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**Lembaga Penelitian dan Pengabdian kepada Masyarakat
Institut Agama Islam Negeri Surakarta**



Effect of *Mudharabah* Financing toward Sellers Members' Income at BMT Usaha Artha Sejahtera Bojonegoro

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Abstract

This research aimed to determine whether there is an influence on *mudharabah* financing on the income of seller members at BMT Usaha Artha Sejahtera Bojonegoro. The population in this research were 120 seller members at BMT Usaha Artha Sejahtera Bojonegoro. Samples taken by the authors were 52 respondents with stratified random sampling technique. Data collection techniques used were questionnaires while data analysis techniques using simple regression analysis. The research instrument test used the classical assumption test and the statistical test is the t test (partial) and to measure the effect between the independent variable and the dependent variable. The results of this research indicated that financing with *mudharabah* agreement influenced member income seen from the t test (partial test) sig value of 0,000, so that the tcount > t table and sig value < 0.1 were positive, and there was a regression equation $Y = 5,630 + 0,652X$, in which it showed the value of regression X coefficient of 0.652 thus if *mudharabah* financing increased one-unit, then income would rise by 0.652 assuming the other variables are in constant state.

Abstrak

Penelitian ini bertujuan untuk mengetahui apakah terdapat pengaruh pembiayaan akad *mudharabah* terhadap pendapatan anggota pedagang di BMT Usaha Artha Sejahtera Bojonegoro. Populasi pada penelitian ini adalah sebanyak 120 anggota pedagang di BMT Usaha Artha Sejahtera Bojonegoro. Sampel yang diambil oleh peneliti adalah sebanyak 52 responden dengan teknik *stratified random sampling*. Teknik pengumpulan data menggunakan kuesioner, sedangkan teknik analisis data menggunakan analisis regresi sederhana. Uji instrumen penelitian menggunakan uji asumsi klasik dan uji statistik adalah uji t (parsial)

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dan untuk mengukur pengaruh antara variabel independen dan variabel dependen. Hasil dari penelitian ini menunjukkan bahwa pembiayaan dengan akad *mudharabah* berpengaruh terhadap pendapatan anggota dilihat dari uji t (uji parsial) nilai *sig* sebesar 0,000, sehingga nilai $t_{hitung} > t_{tabel}$ dan nilai *sig.* < 0,1 bersifat positif, dan terdapat persamaan regresi yaitu $Y = 5.630 + 0,652X$ hal tersebut menunjukkan nilai koefisien regresi X sebesar 0,652 dengan demikian jika pembiayaan akad *mudharabah* naik satu-satuan, maka pendapatan akan naik sebesar 0,652 dengan asumsi variabel lain dalam keadaan tetap atau konstan.

Keywords: financing; *mudharabah*; member income; sellers

DOI:

Introduction

Islamic financial institution is a financial institution that functions as an intermediary organization between people who are overfunded and those who are underfunded who must carry out their activities in accordance with Islamic principles. The principle is as an intermediary institution, collecting funds from the community in the form of savings and channeling it to the people who need it in the form of financing facilities in order to improve the standard of living of the community (Muhammad, 2008, p. 4). In addition to Islamic banks there are also many other financial institutions that have sprung up, it is BMT (*Baitul Maal Wat Tamwil*), this institution is a private microfinance institution with Islamic principles. With the existence of this institution, it is used to meet the business of Muslims who want the services of Islamic banks to manage their economy.

Baitul Maal Wat Tamwil (BMT) is an integrated independent business center whose activities involve developing productive businesses and investments in improving the quality of economic activities of small and low-scale entrepreneurs, including encouraging savings and supporting economic activities. BMT can also receive entrusted covenants, infaq, alms and distributing them in accordance with the regulations and mandate (Nigroom, 2002, p. 4).

There are several contracts that are used in BMT, consisting of revenue sharing agreements, especially *mudharabah* financing which is often used in Islamic financial institutions including working capital financing to facilitate the economy of the society, because it is considered able to reduce inflation due to the absence of interest provisions that must be paid to banks, other than it can also change the direction of Muslims in every trade and financial transaction that is in line with Islamic teachings.

Funding is fund spent to support planned investments, whether done alone or run by others (Al Arif, 2012, p. 42). *Mudharabah* is a contract in which the owner of capital (*shahibul al-maal*) surrenders his capital to workers or traders (*mudarib*) to be traded or cultivated, while trading profits are divided according to mutual agreement.

Mudharabah financing is the first vehicle for Islamic financial institutions including BMT to mobilize large amounts of public funds and to provide financing facilities for entrepreneurs. *Mudharabah* financing in its operations is one form of financing agreement that will be provided to its customers. This *mudharabah* financing system is a business cooperation agreement between the two parties, the first is as *shahibul maal* which provides all of its capital, while the second party is a *mudharib* (manager), and the business profits are divided into agreed contracts. *Mudharabah* financing indirectly is a form of rejection of the interest system that is applied to conventional banks in search of profits, therefore the prohibition of interest is not allowed in Islamic teachings, because it includes usury and in the Qur'an it has been explained that usury is forbidden because it is not alleviating people's burdens, but actions that can consume other people's property (Qardawi, 1997, p. 184).

