu Village	Farmer	-
3	Ferdinandus Ndakung	Taga Laga, Golo Nderu Village	Farmer	085231680458
4	Ferdinandus Rogo	Taga Laga, Golo Nderu Village	Farmer	-
5	Feredikus Pastardi	Taga Laga, Golo Nderu Village	Farmer	-
6	Fidelis Mahason	Taga Laga, Golo Nderu Village	Farmer	081238386129
7	Fransiskus Dasuptono	Taga Laga, Golo Nderu Village	Farmer	081337601880
8	Frumensius Jondo	Ritapada, Gunung Village	Farmer	085239142399
9	Heri Suryo	Taga Laga, Golo Nderu Village	Farmer	
10	Leonardi Samsudarus	Lantong, Golo Nderu Village	Farmer	081337789455
11	Markus Ambon	Taga Laga, Golo Nderu Village	Farmer	085205666287
12	Rikardus Ndahui	Lantong, Golo Nderu Village	Farmer	081226171934
13	Thomas Busman	Taga Laga, Golo Nderu Village	Farmer	085337716868
14	Urbanus Baut	Taga Laga, Golo Nderu Village	Farmer	081347401457
15	Velisitus Emba	Lantong, Golo Nderu Village	Farmer	-
16	Yatisertus Ganggus	Lantong, Golo Nderu Village	Farmer	-
17	Yoseph Toe	Lantong, Golo Nderu Village	Farmer	-
18	Yuvensius Mekas	Lantong, Golo Nderu Village	Farmer	082144955304

Photo 1.2: Marketing Session - Participants conducted a Coffee Product Promotion Simulation



Photo 1.3: Business Canvas Model of Marketing For MSMEs Session

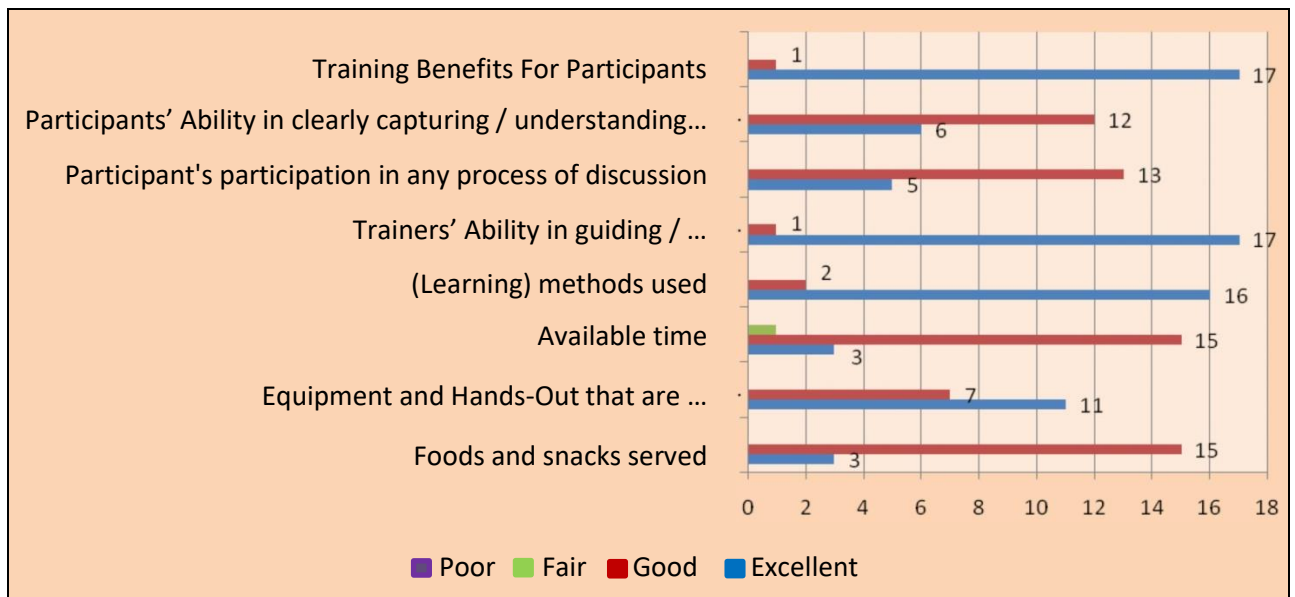


### Final Evaluation of the Training.

The training was rated as excellent by all participants. From the final evaluation form, 94% of participants said that the training is beneficial to enhance their capacity and 94% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 89% of them considered it as excellent.



Chart 1.1: Evaluation by Training Participants of KSU Mute Lestari



#### Suggestions / Expectations of the Participants

1. Please assist us in capital to open a business.
2. Please assist us in repairing our village road. When will you visit us again?
3. We need the business capital.
4. Please assist us to increase our farm commodity prices so that farmers may live prosperously.
5. Our turbine starts to break down, please control it from the central again.
6. Please follow up this training with assistance.
7. Please convey to the government that we need assistance in our paving our village road for smooth transportation.
8. Please assist to increase prices of agricultural products.
9. Please assist with capital equipment and capital for business.

#### Condition of the MHP

The Wae Woja MHP in Golo Nderu village of Su-District of Kota Komba was built in 2014 with funds amounted to 2.1 billion rupiah. The funds came from the Ministry of Cooperatives and SMEs amounted to 1.5 billion rupiah and the rest was provided by the Office of Cooperatives, SMEs, Industry and Trade of East Manggarai District.

The presence of the MHP which is managed by the Mute Lestari Cooperative has given a lot of alternative activities and eases the lives of more than 182 households in Taga and Lantong villages. With a capacity of 40 kilowatts, the power plant, which is in operation since May 2015, serves the residents from 17:00 pm until 09:00 pm in the morning.

## Summary 2

Cooperative : Kopmen Manggarai Timur Sejahtera  
Chairman : Kasmir (085238640694)  
Location : Rana Loba Village, Borong, East Manggarai, East Nusa Tenggara  
Location Code : NTT 007  
Capacity : 50 kW  
Commodity : Agriculture Sector  
Training : November 10 to 12, 2015  
Participants : 19 People.

The training for Cooperative Members of Kopmen Manggarai Timur Sejahtera was attended by 19 SMEs Actors, and all participants have the main occupation as a farmer, with coffee as the seeded commodity. The involvement of women as participants in this training was represented by 1 participant or 5% of the total 19 participants.

Photo 2.1: Photo Session of Training Participants of Kopmen Manggarai Timur Sejahtera



### Training Output

In general, all the participants had been able to map the potential and development of private businesses or businesses in groups, through a working group discussion and individual work discussion, during the training, which was held on November 10 to 12, 2015.

The result of the working group discussion is the participants along with Kopmen Manggarai Timur Sejahtera agreed to plan the improvement and development of the coffee business, starting from the cultivation to the processing of coffee beans into ground coffee. The processing will use the electricity from the Wae Nampe MHP. In addition to coffee, the participants also planned to develop the tourism sector by making the Compang Tenda Tourism Village, as the supporting sector.

To realize the improvement plan, it is necessary to take measures such as: expanding the farmland, consulting with local agricultural extension officers on the appropriate coffee cultivation, including methods of careful pest control. In addition, it is also to make efforts to increase the added value on the processed coffee products and the plan on the tourism village.

Table 2.1: List of Training Participants of Kopmen Manggarai Timur Sejahtera

No	Name	Address	Occupation	Handphone
1	Aleksander Tamat	Compang Tenda	Coffee Farmer	-
2	Baltasar Gabu	Compang Tenda	Coffee Farmer	-
3	Desiderius Suprianto	Compang Tenda	Coffee Farmer	-
4	Fidelis Sensi	Rambu	Coffee Farmer	-
5	Gildus Malino	Compang Tenda	Coffee Farmer	-
6	Gregorius Sonsi Rosmau	Compang Tenda	Coffee Farmer	-
7	H. Rius Asur	Compang Tenda	Coffee Farmer	-
8	Jonsiras Mantu	Compang Tenda	Coffee Farmer	-
9	Kanis Tio	Compang Tenda	Coffee Farmer	-
10	Karolus Jukang	Rambu	Coffee Farmer	-
11	Mikael Nabus	Kempo	Coffee Farmer	-
12	Niko Nanggut	Compang Tenda	Coffee Farmer	-
13	Pet Darus	Compang Tenda	Coffee Farmer	-
14	Rinus Balung	Compang Tenda	Coffee Farmer	-
15	Selgius Palis	Compang Tenda	Coffee Farmer	-
16	Simon Jebau	Compang Tenda	Coffee Farmer	-
17	Stefanus Dadu	Compang Tenda	Coffee Farmer	-
18	Yakobus aring	Compang Tenda	Coffee Farmer	-
19	Imelda Eneni	Compang Tenda	Coffee Farmer	-

