

# Implementation Sustainable Economic Vision

General Guidelines  
For Mover



# Key Elements

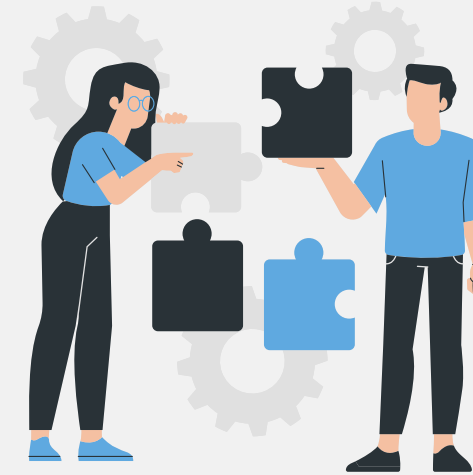
There are several key elements that support the implementation of the Sustainable Economic Vision, which are divided into foundation, container, driving force and location elements. These elements need to be considered throughout the process of realizing a sustainable economic vision.

## FOUNDATION



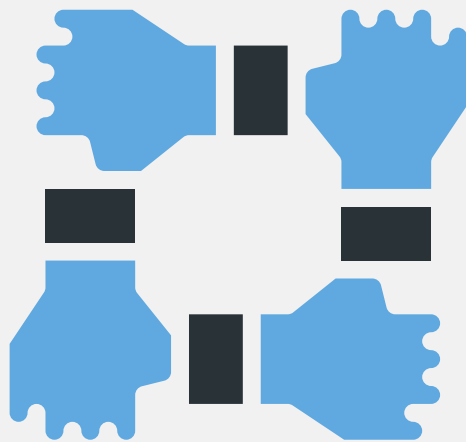
- Regional planning documents, especially those related to spatial planning, development and investment patterns;
- Policy and regulatory frameworks, especially related to land management and protection of important ecosystems, business licensing and supply chain enabling conditions including data, institutions, infrastructure and human resources;

## MOVER



- Business actors involving various business scales in the supply chain include community businesses on a scale such as Village/Community Owned Enterprises (BUMDes);
- Innovation, Production & Incubation Center which is the embodiment of multi-party collaboration for developing and strengthening the products/ services offered;

## RECEPTACLE



- Multi-party institutions as a forum for communication and decisions to align the goals, roles and functions of each party involved; Multi-party collaborative planning and programs that can work together for supporting conditions including funding, capacity building and promotion; (Funding, Capacity, Promotion, Etc);

## LOCATION



- Strategic location for implementation in the form of an integrated rural area. Replication of this regional model can be applied throughout the district

# 5 STAGES OF IMPLEMENTATION

## SUSTAINABLE ECONOMIC VISION

### DESIGNING AND STRENGTHENING AN

### IMPLEMENTATION

### SCALABILITY

#### MAPPING POTENCY

Stakeholders

Source Potential

Natural Power,  
Humans, and  
Regulations

1

#### OBSERVATION & VALIDATION INTO THE FIELD

Data collection &  
validation of potential data in  
the field

Determination  
resource  
strategic

2

#### DESIGN BUSINESS MODEL & INSTITUTIONS

Formation &  
strengthening institutions-  
driving agency  
economic implementation  
sustainable

Guide  
implementation &  
shared umbrella

3

#### IMPLEMENTATION & MODEL VALIDATION BUSINESS

Execution of processes & business  
models

Validation process  
until iteration  
business model &  
institutional

4

#### EXPANSION BUSINESS SCALE

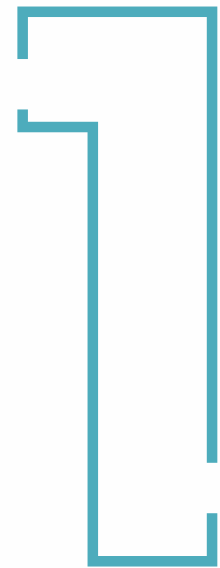
Increased target market &  
production scale

Pitch deck or  
portfolio for  
investment/  
funding  
other

5

### EVALUATION AND LEARNING AN

Periodic monitoring and evaluation to ensure implementation is carried out by prioritizing key elements of a Sustainable Economy



# Mapping Potency

The process of mapping collaborators, natural resource potential, human resources, institutions, policies and strategic locations that can be combined into a strategy for implementing the Sustainable Economic Vision in the district

## **The final result:**

Collaboration networks and pioneering teams are mapped and connected, so they are ready to move together in stage 2 to verify the data collected in stage 1

## **Output:**

- Mapping regional planning documents and policies & regulations that can facilitate the Sustainable Economic Vision.
- Mapping the pioneering team & main actors (both individuals and organizations) The main actors to realize the Sustainable Economic Vision are connected & agree on a shared dream narrative
- Initial mapping of natural resource potential and strategic locations with added value

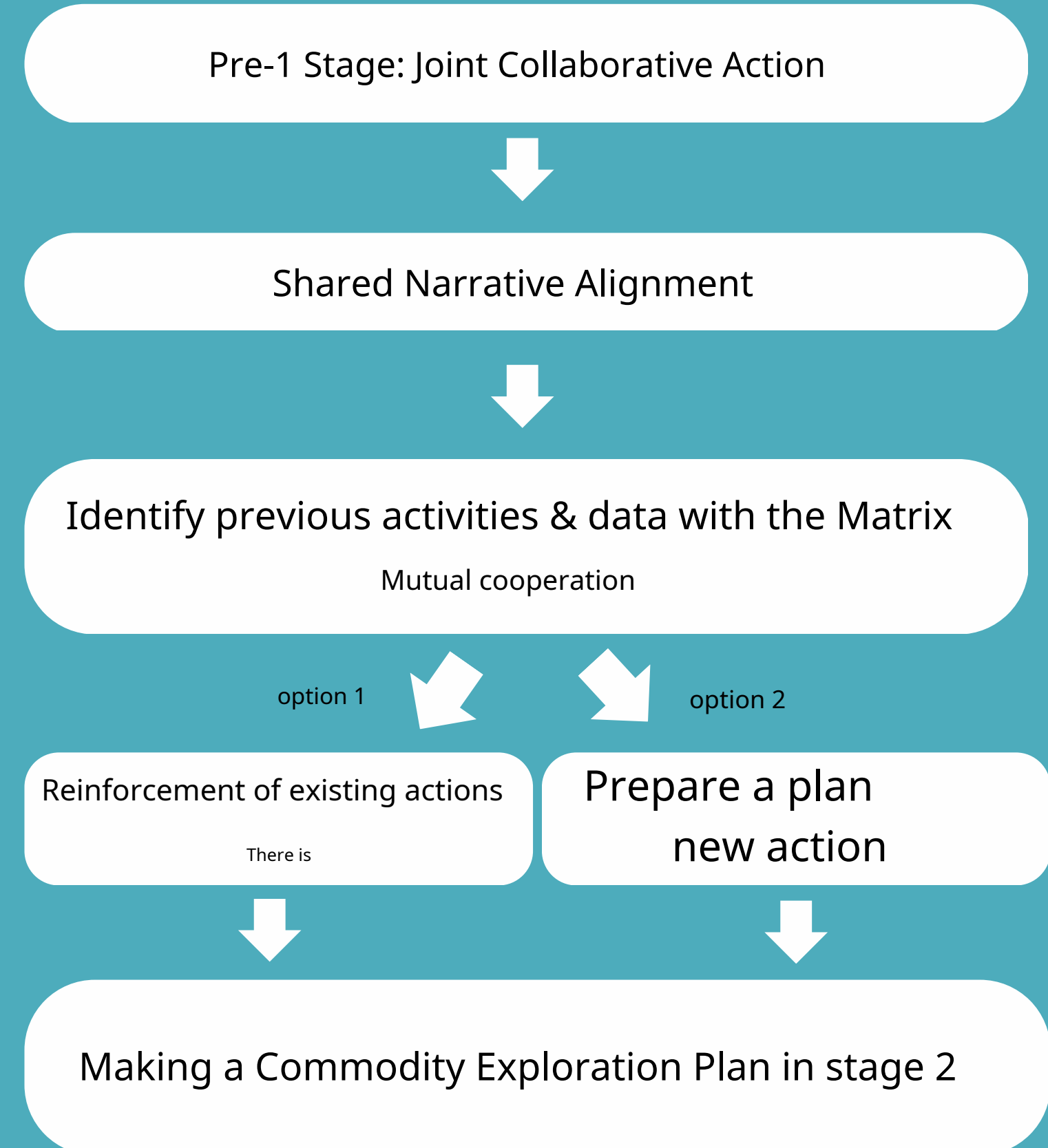
## Execution time:

Potential mapping generally takes 4-6 months, but this can be adjusted according to needs related to preparation for joint collaborative action.

## Implementation Process:

Before the main working paper for stage 1, there are a series of activities that the Initiator can carry out first to establish collaboration with other sustainable economic actors (pre-1 stage). So, the potential mapping process can take into account previous data and actions that have been carried out by other collaborators and can be a consideration for strengthening existing actions or needing to create something new. Then, a plan for a direct visit to the location is prepared to verify the data that has been collected.

# Process Overview



# TAHAPPRA - 1

## FRAMEWORK JOINT ACTION COLLABORATION

A summary of the initial stages that are best done before entering the 5 core stages of the sustainable economic implementation process

### Output:

This stage is carried out to build networks between institutions, groups and key figures in the district so that they have common goals.

