



The Entrepreneurship Training and Mentoring in Dusun Tengah, Padurungan Village, Tanah Merah District, Bangkalan Regency

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Abstract

Padurungan Village, Tanah Merah District, Bangkalan-Madura Regency has a number of residents, the majority of whom are farmers. So the income of the Padurungan village community is from farming, and only once a year due to very limited land conditions. Therefore, we aim to carry out community service to improve the economy of the community with the Title Entrepreneurship Training and Mentoring in Dusun Tengah Village Padurungan District, Tanah Merah District, Bangkalan Regency. The method of this activity is participatory action research (PAR). Of course, the researchers went directly to the field to analyze and collect data. And the researchers found that the Padurungan village community, apart from farming, also grew crops such as: cucumbers, cassava, sesame seeds, peanuts, corn and others. This can be traded in the market, the rest is consumed personally. The researcher conducted a preliminary study to provide an understanding of how to improve an efficient and effective economy in accordance with the natural resources in the village. And in this case, the formation of a home industry is very relevant, namely a home business producing goods or a small company, because this type of activity is centered at home, the existence of a home industry will bring significant changes to improving the quality of life of the community. In this, efforts are needed to protect and develop this business. The research used in the study is a qualitative method. with the existence of a home industry, cassava leaf chips become a strategy in the Miro Business and can increase the income of the community in Padurungan Village.

Keywords: Training, Mentoring, Entrepreneurship, Village

INTRODUCTION

Padurungan Village is a village located in Tanah Merah sub-district, which only has four hamlets, namely Tengah Hamlet, Laok Songai Hamlet, Kembang Hamlet, and Bere'alah Hamlet. Of the four hamlets, Tengah Hamlet can be said to be the center of government, the center of gathering or a place of deliberation in the village, because Tengah Hamlet is the residence of the head of Padurungan village who is now led by Mr. Syaifulloh.¹

The beginning or history of the naming of the Padurungan Village began with a gathering or event involving the community which ended with eating together, before that they collected money first or another word in Madura is run derun, to buy food that would later be eaten together. The naming of the Village "Padurungan"



also began with the word *durun-durun* (joint). This routine continued until it became the name for the Village because it was an activity they enjoyed.

The area of Padurungan Village according to the Central Statistics Agency of Bangkalan Regency, Madura, is 241646.8 m² +1008237. 82 m². While the area and percentage according to village/sub-district in Tanah Merah sub-district in 2019 are Area 1 (km²): 1.89. Percentage of sub-district area: 2.76.²

The people of Padurungan Village, Tanah Merah District have various jobs that they do in order to increase their income and earnings to create a family that is sufficient for their living needs. Among them are farmers, traders, construction workers, livestock breeders, migrants, but the majority of people in Padurungan Village prefer to farm and garden. Some of their garden and agricultural products are sold, but not many are sold, most of them only farm to meet their daily needs without processing them into processed products that can be sold in shops or markets. So many of them are unemployed after the farming period.

The problem occurs because of the lack of creativity to manage Natural Resources. In fact, in Padurungan Village there are many Natural Resources that can be managed again and can be used as a livelihood other than farming. So that there are many plants that are abandoned on the side of the road that if managed can make money. From this problem, the author took the initiative to provide an idea in the form of creativity that is processed from natural resources produced by the people of Padurungan Village.

METHOD

The method of this activity is participatory action research (PAR).³ Mentor and trainer go directly to the field to analyze and collect quantitative data. This activity was held in Dusun Tengah, Padurungan Village with the aim of improving the economy in the village. In the study, there were several series starting from holding, counseling, training and mentoring as well as follow-up so that this activity is sustainable. This activity started from early January to February 2025.