Photo 2.2: Production and Product Marketing Session



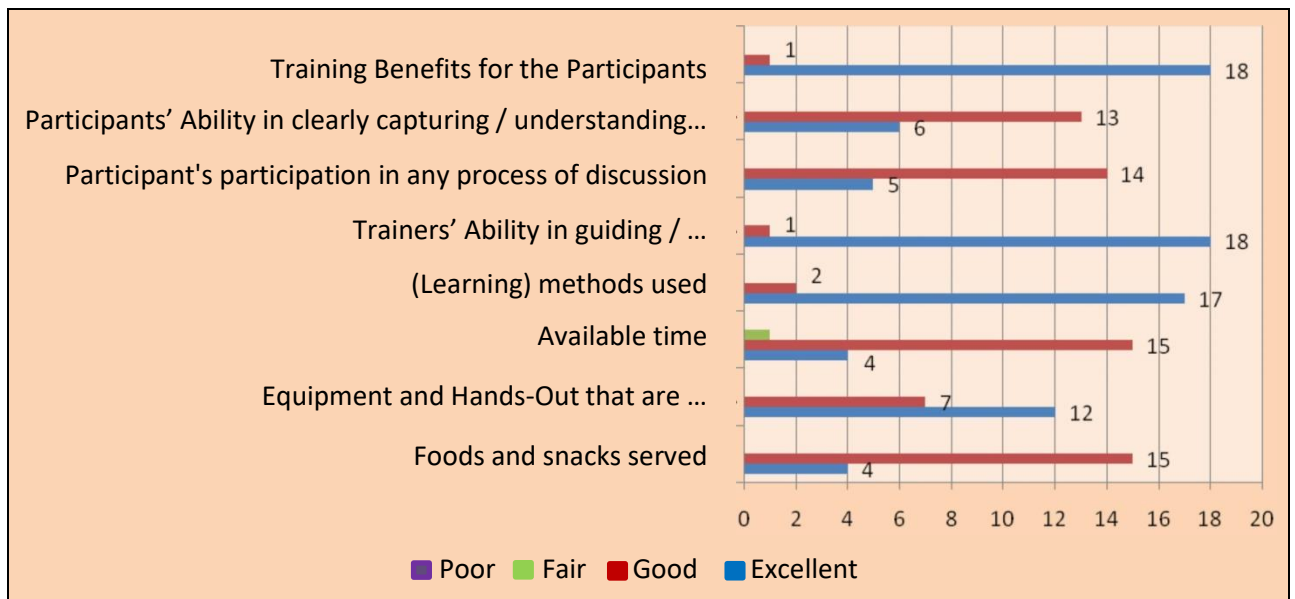
Photo 2.3: Building the Learning Atmosphere and Introduction to Business Session



### Final Evaluation of the Training

The training was rated as excellent by all participants. From the final evaluation form, 95% of participants said that the training is beneficial to enhance their capacity and 89% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 95% of them considered it as excellent.

Chart 2.1: Final Evaluation of the Training Participants from Kopmen Manggarai Timur Sejahtera



### Suggestions / Expectations of the Participants

1. May there be a tourism site in Compang Tenda village and increase the price of agricultural goods, for example coffee, cloves and chocolates.
2. Requesting the capital.
3. The commodity price increases, lack of tourism.
4. I long to see the prices of all kinds of commodities from the people of Compang Tenda village could be increased. Hopefully all the proposal data that we have submitted will be successful.
5. We are requesting to be registered in the training again and we are still lack of venture capital and tourism site in Compang Tenda village.
6. Our hope in the future may our village becomes a developed village as well as to become a tourism village.
7. We hope that the prices of commodities are increasing.
8. We hope that those that we are asking for could be used to build our village so that our village becomes a tourist village.
9. We miss a place of tourism.
10. We expect that our village could get a better income, particularly in the agriculture sector, and probably get a better price.
11. May this training could be held again, and hopefully businesses in the village are increasing and receive the capital assistance.
12. Hopefully there will be a training again, and businesses in the village are improving, there are additional capital assistances, and we are requesting assistances to our businesses, both technically and in terms of cooperative.

### Condition of the MHP

The capacity of the Wae Nampe MHP, at Compang Tenda village in the Sub-District of Borong is 50 kilowatts and in operation since June 15, 2015.

## Summary 3

Cooperative : KSU Ankara  
Chairman : Arjuna (08128591442)  
Location : Sunsong Village, Rawak Hulu, Sekadau Hulu, Sekadau, West Kalimantan  
Location Code : KalBar 004  
Capacity : 75 kW  
Commodity : Plantation and Handicraft Production Sectors  
Training : December 15 to 17, 2015  
Participants : 26 People.

The training for Members of KSU Ankara was attended by 26 SMEs Actors, and the participants have a diverse main occupation, but the most dominant is as a plantation farmer, as many as 10 people, followed by motorcycle workshop as many as 6 people, handicraft as many as 5 people, 2 people of Furniture Craftsmen, 2 people of Rubber Farmers and 1 person as a Wrought Iron craftsman.

The involvement of women as participants in this training is represented by the presence of 10 participants or 38% of the total 26 participants. From all jobs, the seeded commodities of the region are chili and handicraft.

Photo 3.1: Photo Session of Training Participants of KSU Ankara



In general, all participants undertook a work group discussion and individual work discussion, to learn and able to make a Business Canvas Model in the form of a map of the potential and the development of their respective businesses, or in group.

Based on the results of the working group discussions, in terms of making a plan on business improvement and development, the participants along with KSU Ankara, and the Head of Sunsong Village have a plan to move all potential businesses by the priority scale, i.e., handicrafts and plantation products (chili).

As for to improving and developing the coffee business, the participants, along with KSU Mutu Lestari, will be going to do the following steps: expanding the farmland and consulting with local agricultural extension officers on how to apply fertilizers and loosen the soil, as well as to carefully control of pests and plant diseases. The participants will also intensively cultivate the farmland with more advanced farming methods by using electricity from the Wae Woja MHP.

To realize the improvement plan, it is necessary to take measures in the plantation sector, such as: expanding the farmland and consulting with local agricultural extension officers on the right farming methods, including methods of pest control carefully, in addition to increasing the competence of business actors in the handicraft sector.

Table 3.1: List of Training Participants of KSU Ankara

No	Name	Address	Occupation	Handphone
1	Aan	Sunsong	Motorcycle Workshop	-
2	Abikusno	Sakatiga	Furniture Craftsman	-
3	Acol Alpinus	Sakatiga	Wrought Iron Craftsman	085246739847
4	Asin	Sunsong	Handicraft	-
5	Bujang	Sunsong	Rubber Farmer	-
6	Busari	Sakatiga	Handicraft	-
7	Canot	Sunsong	Plantation Farmer	-
8	Dionsius	Sunsong	Motorcycle Workshop	-
9	Gadi	Sunsong	Plantation Farmer	-
10	Gandi	Sunsong	Plantation Farmer	-
11	Ide	Sakatiga	Plantation Farmer	-
12	Lantak	Sunsong	Plantation Farmer	-
13	Lorensus	Sunsong	Handicraft	-
14	Mida	Sakatiga	Plantation Farmer	-
15	Noris	Sakatiga	Plantation Farmer	-
16	Rejeki Hieronimus	Sunsong	Handicraft	-
17	Rintik	Sunsong	Motorcycle Workshop	-
18	Romanus Atong	Sunsong	Motorcycle Workshop	-
19	Surya	Sakatiga	Plantation Farmer	-
20	Silvester Buyus	Sunsong	Handicraft	-
21	Sini	Sakatiga	Plantation Farmer	-
22	Thomas Suherdi	Sunsong	Motorcycle Workshop	-
23	Toimtius Panda	Sakatiga	Motorcycle Workshop	-
24	Torda Felicia	Sunsong	Plantation Farmer	-
25	Tungkai	Sunsong	Plantation Farmer	-
26	Yanis	Sunsong	Furniture Craftsman	-

Photo 3.2: Training Atmosphere Experienced by the Participants in KSU Ankara

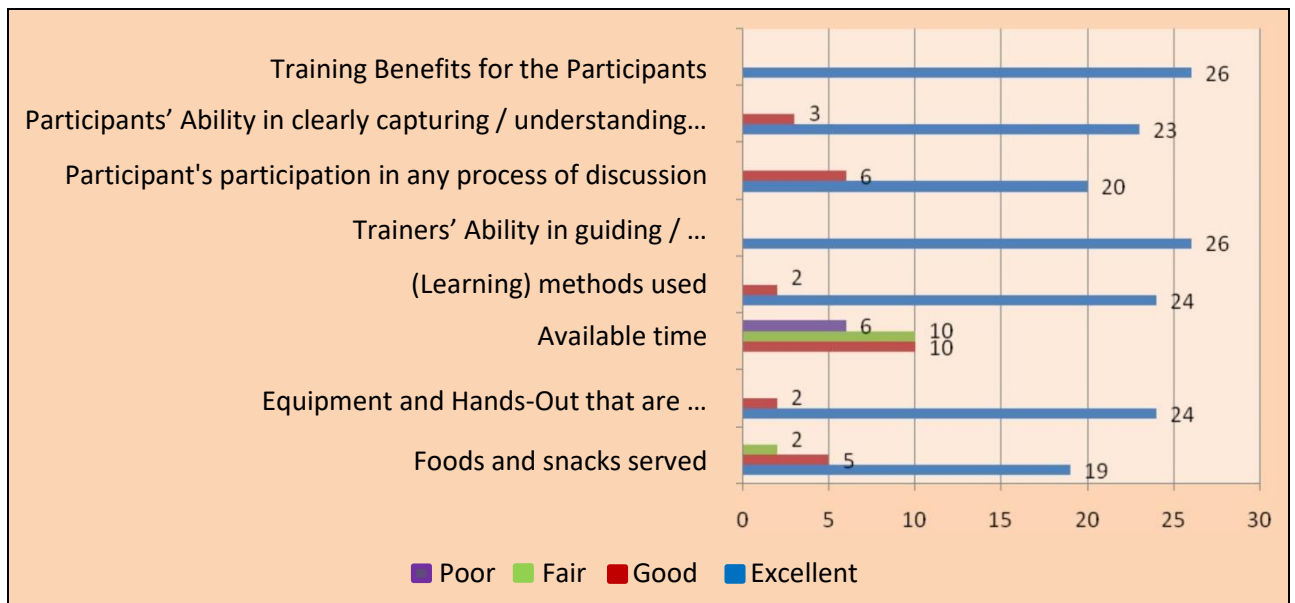


### Final Evaluation of the Training

The training was rated as excellent by all participants. From the final evaluation form, 100% of participants said that the training is beneficial to enhance their capacity and 100% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 92% of them considered it as excellent.