Although similar to Islamic banks, *Baitul Maal Wat Tamwil* has its own market share, it is small communities that are not reached by banking services and small businesses experiencing psychological barriers when dealing with the bank. BMT is also one of the Islamic microfinance institutions that can provide financing for small and medium micro businesses and also cooperatives with the advantage of not asking for burdensome burdens for these small and medium micro businesses.

BMT Usaha Artha Sejahtera Bojonegoro is an institution engaged in the economy which has significant value in the economic development of the people which provides convenience, comfort and establishes closeness between members in saving or saving activities as well as channeling funds through business financing for productive and profitable members with a profit sharing system.

Provision of business capital loans is temporary and as a stimulus to encourage production so as to increase small businesses. With the increase in business, welfare can be realized, the establishment of BMT will provide facilities for semi-banking services, especially for entrepreneurs or traders of weak economic groups so that they will be able to explore the potential, increase business and develop the rural economy.

Fund distribution products in BMT Usaha Artha Sejahtera Bojonegoro are *mudharabah*, *murabahah*, *ijarah* and *qardh hasan* contracts. However, *mudharabah* contracts are the most widely used at BMT, where the majority of customers are sellers and seasonal sellers. With the existence of *mudharabah* financing, it can help sellers in overcoming capital problems, because capital is one of the main problems in all types of businesses. In the *mudharabah* agreement the principles of fairness, honesty and transparency from both parties are applied, as well as certain guarantees such as installments or financing made only monthly or daily for profit sharing and principal installments at the end of the contract. The term of financing with *mudharabah* agreement is six months. Thus the existence of BMT Usaha Artha Sejahtera

Bojonegoro through *mudharabah* financing is able to help people who need capital, especially for members of sellers because the majority of members at BMT Usaha Artha Sejahtera have many members who are sellers.

Table 1. Data on *Mudharabah* Financing

<i>Mudharabah</i> Financing	Year
IDR 118,209,477	2016
IDR 149,045,364	2017
IDR 167,862,428	2018

The table above is the total funding carried out at BMT Usaha Artha Sejahtera Bojonegoro for three years in a row. The above table shows that there is an increase in *mudharabah* financing from year to year. The purpose of this research was to determine the effect of *mudharabah* financing on increasing income of sellers members at BMT Usaha Artha Sejahtera Bojonegoro.

***Mudharabah* Financing**

In *Baitul Maal Wat Tamwil* (BMT), financing is the main product of great interest by BMT members, especially in financing with a *mudharabah* agreement because in this financing can help the people who lack capital, the results of profits and losses borne by BMT and its members in accordance with mutual agreement. In the activities of channeling *Baitul Maal Wat Tamwil* (BMT) funds. It is called financing because *Baitul Maal Wat Tamwil* (BMT) provides funds to finance the needs of members who need it and deserve it (Al Arif, 2012, p. 42).

Ismalil (2011, p. 96) states that there are several factors that influence financing with *mudharabah* agreements, consisting of:

1. Investment rate is the percentage of funds that are reinvested by BMT in financing or channeling other funds.
2. The total investment funds received by BMT will affect the profit sharing received by members.
3. Types of funds with *mudharabah* investments in raising funds can be offered in several types.
4. Ratio agreed between BMT and its members
5. The calculation method is calculated using profit sharing for *mudharabah* contracts.
6. Accounting policies affect the amount of profit sharing in this case the effect is depreciation.

Mudharabah is technically a business cooperation agreement of two parties where the first party (*shahibul maal*) provides all capital (100%), while the other party becomes the

manager. Business profits are divided according to the agreement set forth in the contract, whereas if the loss is borne by the capital owner as long as the loss is not due to negligence of the manager (Antonio, 1999, p. 95). According to Madzhab Maliki, *mudharabah* is the transfer of prescribed money to someone who will run a business with that money in exchange for a portion of his profits (Naf'an, 2014, p. 113). The *mudharabah* agreement was once carried out by the Prophet Muhammad SAW with Siti Khadijah before becoming a Prophet. At that time Siti Khadijah played the role of the owner of capital (*shahibul maal*) while the Prophet Muhammad acted as the executor of the business (*mudharib*) (Aisyah, 2014, p. 185).

From the above understanding it can be concluded that *mudharabah* is a contract made by two people in which the first party provides capital and the second party is the business manager, the profits are shared by the two parties according to their agreement.

a. Types of *mudharabah* financing

According to fiqh scholars in terms of *mudharabah* financing transactions are divided into two:

1) *Mudharabah muthlaqah*

Is capital investment without the conditions of entrepreneurs or *mudharib* free to do any business and manage their capital in accordance with their wishes as long as it can bring profits (Mansyur, 2009, p. 84).

2) *Mudharabah muqayyadah*

Is a capital investment with certain conditions. This means that not all businesses can be run with this capital, so only predetermined businesses can be managed (Adiwarman, 2004, p. 36).

b. Landasan hukum pembiayaan *mudharabah*

1) Al-Qur'an

وَعَاثِرُونَ يَضْرِبُونَ فِي الْأَرْضِ يَلْتَمِسُونَ مِنْ فَضْلِ اللَّهِ

“and others traveling throughout the land seeking [something] of the bounty of Allah” (QS. Muzammil: 20).