At the end of this stage, it is hoped that multi-stakeholder institutions/other parties will have been identified that can be collaborated with, prospective pilot teams, and plans for joint collaborative action projects which can also be a means of proving multi-party collaboration in the district.

STEP 1		STEP 2	
<ul style="list-style-type: none"><li>• Is there a multi-stakeholder institution in the district?</li><li>• Has anyone else created a similar program?</li></ul>		<ul style="list-style-type: none"><li>• Build a community network with local communities and identify potential pilot teams</li><li>• Organize the background &amp; capacity of local communities to see the potential that can be developed</li></ul>	
STEP 3		STEP 4	
<ul style="list-style-type: none"><li>• Align goals and intentions with the pilot team in the district</li></ul>		<ul style="list-style-type: none"><li>• Create joint collaborative actions to bring together stakeholders</li></ul>	

STEP 1

Is there a multi-stakeholder institution that is in line with our vision in the district?

Institution Name:

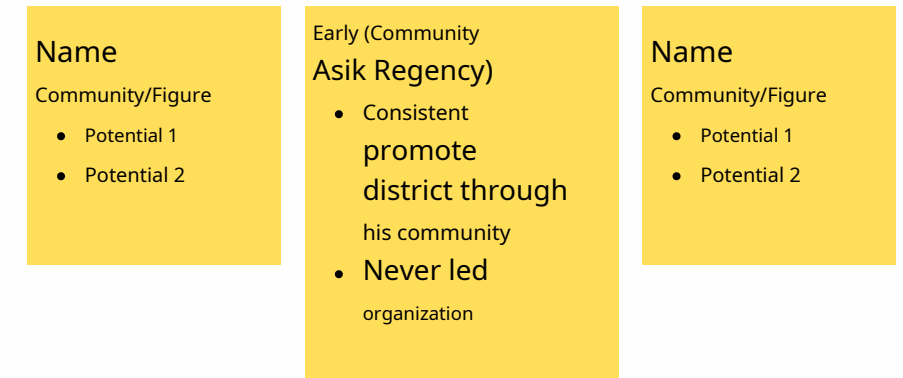
Institutional objectives:

Activity:

Contact:

STEP 2

- Build a community network with local communities and identify potential pilot teams
- Organize the background & capacity of local communities to see the potential that can be developed



Have other parties made similar initiatives?

1. Institution/Name - Contact
2. Institution/Name - Contact
3. ....

STEP 3

Align goals and intentions with the pilot team in the district

STEP 4

Carrying out joint collaborative actions to bring together stakeholders as well as a proving ground for the pioneering team

Action plan:

Activities Committee. :  
 Activity Objectives :  
 Agenda of activities :  
 Estimated Work Plan:

# STAGE 1 MAPPING

## WORKING PAPER

FORMULATION OF THE NARRATIVE  
TOGETHER A

Output:

A narrative that is aligned to a sustainable economic vision, taking into account problems, potential and policies related to the development of sustainable products in the district.

This working paper is divided into two stages of work.

DISTRICT NAME		DREAM
NAME	INSTITUTION	
EXISTING PROBLEMS		
THE POTENTIAL EXISTS		
EXISTING POLICIES		KEYWORDS



# DETAILS

## WORKING PAPER 1 . A

Side A aims to create an understanding between group members regarding the capacity of actors/organizations, as well as a collection of useful information regarding problems, potential and policies from the scope and insight of their respective sectors.

Write down the potential of sustainable commodities or nature conservation priorities in  
4  
regency

Existing policies or regulatory frameworks and  
5  
potentially as a basis enabling law

DISTRICT NAME	
NAME	INSTITUTION
EXISTING PROBLEMS	
THE POTENTIAL EXISTS	
EXISTING POLICIES	

1 Fill in the name of the District which was developed

2 Fill in the name & institution of each member group

3 Explain problem-related problems conservation or nature restoration in regency

4

5

# DETAILS

## WORKING PAPER 1 B

On side B, each group member who already knows each other's background and agrees begins to develop dreams and hopes for a sustainable economic vision for the district.

Collect 5-10 words  
the most prominent **7**  
from the dream description  
together .

DREAM
KEYWORDS

Set expectations  
big who wants  
achieved for  
**6**District of  
each corner  
member's view  
from trouble,  
potential, as well  
policies that have been  
is known.

**EXAMPLES OF COMPLETING  
WORKING PAPER 1**

<b>DISTRICT NAME</b>		Regency. A B C	<b>DREAM</b>	
<b>NAME</b>		<b>INSTITUTION</b>		
<ul style="list-style-type: none"> <li>• Dani R.</li> <li>• M. Lukman</li> <li>• Widya</li> <li>• Mr</li> <li>• Mrs. Y</li> </ul>		<ul style="list-style-type: none"> <li>• Siak Water Front. ORG</li> <li>• Alam Raya Siak</li> <li>• MudaMudi Siak</li> </ul>		
<b>EXISTING PROBLEMS</b>				
<ul style="list-style-type: none"> <li>• Peatland Fires</li> <li>• Threat of the water area in Lake XYZ Damage to the</li> <li>• water ecosystem of the Peat land of Lake</li> </ul>				
<b>THE POTENTIAL EXISTS</b>				
<ul style="list-style-type: none"> <li>• The snakehead fish ecosystem is abundant in</li> <li>• XYZ lake. Open lake area</li> <li>• Ease of reach to the location</li> <li>• The industry has not yet managed with existing natural resources</li> </ul>				
<b>EXISTING POLICIES</b>			<b>KEYWORDS</b>	
<ul style="list-style-type: none"> <li>• Regional Regulation No.xx of 2021 concerning "....."</li> <li>• Gubernatorial Regulation No.yy of 2022 Concerning "....."</li> </ul>			<ul style="list-style-type: none"> <li>• Derivative products</li> <li>• Value-added</li> <li>• 100% Local Natural Resources &amp; Human</li> <li>• Resources Sustainable Economy</li> </ul>	

Conservation  
Ecosystem  
Lake

Industry sustainable  
Which owned  
public

10 years from now  
already not available  
fire  
forest

100% production  
locally

Production  
product sustainable  
added value

# STAGE 1 MAPPING

## WORKING PAPER 2 MOTIVATIONAL MATRIX

### Output:

Makes data collection easier district identity and previous similar activities that are in line with the action to be developed.

This matrix can then be used as a consideration to strengthen existing actions or need to create new actions.

This matrix can also be used as reference information for data verification at a later stage

DISTRICT NAME (.....)	NO	IMPLEMENTARY MAIN	PERIOD	PROGRAM	DESCRIPTION	RECIPIENT BENEFIT	TARGET
Regent:  ..... Period:  ..... Vice-regent:  ..... Period:  .....							
COMMODITY PRODUCTIVITY STRATEGIC (.....)							

# DETAILS

## WORKING PAPER 2 . A

The first part that must be fulfilled is general supporting data for the district, as well as the results of productive commodities produced in that year.

(...) Filled with  
Name 1  
regency  
place  
program  
held

(...) Filled with  
productive year  
village  
produce  
commodity  
strategic

<b>NAMA KABUPATEN</b> (.....)	
<b>Bupati:</b> .....	2
<b>Periode:</b> .....	
<b>Wakil Bupati:</b> .....	
<b>Periode:</b> .....	
<b>PRODUKTIVITAS KOMODITAS STRATEGIS</b> (.....)	

District general data  
contains the name of the official  
Current Regional Leader  
This is with periods  
the answer

Contains commodities  
productive district.  
Example:  
Palm oil, 1.1 (ton/ha)

5 Implementing party/  
organizer  
main activity

7 Program name  
which is executed

9 Receiving party  
benefit from the program

NO	IMPLEMENTER UTAMA	PERIODE	PROGRAM	DESKRIPSI	PENERIMA MANFAAT	TARGET

6 Activity period  
held

8 Short description  
program

10 The purpose of  
program  
held

## EXAMPLES OF COMPLETING WORKING PAPER 2

DISTRICT NAME (SIAK)	NO	IMPLEMENTE MAIN R	PERIOD	PROGRAM	DESCRIPTION	RECIPIENT BENEFIT	TARGET
Regent: Drs. Dudung, M.Sc Period: 2021-2026 Vice-regent: H. Emir Z, MM Period: 2021- 2026	1	Cores	January 2020- December 2024	The Landscape Program from the company coalition is a program that encourages sustainable palm oil production as a policy in XX district by the private sector.	1. Empowering oil palm farmers 2. conservation 3. build relationships with regional and provincial governments regarding policies 4. Ensure respect for labor and land rights in the palm oil sector	Villagers	1. Presidential Instruction No. 6 of 2019 with the aim of increase level acceptance and competitiveness of Indonesian palm oil products in international markets 2. reduce energy intensity by 1% per year until 2025 and achieve final energy savings of 17% by 2025
STRATEGIC COMMODITY PRODUCTIVITY (2022)							
<ul style="list-style-type: none"> <li>• Rubber (1.01 Tons/ha)</li> <li>• Palm oil (3.47 Tons/ha)</li> <li>• Cocoa (0.57 Tons/ha)</li> </ul>							

# STAGE 1 MAPPING

## WORKING PAPER 3

Output:  
This worksheet makes it easy to group and identifying key actors, designing activity plans, and making it easier to explore potential sustainable commodities.

This working paper is divided into 4 stages of work.

HR			SUSTAINABLE COMMODITIES	
PIONEER TEAM	SUPPORT TEAM	KEY FIGURE		
PLAN FLOW				
		NOTES		
			IDEATION OF POTENTIAL COMMODITIES	



# DETAILS

## WORKING PAPER 3 . A

Side A contains the HR column as step 1 and the FLOW column PLAN as step 4.