Chart 3.1: Final Evaluation of the Training Participants in KSU Ankara



#### Suggestions / Expectations of the Participants

1. If possible the trainers could come here again, because their lessons are very useful to us.
2. If possible the trainers could often come because they add the experience in the field of business, and those that will be taught are adapted to the ability of people here.
3. I hope the trainers can guide us to establish good business, which is useful for our economy. We are very delighted with the training. Hopefully the trainers could assist our small businesses.
4. I hope that after this training there will be other trainings and additional new experiences.
5. I hope that this training is sustainable not just this time, because it is very helpful in running the business in the future.
6. I really hope that this training is sustainable and is not just this one and a field trip could be conducted as well as to assist our businesses for the future.
7. If possible, it is followed by additional capital assistances due to currently it is difficult to seek additional capital.
8. In each training all members can use a table for convenience during the training.

## Summary 4

Cooperative	: KUD Sumber Meratus Jaya
Chairman	: Davit (082250210827)
Location	: Cantun Kanan, Kotabaru, South Kalimantan
Location Code	: KalSel 001
Capacity	: 27 kW
Commodity	: Agriculture and Plantation Sector
Training	: May 18 to 20, 2016
Participants	: 23 People.

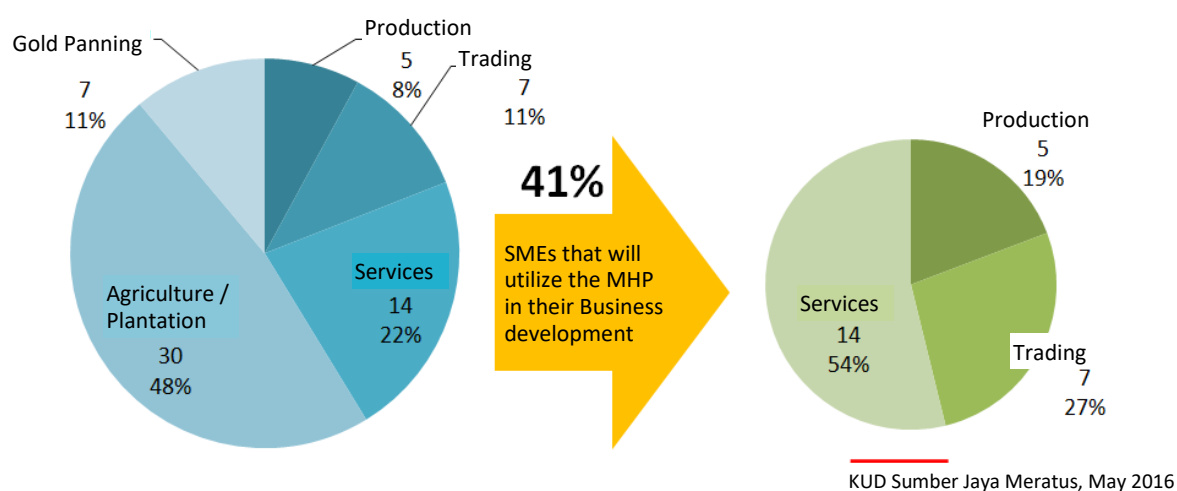
Entrepreneurship Training for Members of the MHP Managing Cooperative in Cantun Kanan, Kotabaru, South Kalimantan was held on December 18 to May 20, 2016, attended by 23 participants. The involvement of Female SMEs Actors was represented by 2 participants, or 9% of the total number of participants, whereas 21 people or 91% SMEs was Male.

Photo 4.1: Photo Session of Training Participants in KUD Meratus Jaya



The participants' profile. KUD Sumber Jaya Meratus has 63 members but only 23 people who attended this training. The most dominant productive business of Members of KUD is in the agricultural and plantation sector (as many as 30 people or 48%), followed by the Services sector, as many as 14 people or 22% of total membership, and there are 7 people or 11% in the Trading and Gold Panning sectors respectively and 5 people or 8% of entrepreneurs in the production sector. The distribution of the type of business can be seen in the below chart:

Chart 4.1: Profiles of KUD Meratus Jaya Member MSMEs  
(By Type of Businesses / sectors that utilize electricity from the MHP)



As for the participants, the majority of the 23 participants have the primary job as a farmer of the shifting cultivation system, with commodities including rice and vegetables, but there were also participants engaged in gold mining. Through group discussions and individual work, the participants had made a map of the potential and development of businesses, and they had also agreed to promote local wisdom in running their business.

Table 4.1: List of Training Participants in KUD Meratus Jaya  
(By sales / turnover per month)

No	Name	Gender	Address	Occupation	Turnover / Months
1	Duinogis	Male	Haulan Rt 01	Farmer	Rp 500,000
2	Gona	Male	Muara Urie	Farmer	Rp 300,000
3	Habit	Male	Muara Urie	Farmer	Rp 300,000
4	Hasnah	Male	Muara Urie	Farmer	Rp 300,000
5	Herno	Male	Jl Kodeco Rt 01	Farmer	Rp 1,000,000
6	Ijan	Male	Haulan Rt 01	Farmer	Rp 300,000
7	Johansyah	Male	Haulan Rt 01	Farmer	Rp 2,000,000
8	Juliana	Female	Muara Urie	Farmer	Rp 1,500,000
9	Juriansyah	Male	Muara Urie	Farmer	Rp 4,000,000
10	Karli Rais	Male	Muara Urie	Farmer	Rp 1,000,000
11	Kasmin	Male	Haulan Rt 01	Farmer	Rp 1,000,000
12	Liansyah	Male	Muara Urie Village	Farmer	Rp 300,000
13	Masdar	Male	Haulan Rt 01	Farmer	Rp 1,000,000
14	Muheri	Male	Muara Urie	Farmer	Rp 3,000,000
15	Obder	Male	Haulan Rt 01	Farmer	Rp 300,000
16	Ramlan Saedar	Male	Jl Kodeco Rt 01	Farmer	Rp 700,000
17	Rappid Sanjaya	Male	Jl Kodeco Rt 01	Farmer	Rp 4,000,000
18	Sarani	Male	Muara Urie	Farmer	Rp 6,000,000
19	Saim	Male	Muara Urie	Farmer	Rp 500,000

20	Sudarman	Male	Muara Urie	Farmer	Rp	1,000,000
21	Suhiman	Male	Muara Urie	Farmer	Rp	300,000
22	Wiliyanto	Male	Haulan Rt 01	Farmer	Rp	750,000
23	Yapi	Male	Muara Urie	Farmer	Rp	300,000

### Training Output.

Based on the monthly sales (turnover) data, there are 5 or 22% of participants who have a sales turnover of more than Rp 2,000,000.00 (two million rupiah) per month and 18 participants, or 78% have a turnover of less than Rp 2,000,000.00 (two million rupiah) per month.

Based on the working group discussions, it was agreed that the participants along with KUD Sumber Jaya Meratus will create a plan on business improvement and development in the agricultural sector, especially rice and vegetables in a permanent cultivation and will abandon the shifting cultivation system. To realize the plan, it is necessary to take measures such as: expand the farmlands, consult with local agricultural extension officers on how to cultivate agricultural land intensively with a more advanced system, as well as a careful pest control method.

Through the practice session in making a very optimistic turnover projection, the participants projected their income that will increase, from an average of Rp. 1,319,000.00 to an average of Rp. 2,612,000.00 or an increase of 90% to 98% gradually per three months. In addition, the participants will also be looking for new business opportunities to take advantage of electricity from the MHP.

Assessment and Evaluation. Based on an assessment during the training, 3 people, i.e., Sarani, Juriansyah and Rappid Sanjaya were recommended to be a facilitator of a peer group or an activator of the existing group along with KUD Sumber Meratus Jaya.

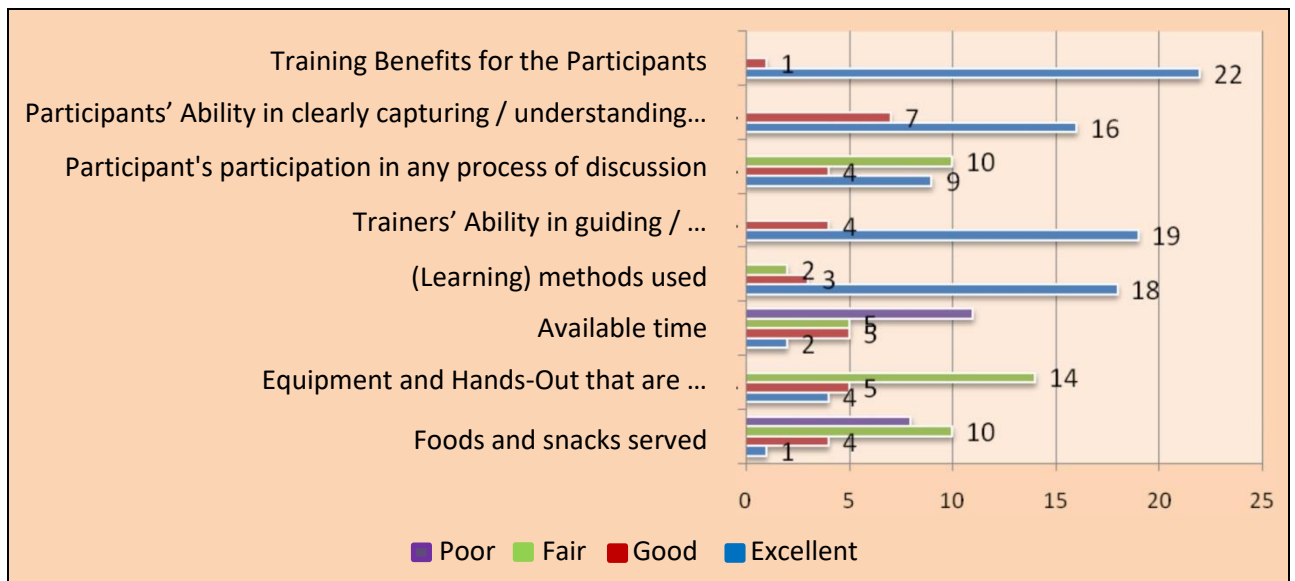
Photo 4.2: Atmosphere of the Training in KUD Meratus Jaya



### Final Evaluation of the Training.

The training was rated as excellent by all participants. From the final evaluation form, 96% of participants said that the training is beneficial to enhance their capacity and 83% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 78% of them considered it as excellent.