Mudharib as entrepreneurs are some of the people who make (*dharb*) a journey to seek the gift of Allah SWT. The gift of God can be interpreted as an investment.

Hadist

عَنْ صَالِحِ بْنِ صُهَيْبٍ عَنْ أَبِيهِ قَالَ قَالَ رَسُولُ اللَّهِ صَلَّى اللَّهُ عَلَيْهِ وَسَلَّمَ ثَلَاثٌ فِيهِنَّ الْبَرَكَةُ الْبَيْعُ إِلَى أَجَلٍ وَالْمَقَارَضَةُ وَأَخْلَاطُ الْبُرِّ بِالشَّعِيرِ لِلْبَيْتِ لَا لِلْبَيْعِ

“From Salih Bin Shuhaib R.A that Rasulullah SAW said, three things in which there is a strong buying and selling blessing, *muqaradhah* (*mudharabah*) and mixing wheat with flour for home use not for sale”. (HR. Ibnu Majjah)

This hadith is used as the argument of *mudharabah* because its *matan* contains *muqaradhah* lafad, therefore it can also be used as a legal basis for *mudharabah*. This proposition can be a very valid proposition and at the same time be a contract model which is blessed by Allah SWT.

c. Pillars (elements) of *mudharabah* financing

Muhammad (2009, pp. 85-88) states that the elements of *mudharabah* financing that must be in it and become prerequisites for the validity of *mudharabah* contract transactions, are:

1) *Ijab qabul*

Ijab qabul between the two parties has the following conditions:

- a. *Ijab qabul* must clearly show the intention to finance the *mudharabah* contract.
- b. *Ijab qabul* must meet, meaning that the first party's offer arrives and is known by the first party.
- c. There must be an agreement between the two parties (*ijab* and *qabul*) if the *mudharabah* activity is finished.

2) There are two parties (fund providers and entrepreneurs)

Terms of both parties:

- a. Shahibul maal has the capacity to be a financier and *mudharib* has the capacity to be a manager.
- b. Having authority/giving power of attorney and receiving power of attorney.

3) Capital

Capital requirements are as follows:

- a. Capital must be clear in number and type.
- b. Must be an item (not money)
- c. Cash (not cash)
- d. Capital must be submitted to the manager directly.

d. The flow of *mudharabah* financing administration in BMT Usaha Artha Sejahtera Bojonegoro is as follows

e. Business

Terms of business are all types of businesses and of course not only profitable but must also be in accordance with Islamic regulations so that it is a halal business.

f. Profit

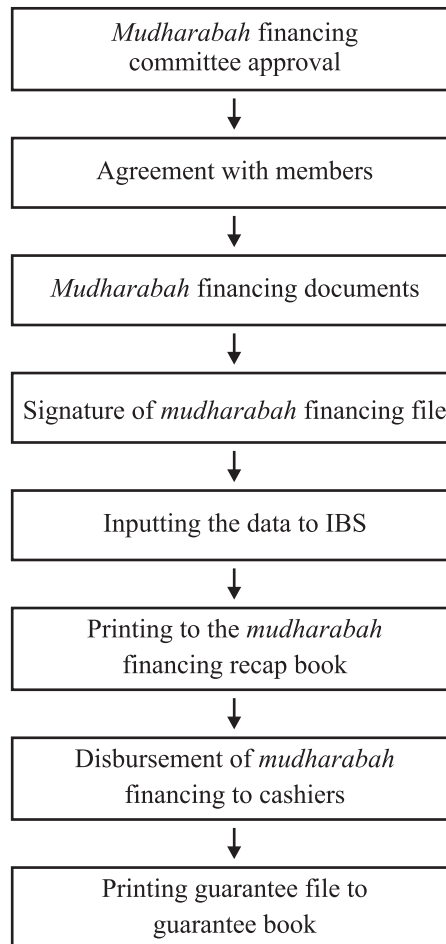
The following are the conditions of profit:

- a. Profits may not be calculated based on a percentage of the number of models invested.
- b. The profit of each party is not determined in nominal amount.
- c. The ratio of shares is determined as a percentage.

While the legal basis for *mudharabah* financing is stated in the fatwa DSN No. 07/DSN-MUI/IV/2000 regarding the provisions of *mudharabah* financing as follows: (Sutendi, 2009, pp. 71-72).

