

## ANALYSIS OF PENSIONER CREDIT GROWTH RATE AT NASARI SAVINGS AND LOAN COOPERATIVE IN LHOKSEUMAWE

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### Abstract

This study aims to determine the growth of pension loans at the Savings and Loans Cooperative in Lhokseumawe. The data obtained or taken is based on the results of interviews conducted at the Nasari Savings and Loans Cooperative in Lhokseumawe using data from 2017 to 2021. The results showed that the growth of pension loans in savings and cooperative loans fluctuated and tended to decline. The author advises the savings and loan cooperative Nasari in Lhokseumawe to reduce the interest rate on pension loans, so that it can compete with other cooperatives and increase credit growth every year.

**Keyword :** *Credit Growth*

### INTRODUCTION

Savings and loans cooperatives or credit cooperatives are one type of cooperative whose main activity is to provide depository and fund financing services to cooperative members with the aim of advancing the welfare of cooperative members and also the community. Based on article 1 paragraph (1) of Law Number 25 of 1992 concerning cooperatives "cooperatives are business entities consisting of individuals or cooperative legal entities based on the principle of cooperatives as well as a people's economic movement based on the principle of kinship".

The purpose of cooperatives can be found in article 3 of Law no. 25/1992, which reads: "cooperatives aim to advance members in particular and society in general, and participate in building a national economic order in order to create an advanced, just and prosperous society based on Pancasila and the 1945 Constitution".

Cooperatives have the goal of prospering members and building a national economic order as well as supporting the economy (Newbert, 2008).

The Nasari Savings and Loans Cooperative in Lhokseumawe (Nasari Savings and Loans Cooperative in Lhokseumawe) is one of the National Primary cooperatives that conducts business activities in the field of savings and loan services. The Nasari Savings and Loans Cooperative has a goal of maximizing profits and minimizing costs.



**Figure 1. Nasari Lhokseumawe Savings and Loans Cooperative**

Providing pension loans to customers can increase the income of the Nasari Savings and Loans Cooperative in Lhokseumawe itself, which comes from loan interest, administration and the province which can then be used by the Nasari Savings and Loans Cooperative in Lhokseumawe to meet the financing of Nasari Savings and Loans Cooperative products in other branches. .



Figure 2. Interview with the Nasari Savings and Loans Cooperative

Table 1. Realization of Retirement Credit Loans at the Nasari Savings and Loans Cooperative in Lhokseumawe in 2017-2021

Year	Target	People	Realization
2017	29,400,000,000	1,364	27,923,479,000
2018	30,000,000,000	843	32,137,513,000
2019	33,000,000,000	398	15,321,661,000
2020	24,000,000,000	357	9,353,210,000
2021	21,000,000,000	1,213	11,328,150,000

Source: Nasari Savings and Loans Cooperative in Lhokseumawe

Table 2. Credit Period at the Nasari Savings and Loans Cooperative in Lhokseumawe

PLATFOUND	Credit Term				
	1	2	3	4	5
	12	24	36	48	60
5,000,000	514,417	257,209	171,473		
10,000,000	931,138	513,857	376,751	309,657	270,534
15,000,000	1,396,707	770,785	565,126	464,485	405,800
20,000,000	1,862,275	1,027,713	753,501	619,314	541,067
25,000,000	2,327,844	1,284,641	941,187	774,142	676,334
30,000,000	2,793,413	1,541,570	1,130,252	928,971	811,601
35,000,000	3,258,982	1,798,498	1,318,627	1,083,799	946,868
40,000,000	3,724,551	2,055,426	1,507,003	1,238,628	1,082,134
45,000,000	4,190,120	2,312,354	1,695,378	1,393,456	1,217,401
50,000,000	4,655,689	2,569,283	1,883,753	1,548,285	1,352,668
55,000,000	5,121,258	2,826,211	2,072,129	1,703,113	1,487,935
60,000,000	5,586,826	3,083,139	2,260,504	1,857,942	1,623,202
65,000,000	6,052,395	3,340,067	2,448,879	2,012,770	1,758,468
70,000,000	6,517,964	3,596,966	2,637,255	2,167,599	1,893,735
75,000,000	6,983,533	3,853,924	2,825,630	2,322,427	2,029,002
80,000,000	7,449,102	4,110,852	3,014,005	2,477,256	2,164,269
85,000,000	7,914,671	4,367,780	3,202,381	2,632,084	2,299,536
90,000,000	8,380,240	4,624,709	3,390,756	2,786,913	2,434,802
95,000,000	8,845,809	4,881,637	3,579,131	2,941,741	2,570,069
100,000,000	9,311,3177	5,138,565	3,767,507	3,096,569	2,705,336

Source: Nasari Savings and Loans Cooperative in Lhokseumawe

Based on the background described above, the formulation of the problem in this study is "What is the Growth Rate of Pensioner Credit at the Nasari Savings and Loans Cooperative in Lhokseumawe"?