Chart 4.2: Final Evaluation of the Training Participants in KUD Meratus Jaya.



### Suggestions / Expectations of the Participants

1. I am very delighted to attend the entrepreneurial training on selling staple goods, so please assist us.
2. Hopefully events like this will be held again in the coming year.
3. Please organize this kind of training again later, not just once.
4. Please conduct this (kind of) training more often.

### Condition of the MHP

The condition of the MHP within the last 6 months has been good. Constraints occur during heavy rain, as flooding due to the blockage of the waterway by leaves and twigs garbage, which causes power outages. The solution made by the manager is by cleaning the blocked waterway.

## Summary 5

Cooperative	: KSU Kamosope Permai
Chairman	: La Mazuli (082187016689)
Location	: Kamosope, Pasir Putih, Muna, Southeast Sulawesi
Location Code	: SulTra 006
Capacity	: 68 kW
Commodity	: Agriculture and plantation sectors
Training	: May 18 to 20, 2016
Participants	: 13 People.

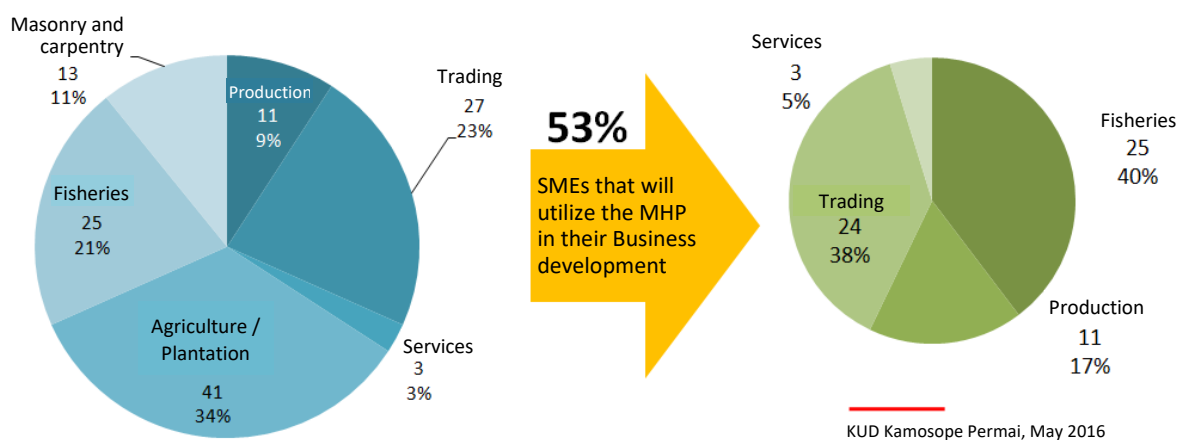
KSU Kamosope Permai, with 120 members, consisting of 92 male members or 77% and 28 or 23% female members. The most business sectors engaged by members are the agricultural and plantation sector (41 people or 34%), the trading sector (27 people or 22%), the fisheries sector (25 people or 21%) and the masonry and carpentry sector (13 people or 11%). There are also members engaged in the production sector as many as 11 people or 9%, and in the services sector as many as 3 or 3%.

Photo 5.1: Photo Session of Training Participants of KSU Kamosope Permai



MSMEs that utilize the MHP electricity are 53%, consist of the fisheries sector (25 members or 40%), the trading sector (24 people or 38%) and the production sector (11 members or 17%) and the Services sector (3 people or 3%), and it can be seen in chart 5.1.

Chart 5.1: Profiles of KSU Kamosope Permai Member MSMEs  
(By Type of Businesses / sectors that utilize electricity from the MHP)



The Entrepreneurship Training for Members of the MHP Managing Cooperative in in Kamosope, Pasir Putih, Muna - Southeast Sulawesi was held on May 18 to 20, 2016, attended by 13 participants, of which 4 people or 31% were Female SMEs Actors.

The participants' profile. Based on the occupation is as follows; 8 or 62% of them are farmers, 2 participants or 15% are in the services sector, 2 people or 15% are traders and 1 or 8% has a business in the fisheries sector. More details can be seen in the following table:

Table 5.1: List of Training Participants in KSU Kamosope Permai  
(By sales / turnover per month)

No	Name	Gender	Address	Occupation	Turnover / Month
1	Asmiranti	Female	Dusun 2 Sumese	Trading	Rp 500,000
2	Hajra S	Female	Dusun 2 Sumese	Service	Rp 500,000
3	La Muhuri	Laki-laki	Dusun 2 Sumese	Farmer	Rp 600,000
4	La Muzuli	Male	Dusun 2 Sumese	Fisheries	Rp 1,000,000
5	Laode Lunasi	Male	Dusun 2 Sumese	Farmer	Rp 1,200,000
6	Laode Nasimu	Male	Dusun 2 Sumese	Farmer	Rp 500,000
7	LD Rafiudin	Male	Dusun 2 Sumese	Farmer	Rp 500,000
8	Mardin	Male	Dusun 2 Sumese	Farmer	Rp 1,200,000
9	Muh Elsafan S	Male	Dusun 2 Sumese	Farmer	Rp 1,000,000
10	Rauf	Male	Dusun 2 Sumese	Trading	Rp 1,000,000
11	Wa Api	Female	Dusun 2 Sumese	Farmer	Rp 500,000
12	Waode Musrifa	Male	Dusun 2 Sumese	Farmer	Rp 600,000
13	Wa Rania	Female	Dusun 2 Sumese	Service	Rp 4,000,000

From the above table, it can be seen that the monthly sales (turnover) of 6 participants is above the average, which is at Rp 976,000.00 (nine hundred and seventy six thousand rupiah) and 7 participants or 54% have a monthly sales below the average turnover.

### Training Output.

After the training was done, the participants were able to create a very optimistic turnover projection for the next year with a projected increase from an average of Rp 976,000.00 to an average of Rp. 2,053,000.00 or an increase of approximately 100% to 110% gradually per three months. In addition, the participants will explore new business opportunities that take utilize the electricity from the MHP, which include the fish floss (*abon ikan*), drying seaweed and photocopy services businesses. In general, all participants agreed to promote local wisdom in developing a business.

Based on an assessment during the training, 4 people, i.e., Wa Rania (Services), Laode Lunasi (Farmer), Rauf (Trading) and La Muzuli (Fisheries) were recommended to be able to be a facilitator of a peer group or an activator of the existing group along with KSU Kamosope Permai

Photo 5.2: Business Canvas Model of KSU Kamosope Permai

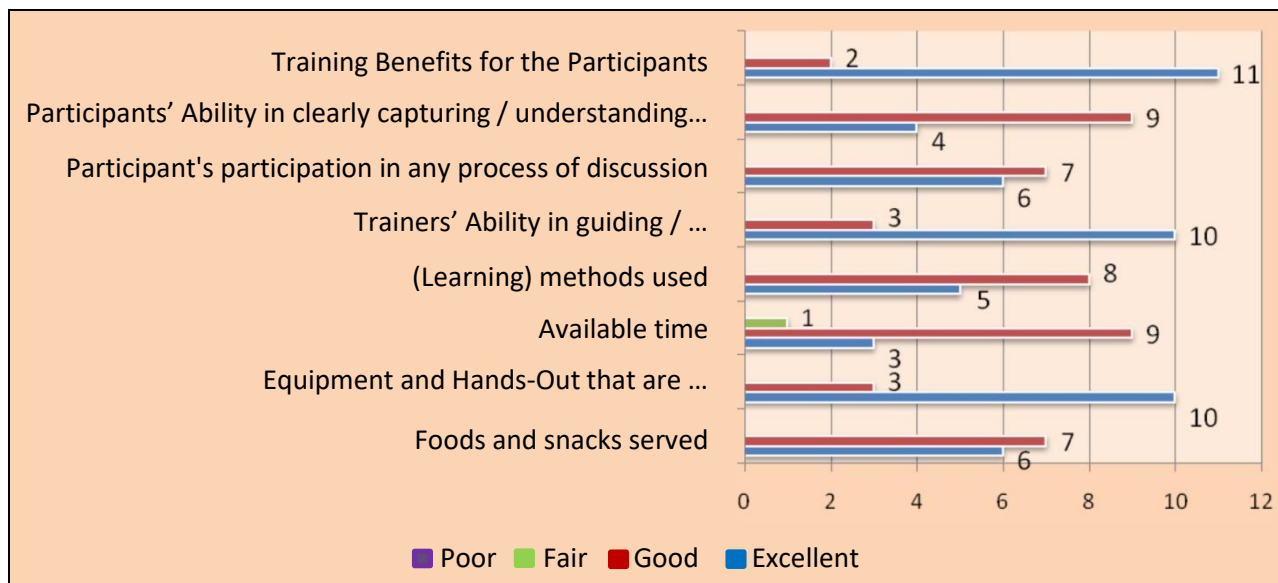


### Final Evaluation of the Training.

The training was rated as excellent by all participants. From the final evaluation form, 85% of participants said that the training is beneficial to enhance their capacity and 77% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 62% of them considered it as excellent.