- a) *Mudharabah* financing is financing channeled by Islamic financial institutions to other parties for a productive business.
- b) In this financing, Islamic financial institutions as *shahibul maal* (owners of funds) finance 100% of the needs of a business project, while the customers act as *mudharib* or business managers.
- c) The business period, the procedure for refunding, and profit sharing are determined based on the agreement of both parties (Islamic financial institutions with entrepreneurs).
- d) *Mudharib* may conduct various types of business that have been mutually agreed upon and in accordance with sharia and sharia financial institutions do not participate in the management of the company or project, but have the right to conduct guidance and supervision.
- e) The amount of financing funds clearly in cash and not receivables.
- f) Islamic financial institutions as providers of funds bear all losses resulting from *mudharabah* unless *mudharib* customers make a deliberate mistake, neglect to violate the agreement.
- g) In principle, in *mudharabah* financing there are no guarantees, but so that *mudharib* does not make deviations, the Islamic financial institutions can request guarantees from *mudharib* or third parties. This guarantee can only be disbursed if *mudharib* is proven to have violated the matters agreed upon in the contract.
- h) Criteria for entrepreneurs, financing procedures, and profit sharing mechanisms are regulated by the LKS by taking into account the DSN fatwa.
- i) Operational costs are charged to *mudharib*.
- j) In the event that the funder (Islamic financial institutions) does not violate the agreement, *mudharib* is entitled to receive compensation or costs that have been incurred.

Figure 1
Administration of *Mudharabah* Financing

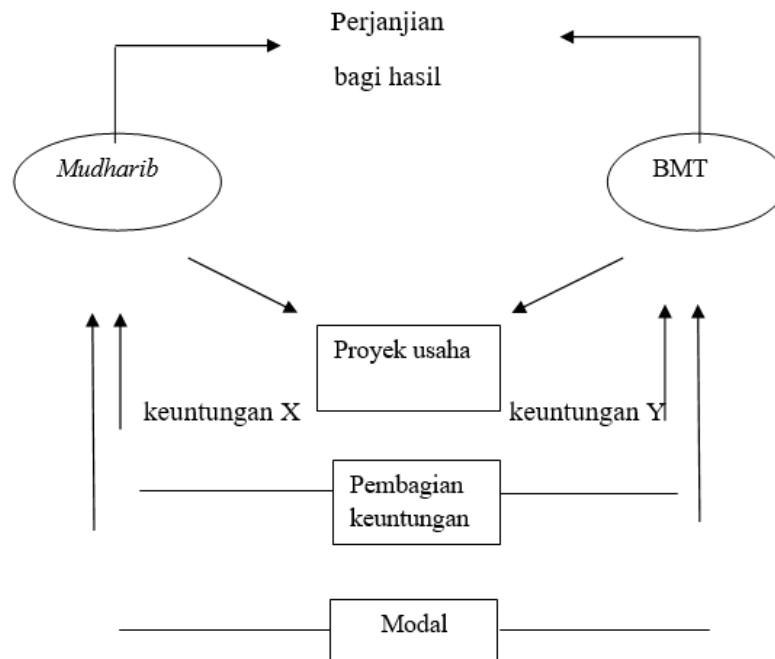


The explanation from the figure above is:

1. For the administration of *mudharabah* financing, it will be agreed with the members who carry out *mudharabah* financing.
2. The officer prepares *mudharabah* financing documents including an explanation of the contract that has been used along with the provisions of BMT UAS Bojonegoro.
3. The members sign autographed *mudharabah* financing that has been prepared by BMT UAS officers.
4. The officer then inputs *mudharabah* financing data to IBS.
5. Officers print installment data for members or installment cards to facilitate installment payments and each installment card payment must be carried.
6. In addition, the officer also recorded the *mudharabah* financing recapitulation book, as well as recorded the collateral book of collateral used as collateral by members against BMT UAS Bojonegoro.

7. The last stage, members come to the cash for the disbursement of *mudharabah* financing.

Figure 2
Mudharabah Financing Mechanism



Income of Sellers

One of the benchmarks to assess the success of company management is revenue. Revenue is all of one's receipts in return for his services in the production process. The fee can be in the form of wages, rent or profit depending on the factors of production involved in the production process (Sudemi, 2007, p. 133). According to Reksoprayitno (2004, p. 79), revenue is the total revenue obtained in a certain period. So, it can be concluded that income is the amount of wage receipts for the services of a person resulting from his business. The main purpose of doing a trading business is to earn income, because the income can meet the needs of life and survival of the trading business. Harahap (2001, p. 54) there are two concepts that are very closely related to income process problems, consisting of:

1. *Earning Process*

Earning process is a concept of the occurrence of income. This concept is based on the assumption that all operational activities needed in order to achieve results, which include all stages of production, marketing and collection of receivables, contribute to the final output based on the comparison of costs incurred before the company carries out production activities.

2. *Realization Process*

Realization Process is an income process that is collected or formed after the product is finished working and is sold on contract sales. So revenue starts with the last stage of production activity, which is when goods or services are sent or delivered to customers. If the sales contract precedes the production of goods or services, then income cannot yet be said to occur, because the revenue collection process has not yet occurred.

Then, Artaman (2015) states that there are several factors that affect traders' income, including:

1. The ability of traders, which is able or not a trader to influence the buyer so that buyers are interested in the seller's merchandise.
2. Market conditions, it is knowing appropriate conditions, strategic in trading and being able to know the tastes of buyers in the market.
3. Business capital, i.e. a trader must have capital because without trade capital business cannot work. In sales, the more items sold the more profit the seller gets. Therefore, additional capital is needed to purchase the merchandise to obtain a large income.
4. Location of trading, it is a strategy in trading to find many customers and encourage traders to carry out competition strategies.
5. Working hours, it is the willingness of individuals to work in the hope of earning income or not working with the consequences of not earning the income they should have.