Overall, processing of this worksheet is done clockwise.

PLAN FLOW column filled with plans stage plan flow for further 4

SDM		
TIM PERINTIS	TIM PENDUKUNG	FIGUR KUNCI
ALUR RENCANA		
		CATATAN

1 The HR column is filled in with grouping members of the group based on capacity each.

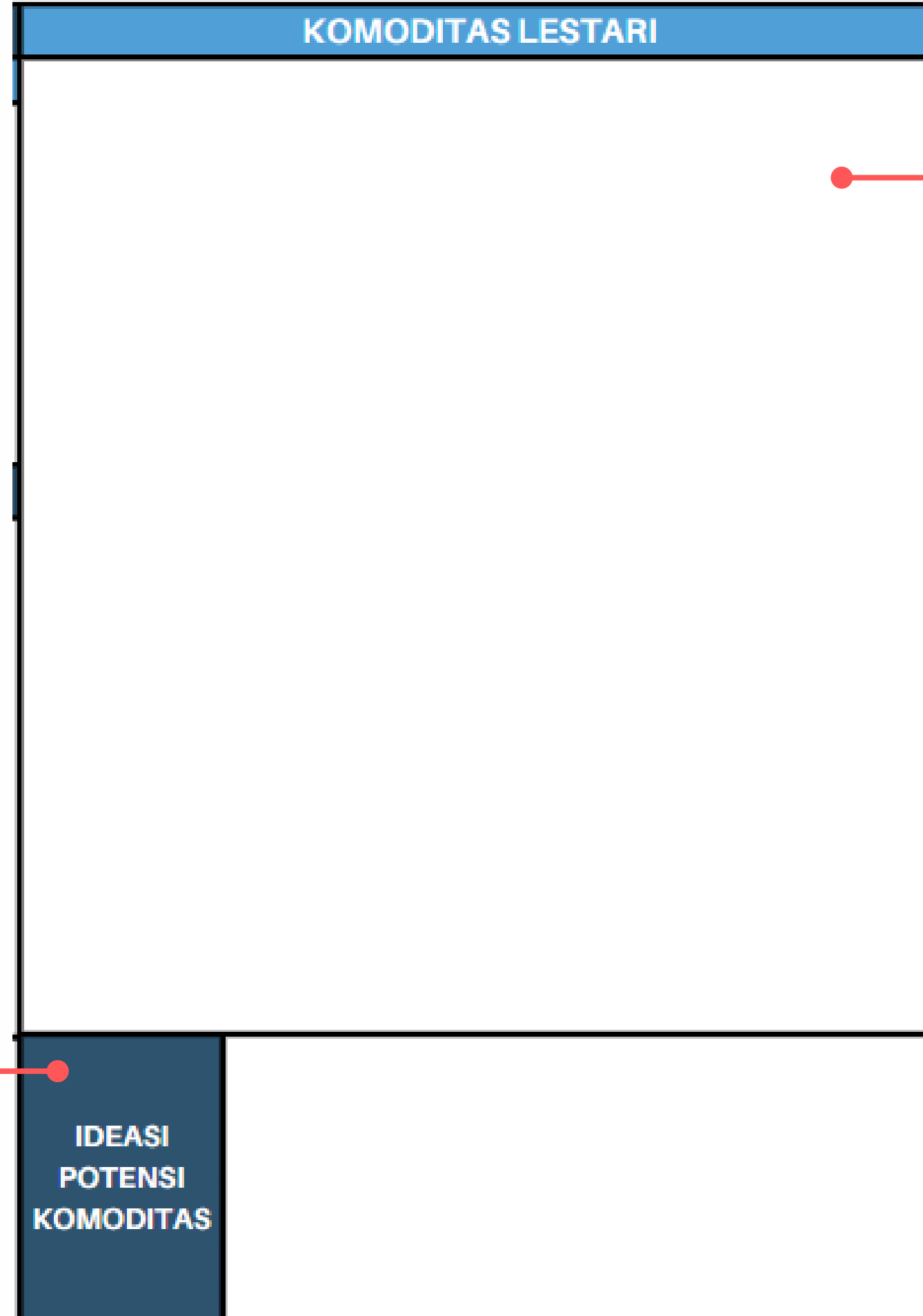
Fill in the plan flow notes

# DETAILS

## WORKING PAPER 3 . B

Side B contains the Sustainable Commodities column as step 2 and Commodity Potential Ideation as step 3.

contains ideas  
potential ideation<sup>3</sup>  
commodities that will  
developed



2

filled with variety potential commodities with excellence and its shortcomings.

if charging performed with offline, each commodity can be presented with sticky notes.



# EXAMPLE COMPLETING PAPERWORK 3

HR			SUSTAINABLE COMMODITIES	
DRIVING TEAM	SUPPORT TEAM	KEY FIGURE		
<ul style="list-style-type: none"> <li>Dani R.</li> <li>Mr</li> </ul>	<ul style="list-style-type: none"> <li>M. Lukman</li> <li>Widya</li> </ul>	<ul style="list-style-type: none"> <li>Mrs. Y</li> </ul>	<p>Local snakehead fish from Lake XYZ.</p> <p>+ : Easy to find, easy cultivated</p> <p>- : Limited quantity</p>	<p>Coffee Beans from a village near Lake XYZ</p> <p>+ : Comes from community coffee plantations Quite a lot</p> <p>- : not yet certain there is already a manager private or not.</p>
PLAN FLOW				
<pre> graph TD     A[Preparation for observation 3-5 day (Contact the Village Government village XYZ)] --&gt; B[Observation in village]     B --&gt; C[Results Analysis observation]     C --&gt; D[Scene creation business model]     D --&gt; E[HR recruitment local]     E --&gt; F[Kick off PT. Together]     F --&gt; G[Incubation development product]     G --&gt; H[.....]           </pre>		<p>NOTES</p> <p>Process at any time may change accordingly with the conditions in the location village.</p> <p>Sustainable commodities may increase with new findings.</p>		
			<p>IDEATION OF POTENTIAL COMMODITIES</p>	<p>Creating turnkey products from local natural resources and human resources such as snakehead fish derivative products, plants Jelutung Rawa, or 100% processed coffee beans implemented within the village to increase the economic value of the village.</p>

# 2

# Observation & Field Validation

The process of reviewing actual field conditions & validating data directly to strategic priority villages with partners, to determine locations & value-added products that will be prioritized. This process also aims to align the Sustainable Economic Vision to drivers at the village level.

## **The final result:**

Determining sustainable commodities that will be a priority for development, as well as selecting strategic partners and the main execution team (core team) to create a capable sustainable entrepreneurial ecosystem

## **Output:**

- The data needed for the next stages is validated
- Identification & determination of priority commodities that will be developed into value added products.
- Identify strategic villages that have the potential to become key collaborators in the value added product production supply chain. Identify committed
- Human Resources (HR) as the core team

## Execution time:

Implementation of Phase 2 is carried out after Phase 1 is completed because it relates to direct observation and validation of data in the field in the agreed Village. Implementation of phase 2 takes at least 2-3 months according to needs.

## Implementation Process:

The process of implementing Working Paper 2 can be carried out in several village locations at once as agreed. Starting with mapping village data including human resources and natural resources in it to local stakeholders, carrying out village validation and analysis, and carrying out further analysis of potential commodities selected for development. In this stage, you will meet with new parties at the location or perhaps other commodity objects that have not been discussed in the previous stage.

# Process Overview

Local stakeholder data mapping & Implementation  
sequence of activities



Data validation and initial analysis of village conditions



Advanced analysis of priority commodities  
**potential**



Final results of stage 2 to be developed in stage  
furthermore

# STAGE 2

## OBSERVATION

### WORKING PAPER 1

Output:

Data on stakeholders/key figures for verification, writing a list of activities and additional notes if necessary.

This working paper is used when visiting potential strategic locations to verify the data that has been collected.

1 working paper is used for each 1 location visited.

KEY ACTORS		LIST OF ACTIVITIES	
<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	Complete the Village Profile	
		Observation of Potential Natural Resources & Human Resources Data	
		Observation of Business & Legal Entity Data in Villages or Districts	
		Identification of Strategic Villages	
<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	Identification & Determination of Priority Commodities to Develop	
		Identify HR to Become the Core Team	
<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>		
<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	<b>NOTES</b>	
<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution :</li> <li>• Location :</li> <li>• Activity :</li> </ul>		

# DETAILS

## PAPER 1

The key actors column is filled in to become a data bank of parties relevant local parties<sup>1</sup> found at the location during the inside stage 2 is carried out.

AKTOR-AKTOR KUNCI	
<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>	<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>
<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>	<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>
<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>	<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>
<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>	<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>
<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>	<ul style="list-style-type: none"><li>• Nama :</li><li>• Institusi :</li><li>• Lokasi :</li><li>• Aktivitas :</li></ul>

**DETAILS**

**PAPERWORK**

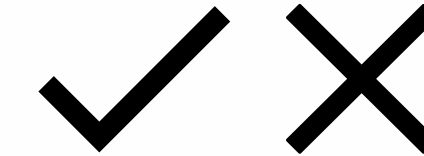
1

Recommendations for activities or things that are necessary identified during the visit

If there are activities others, you can add to available columns.