Based on the formulation of the problem above, the goal to be achieved through this research is to find out the growth rate of pensioners' credit at the Nasari Savings and Loans Cooperative.

## LITERATIVE REVIEWS

### Definition of Cooperative

According to Law Number 25 of 1992 Article 1 paragraph 1 concerning Cooperatives is: "Cooperatives are business entities consisting of people or cooperative legal entities with the basis of their activities based on cooperative principles as well as a people's economic movement based on the principle of kinship".

According to (Dr.Fay: 2013), a cooperative is an association with the aim of working together which consists of those who are weak and strive for it always with a spirit of not thinking of themselves in such a way that each is able to carry out its obligations as a member and gets rewards in proportion to the utilization them to the organization.

According to Adenk (2013: 4) provides a limitation that "a cooperative is an association founded by people or cooperative legal entities who have limited economic capacity with the aim of fighting for the improvement of the welfare of its members".

According to Charles Ryle Fay (1908) wrote that cooperatives are an association with the aim of working together which consists of those who are weak and are always endeavored with a spirit of not thinking of themselves in such a way.

According to Mladenata in his book entitled *Histoire des Doctrines Cooperatives* (1933), explaining that cooperatives are composed of small producers who join voluntarily to achieve common goals by collectively exchanging services and sharing risks by working on resources contributed by members.

From several theories it can be concluded that cooperatives are legal entities which are voluntary associations of people with the aim of increasing the economic welfare of members in particular

### Definition of Savings and Loans Cooperative

According to Kasmir (2000), Savings and Loans Cooperatives are cooperatives that carry out the business of saving and borrowing a certain amount of money for the needs of its members.

In general, Savings and Loans Cooperatives have the goal of improving the Indonesian people's economy. This is done by making it easy for members to make deposits or loans. KSP also functions to provide easy and fast procedures for making loans.

### Savings and Loan Cooperative Functions

Following are some of the functions of Savings and Loans Cooperatives that prioritize their members, including:

- Collect funds in the form of savings or savings from its members.
- Providing loan assistance to members who have very urgent needs.
- Provide additional business capital to its members.
- Manage savings or savings funds and then give them to their members.

### Definition of Credit

According to Taswan (2008: 215) The definition of credit is: "Provision of money or bills that can be equated with it based on a loan agreement or agreement between the bank and another party that requires the borrower to repay the debt after a certain period of time by giving interest, compensation or profit sharing".

### Credit Purpose

The purpose of the credit itself is as follows:

1. Looking for profit. The results are mainly in the form of interest received by the bank so that remuneration and credit administration fees are charged to customers.
2. Helping the business of customers. Another goal is to help customer businesses that need funds, both investment funds and funds for working capital.
3. Help the government. A lot of credit means an increase in development in various sectors, such as tax revenues, opening up job opportunities, saving state foreign exchange, and increasing state foreign exchange. Obtain profits or profits so that business continuity is guaranteed and can expand its business.

### Credit Principles

To be able to carry out credit activities in a healthy manner, the 5C principles have been recognized, namely:

1. *character*

- character* namely looking at the character and background of the prospective borrower or customer applying for credit.
2. *capacity*  
*capacity* or often referred to as capability, namely how the ability of prospective borrowers to repay their credit.
  3. *Capital*  
*Capital* or capital owned by the prospective borrower, which specifically applies to customers who borrow for their business or business. By knowing the capital or assets owned by the customer's business, the bank can obtain the source of financing that is owned.
  4. *Collaterals*  
*Collaterals* or collateral provided to prospective borrowers when applying for credit from a bank.
  5. *Condition*  
*Condition* i.e. general or specific economic conditions in the field of business carried out by the customer. This is related again to how the customer's ability to repay the loan later is of course affected by economic conditions.

### Definition of Retirement

According to Law No. 11 of 1992 concerning Pension Funds it is stated that "Retirement is a person's right to earn income after working for many years and has entered retirement age or there are other reasons in accordance with a predetermined agreement".

According to Corsini (1987) said that retirement is the process of separating an individual from his work, where in carrying out his role a person is paid. In other words, retirement affects a person's activities, from work situations to situations outside of work.

### Pension fund

According to Kasmir (2006: 306) Pension Funds are managed by an institution and collect funds from the income of employees of a company, then pay back these funds in the form of pensions after a certain period of time according to the agreement between the two parties. The organization of the pension can be managed by the employer or by handing over to financial institutions that offer services to manage the pension program.

## METHODS

### Research sites

In this research, we conducted the research location at the Nasari Savings and Loans Cooperative by taking the research location that corresponds to the author's residence on Jl. New Ocean, Simpang Empat Banda Sakti, Lhokseumawe City.

### Types of research

This study uses qualitative research in which the data obtained or taken is based on the results of interviews conducted at the Nasari Savings and Loans Cooperative in Lhokseumawe.