Jaya (2011) states that in general the income is classified into three groups, consisting of:

- a) Salary and wages, i.e. rewards obtained after the person who works for another person who is given within one day, one week or one month.
- b) Income from own business is the total value of production reduced by costs paid and this business is a self-owned or own family business, the rental value of one's own capital and all costs are usually not calculated.
- c) Income from other businesses, i.e. income earned without expending labor and this is a side income, including income from renting out assets owned, interest from money, donations from other parties, pension income and others.

Data Description

Based on the sample from this research, the authors conducted research on members of the BMT Usaha Artha Sejahtera Bojonegoro, and data processing in the form of a questionnaire consisting of four questions from the *mudharabah* variable and four more

questions from the variable income of the sellers members, which were distributed to 52 respondents on a Likert scale.

Table 2. Measurement of Likert Scale

No	Questions	Score
1	SS= Strongly Agree	5
2	S= Agree	4
3	KS= Slightly Agree	3
4	TS= Disagree	2
5	STS= Strongly Disagree	1

- a) Description of the respondent's answer variable data from the *mudharabah* contract financing variable

Table 3. Respondents Response of Financing *Mudharabah* Funding Variable

Item	SS	%	S	%	KS	%	TS	%	STS	%	Total	Total %
1	5	9.7	37	71.1	8	15.4	2	3.8	0	0	52	100%
2	7	13.5	36	69.2	8	15.4	1	1.9	0	0	52	100%
3	7	13.5	31	59.6	11	21.1	3	5.8	0	0	52	100%
4	4	7.7	32	61.5	9	17.3	7	13.5	0	0	52	100%

Answers to *mudharabah* financing contract respondents are as follows:

- Based on item 1 the total responses of SS respondents were 5 people (9.7%), S as many as 37 people (71.1%), KS as many as 8 people (15.4%), TS as many as 2 people (3.8) , STS did not exist.
 - Based on item 2 the total answers of SS respondents were 7 people (13.5%), S as many as 36 people (69.2%), KS as many as 8 people (15.4%), TS was 1 person (1.9%), and STS 0 did not exist.
 - Based on item 3 the total responses of SS respondents were 7 people (13.5), S as many as 31 people (59.6), KS as many as 11 people (21.1%), TS as many as 3 people (5.8%), STS did not exist.
 - Based on item 4, total responses of SS respondents were 4 people (7.7%), S as many as 32 people (61.5%), KS as many as 7 people (13.5), TS and STS did not exist.
- b) Description of the respondent's answer variable data from the income variables of the sellers members

Table 4. Respondents' Answer of Sellers' Income Variable

Item	SS	%	S	%	KS	%	TS	%	STS	%	Total	Total %
1	7	13.5	33	63.5	10	19.2	2	3.8	0	0	52	100
2	8	15.4	41	78.9	1	1.9	0	0	1	2	52	100%
3	9	17.3	34	65.3	8	15.4	0	0	1	1,9	52	100%
4	9	17.3	25	48.0	11	21.2	7	13.5	0	0	52	100%

Respondents 'answers to sellers members' income are as follows:

1. Based on item 1 the answers of SS respondents were 7 people (13.5%), S were 33 people (63.5%), KS were 10 people (19.2%), TS were 2 people (3.8%) , STS did not exist.
2. Based on item 2, SS answers were 8 people (15.4%), S was 41 people (78.9%), KS was 1 person (1.9%), TS did not exist, and STS was 1 person (2%) .
3. Based on item 3, SS was as many as 9 people (17.3%), S was as many as 34 people (65.3%), KS was as many as 8 people (15.4%), TS did not exist, and STS was as many as 1 person (1 , 9%).
4. Based on item 4, SS was as many as 9 people (17.3%), S was as many as 25 people (48.0%), KS was as many as 11 people (21.25%), TS was as many as 7 people (13.5%), and STS did not exist.

From the table above, it can be shown that the income of sellers members increased, it can be seen from the responses of respondents who mostly agree with the member income variable. Below is a table of income data for members of BMT Usaha artha Sejahtera Bojonegoro.

Table 5. Data of BMT Member Income

No	Respondent	Before Receiving Income	After Receiving Income
1	1	1.000.000	1.050.000
2	2	1.500.000	1.650.000
3	3	1.200.000	1.250.000
4	4	100.000	150.000
5	5	1.300.000	1350.000
6	6	200.000	300.000
7	7	900.000	1.050.000
8	8	150.000	200.000
9	9	50.000	100.000
10	10	80.000	150.000
11	11	50.000	120.000
12	12	600.000	900.000
13	13	1.500.000	1.800.000
14	14	1.100.000	1.550.000