DAFTAR KEGIATAN	
Melengkapi Profil Desa	
Observasi Data SDA & SDM Berpotensi	●
Observasi Data Badan Usaha & Hukum di Desa atau Kabupaten	
Identifikasi Desa Strategis	
Identifikasi & Penentuan Komoditas Prioritas untuk Dikembangkan	
Identifikasi SDM untuk Menjadi Tim Inti	
CATATAN	

Filled with symbols  
2 Check or Cross.



Findings notes  
5 anything else happened in the field



# EXAMPLE CHARGING PAPER WORK 1

LOCAL STAKEHOLDER		LIST OF ACTIVITIES	
<ul style="list-style-type: none"> <li>Name : Abdul</li> <li>Institution : Village Head of XYZ</li> <li>Location : Village : XYZ Village</li> <li>Activities: Village Apparatus</li> </ul>	<ul style="list-style-type: none"> <li>Name : Student</li> <li>Institution : PT. Gabus Mandiri :</li> <li>Location : XYZ Village</li> <li>Activity: Head of snakehead fish processing factory</li> <li>The nearest is in XYZ village</li> </ul>	Complete the Village Profile	✓
		Observation of Potential Natural Resources & Human Resources Data	✓
		Observing Data on Business & Legal Entities in Villages or Districts	✓
		Identification of Strategic Villages	✓
<ul style="list-style-type: none"> <li>Name : Andri</li> <li>Institution : Young Generation XYZ</li> <li>Location : XYZ Village</li> <li>Activity: Head of Youth Organization Management</li> <li>activities of young people in XYZ village</li> </ul>	<ul style="list-style-type: none"> <li>Name : Titin</li> <li>Institution: PT. Gabus Mandiri</li> <li>Location: XYZ Village</li> <li>Activities: Operational Director PT. Cork</li> <li>Independent</li> </ul>	Identification & Determination of Priority Commodities to Develop	✓
		Identify HR to Become the Core Team	
		Further coordination with PT. Gabus Mandiri	
<ul style="list-style-type: none"> <li>Name : ██████████</li> <li>Institution : ██████████</li> <li>Location : ██████████</li> <li>Activity : █████ █████ █████</li> </ul>	<ul style="list-style-type: none"> <li>Name : ██████████</li> <li>Institution : ██████████</li> <li>Location : ██████████</li> <li>Activity : █████ █████ █████</li> </ul>		
<ul style="list-style-type: none"> <li>Name : ██████████</li> <li>Institution: ██████████</li> <li>Location : ██████████</li> <li>Activity : █████ █████ █████</li> </ul>	<ul style="list-style-type: none"> <li>Name : ██████████</li> <li>Institution : ██████████</li> <li>Location : ██████████</li> <li>Activity : █████ █████ █████</li> </ul>		
<ul style="list-style-type: none"> <li>Name : ██████████</li> <li>Institution : ██████████</li> <li>Location : ██████████</li> <li>Activity : █████ █████ █████</li> </ul>	<ul style="list-style-type: none"> <li>Name : ██████████</li> <li>Institution : ██████████</li> <li>Location : ██████████</li> <li>Activity : █████ █████ █████</li> </ul>		
		NOTES	
		<ul style="list-style-type: none"> <li>PT. Gabus Mandiri has the potential to work together because it has good openness and is a new company that is still developing. XYZ Village is a priority village because of its easy access and supportive community environment.</li> <li>a deeper approach is needed with the younger generation of xyz</li> </ul>	

# STAGE 2 VERIFICATION & DATA COLLECTION PAPER 2

## Output:

Side A is a data bank of Village Data and Potential Maps of both natural resources and human resources found. Side B is an analysis of the potential parameters found.

This working paper is filled in when the observation process at the site location is carried out.

1 working paper is used for each 1 location visited.

VILLAGE DATA	DEVELOPMENT PROGRAM PREVIOUS CAPACITY	ANALYSIS PARAMETERS	
<ul style="list-style-type: none"> <li>VILLAGE NAME : &amp; SUBDISTRICT</li> <li>WIDE REGION :</li> <li>AMOUNT RESIDENT :</li> </ul>	<ul style="list-style-type: none"> <li>PROGRAM/POTENTIAL FOR CONSERVATION OR RESTORATION::</li> </ul>	POLITICAL	ECONOMY
POTENTIAL MAP			
SDA	HR		
<ul style="list-style-type: none"> <li>COMMODITIES: MAIN</li> <li>CAPACITY : PRODUCTION</li> <li>OTHER:</li> </ul>	<ul style="list-style-type: none"> <li>PROFESSION : MAJORITY</li> <li>AGE RATIO : PRODUCTIVE</li> <li>BACKGROUND : EDUCATION</li> <li>OTHER:</li> </ul>	SOCIAL	TECHNOLOGY

# DETAILS

## WORKING PAPER 2

Village data is filled in based on facts and valid data, this can be obtained from government institutions local village.

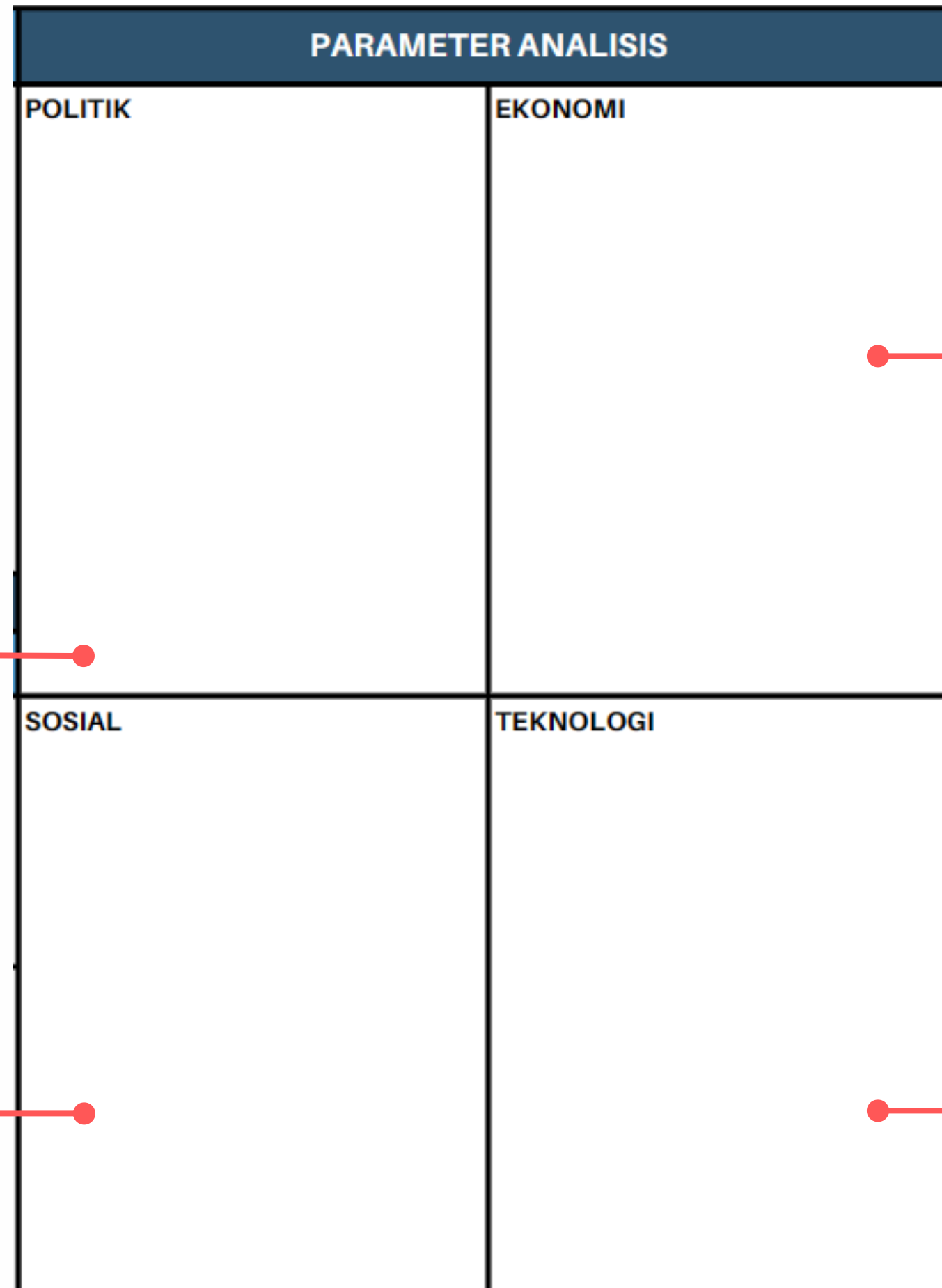
Fulfill Information general around demographic village

Contains data Natural resources in the form of commodities main ones as well potential natural resources others who found in the village.

DATA DESA		PROGRAM PENGEMBANGAN KAPASITAS SEBELUMNYA	
<ul style="list-style-type: none"><li>• NAMA DESA &amp; KECAMATAN :</li><li>• LUAS WILAYAH :</li><li>• JUMLAH PENDUDUK :</li></ul>			
PETA POTENSI			
SDA		SDM	
<ul style="list-style-type: none"><li>• KOMODITAS UTAMA :</li><li>• KAPASITAS PRODUKSI :</li><li>• LAINNYA:</li></ul>		<ul style="list-style-type: none"><li>• PROFESI MAYORITAS :</li><li>• RASIO UMUR PRODUKTIF :</li><li>• LATAR BELAKANG PENDIDIKAN :</li><li>• LAINNYA:</li></ul>	

look for information about program development existing capacity done before in a village location.

Contains main data and supporters human Resources potentially that found in the region village.