### Population and Sample

The population in this study are all people who have a salary/job and are retired in Lhokseumawe, while the sample used in this study is a number of people who have a salary/job and are retired who wish to borrow pension loans from the Nasari Savings and Loans Cooperative in Lhokseumawe.

## DISCUSSION

### Pension Fund Background

The minimum or maximum funds given to pensioner credit customers depend on the pensioner's class. If the pension group is high, the salary will automatically be high.

The amount of interest earned on pension loans depends on their age. If the age is younger, the interest earned is slightly lighter, namely 1.75%. Meanwhile, if the age is older, the interest earned is slightly higher than 1.75%.

The pensioner's loan limit is 75 years old, while the repayment limit is 80 years old.

### Retirement Loan Distribution for 2017/2021

The following is data on pension loan disbursement for 2017 to 2021 as follows:

**Table 3. List of Pension Loan Distribution for 2017 to 2021**

Year	Amount of Credit Disbursement (In Billions of Rp)
2017	27,923,479,000
2018	32,137,513,000
2019	15,321,661,000
2020	9,353,210,000
2021	11,328,150,000

Source: Nasari Savings and Loans Cooperative in Lhokseumawe

Based on credit distribution data, namely from 2017 to 2021, a calculation of credit growth for 2017 to 2021 will be presented which can be described as follows:

1. Growth of Pension Loans in Large Rupiah The growth of pension credit disbursement at the Nasari Savings and Loans Cooperative from 2017 to 2021 can be determined as follows:  $R_{p_{t+1}} - R_{p_t} - 1$

$$\text{Credit Growth}_{18} = \text{IDR } 32,137,513,000 - \text{IDR } 27,923,479,000 \\ = \text{IDR } 4,214,034,000$$

$$\text{Credit Growth}_{19} = \text{IDR } 15,321,661,000 - \text{IDR } 32,137,513,000 \\ = \text{IDR } -16,815,852,000$$

$$\text{Credit Growth}_{20} = \text{IDR } 9,353,210,000 - \text{IDR } 15,321,661,000 \\ = \text{IDR } -5,968,451,000$$

$$\text{Credit Growth}_{21} = \text{IDR } 11,328,150,000 - \text{IDR } 9,353,210,000 \\ = \text{IDR } 1,974,940,000$$

### Conclusion

From the results of research that has been conducted at the Nasari Lhokseumawe Savings and Loans Cooperative, it can be concluded that:

1. Adapting all knowledge regarding credit and savings and loan credit to cooperatives, the functions and purposes of credit, types of credit, elements of credit and understanding cooperative capital, the functions of savings and loan cooperatives and the procedures for providing cooperatives.
2. Therefore understanding the basics of credit is very important to operate properly and correctly. Cooperatives strive to be able to meet and fulfill the daily needs of their members. providing credit savings and loans is one of the cooperative business units. Giving credit is a cooperative business that is most suitable, therefore cooperatives need to provide an assessment of their members being able to return the credit they have received.
3. With this credit, it is hoped that its members can benefit from it so that they can improve and increase their standard of living. Giving credit is a form of business carried out by cooperatives.

### SUGGESTIONS

#### Nasari Savings and Loans Cooperative in Lhoseumawe

Based on the research results, the authors provide suggestions so that the Nasari Savings and Loans Cooperative in Lhokseumawe can be even better and evaluate community economic empowerment programs. As for suggestions, as follows:

1. Regarding the management of the Nasari Savings and Loans Cooperative in Lhokseumawe, to continue to strive to maximize the management of the cooperative so that it is better and can carry out community economic empowerment programs.
2. The next suggestion is for the members and management of the cooperative to be even better and to coordinate or manage the cooperative as well as possible so that it is organized and structured so that it can run smoothly the Nasari Savings and Loans Cooperative in Lhokseumawe
3. Socialization gradually to the community so that they understand and understand more in cooperatives.
4. For previous management who have experience in cooperatives are expected to be able to train and provide guidance to new management and members to be more creative and innovative.



### Save Cooperative Business Unit

Based on the research we conducted, there is only one Credit Business Unit, namely retirement loans and no other types of credit, such as working capital loans, and so on. The author suggests that the Nasari Dilhokseumawe Savings and Loans Cooperative make more credit so that these services can be utilized by the community, especially the Dilhokseumawe community.

### Manager/Staff

Based on the results of the research, we provide suggestions regarding employee participation on the success of the cooperative business. The conclusions can be drawn as follows:

1. The participation of the employees of the Nasari Savings and Loans Cooperative in Lhokseumawe is very good. This can be seen in the participation of employees in attending employee meetings, and supervising the running of the cooperative organization which is considered very good, employee participation in decision making, while employee participation in conducting business transactions with cooperatives is considered quite good.
2. Cooperative management is advised to continue to work hand in hand to build and manage cooperatives, this step is carried out by tightening the procedures for granting loans to third parties. This suggestion is certainly very important to improve cooperative performance.

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