15	15	50.000	60.000
16	16	100.000	170.000
17	17	2.500.000	2.900.000
18	18	2.000.000	2.500.000
19	19	500.000	1.000.000
20	20	300.000	350.000
21	21	200.000	250.000
22	22	1.400.000	1.800.000
23	23	400.000	600.000
24	24	1.800.000	2.000.000
25	25	300.000	450.000
26	26	2.100.000	2.300.000
27	27	250.000	300.000
28	28	1.000.000	1.400.000
29	29	900.000	1.100.000
30	30	800.000	1.000.000
31	31	1.000.000	1.200.000
32	32	250.000	300.000
33	33	1.000.000	1.200.000
34	34	250.000	300.000
35	35	1.000.000	1.450.000
36	36	700.000	800.000
37	37	400.000	600.000
38	38	100.000	150.000
39	39	200.000	250.000
40	40	500.000	550.000
41	41	1.550.000	1.600.000
42	42	850.000	1.000.000
43	43	1.100.000	1.150.000
44	44	150.000	200.000
45	45	800.000	850.000
46	46	150.000	200.000
47	47	160.000	200.000
48	48	75.000	90.000
49	49	2.000.000	2.050.000
50	50	1.600.000	1.650.000
51	51	800.000	850.000
52	52	200.000	250.000

Source: BMT UAS Bojonegoro

Description of Respondents

In this research, the respondents were members of BMT Usaha Artha Sejahtera Bojonegoro who participated in *mudharabah* financing. The samples were 52 respondents. The groupings taken by the authors were based on gender, age, type of goods, and recent education.

a. Characteristics of Respondents by Gender

This research consisted of 10 men and 42 women with a total of 52 respondents

b. Characteristics of Respondents by Age

The respondents in this research aged > 25 was only 1 person (3.85%), respondents with 31-40 years old were 15 people (26.92%), respondents aged 41-50 were 34 people (65.38%), and respondents aged 51-55 were 2 people (3.85%).

c. Characteristics of Respondents by Type of Goods

From the 52 respondents in this research, 19 people (36.5%), rice sellers were 18 people (34.5%), meat sellers were 4 people (7.5%), snacks were 2 persons (4%), meatballs sellers were 3 people (6%), clothes sellers were 5 persons (9.5%), and for watches seller was 1 person (2%).

d. Characteristics of Respondents by Recent Education

Then, based on the latest educational characteristics, there were 10 respondents who had elementary school education (19.23%), junior high school were 20 people (38.46%), and those with high school as many as 22 people (42.31%).

Research Instrument Test Results

1) Validity and Reliability Test

a. Validity test

Validity test in this research was used to determine the validity of the questionnaire. In this research, the validity test used by the author was the product moment correlation coefficient.

Table 6. Variable Validity Test of *Mudharabah* Financing Variable of Income for Sellers Members

Item-Total Statistics					
	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
item1	57.9423	42.604	.496	.476	.704
item2	57.8654	42.707	.502	.420	.705
item3	58.0000	40.824	.600	.640	.690
item4	58.1731	43.244	.293	.500	.718
item5	57.9423	40.801	.660	.571	.687
item6	57.7500	42.740	.497	.644	.705
item7	57.8462	40.956	.613	.521	.690
item8	58.1154	40.653	.475	.677	.696
jumlah	30.8269	11.636	.945	.920	.733

Based on the above table, the calculation results of the validity test of *mudharabah* variables processing and member income, it can be seen that all questions have a coefficient of more than and because the value of the corrected item total correlation exceeds the value of 0.3. So it can be said that the indicators of all variables were valid.

b. Reliability Test

Reliability tests were performed on questions that were declared valid. This test was used to measure a questionnaire, and the questionnaire was said to be reliable if the respondent's answer to the statement is consistent and stable.

Table 7. Questionnaire Reliability Results

Case Processing Summary			
		N	%
Cases	Valid	52	100.0
	Excluded ^a	0	.0
	Total	52	100.0

a. Listwise deletion based on all variables in the procedure.

Reliability Statistics	
Cronbach's Alpha	N of Items
.725	9

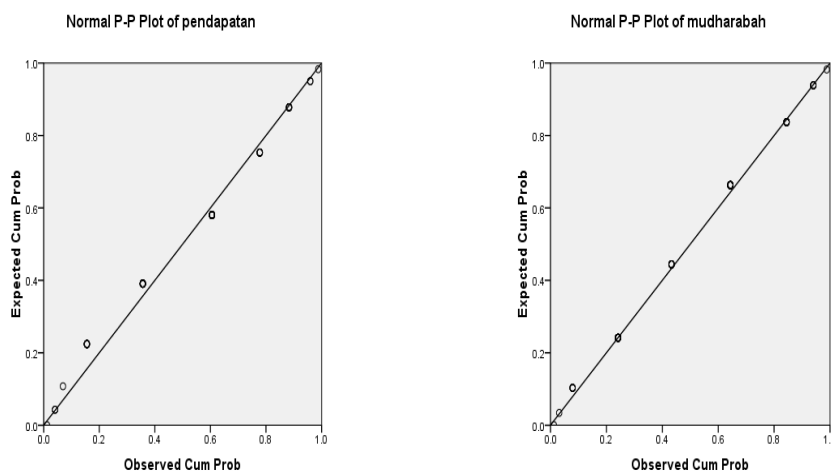
The results of the reliability test in the table above are all variables have a cronbach's alpha as a whole which was greater than cronbach's alpha = 0.725. So, it can be said that all of these variables were reliable because Cronbach's alpha was more than 0.3.