Political  
 possible political  
 conditions or policies **5**  
 has an impact on the object.

Social  
 Effect of impact on  
 social sphere (society) **7**  
 what happens to the object.

Economy  
**6** External economic issues  
 which may  
 effect on the object.

Technology  
 developmental role  
**8** technology against  
 automation and  
 innovation in objects.

**EXAMPLES OF COMPLETING  
WORK PAPER 2**

VILLAGE DATA	DEVELOPMENT PROGRAM PREVIOUS CAPACITY	ANALYSIS PARAMETERS	
<ul style="list-style-type: none"> <li>VILLAGE NAME : XYZ Village, ABC District &amp; SUBDISTRICT</li> <li>WIDE REGION : 34.97 km<sup>2</sup></li> <li>AMOUNT RESIDENT : 1385 Souls</li> </ul>	<ul style="list-style-type: none"> <li>Go-Online Village 2020</li> <li>MSME Industry Education 2017 XYZ Village</li> <li>Agriculture &amp; Fisheries Training 2015</li> </ul>	<p>POLITICAL</p> <p>The Village Head also serves as chairman of the XYZ village fish farmers association.</p> <p>Some fish ponds are owned by the village head</p>	<p>ECONOMY</p> <p>The average economic condition of village communities tends to be lower middle class due to the similarity of livelihoods which depend on snakehead fish ponds.</p>
POTENTIAL MAP			
SDA	HR		
<ul style="list-style-type: none"> <li>COMMODITY: MAIN Snakehead Fish</li> <li>CAPACITY: 10 Tons/Year PRODUCTION</li> </ul>	<ul style="list-style-type: none"> <li>PROFESSION : Fish farmer MAJORITY</li> <li>AGE RATIO : 18-50 PRODUCTIVE</li> <li>BACKGROUND: HIGH SCHOOL-Equivalent EDUCATION</li> </ul>	<p>SOCIAL</p> <p>Most societies tend to live side by side because of similarities majority religion, ethnicity and language.</p>	<p>TECHNOLOGY</p> <p>It is common for the younger generation there to use internet services even though the speed is limited.</p> <p>Industrial machines have also been used since 2015 for industrial needs there.</p>
<ul style="list-style-type: none"> <li>OTHER: Coffee</li> </ul>	<ul style="list-style-type: none"> <li>OTHER: Most work as factory workers or migrate outside the area</li> </ul>		

## STAGE 2

## PAPERWORK 3

Output:

The results of the SWOT analysis of potential commodities will be used as data for the next stages of development  
standardize potential ideas into a Sustainable Economy business model design in stage 3.

ASPECT INTERNAL	STRENGTH	WEAKNESS
ASPECT EXTERNAL		
OPPORTUNITIES	SO STRATEGY	WO STRATEGY
THREAT	STRATEGY ST	WT STRATEGY
CONCLUSION		

# DETAILS

## PAPERWORK 3

SWOT Analysis Matrix  
 SWOT analysis is useful for analyzing the final stages of potential commodity ideas that are known from previous working papers.

SWOT Analysis Aspects:  
 Internal: Strengths, Weakness.

External: Opportunities, Threats.

ASPEK INTERNAL	<b>STRENGTH</b>	<b>WEAKNESS</b>
ASPEK EKSTERNAL	List of Strengths & the advantages it has	List of weaknesses and shortcomings
<b>OPPORTUNITIES</b>	<b>STRATEGI S-O</b>	<b>STRATEGI W-O</b>
List of Opportunities can be identified	Deep strategy utilise power (S) for take advantage of the opportunities (O) which <small>There is.</small>	Deep strategy overcome weakness (W) with utilise opportunity (O) which <small>There is.</small>
<b>THREAT</b>	<b>STRATEGI S-T</b>	<b>STRATEGI W-T</b>
Threat List which can identified	Strategy using all powers (S) to overcome existing threat (T).	Strategy for suppress weakness (W) and prevent existing threat (T).
<b>KESIMPULAN</b>		

1 Fill in each one list of internal aspects and external

2 Connect aspect table crossing to fill in the column strategy

3 write the conclusion of the results SWOT analysis as final results of stage 2.

## DETAILS OF COMPLETING WORK PAPER 3

ASPECT INTERNAL  ASPECT EXTERNAL	<b>STRENGTH</b>	<b>WEAKNESS</b>
	<ul style="list-style-type: none"> <li>Snakehead fish is the main commodity in XYZ village which is easy to cultivate</li> <li>Many derivative products can be produced because there are local factories that are ready to help</li> </ul>	<ul style="list-style-type: none"> <li>Currently snakehead fish are the main livelihood of the people of XYZ village</li> <li>There must be development of other products that are different from what is already being done by the community</li> </ul>
<b>OPPORTUNITIES</b>	<b>SO STRATEGY</b>	<b>WO STRATEGY</b>
<ul style="list-style-type: none"> <li>Head of XYZ Village fully supports activity plan</li> <li>the existence of supporting facilities related to natural resources and human resources in XYZ village</li> </ul>	<ul style="list-style-type: none"> <li>Using assistance from the village head to approach and explore snakehead fish from the cultivation stage and with local human resources</li> </ul>	<ul style="list-style-type: none"> <li>Maintain relationships with the village head and the XYZ village community in implementing the program because it will be directly related to the livelihood of the village community.</li> </ul>
<b>THREAT</b>	<b>STRATEGY ST</b>	<b>WT STRATEGY</b>
<ul style="list-style-type: none"> <li>It may be that society refuses to be collaboration partners with pond lending</li> </ul>	<ul style="list-style-type: none"> <li>Inviting the community with a clear approach and goals. If this is not yet possible, perhaps this can be done with the strategy of renting a pond public</li> </ul>	<ul style="list-style-type: none"> <li>Creating other products with specific markets and effective processing methods.</li> <li>Open new markets outside the region which can also embrace existing local products</li> <li>use capital funds to make your own pond</li> </ul>
<b>CONCLUSION</b>		
<p>It is necessary to maintain good relations with the village head because he has a strong influence on the community and the sustainability of the commodity business. It is necessary to build a clear and potential product projection scene so that it can be presented to the public to attract the interest of the human resources needed for easy advice and infrastructure.</p>		



# 3

# Model Design Business & Institutions

This stage is a process of designing a multi-party business model and institution that functions as a common umbrella and supports business operations to achieve the vision of a sustainable economy in the future.

## The final result:

A multi-stakeholder institutional governance model was formed, as well as a jointly formulated implementation plan for the Sustainable Economic Vision to serve as a guide for the next stage.

## Output:

- Design implementation guide and multi-stakeholder institutional governance model as an implementation vehicle
- Formation of a core team which will be the implementing team for
- mapping tasks between stakeholders to support the implementation of the sustainable economic vision
- A strategic plan for company share ownership whose development timeframe is mutually agreed upon

## Execution time:

Stage 3 can be carried out after the commodity has been selected to be developed into a value-added product based on a sustainable economy. This stage takes around 2-3 months to design the institutions and business models that will be used.

## Implementation Process:

Discussion with the team (multi-stakeholder) to formulate an implementation strategy, timeline, narrative and vision for a sustainable economy. Once the vision is agreed upon, an institutional form can be designed that functions as a joint umbrella institution and operational institution. Next, design the selected commodity business model using the Business Model Canvas.

# Process Overview

Determination of implementation strategy, timeline, and  
narrative vision of a sustainable economy



Institutional design



Design a business model

# STAGE 3 DESIGN

## WORKING PAPER 1 . IMPLEMENTATION GUIDE

### Output:

It is hoped that this working paper can serve as a guide to the implementation of a sustainable economy in the form of a big picture. Starting from determining the main vision, then the vision for each center, to the long-term and short-term activities that need to be carried out

achieve the vision of a sustainable economy.

Sustainable Economic Vision:			
	Sustainable Production Center	Sustainable Incubation Center	Sustainable Innovation Center
Term Goals Long			
Short term goals (12 years old)			
The key results are needs to be achieved			
Activity - key activity			
Facilities and resource required			

# DETAILS

# PAPER WORK 1

Visi Ekonomi Lestari: [Visi utama ekonomi lestari sebagai dasar bagi organisasi menetapkan visinya masing-masing]

1

iak, this vision uses Siak

	Sentra Produksi Lestari	Sentra Inkubasi Lestari	Sentra Inovasi Lestari
Tujuan Jangka Panjang			

2

Contains the vision or purpose of each center established. Derived from the main vision, then adjusted to the function of each center. This term goal must be in line with the vision of a sustainable economy as the main guideline. For example, as a sustainable production center, the long-term goal is to produce products that are profitable in business and economically sustainable.

## DETAILS

## PAPER WORK 1

	Sentra Produksi Lestari	Sentra Inkubasi Lestari	Sentra Inovasi Lestari
Tujuan Jangka Pendek			

3 From the long-term goals of each center, we can further describe the short-term goals of each center. You can start by asking questions:

- How do we achieve the vision of a sustainable economy?
- What must be done first to achieve the vision of a sustainable economy? What
- do we need to achieve our vision of a sustainable economy?
- etc

For example, the long-term goal of the Siak Sustainable Production Center is to produce sustainable value-added products on a large scale, then one of the short-term goals of the Sustainable Production Center is to produce value-added products from snakehead fish (selected commodities) into albumin that can be traded legally.