Chart 5.2: Final Evaluation of the Training Participants in KSU Kamosope Permai





### Suggestions / Expectations of the Participants

1. We want that this (kind of training) is not conducted just once, all the participants can understand anything that has been delivered, either directly or indirectly.
2. I ask that this training does not stop up here. With this training, the participants are expected to be more developed in terms of both the people's knowledge and economy.
3. We want to meet again in the same place like this, once in every three months. Thank you for your service to our remote village.
4. I hope that this learning is conducted outside of the room and is directly practiced by the learners.
5. If possible, this kind of training is conducted once a year in order to add extensive experiences.
6. Please explain as clearly as possible, because so many words are not clear.
7. Hopefully this training is continued in the future. Hopefully, this training is sustainable and we are given the capital and seeds that can be beneficial to the community.
8. I hope that the learning is directly practiced in the field. Work more vigorously in order to live better.
9. (I hope to be able) to attend more entrepreneurial trainings so that I could gain greater insight.

### Condition of the MHP

The Kamosope MHP commenced its operations on April 1, 2016. In the rainy season, the water flow is enough to run the turbines, so that the electricity produced can meet the electricity needs of the villagers (Members of the Cooperative). But in the dry season, the electricity generated by the MHP dropped by 50%. To anticipate this, the management applies restrictions in electricity consumption from 3 lamps to 1 lamp and shut down the turbine periodically.

## Summary 6

Cooperative	: KSU Bukit Indah
Chairman	: Idris
Location	: Baturontok, Batulanteh, Sumbawa, NTB
Location Code	: NTB 004
Capacity	: 40 kW
Commodity	: Agriculture and plantation sector
Training	: May 27 to 29, 2016
Participants	: 20 People.

Training for Members of KSU Bukit Indah was attended by 20 Micro, Small and Medium Enterprises (SMEs) Actors, all participants have the main job as a farmer, and the main commodity is coffee. The involvement of women as a participant in this training is represented by the presence of 4 female participants, or 20% of the total 20 participants.

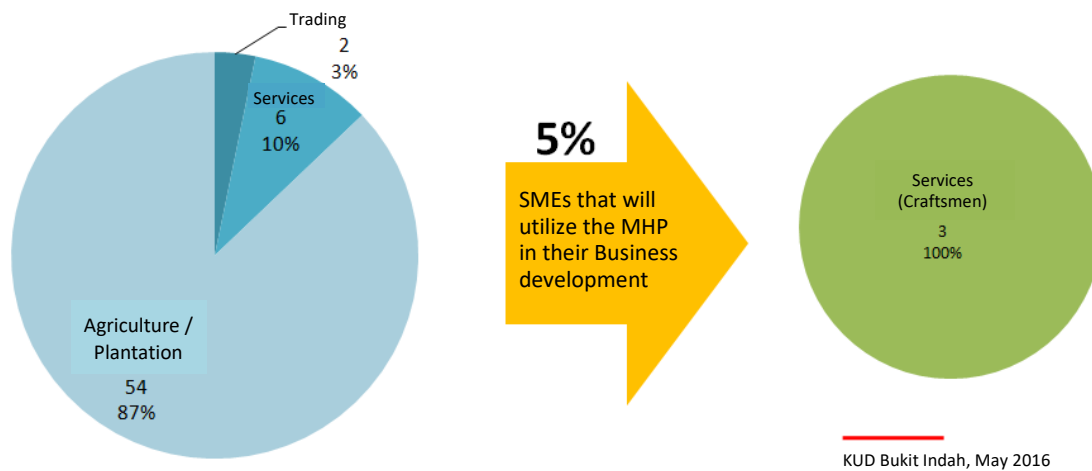
Photo 6.1: Photo Session - Training in KSU Bukit Indah



The profile of KSU Bukit Indah. KSU has 62 members who are all Male, with most business sectors are agriculture and plantation, i.e., as many as 54 people or 87%, then there are 6 people in the Services sector or 10% and 2 people in the trading sector or 3%. The type of business that utilizes MHP electricity is just the carpentry sector, i.e., 3 people or 5% of the total number of members, and this can be seen in Chart 6.1.

The Participants' profile. The average sales (turnover) in a month of all participants is Rp. 1,225,000.00 (one million two hundred and twenty five thousand rupiah. 7 participants or 35% have a monthly sales turnover of above the average turnover and 13 participants or 65% have a monthly sales turnover below the average monthly turnover.

Chart 6.1: Profiles of KSU Bukit Indah Member MSMEs  
(By Type of Businesses / sectors that utilize electricity from the MHP)



The Entrepreneurship Training for Members of the MHP Managing Cooperative in KSU Bukit Indah was attended by 20 participants, as in Table 6.1.

Table 6.1: List of Training Participants in KSU Bukit Indah (by turnover per month)

No	Name	Gender	Address	Occupation	Turnover / Month
1	A. Yani	Male	Baturontok Batulante	Farmer	Rp 2,400,000
2	Abdul Rasyid	Male	Baturontok Batulante	Farmer	Rp 800,000
3	Abidin	Male	Baturontok Batulante	Farmer	Rp 1,200,000
4	Alamsyah	Male	Baturontok Batulante	Farmer	Rp 2,400,000
5	Asi	Male	Baturontok Batulante	Farmer	Rp 1,100,000
6	Budiman	Male	Baturontok Batulante	Farmer	Rp 1,000,000
7	Idris Usman	Male	Baturontok Batulante	Farmer	Rp 1,200,000
8	Imanudin	Male	Baturontok Batulante	Farmer	Rp 800,000
9	Malanuang	Male	Baturontok Batulante	Farmer	Rp 800,000
10	Manyasin	Male	Baturontok Batulante	Farmer	Rp 800,000
11	Marawiyah S.Pd	Female	Baturontok Batulante	Farmer	Rp 1,000,000
12	Muslimat Nur Aidah	Male	Baturontok Batulante	Farmer	Rp 1,100,000
13	Nur Aidah	Female	Baturontok Batulante	Farmer	Rp 1,500,000
14	Rahman	Male	Baturontok Batulante	Farmer	Rp 1,000,000
15	Sadikin	Male	Baturontok Batulante	Farmer	Rp 1,000,000
16	Suhardiman	Male	Baturontok Batulante	Farmer	Rp 1,000,000
17	Supiyanto	Male	Baturontok Batulante	Farmer	Rp 800,000
18	Tarmiden	Female	Baturontok Batulante	Farmer	Rp 1,100,000

19	Yuliawati	Female	Baturontok Batulanteh	Farmer	Rp 1,200,000
20	Zubaidah	Male	Baturontok Batulanteh	Farmer	Rp 2,400,000

Based on the results of the working group discussions, in terms of making a business improvement and development plan, especially coffee plant agriculture, the participants along with KSU Bukit Indah will further improve their farming techniques in an effort to improve the quality of coffee. The participants have also mapped numerous issues related with the coffee business, among others, access to the market which is still limited, the capital, the cellular (communication) network which makes it difficult for the participants to access the market, as well as the lack of extension for improving the competence of members. It needs to be a special record and it needs supports from the Government to address it.

At the end of the training all participants were able to make the minimum turnover projection in the next year. From the results of their review, it was projected that the turnover can be increased from an average of Rp. 1,225,000.00 to an average of Rp. 1,445,500.00 or gradually per three months the turnover will increase around 10% to 18%.

Assessment and Evaluation of the Business. By agreement, the participants recommended 3 (three) members, i.e., Zubaidah, A. Yani and Alamsyah to be the facilitator of the peer group that will help drive the group to expand the business and conduct periodic monitoring and evaluation.

#### Final Evaluation of the Training.

The training was rated as excellent by all participants. From the final evaluation form, 57% of participants said that the training is beneficial to enhance their capacity and 65% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 52% of them considered it as excellent.

Chart 6.2: Final Evaluation of the Training Participants in KSU Bukit Indah

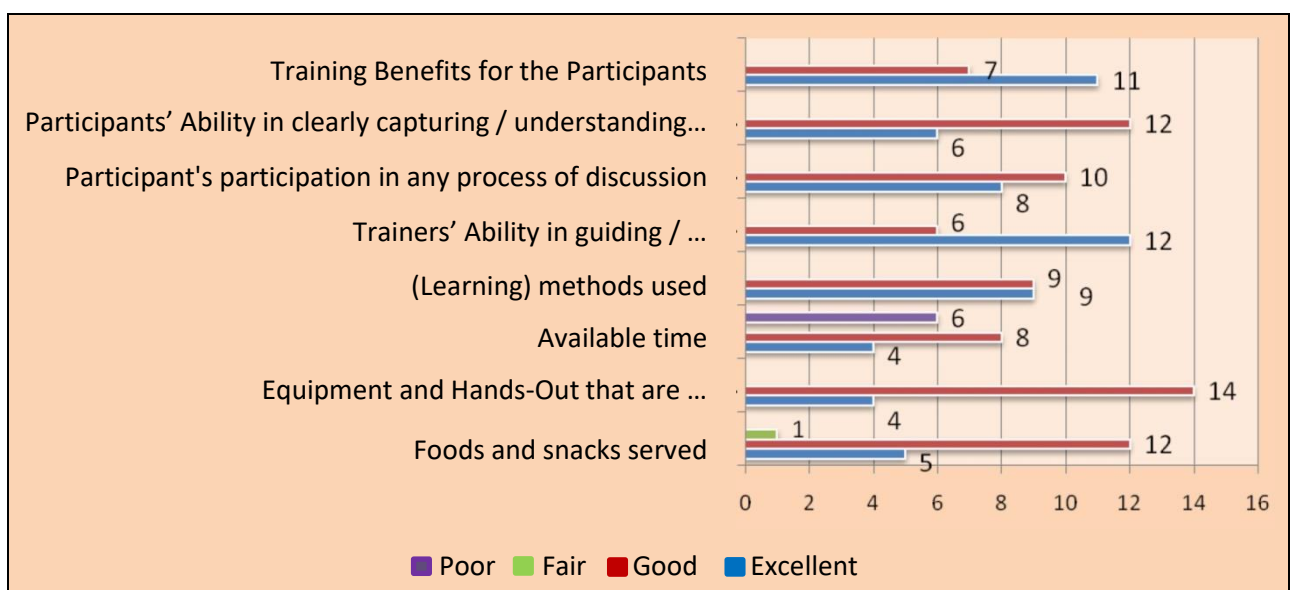


Photo 6.2: Atmosphere of the Training in KSU Bukit Indah



### **Suggestions / Expectations of the Participants**

1. To improve knowledge about entrepreneurship, such training is very helpful. I hope that can be held on an ongoing basis
2. I hope that such an event is often held so that our, or the rural people's, economy is growing and our insight is improved.
3. I hope that such training does not stop here, we are proposing that there will be a follow up on it, and it does not stop at this point - we also ask that the road transportation and communication, especially in Baturontok village, to be repaired as soon as possible
4. I hope to be a successful person after gaining knowledge from this training
5. I am from Bukit Indah suggesting that our cooperative remains to be paid attention to
6. I came here and gained knowledge, do not just stop at this point, and I do hope that a training like this can be sustainable. And please give a notification first
7. Do not just stop at this point, and we ask that this kind of training to be held every year. And grants to our village