2) Classical Assumption Test

a. Normality test

The normality test was used to test whether the regression model meets the normality assumption. In this research the authors tested it using the normal probability plot that is if the graph showed the spread of data that is around the diagonal line.

Figure 3. Normal P-P PLOT



Based on the picture above the data on *mudharabah* financing variables and sellers members income variables are declared normal, because in the picture the data points that are spread around the diagonal line and the spread of data points in the same direction follow the diagonal lines.

b. Heteroskedasticity Test

In this test, it is aimed to test whether the regression model in the regression model occurs or there is an inequality of variance from the residuals of one observation to another. How to predict the presence or absence in a model can be seen with scatterplot image patterns. If the data points spread above and below or around the number 0, the data points do not gather just above or below it, the spread of data points may not form a wavy pattern of widening and narrowing of the spread of pattern less data points

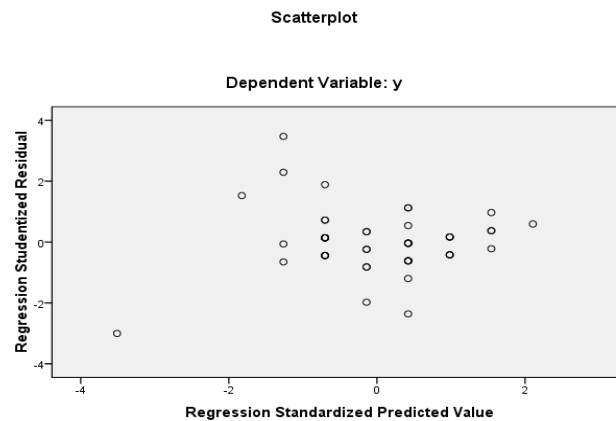


Figure 4. Result of Heteroskedasticity Test

Based on the chart above, there are no clear patterns and points that spread up and below 0, so that it can be stated there is no Heteroskedasticity.

c. Autocorrelation Test

In testing the autocorrelation of a model aims to determine whether there is a correlation between confounding variables at a certain period with the previous variable.

Table 8. Autocorrelation Test

Model Summary^b					
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.558 ^a	.312	.298	1.74288	2.514

a. Predictors: (Constant), x

b. Dependent Variable: y

Based on the analysis shows that the DW (durbin watson) number is 2.514, so it can be stated that this research model has an autocorrelation problem.

3) Hypothesis Test

a. T Test (Partial Test)

This test is used to determine whether there is an influence of *mudharabah* (X) financing on the income of sellers members (Y). The following are the results of the t test:

Table 9. t Test (Partial Test)

Model	B	Coefficients ^a		Standardized Coefficients	t	Sig.
		Unstandardized Coefficients Std. Error	Beta			
1	(Constant)	5.630	2.104		2.676	.010
	x	.652	.137	.558	4.760	.000

a. Dependent Variable: y

Based on the results of the t test above to measure how much influence the comparison between the *mudharabah* financing variable and the income of the sellers members, it can be seen that the tcount is 4,760 and the sig value is 0,000. So the value of tcount > ttable and sig < 0.1 value are positive, then Ho is rejected and Ha is accepted. So there is a significant influence between *mudharabah* contract financing to increase the income of merchant members.

4) Simple Linear Regression Analysis

The simple linear regression method model is to measure the influence of the independent variable (*mudharabah* financing) with the dependent variable (income of sellers members)

Table 10. Simple Linear Regression Analysis

Model	B	Coefficients ^a		Standardized Coefficients	Sig.
		Unstandardized Coefficients Std. Error	Beta		
1	(Constant)	5.630	2.104		.010
	x	.652	.137	.558	.000

a. Dependent Variable: y

Based on the results of a simple linear regression, it can be known in this regression test there are two things that become a comparison of values, they are tcount and ttable. From the table above we get the regression equation that can be made as follows:

$$Y = 5.630 + 0.652x$$

The results of the simple linear test equation are:

- A constant of 5.630 states that there are no independent variables, hence member income is 5.630.
- Independent variable regression coefficient for each change in *mudharabah* financing variable by unit will affect member income 0.652.

Effect of *Mudharabah* Financing on the Increase of Sellers Members' Income

After conducting research, by distributing questionnaires in the form of questionnaires filled directly to members of BMT Usaha Artha Sejahtera, through these questionnaires can be stated in this research that is to explain:

- a. To determine the validity of the questionnaire, it can be tested using the validity test. From the test table of the validity of *mudharabah* financing and member income variable financing, it can be seen that the r_{count} is greater than r_{table} and 8 questionnaires are proven to be valid because the r_{count} has exceeded r_{table} , that is 0.277.
- b. To know whether a question is consistent, it can be tested with the reliability test. It can be seen that the Cronbach 'alpha is 0.725.
- c. To determine the actual certainty of whether or not the data can be tested with normality test, heterocadasticity test and autocorrelation test. It can be explained as follows:
 - 1) In the normality test figure, it is known that the *mudharabah* financing variable and the income variable are said to be normal p-plot because the data points spread around the diagonal line and those points spread along the diagonal line.
 - 2) In the heterokedasticity test figure, it is known that there is no clear pattern and the points spread upwards and below 0, resulting in heterokedasticity.
 - 3) In the autocorrelation test table, it is known that the number of Durbin Watson is 2.514 if the number of Durbin Watson is more than two, then this research model has an autocorrelation problem so that the model can be used as a research.
- d. To find out whether there is an influence in a variable can be known by means of the t test (partial test) in table, a comparison between r_{table} and r_{count} significant value indicates the variable financing *mudharabah* t_{count} value is 4,760 and sig. 0.000, so the value of $t_{\text{count}} > t_{\text{table}}$ and sig. <0, 1 are positive.