## DETAILS

## PAPER WORK 1

	Sentra Produksi Lestari	Sentra Inkubasi Lestari	Sentra Inovasi Lestari
Hasil kunci yang perlu dicapai			

- 4 From these short-term goals, it means that you can identify the key results you want to produce. What things should we produce from these short-term goals?
- For example, we want to produce Albumin products from snakehead fish. This means that we need a research institution to research the manufacturing process. So, one of the key results that needs to be achieved is the formation of a legal research institution.

## DETAILS

## PAPER WORK 1

	Sentra Produksi Lestari	Sentra Inkubasi Lestari	Sentra Inovasi Lestari
Aktivitas			

5 If you already know the key results that need to be achieved, you can start identifying the steps and activities that need to be carried out to achieve these key results.

For example, one of the key results that needs to be achieved is the formation of a legal research institution, so the activities that must be carried out include:

1. Design a research institution
2. Arrange membership
3. Looking for HR, and so on

**DETAILS**

**PAPER  
WORK 1**

	Sentra Produksi Lestari	Sentra Inkubasi Lestari	Sentra Inovasi Lestari
Sumber Daya			

6

map anything  
n important for  
it's necessary



# EXAMPLE OF CHARGING

# PAPER GUIDELINES IMPLEMENTATION

Sustainable Economic Vision: Healthy Lakes, Strong Economy			
	Sustainable Production Center	Sustainable Incubation Center	Sustainable Innovation Center
Term Goals Long	Developing downstream value-added products based on sustainability so that the products produced are sustainable sold on an ongoing basis.	Improving the community's economy through creative solutions based on a Sustainable Economy and cultural preservation local	Creating value-added products based on sustainable economy and preservation of local culture
Short term goals (12 years old)	<ol style="list-style-type: none"> <li>1. Established PT</li> <li>2. ....</li> </ol>	<ol style="list-style-type: none"> <li>1. Create assistance from other key parties so that the incubation process and results created are in line with the vision of long-term goals.</li> <li>2. ....</li> </ol>	<ol style="list-style-type: none"> <li>1. Creating value-added products based on sustainable economics</li> <li>2. ....</li> </ol>
The key results are needs to be achieved	<ol style="list-style-type: none"> <li>1. Manage and complete various applicable licensing administrations.</li> <li>2. ....</li> </ol>	<ol style="list-style-type: none"> <li>1. Expanding the community's insight into the sustainable economic movement.</li> <li>2. ....</li> </ol>	<ol style="list-style-type: none"> <li>1. Build an innovation center or laboratory</li> <li>2. ....</li> </ol>
Activity - key activity	<ul style="list-style-type: none"> <li>• Recruit human resources according to the required capacity.</li> <li>• Conduct product testing</li> </ul>	<ul style="list-style-type: none"> <li>• Reach out to other parties (communities, companies, business entities, etc.) to get support.</li> <li>• Hold community-based activities to promote the Sustainable Economy movement</li> </ul>	<ol style="list-style-type: none"> <li>1. Looking for land to build a laboratory</li> <li>2. Looking for expert builders</li> <li>3. ....</li> </ol>
Facilities and resource required	<ul style="list-style-type: none"> <li>• Laboratory</li> <li>• Office</li> </ul>	<ul style="list-style-type: none"> <li>• Office</li> </ul>	<ol style="list-style-type: none"> <li>1. Cement</li> <li>2. Bricks</li> <li>3. Wood</li> <li>4. ....</li> </ol>

## WORKING PAPER 2: ORGANIZATION GUIDE

Sustainable Organization Vision:

Conditions for Establishing an Organization

**Output:**  
From the big picture guidelines for implementing a sustainable economic vision, in general will be picture is obtained long and short term activities. In this working paper, the activities that will be carried out are written in more detail can be identified need for achieve the organization's vision.

Short term goals	Activity Details	Need	Role (Job and function)	Insurer Answer	Deadline

# DETAILS

## PAPER WORK 2



Sustainable Organization Vision:

**1** Contains the vision of each center



Conditions for Establishing an Organization

**2** Contains the requirements needed to establish a legal entity organization according to each regional regulation. Because we need to establish sustainable center organizations, these establishment requirements can be the initial activities that must be carried out to prepare these centers.

# DETAILS

## PAPER WORK 2

[3] Short term goals	[4] Activity Details	Need	Role (Job and function)	Insurer Answer	Deadline
[Quoting from term goals short already written on paper work1]	[More detailed activity list. Still referring to the activities in workpaper 1, but in Here we can detail it in more depth maybe up to step by step]	[5]	[6]	[7]	[8]

Information:

### 5 Need

From the details of the activities that have been described in more detail, we can identify what we need. These needs include human resources, natural resources, documents, and so on which are needed to achieve short-term goals. For example, one of the center's activities is marketing products, from there we can detail what is needed to market the product. Starting from marketing staff, creative staff, and so on.

## DETAILS

## PAPER WORK 2

[3] Short term goals	[4] Activity Details	Need	Role (Job and function)	Insurer Answer	Deadline
[Quoting from term goals short already written on paper work1]	[More detailed activity list. Still referring to the activities in workpaper 1, but in Here we can detail it in more depth maybe up to step by step]	[5]	[6]	[7]	[8]

Information:

### 6 Roles (Duties and Functions)

When we know the details of the needs needed to achieve these short-term goals, we can define what kind of roles are needed by the organization.

You can start by asking questions:

- Given these needs, what kind of roles do we need? What
- are the duties of this role?
- What is the function of this role for the
- organization? etc

For example, because the center has product marketing activities, this means the organization needs a marketing division. Here the tasks and functions of marketers can be defined in accordance with the needs of the organization.

**DETAILS**

**PAPER  
WORK 2**

[3] Short term goals	[4] Activity Details	Need	Role (Job and function)	Insurer Answer	Deadline
[Quoting from term goals short already written on paper work1]	[More detailed activity list. Still referring to the activities in workpaper 1, but in Here we can detail it in more depth maybe up to step by step]	[5]	[6]	[7]	[8]

Information:

**7** Person responsible

So that this activity runs according to the timeline, one person will be appointed responsible for each existing activity. This person in charge is responsible for ensuring that activities reach targets and run smoothly.

**8** Deadline

Deadlines or deadlines are set so that each activity runs on-track according to a predetermined timeline.

# EXAMPLE OF CHARGING

# ANIZATION ORG GUIDEWORk PAPER

Sustainable Organization Vision:  
 Develop downstream value-added products based on sustainability so that the products produced can be sold sustainably.

Conditions for Establishing an Organization	1. Submission of Limited Liability Company Name	4. Creation of NPWP	7. Apply for Company Registration Certificate (TDP)
	2. Making the Deed of Establishment of PT	5. Preparation of the Company's Articles of Association	8. Official News of the Republic of Indonesia (BNRI)
	3. Making SKDP	6. Apply for SIUP	

Short term goals	Activity Details	Need	Role (Job and function)	Insurer Answer	Deadline
Established PT Bersama	1. Recruit human resources according to the required capacity. <ul style="list-style-type: none"> <li>a. Submission of PT Name</li> <li>b. Preparation of PT deed</li> <li>c. Making SKDP</li> <li>d. etc</li> </ul>	1. HR with ability administrative and thorough as person responsible  2. Founder of PT 3. Notary 4. etc	1. Secretary of PT Bersama who is responsible responsible for taking care of things administrative matters organization starting from establishment up to running of the organization <b>This</b> 2. PT founder as leader and person in charge of PT 3. etc	[Write name]	[Write it down fall date tempo]

# STAGE 3 DESIGN

## WORKING PAPER 3: BUSINESS MODELS

Output:  
The process at stage 3 is designing a business model, as is this working paper expected process business planning with consider product sustainability and its impact in terms of environment, economy, social, and political.

Partners/Stakeholders		Key activities		Sustainable product value		Consumer relations		Consumer	
		Resource				Supply chain		End of product	
Fee Structure				Subsidy		Revenue			
Environmental consequences						Environmental benefits			
Economic consequences						Economic benefits			
Social consequences						Social benefits			



# DETAILS

# PAPER WORK 3

## 1 Partners/Stakeholders

This column contains who the partners/stakeholders/parties involved are and can be invited to work together and how to maintain a sustainable relationship with these partners.

Make sure the partner you are looking for has goals that are in line with the vision of a sustainable economy. Partners here can be investors, other organizations with the same activities, land owners, local organizations, and so on.

## 2 Key Activities

This column contains the main activities that will be carried out in this business model. To identify it, you can ask the following questions:

- What are the main activities or activities of this business model?
- How can we ensure that the activities in the business model are in line with the vision of a sustainable economy? What sustainable technologies can be used?
- etc

Partner/Stakeholder	Aktivitas kunci	Nilai produk berkelanjutan
[1]	[2]	[4]
	Sumber Daya	
	[3]	

# DETAILS

## PAPER

### WORK 3

#### 3Resource

This column contains the main resources that this business model requires. The existence of village data or profiles can help the process of identifying this column. Apart from village data or profiles, we can identify them by asking the following questions:

- What natural, energy and technical resources do we need?
- Can we substitute more sustainable resources?
- etc

Partner/Stakeholder	Aktivitas kunci	Nilai produk berkelanjutan
[1]	[2]	[4]
	Sumber Daya [3]	

## 4 Sustainable Product Value

This column contains the value of the product. We can define it by asking the following questions:

- What problem does the product solve? What value is created by this product? What is the function and form of the product?
- Can we solve consumer problems in a sustainable manner?
- Can we convert sustainability into a consumer value that we need to protect?
- Can we extend the product life cycle?