8. We wish to be successful. We do hope that this kind of training is facilitated and supported by you and your team

**Condition of the MHP**

The condition of the MHP in the last 2 months has been good. The MHP had not been operational for four months because there was damage to the generator and after the new parts coming, the MHP was back in operation. Currently the operator is attending training for operators in Bandung.

## Summary 7

Cooperative : Cooperative of Cinta Indonesia  
Chairman : Martinus (081314772246)  
Location : Dusun Galong, Sub-District of Komba City, East Manggarai, NTT  
Location Code : NTT 006  
Capacity : 68 kW  
Commodity : Agriculture Sector  
Training : May 27 to 29, 2016  
Participants : 19 People.

Training for Members of the Cooperative of Cinta Indonesia was attended by 19 Micro, Small and Medium Enterprises (SMEs) Actors, and all participants have the main job as a farmer, with a wide range of commodities including coffee, hazelnut, chocolate and paddy farmers. There were no female participants who participated in this training.

Photo 7.1.: Photo Session of Training Participants in the Cooperative of Cinta Indonesia



Through the working group and individual work discussions, participants know and able to make a map of the potential and development of their respective businesses, or in group. The followings are the profiles of MSMEs that are members of the Cooperative of Cinta Indonesia and that will utilize the MHP:

Chart 7.1: Profiles of the Cooperative of Cinta Indonesia Member MSMEs

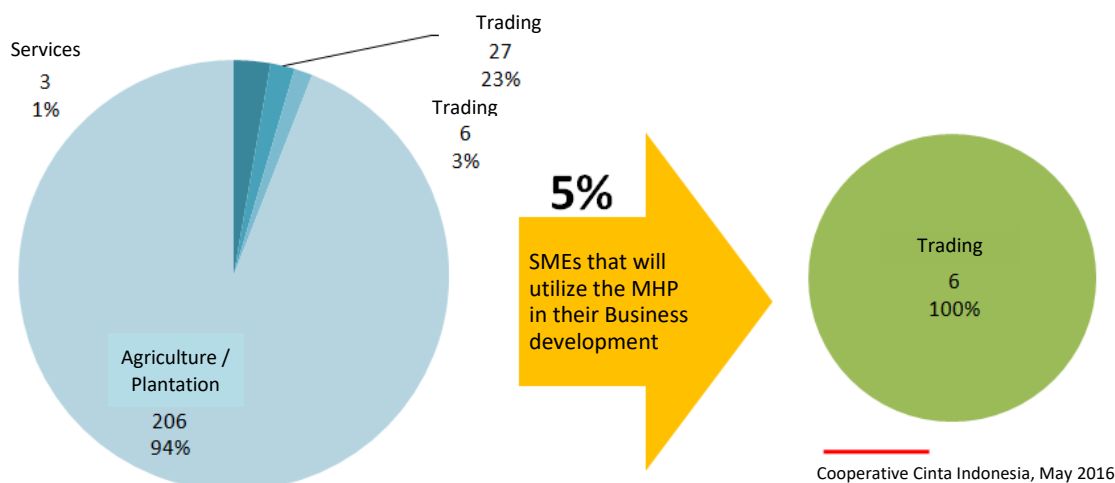


Table 7.1: List of Training Participants in the Cooperative of Cinta Indonesia

No	Name	Address	Occupation	Cellphone No
1	Anton Rue	Galong Ranus Watu Pari	Farmer	
2	Agustinus Abut	Galong Ranus Watu Pari	Farmer	
3	Agustinus Abut	Galong Ranus Watu Pari	Farmer	
4	Biarius Tas	Galong Ranus Watu Pari	Farmer	082237629068
5	Bonifasius Gatang	Galong Ranus Watu Pari	Farmer	
6	Fansiskus Kas	Galong Ranus Watu Pari	Farmer	
7	Felik Ganggung	Galong Ranus Watu Pari	Farmer	
8	Gradus Dadu	Galong Ranus Watu Pari	Farmer	081236280225
9	Gradus Dadu	Galong Ranus Watu Pari	Farmer	081236280225
10	Hiklaus Samin	Galong Ranus Watu Pari	Farmer	081246471264
11	Hitohimus Tanggur	Galong Ranus Watu Pari	Farmer	081338603730
12	Kelemes Duhang	Galong Ranus Watu Pari	Farmer	
13	Klemes Romo	Galong Ranus Watu Pari	Farmer	
14	Lodovikus Jarang	Galong Ranus Watu Pari	Farmer	
15	Mansianus Tote	Galong Ranus Watu Pari	Farmer	082190355314
16	Sigibertus Maras	Galong Ranus Watu Pari	Farmer	
17	Stefanus Jamung	Galong Ranus Watu Pari	Farmer	
18	Wolfgang Jastarnama	Galong Ranus Watu Pari	Farmer	081337686892
19	Yeremias Jon	Galong Ranus Watu Pari	Farmer	

Based on the working group discussions that discussed the plan in improvement and development of business, the participants along with the Cooperative of Cinta Indonesia agreed to improve the existing agricultural businesses.



To realize the plan, it is necessary to take measures such as: expanding the farmland, consulting with the local agricultural extension officer on how to cultivate agricultural land intensively with more advanced systems, as well as pest control methods carefully.

### **Training Output**

All participants understood and could make a business plan as well use the Business Canvas Model. This method emphasizes on four Management aspects, i.e. Marketing, Production, Human Resources (HR) and Organization and Finance in writing and measurable

All participants were also able to read and analyze the market opportunities to develop the potential of the village, especially in the cultivation and processing of coffee beans into coffee powder, to which the treatment process will utilize the electricity from the Wae Rana MHP.

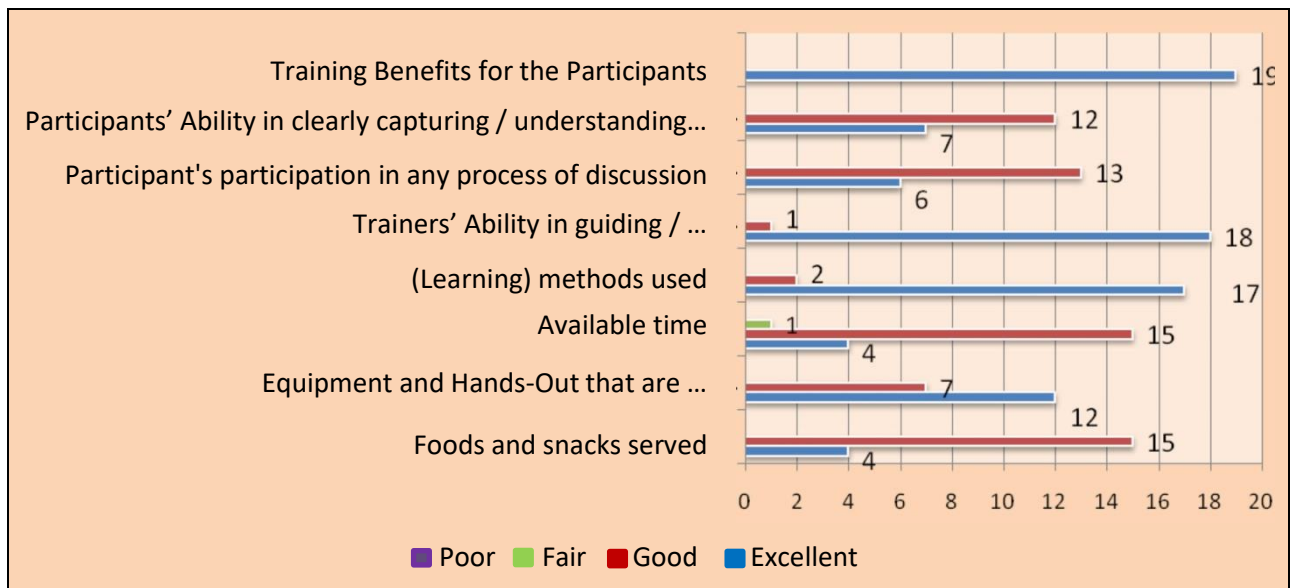
Photo 7.2: Photo Session – Atmosphere of the Training in Cooperative of Cinta Indonesia



### **Final Evaluation of the Training**

The training was rated as excellent by all participants. From the final evaluation form, 94% of participants said that the training is beneficial to enhance their capacity and 94% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 89% of them considered it as excellent.