To measure the influence between the independent variable and the dependent variable, it can be seen in simple regression analysis table, there is a regression equation that is $Y = 5.630 + 0.652$. The result of the simple linear test equation is that a constant of 5.630 states that there are no independent variables, then the income of members is equal to 5.630. Then, the independent variable regression coefficient for each change in the *mudharabah* financing variable by unit will affect the income of members 0.652.

Based on the data obtained by the authors of the respondents, it was found that many respondents used *mudharabah* financing products because for the respondents of BMT Usaha Artha Sejahtera Bojonegoro, *mudharabah* financing is that these deposits can be taken

at any time and there is no specific time period and these savings can help their working capital. Financing is a facility in the form of a banking product or BMT that provides loans to debtors or prospective members who lack funds for a business where the debtor is required to provide installments with agreed profit sharing at the beginning of the agreement of both parties (Wangsawidjaja, 2010, p. 79).

Al Qur'an also commands Muslims to do good to their fellow humans and financing is the main product of help from the owners of capital with those who receive capital loans can be seen from the verses of the Qur'an below

يَا أَيُّهَا الَّذِينَ ءَامَنُوا لَا تَأْكُلُوا أَمْوَالَكُمْ بَيْنَكُمْ بِالْبَاطِلِ إِلَّا أَنْ تَكُونَ تِجَارَةً عَنْ تَرَاضٍ مِّنْكُمْ وَلَا تَقْتُلُوا أَنْفُسَكُمْ إِنَّ اللَّهَ كَانَ
بِكُمْ رَحِيمًا ٢٩

O you who have believed, do not consume one another's wealth unjustly but only [in lawful] business by mutual consent. And do not kill yourselves [or one another]. Indeed, Allah is to you ever Merciful. (Q.S An-nissa':29).

The verse states that fellow Muslims do not eat each other's wealth with each other in a vanity manner, it would be nice to do it in a good manner among them all, thus we can seek the wealth and go well in accordance with commerce using the good method, and does not use sleaze.

How to measure whether there is an influence between *mudharabah* financing variables with the income of sellers members. Income is the amount of money received by households during a certain period (usually one year), in the form of wages or labor receipts, income from engineering such as rent, interest, and dividends, as well as transfer payments or receipts from government revenues such as social benefits or unemployment insurance. To increase the income of a business one needs to know the ability of someone who has business capital, business capital, business length, business location, and working hours.

In Islam, net income is income that does not contain usury can be explained in the Qur'an that income is income that is not usury/additional, because usury in the Qur'an is a strict prohibition for all humans. It is mentioned in Surah Al-Baqarah: 275.

الَّذِينَ يَأْكُلُونَ الرِّبَا لَا يَقُومُونَ إِلَّا كَمَا يَقُومُ الَّذِي يَتَخَبَّطُهُ الشَّيْطَانُ مِنَ الْمَسِّ ذُلِكِبَانَّهُمْ قَالُوا إِنَّمَا الْبَيْعُ مِثْلُ الرِّبَا
وَإِخْلَ اللَّهُ الْبَيْعَ وَحَرَّمَ الرِّبَا فَمَنْ جَاءَهُ مَوْعِظَةٌ مِّن رَّبِّهِ فَانْتَهَىٰ فَلَهُ مَا سَلَفَ وَأَمْرُهُ إِلَى اللَّهِ وَمَنْ عَادَ فَأُولَٰئِكَ
أَصْحَابُ النَّارِ هُمْ فِيهَا خَالِدُونَ ٢٧٥

Those who consume interest cannot stand [on the Day of Resurrection] except as one stands who is being beaten by Satan into insanity. That is because they say, "Trade is [just] like interest." But Allah has permitted trade and has forbidden interest. So whoever

has received an admonition from his Lord and desists may have what is past, and his affair rests with Allah. But whoever returns to [dealing in interest or usury] - those are the companions of the Fire; they will abide eternally therein. (QS. Al Baqarah: 275).

Conclusion

The purpose of this research was to determine the effect of *mudharabah* financing on increasing income of sellers members in BMT Usaha Artha Sejahtera Bojonegoro. The results of this research were that there is a significant influence on increasing the income of sellers members, it can be concluded that the results of the research through the t test that *mudharabah* (X) has a positive and significant influence on the variable *mudharabah* financing t value calculated was 4,760 and sig. 0.000 so that the value of $t_{count} > t_{table}$ and sig value < 0.1 . And the results of this research stated the influence of the *mudharabah* variable was shown from a simple linear regression analysis $Y = 5,630 + 0,652X$, this was an increase in *mudharabah* financing in one unit so the income of BMT members increased according to the test results.

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