Partner/Stakeholder	Aktivitas kunci	Nilai produk berkelanjutan
[1]	[2]	[4]
	<div data-bbox="2239 776 2668 851" style="background-color: #4F81BD; color: white; text-align: center; padding: 2px;"><b>Sumber Daya</b></div> <div data-bbox="2239 851 2668 1144" style="text-align: center; padding: 20px;">[3]</div>	

## 5 Consumer Relations

This column contains:

- What kind of relationship do you hope to have with consumers? What activities can be done to maintain sustainable relationships with consumers.
- Inter-organizational contact in a digitally coordinated logistics chain

<b>Nilai produk berkelanjutan</b>	<b>Hubungan konsumen</b>
[4]	[5]
	<b>Rantai pasok</b>
	[6]

## 6 Supply Chain

This column contains information about entities in the product supply chain.

- Who plays a role in the product supply chain from start to finish? Type of contract with supply chain?
- How to communicate with them? (direct, SMS, website, telephone, email, etc.)
- How can we create a sustainable distribution network?
- How should we communicate the sustainable aspects of this product?

# DETAILS

# PAPER WORK 3

## 7 Consumer

This column contains the definition of the

Identification consu:

- Who are your consumers?
- Where are they located? How can you
- m How do they men

## 8 End of Product

This column contains the end of the product life cycle.

To identify it, you can ask the following questions:

- What is the end of this product? Is it only up to producing the main product? What happens at the end of the product life cycle?
- Can the product be recycled?
- Can product waste be reprocessed into other value-added products and resold?

Hubungan konsumen	Konsumen
[5]	[7]
Rantai pasok	Akhir produk
[6]	[8]

Struktur Biaya	Subsidi	Revenue
[9]	[10]	[11]

## 9 Fee Structure

Detail the costs and investment required to run the business model. Also consider the sustainability of these costs and investments.

Identification:

- Logistics life cycle costs (initiation, implementation and operation of the business model)
- Operational costs when coordinating multi-stakeholders
- Logistics chain costs include: research, cultivation, production, packaging, marketing, distribution, and so on

## 10 Subsidy

- Are there any tax deductions from the government because of this business model? Is
- there a subsidy from the government?
- Is there additional funding from other parties for this business model?

Struktur Biaya	Subsidi	Revenue
[9]	[10]	[11]

## 11 Revenue

Details how the business model earns gross revenue.

- Where does the business model revenue come from?
- What are customers willing to pay for this business model? product? draft? or is there another value? Which sources of income are available and possible?
- Are customers willing to pay for the product on an ongoing basis? Are there any unique advantages to sustainable product value?
- Can we create a unique advantage due to sustainable proposition elements? Is there a pricing structure that encourages sustainable behavior from customers?
- How does cash flow contribute to overall revenue?

# DETAILS

## PAPER WORK 3

Konsekuensi lingkungan	Manfaat lingkungan
[12]	[13]

### 12 Environmental Consequences

Contains the consequences of environmental aspects with the existence of a business model, such as:

- Consumption of environmental resources in the process of building, manufacturing, and disposing of products. How much impact does it have on gas emissions (release of liquid, solid and gaseous pollutants)?
- Waste generated during the process of disposing, transporting and processing the waste (noise, vibration, odor, visual effects). Consider the use of buildings, cars, transportation, logistics, materials, land and contamination
- Is there any hazardous waste produced? What is the business model for waste processing?
- What needs to be done so that the environment remains sustainable? Which Key Resources are non-renewable?
- Which major activities use the most resources? Is there a rebound & induction effect or risk of new technology?

### 13 Environmental Benefits

Contains benefits from environmental aspects that arise with the existence of a business model, such as:

- Is there a reduction in environmental damage with the business model? Has the quality of air, water and atmospheric surfaces improved?
- Is the value of the natural environment increasing? Has illegal waste dumping decreased? Is hazardous waste reduced? Is there an increase in ecological potential in the local area?
- Is the relationship between humans and the environment getting better?



## DETAILS

### PAPER WORK 3

Konsekuensi ekonomi	Manfaat ekonomi
[14]	[15]

## 14 Economic Consequences

Contains consequences from economic aspects of the existence of a business model, such as:

- Economic impact on business models
- The absorption of human resources with limited capabilities means there is a need to increase capacity. Is there a negative economic impact from the absorption of material, technical and human resources?

## 15 Economic Benefits

Contains benefits from the economic aspect of having a business model, such as:

- What effect does the existence of a business model have on the jobs available to society? What impact does it have on society's welfare?
- How does the business model benefit regional economic development?
- How does this impact property and land values?
- How does this impact government funding flows, such as taxes and real estate turnover? How does the business model benefit regional and national wealth?
- Is there a possibility of new investment given the business model?

## DETAILS

### PAPER WORK 3

Konsekuensi sosial	Manfaat sosial
[16]	[17]

## 14 Social Consequences

Contains consequences from social aspects of the existence of a business model, such as:

- What social costs does our business model incur?
- How do our products negatively impact society's values? Have we
- ensured equal and fair wages across our ecosystem? What relationships
- can be negatively affected by our activities?

## 15 Social Benefits

Contains benefits from social aspects with a business model, such as:

- Can we offer ongoing benefits to our employees? What positive
- impact will it have on the local community and economy?
- Are there bonuses & tax subsidies or third party funding for the business model? Is
- our team inclusive and diverse?
- Do we specifically welcome groups who may have difficulty finding jobs, products, solutions?
- Does the business model support the values in society?

# EXAMPLE OF CHARGING

# WORKING PAPER MODELING BUSINESS S

<p><b>Partners/Stakeholders</b></p> <ul style="list-style-type: none"> <li>• Agrapanabio</li> <li>• Local Government</li> <li>• LTKL</li> <li>• etc</li> </ul>	<p><b>Key activities</b></p> <ul style="list-style-type: none"> <li>• Processing snakehead fish into albumin,</li> <li>• etc</li> </ul>	<p><b>Sustainable product value</b></p> <ul style="list-style-type: none"> <li>• Cultivating snakehead fish keeps peatlands wet so that forest fires minimize</li> </ul>	<p><b>Consumer relations</b></p> <ul style="list-style-type: none"> <li>• Consumer can in a way continuously consume natural albumin to maintain his health</li> </ul>	<p><b>Consumer</b></p> <ul style="list-style-type: none"> <li>• People who have health problems and need albumin with natural ingredients</li> </ul>
	<p><b>Resource</b></p> <ul style="list-style-type: none"> <li>• fish cork</li> <li>• etc</li> </ul>		<p><b>Supply chain</b></p> <ul style="list-style-type: none"> <li>• Nearby pharmacy</li> <li>• Distributor</li> <li>• Resellers</li> <li>• etc</li> </ul>	<p><b>End of product</b></p> <ul style="list-style-type: none"> <li>• Fish bone waste is processed into flour</li> <li>• etc</li> </ul>
<p><b>Fee Structure</b></p> <ul style="list-style-type: none"> <li>• PT establishment costs</li> <li>• Cost of setting up a laboratory</li> <li>• Sources of investment</li> </ul>		<p><b>Subsidy</b></p> <ul style="list-style-type: none"> <li>• State Budget</li> <li>• APBD</li> <li>• etc</li> </ul>		<p><b>Revenue</b></p> <ul style="list-style-type: none"> <li>• Sales of albumin products</li> </ul>
<p><b>Environmental consequences</b></p> <ul style="list-style-type: none"> <li>• Chemical waste from the albumin extraction process from snakehead fish, etc</li> <li>•</li> </ul>			<p><b>Environmental benefits</b></p> <ul style="list-style-type: none"> <li>• Peatlands are maintained</li> <li>• etc</li> </ul>	
<p><b>Economic consequences</b></p> <ul style="list-style-type: none"> <li>• The need for a budget to increase the capacity of professional workers, etc</li> <li>•</li> </ul>			<p><b>Economic benefits</b></p> <ul style="list-style-type: none"> <li>• Community welfare increases. Increased employment opportunities, etc</li> </ul>	
<p><b>Social consequences</b></p> <ul style="list-style-type: none"> <li>• Disagreements with cultural values held by society, etc</li> <li>•</li> </ul>			<p><b>Social benefits</b></p> <ul style="list-style-type: none"> <li>• The concept of sustainable society becomes more inclusive, etc</li> <li>•</li> </ul>	

# 4

## Implementation & Business Model Validation

This stage is the implementation stage of the plans that have been prepared in the previous stage. This process is executed by a core team of implementers in the institutions that have been formed, and in the process can change and adapt to field conditions, while still aiming at the shared dream of the Sustainable Economic Vision.

### The final result:

Innovation, incubation, and research and innovation centers can validate and iterate business models as well institutional, up to have business processes that are proven to be sustainable and *scalable*.

### Output:

- Institutions that have the function of innovation centers, incubation centers, and business entities are running and connected in the entrepreneurial ecosystem in the district
- Teams or human resources that can support each function in each institution
- Supporting policies and regulatory framework
- The required resources (funds and facilities) can be met. Sustainable
- economic products have met the requirements/legality for circulation, and have been validated in the target market

## Execution time:

After the business model design has been created, it is time for us to implement the business model design in the selected districts. This stage is carried out over a period of 2 - 4 years until the business model is ready to accept investment.

## Implementation Process:

Have discussions to start the process of implementing the business model design. Starting from building facilities and technology to run a business model to the product licensing process. This facility will later be used for the production of value-added products. Market research is carried out to support the production and distribution of value-added products so that the business can run sustainably until the business entity is independent and ready to accept investment. During this time, an evaluation was carried out to assess ongoing implementation. If it is felt that there are several things that need to be adjusted, updates can be made to the business model design.