Chart 7.2: Final Evaluation of the Training Participants in Cooperative of Cinta Indonesia



#### Suggestions / Expectations of the Participants

1. I am very interested in this training and hopefully in the future it may also be better
2. The Trainers can provide a very exciting motivation because with this training, we feel delighted and it can add insight for us.
3. I do hope that what we have carried out with the training could give meanings in running my business that I am pursuing currently.
4. With this training I hope it could be able to help us complete the facilities and infrastructure to be able to increase the yield of coffee farmers in our village.
5. Hopefully what had been delivered by the trainers in the training helpful for me and I can apply it in my business life
6. I can clarify on what we learned in this training and it could be a motivation to pursue this life.
7. With this training I can understand about the improvement in running a business.

#### Condition of the MHP

The Wae Rana MHP, located in Watu Pari village, Sub-District of Kota Komba started its operations in June 2015 with a capacity of 68 kW. The power plant, which is managed by the Cinta Indonesia Cooperative, serves 229 heads of families who live in three villages, i.e. Runus village, Galong village and Kedong village. The Wae Rana MHP was built with a total budget of 2 billion rupiah. The fund was sourced from the Regional Budget of East Manggarai District amounted to 565 million and the rest came from the Ministry of Cooperatives and SMEs of the Republic of Indonesia.

The condition of the Wae Rana MHP until today runs well and the payment of fees is also running smoothly. After the training, the KUD will make a rate based on electricity use in each home.

## Summary 8

Cooperative	: KSU Tanusamba (lower)
Chairman	: Sarullah A, S.Pd
Location	: Ambapa, Sud-District of Tinondo, District of East Kolaka
Location Code	: Sultra 004
Capacity	: 58 kW
Commodity	: Agriculture and Plantation Sector
Training	: May 27 to 29, 2016
Participants	: 14 People.

The Entrepreneurial Training for Members of KSU Tanusamba is attended by 14 of 41 members of KSU, comprises of a number of 7 female participants or 50% and 7 male participants or 50%. All participants have a primary job as a rice farmer, but there are also coarse grains, pulses, roots and tuber (CGPRT - *palawija*) farmers.

Photo 8.1: Photo Session of Training Participants in KSU Tanusamba (below)



Seeded Commodities of KSU Tanusamba are corn, yams and bananas, and based on the results of the group discussions, the participants agreed to make improvements and business development by utilizing the constructed MHP. The profile of MSME Members of KSU Tanusamba (below), which will utilize the MHP, is as follows.

Chart 8.1: Profiles of KSU Tanusamba Member MSMEs (below)

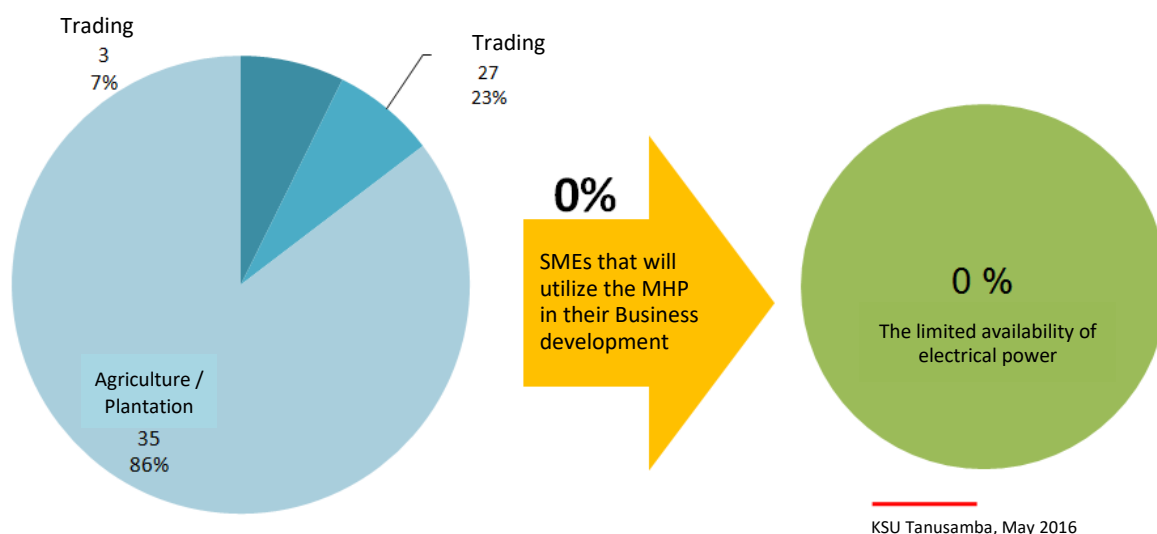


Table 8.1: List of the Training Participants in KSU Tanusamba

No	Name	Gender	Address	Occupation	Phone No.
1	Amrin	Male	Dusun 4 Amesiku	Farmer	-
2	Arniati	Female	Dusun 4 Amesiku	Farmer	-
3	Hendrawan	Male	Dusun 4 Amesiku	Farmer	085399511226
4	Irwan	Male	Dusun 4 Amesiku	Farmer	-
5	Isrim	Male	Dusun 2 Tubonggo	Farmer	-
6	Jumaring	Male	Dusun 1 Poubende	Farmer	082194027474
7	Mu Harniati	Female	Dusun 1 Poubende	Farmer	-
8	Neni Marlina	Female	Dusun 4 Amesiku	Farmer	085342186389
9	Nurtina	Female	Dusun 2 Tubonggo	Farmer	-
10	Ramlah	Female	Dusun 2 Tubonggo	Farmer	081242553592
11	Rosida	Female	Dusun 2 Tubonggo	Farmer	-
12	Sarif	Male	Dusun 4 Amesiku	Farmer	-
13	Sukamto	Male	Dusun 2 Tubonggo	Farmer	-
14	Yuniati	Female	Dusun 2 Tubonggo	Farmer	085340167283

### Training Output

All participants could understand and make a business plan by using the Business Canvas Model method. This method is based on four aspects of management, i.e. Marketing, Production, Human Resources (HR) and Organization and Finance Management in writing and measurable.

All participants could also read and analyze market opportunities for the development of the potential of the village. Some of the potential to be developed is the cultivation and processing of coarse grains, pulses, roots and tuber (CGPRT - *palawija*) crops into products that have more value. In addition, participants also saw the opportunity to develop other businesses, i.e. carpentry, beauty

salon, workshop, juice or iced fruit stalls and crusty bread or cake, only at present the manufacturing process **has not been able** to utilize electricity from the MHP, given the capacity is limited for lighting and the quality is not good.

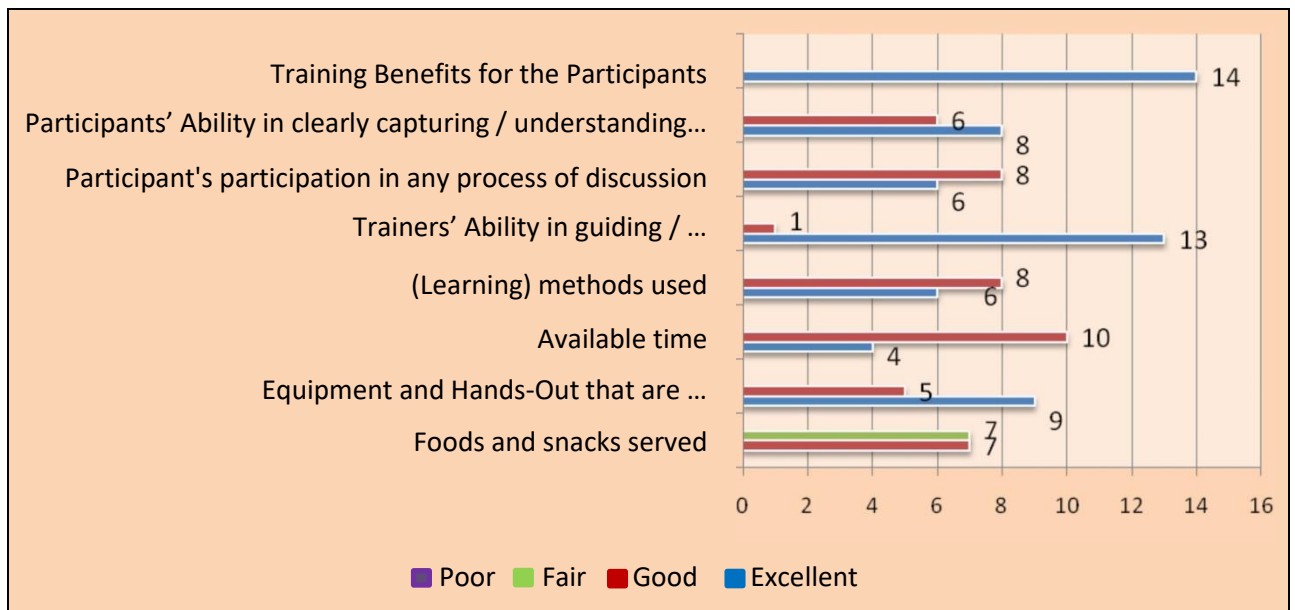
Photo 8.2: Atmosphere experienced by the Training Participants in KSU Tanusamba (below)



### Final Evaluation of the Training

The training was rated as excellent by all participants. From the final evaluation form, 100% of participants said that the training is beneficial to enhance their capacity and 93% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 57% of them considered it as excellent.