RESULT AND DISCUSSION

Lack of utilization and management of natural resources in Dusun Tengah, Padurungan Village

Economy comes from the Greek word "oikonomia", which is a combination of the words oikos and nomos. Oikos means household, while nomos means rules. Economy is also defined as the activity of production, distribution, and consumption of goods and services. So the literal meaning of economy is household management or household rules. There are also those who say that the definition of economy is everything related to human efforts and power in meeting needs to achieve a level of prosperity.⁴

The economy, when associated with villages, has a very complex meaning, because it includes income and income from work or business carried out by people in a village.⁵

As is the case in Padurungan Village, the majority of the people of Padurungan Village make a living by farming and gardening. Some of their garden and agricultural products are sold, but not many. Most of their garden and agricultural products are still consumed by themselves because they are only enough to meet their personal needs. Therefore, some of them are also entrepreneurs, such as opening stalls or grocery stores and several fast food and beverage stalls. Many of them are also skilled in making various snacks. So when there is an event, they don't need to order snacks from the store, because they can make them themselves. While some other people try their luck by migrating out of town, even abroad.⁶

In addition to farming, many of the people of Padurungan Village use their empty fields or yards as a place for gardening. The results of this gardening can be enjoyed once every few months, and can only be enjoyed and consumed by private families. The results of the plantation are not much, so they cannot be traded on the market. Therefore, this activity is a side activity that they do to fill their free time. Among the results of farming in Padurungan Village are: cucumbers, peanuts, corn, rambutan, kadongdong, sesame seeds, cassava, and many more.

The results of the plantation are relatively small so that only a few are sometimes traded. So that it has an impact on the low economy. Because the results of the plantation or farming cannot be sold to increase the economy. This statement is in accordance with one of the Padurungan Tanah Merah communities, whom we have interviewed, namely Mrs. Asma, she said "*Lok bisa ejuel nak, olle ekakan beih alhamdulillah,*"⁷ Meaning: "It can't be sold, son, it can be eaten, thank God". From this statement, it can be understood that people's income is not much, so it can't be bought and sold.

The economy is still relatively low because there are no jobs that can meet the needs of the families of the Padurungan Village community. In fact, in one hamlet, many houses are uninhabited because they have gone to other villages to earn extra income. This actually also happens in other villages in general. However, if the individual members of the village community have the awareness and creativity to develop the economy in their village, of course it is not impossible even though it is in a remote village, especially if the village government has a brilliant idea to boost the village economy with a fairly adequate village fund budget.

This also happened in Padurungan Village, where most of the people of Padurungan Village were unemployed after the rice harvest. In fact, in Padurungan Village there are many natural resources that can be managed again and can be used as a livelihood other than farming. Likewise, the people of Padurungan Village are said to be less able to utilize the existing natural resources, so that the impact of this

is that they often look for work outside the village to increase their income.

Analyzing economic problems and natural resource management in Padurungan Village

After conducting observations and interviews with the people of Padurungan Village, precisely in the Tengah hamlet and obtaining valid data, the author learned a lot from several forms of quite complex problems that occurred in Padurungan Village. And several problems that were formed from various problems that had long been deposited and rooted.

Then from these problems, the author sought solutions by holding a discussion with the community, the results of which were known to be the main problem at that time, namely the economy.

In terms of the economy in Padurungan Village, most people in the village do not utilize their own village's natural resources, so that the majority of the people of Padurungan Village prefer to leave the village or migrate to other cities to increase their economy. This is known from the confession of one of the residents of Padurungan Village who said that when the rice harvest was over, most of the people were unemployed and did nothing. From the many people who could not manage the natural resources in the village, they chose to migrate so that there were uninhabited or empty houses because they were left for work.

So the hope is that in the future, misunderstandings in society will not continue and society will become better, more prosperous, peaceful and live more actively, and by holding women's studies and home industry counseling with the tree of hope below.

As mentioned above, there are quite a lot of problems in society regarding the economy. However, even so, there is no problem that cannot be solved, because every problem will have its own way out and solution.