Chart 8.2: Final Evaluation of the Training Participants in KSU Tanusamba (below)



### Suggestions / Expectations of the Participants

1. (We hope that) this kind of training is often held
2. Hopefully this training a sustainable in the future
3. During the training there are no problems and obstacles. In fact, this training, has given me an opportunity to gain experience and knowledge
4. I hope that you may come again because I am not satisfied yet
5. We have attended this training well and in an orderly manner. So, we propose that we can be assisted with agricultural tools, (pest) poisons, and fertilizers through the cooperative.
6. We have attended this training well and in an orderly manner. Hopefully next year there will be another (training).
7. We hope that you may come again because we have not make a field practice and we have not satisfied because so far we were taught only the theory of income
8. Today I am pleased
9. Hopefully in the future there is a facilitator to our village cooperative so that it can develop. Then please assist us in our business procurement

### Condition of the MHP

The electricity generated by the MHP KSU Tanusamba is distributed to 204 Head of Families (KK - *Kepala Keluarga*) with a quota of 30 Watts / KK. Judging from the quality, the voltage of electricity

generated by the MHP of KSU Tanusamba is very unstable, and only houses located near the turbines alone will have good quality of electricity.

## Summary 9

Cooperative : KSU Uesi Bersinar  
Chairman : Yasrudin  
Location : Ueesi Village, Sub-District of Ueesi, East Kolaka, Southeast Sulawesi  
Reassigned to  
Cooperative : KSU Tanusamba (Village 3 Ambapa)  
Chairman : Sarullah A, S.Pd  
Location : Ambapa, Sub-District of Tinondo of East Kolaka District  
Location Code : Sultra 005  
Date : May 27 to 29, 2016  
Participants : 13 People.

The training which was initially assigned for members KSU Uesi Bersinar, but due to natural factors, the trainer could not reach the location of KSU Uesi Bersinar, so under the agreement of the Village Head, the training was reassigned to members of KSU Tanusamba. The training was participated by 13 Micro, Small and Medium Enterprises (SMEs) Actors domiciled in Village 3 Ambapa.

Photo 9.1: Photo Session of Training Participants in KSU Tanusamba (Village 3 Ambapa)



All participants have a primary job as an annual fruit and vegetable farmer. The involvement of women as participants in the training is represented by 8 participants or 62% of the total participants.



Based on the results of the working group discussion, in terms of making a plan on improvement and development of the business, the participants, along with KSU Tanusamba (above), will intensify and move the agricultural business, with the seeded Commodity - Vegetables.

To realize the improvement plan, it is necessary to take measures such as: expand lands, consult with local agricultural extension officer to revitalize the business by applying fertilizer, calcium oxide and controlling the pests carefully. In addition, it also to intensively cultivate the farmland with a much more advanced system.

The profile of KSU Tanusamba Member SMEs (above) which will utilize the MHP is as in Chart 9.1.

Chart 9.1: Profiles of KSU Tanusamba Member SMEs (*Dusun 3 Ambapa*)

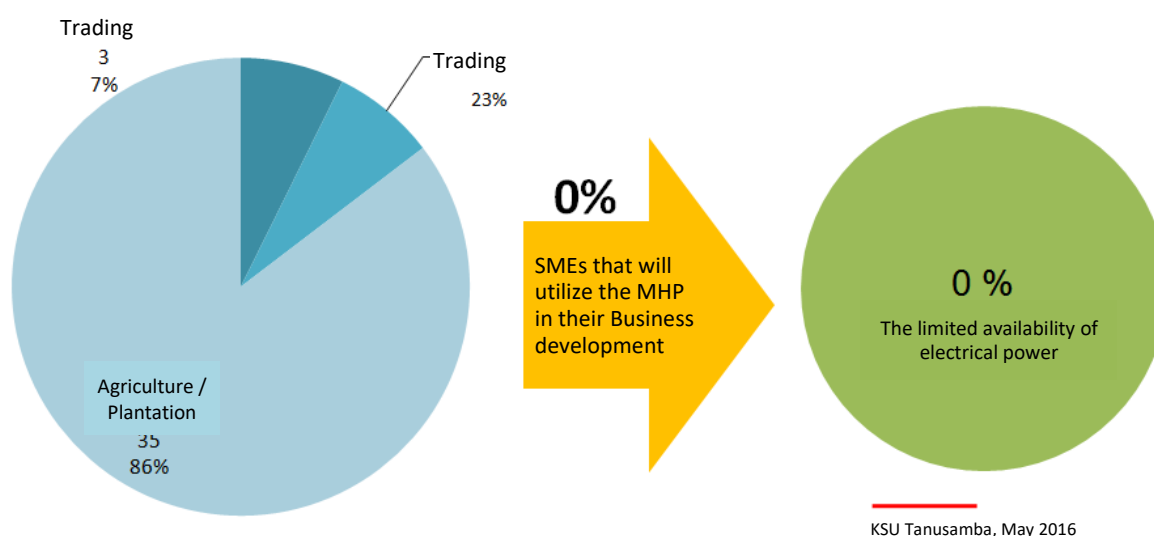


Table 9.1: List of Training Participants in KSU Tanusamba (*Dusun 3 Ambapa*)

No	Name	Gender	Address	Occupation	Phone No.
1	Hartati	Female	Village 3 Ambapa	Farmer	-
2	Kasma	Female	Village 3 Ambapa	Farmer	-
3	Lina Yusri	Female	Village 3 Ambapa	Farmer	-
4	M. Saat	Male	Village 3 Ambapa	Farmer	-
5	M. Arifin	Male	Village 3 Ambapa	Farmer	-
6	Muharram	Male	Village 3 Ambapa	Farmer	-
7	Musi	Female	Village 3 Ambapa	Farmer	-
8	Nirmawati	Female	Village 3 Ambapa	Farmer	-
9	Rahmatia	Female	Village 3 Ambapa	Farmer	-
10	Rismawati	Female	Village 3 Ambapa	Farmer	-
11	Saleh	Male	Village 3 Ambapa	Farmer	-
12	Suriani	Female	Village 3 Ambapa	Farmer	-
13	Usman	Male	Village 3 Ambapa	Farmer	-

Photo 9.2: Atmosphere of the Training in KSU Tanusamba (Village 3 Ambapa)



Photo 9.3: One of the Concepts of the Business Canvas Model of the Participants in KSU Tanusamba (Village 3 Ambapa)



### Training Output

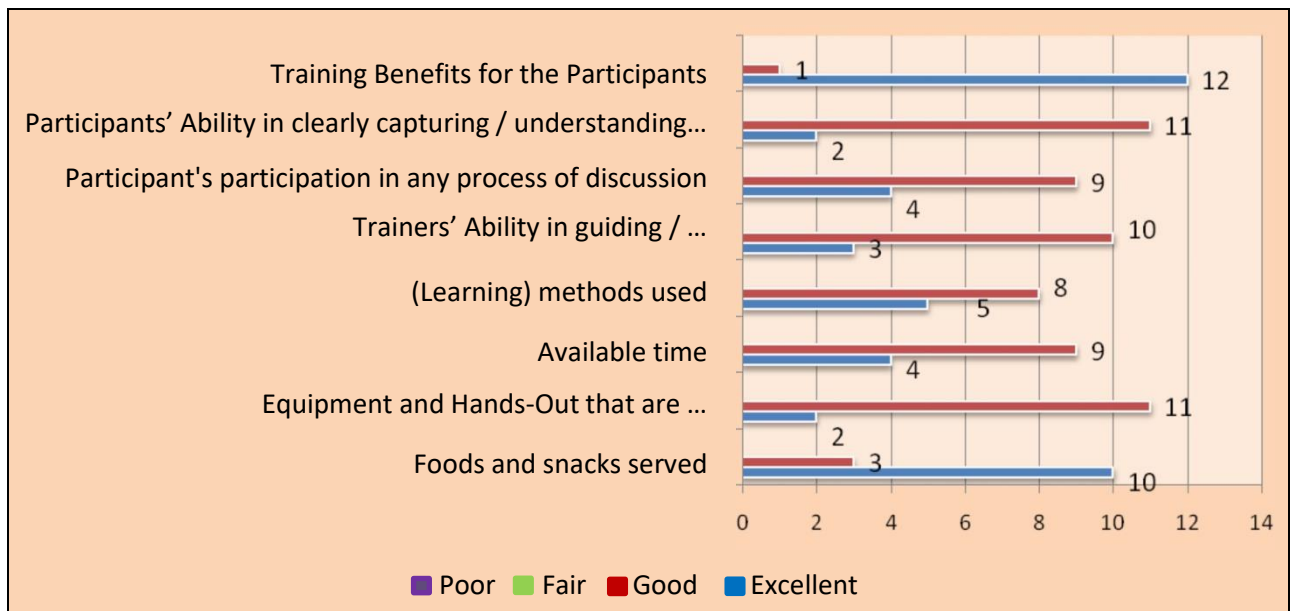
All participants could understand and make business planning by using the Business Canvas Model method. This method is based on four aspects of management, i.e., Marketing, Production, Human Resources (HR) and organization as well as Financial Management in writing and measurable.

Based on the results of the working group discussion, participants created a plan on improvement and development of the business based on agriculture. However, the issue encountered is the capacity of the MHP that cannot support the plan.

### Final Evaluation of the Training

The training was rated as excellent by all participants. From the final evaluation form, 92% of participants said that the training is beneficial to enhance their capacity and 77% of them considered that the ability of the trainers to guide and deliver training materials is excellent. As for the method of training, 62% of them considered it as excellent.

Chart 9.2: Final Evaluation of the Training Participants in KSU Tanusamba (*Dusun 3 Ambapa*)



### Suggestions / Expectations of the Participants

1. If on duty, we need helpers
2. Please assist to harden the upper side of the village III road
3. We need assistances on the capital

### Condition of the MHP

The MHP of KSU Tanusamba started to operate in July 2015. The electricity generated by the MHP is distributed to 204 Head of Families (KK - *Kepala Keluarga*) with a quota of 30 Watts / KK. Judging from the quality, the voltage of electricity generated by the MHP of KSU Tanusamba is very unstable, and only houses located near the turbines alone will have good quality of electricity.