In the problem of the economy, most of the people of Padurungan Village are farmers. So it can be said that they are rich in natural resources based on staple foods (rice). However, in this case it does not require the possibility of them succeeding in the economy, because in reality there are still many unemployed in the village after the rice harvest season is over. This is because the people of Padurungan Village are less able to utilize the natural resources in the village. So in this case, to overcome this problem, there needs to be an activity that continues after the harvest season is over. Therefore, we the authors try to provide a program, namely a home industry based on processed products so that it can be done after the rice harvest is over. This activity certainly aims so that after the harvest season is over, the people of Padurungan Village still have jobs that certainly also make money. The home industry in the form of processed products is made from cassava leaves which are easy and sourced from Padurungan Village. This processed product is in the form of cassava leaves which are made as a light snack and the flavors vary, ranging from

original, balado, sweet corn and grilled corn.



Figure 1: Products (snacks made from cassava leaves)

From this activity, we hope that the community, which is known to be closed and has minimal knowledge of education and natural resource management, can be open and understand these problems better.

Therefore, we took the initiative to continue working even though the rice harvest season is over, namely by working at home or in a home industry. Home means house, residence, or hometown. While industry is defined as crafts, product business or company. Home industry is a home business producing goods or also a small company. It is said to be a small company because this type of economic activity is centered at home. Home industry is also defined as the activity of producing goods or services carried out at home or on a small scale which is usually carried out by individuals or families. The purpose of home industry is to increase family income and economy.

We hope that home industry will be able to expand employment opportunities and provide economic services widely to the community, can play a role in improving the community's economy and family income, reduce unemployment and improve community welfare.

Home industry can be the first step to developing small businesses that can grow into larger businesses. In this regard, if you pay attention, most people, especially rural communities, are unemployed because they do not have jobs or some of them migrate to find work. We strive to realize our goals or programs, so we hold home industry counseling with natural resource management in Padurungan Village, Tanah Merah.

The potential of natural resources in Padurungan Village can be seen from the majority of the livelihoods of the people of Padurungan Village, namely as farmers, so when the farming season arrives they can work and get results from their harvest.

The reality as above occurs in some areas of Padurungan hamlet in Tanah Merah, especially in the Tengah Padurungan hamlet, as in accordance with the statement from the youth organization in Padurungan Village, that many residents are unemployed after the rice harvest, so there is no income after the rice harvest and also many residents who migrate to find work, and have a lot of impact in Padurungan Village, especially in the Tengah hamlet, many empty houses because their owners have migrated, some of them entrust their houses to their relatives, and those who do not have relatives choose to vacate their houses.

Therefore, we try to minimize unemployment and the number of migrants by providing counseling and direction related to home industry. Actually, they already have a place to improve their home industry such as the many cassava trees that we try to make the main ingredient. Because of the many cassava trees that are lacking in their processing by the village. The home industry whose main ingredient is cassava leaves that we process into cassava sticks, this product is called "cassava leaf chips". To introduce the product to the community, in the initial stage we held a counseling about home industry and we also introduced our product by explaining how to make it in detail.



Figure 2: Counseling on making chips

One of the goals of home industry is to improve the economy of the community, to achieve this goal we hold the handover of our superior products to the community, one of which is Nyai Paterah to continue the home industry, by visiting the community's house and telling them how to manage the home industry, we even provide suggestions on the price that must be marketed because it is feared that if it is not in accordance with the market price and in line with the capital issued, it can harm the community.



Figure 3. Making cassava leaf chops with the local community

CONCLUSION

In response to this problem, the researchers took one of the plants they planted, namely cassava leaves because many cassava leaves were not processed, only used as goat feed. So we took the initiative to provide a solution to the Padurungan community, especially the Central Hamlet, to improve their home industry by creating a product that is easy, sourced from the village's natural resources and can also be made in their respective homes. The home industry whose main ingredient is cassava leaves which we process into cassava sticks, this product is called "cassava leaf chips". To introduce this product to the community, we have also held counseling about home industry and we also introduced our product by explaining how to make it in detail so that the community there was very enthusiastic about attending the counseling that we held. To continue the program after we returned home, we handed it over to one of the residents who could continue the product.

SUGGESTIONS

This entrepreneurship mentoring and training is still far from perfect. Therefore, suggestions and input will greatly help the author to improve this research. With the completion of this research, it is expected to be an evaluation in future research, especially related to political problems in the village of Padurungan Tanah Merah Bangkalan.

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