# Process Overview

Market research and model design implementation

business



Evaluation of the model design implementation program

business



Business model design adjustments

# STAGE 4 IMPLEMENTATION

## MANAGING THE ENTATION SIMPLEM PROCESS

### WORKING PAPER 1

Output:

Used for evaluation and monitoring of progress towards each goal. Evaluation can be carried out once in a certain period of time (1 week, 1 month, 3 months, etc.) as needed.

Organization name/department name

	Activity Details	Constraint	Person responsible	Deadline	Progress	Information
Activities/goals short-term 1	[Describe the details of the activities that have been created in the organizational guidance workpaper.]	[The constraint experienced during operate activity.]	[Person in Charge, Which responsible to implement activity]	[Deadline solution activity]	[Already how much progress implementation his]	
Activities/goals short-term 2						

**Organization name/department name**

**1** Contains the name of the organization/department that manages the implementation process

**2** Activities/goals short-term  
Fill with activities/goals short-term organization which already defined in stage 3.

Activity Details	
Activities/goals short-term 1	
Activities/goals short-term 2	

**3** Activity Details  
Describe the details existing activities made in the organizational guidance working paper

# DETAILS

## PAPER WORK 1

Kendala	Penanggungjawab	Deadline	Progress	Keterangan
[4]	[5]	[6]	[7]	[8]

### 4 Constraint

Contains the obstacles faced while carrying out activities and how these obstacles were overcome by the person responsible.

### 5 Person responsible

Contains the name of the person responsible for each activity detail.

### 6 Deadline

Contains the time limit for an activity to be completed or the time limit for which an output is expected to be achieved.

### 7 Progress

Contains the progress of an activity when this working paper is used.

### 8 Information

Contains other information that can provide additional information for the progress of the business model.



# EXAMPLE OF CHARGING

# MANAGING THE ENTANTION SIMPLEM PROCESS

Organization name/department name: Sustainable Production Center

	Activity Details	Constraint	Person responsible	Deadline	Progress	Information
Established PT Together	1. Recruit human resources according to the required capacity. a. Submission of PT Name b. Preparation of PT deed c. Making SKDP d. etc	Difficult <b>find</b> appropriate human resources <b>with criteria</b>	Mr. A <b>[Write name]</b>	[ Write it down <b>fall date</b> tempo]	80%	Prioritized looking for HR <b>with</b> <b>will</b> high learning
Activities/goals short-term 2						

## PAPER JARETROSPECT IF

### WORKING PAPER 2

Output:

Used as a retrospective after carrying out activities (as a whole) within a certain period of time, from a series of activities that have been carried out, what things can be improved so that the next process is more productive.

Retrospective is a technique that allows teams to evaluate activities that have been carried out while adopting new methodologies according to their function.

Organization name/department name

Date:

Leave	Add	Keep doing it	Upgrade
[Things are over done and not well for productivity so it has to be abandoned]	[Things that should be done for increase productivity in the future.]	[Things that are currently done and good impact for productivity]	[Things are over done but it needs a little innovation to have more impact feels]

# DETAILS

# PAPER WORK 2

**1** Name organization/name  
department who held it  
retrospective

**2** Period/Time when the retrospective is carried out.  
For example, if it is held every month, you can fill in the name of the month.

**3** Leave  
Containing things Which must  
abandoned because it was felt to  
disrupt the team's productivity.

For example, come late,  
delegation of work through a third  
person, etc.

Nama organisasi/nama departemen		Tanggal:	
Tinggalkan	Tambahkan	Terus lakukan	Tingkatkan

## 4 Add

Contains new things that may need to be added to increase team productivity. These can be things that a member has tried and felt the impact of or have not tried but want to try so that the impact can be assessed.

For example, project management has been done manually, how can you make this management more effective? So, in the add column you can fill in "Using a project management application so that each member can be more up-to-date in real time".

# DETAILS

## PAPER WORK 2

[1] Nama organisasi/nama departemen [2] Tanggal:

Tinggalkan	Tambahkan	Terus lakukan	Tingkatkan

### 5 Keep doing it

Contains things like that

team.

For example, maintaining friendship and work enthusiasm between members, etc.

### 6 Upgrade

Contains things that may need to be improved to increase team productivity. It can be done from activities that have been carried out and then improving one aspect.

For example, so far meetings have been felt to be less effective because members do not know what aspects they should convey, so what needs to be improved is the need to convey in advance what aspects must be conveyed.

# EXAMPLE OF CHARGING

# PAPER JARETROSPECT IF

Organization name/department name: Sustainable Production Center

Date: February 17, 2023

Leave	Add	Keep doing it	Upgrade
<p data-bbox="193 690 519 840">Often late when attend meetings</p>	<p data-bbox="946 697 1279 930">Information database implementation progress program that integrated with every stakeholder</p>	<p data-bbox="1739 697 2079 847">Economic enthusiasm sustainability continues to be cultivated</p> <p data-bbox="2052 896 2385 1050">Discuss with each stakeholders on a regular basis</p>	<p data-bbox="2518 697 2852 851">Discipline in matters time</p>

# STAGE 4 IMPLEMENTATION

## RENEWAL MODEL BUSINESS

Output:  
Update previously designed business models, based on data/validation obtained during the process implementation. If from the implementation process that has been carried out there are one or two things that are necessary adjustments related to business models, such as changes in market segmentation based on the latest research results. This can be updated during this process.

Partners/Stakeholders		Key activities		Sustainable product value		Consumer relations		Consumer	
		Resource				Supply chain		End of product	
Fee Structure				Subsidy		Revenue			
Environmental consequences						Environmental benefits			
Economic consequences						Economic benefits			
Social consequences						Social benefits			

# 5

# Expansion Business Scale

Sustainable economic products and business entities have had their business processes validated and reached the standards required to be ready to obtain additional funding to expand their business scale. At this stage, the ecosystem for business acceleration needs to be prepared and strengthened, both in terms of business actors and enablers such as incubation centers, as well as in terms of local government policy & regulatory frameworks - especially in policies related to ease of doing business & enabling sustainable investment.

## The final result:

The business models & processes of sustainable economic driving institutions (business centers, incubation, research & innovation) are replicated and/or expanded in reach impact

## Output:

- Pitch deck or portfolio for potential investors/buyers/funders Increasing
- production capacity to meet market demand or product diversification, as well as expanding target markets
- Updated Business Plan
- Enabling policy/regulatory framework related to licensing and ease of doing business and investment

## Execution time:

The business scale expansion process can take 2-5 years, the readiness and process will depend greatly on the readiness and maturity of the business process, team capacity, as well as market access and opportunities as well as funding opportunities.

## Implementation Process:

At this stage, sustainable economic centers need to be able to standardize business processes from all aspects, from the production side to financial recording. The main focus of this stage is preparing documents and enabling conditions to obtain funding or market opportunities in order to expand the business scale.

# Process Overview

Analysis of the readiness of documents for expansion needs



Preparing narratives for pitching



## STAGE 5

## PREPARATION OF REQUIRED DATA & DOCUMENTS

Output:

Evaluate the readiness of data and documents needed to obtain funding

Documents/Data	Available	Need Updated	Aspects that need to be completed or updated:
Elevator Pitch:A short narrative that summarizes <i>value proposition</i> from business & contribution opportunities that are attractive to interested parties			
Pitch Deck:Digest document from <i>business plan</i> which is more visual and summarizes funding needs			
Business Plan: Document explaining current business conditions and future business plans, including strategies for expanding business scale & funding needs			
Financial documents: Rsummary of financial data, including but not limited to: income projections, <i>cash flow</i> , etc.			

**1** Available  
Is the document or data available?

**2** Needs to be updated

Does the document need to be updated?

**3** Necessary aspect renewed

If the document needs to be updated, what parts need to be updated or be equipped?

Dokumen/Data	Tersedia	Perlu Diperbaharui	Aspek yang perlu dilengkapi atau diperbaharui:
Elevator Pitch: Narasi singkat yang merangkum <i>value proposition</i> dari bisnis & kesempatan kontribusi yang menarik bagi pihak tertuju			
Pitch Deck: Dokumen intisari dari <i>business plan</i> yang bersifat lebih visual dan merangkum kebutuhan pendanaan			
<b>Business Plan:</b> Dokumen penjabaran dari kondisi bisnis saat ini dan rencana bisnis kedepannya, termasuk strategi perluasan skala bisnis & kebutuhan pendanaannya			
<b>Dokumen-dokumen finansial:</b> Rangkuman data-data finansial, termasuk namun tidak terbatas pada: proyeksi pemasukan, <i>cash flow</i> , dsb.			

# STAGE 5

# PREPARATION OF REQUIRED DATA & DOCUMENTS

## Example of Filling

Documents/Data	Available	Need Updated	Aspects that need to be completed or updated:
Elevator Pitch:A short narrative that summarizes <i>value proposition</i> from business & contribution opportunities that are attractive to interested parties	✓	-	-
Pitch Deck:Digest document from <i>business plan</i> which is more visual and summarizes funding needs	✓	✓	<ul style="list-style-type: none"> <li>• Investment needs</li> </ul>
Business Plan: Document explaining current business conditions and future business plans, including strategies for expanding business scale & funding needs	Not yet arranged		
Financial documents: Rsummary of financial data, including but not limited to: income projections, <i>cash flow</i> , etc.	Not yet tidied up		

# STAGE 5

# WORKING PAPER 2 : PREPARATIONNPITCHING

Output: Narrative for pitching

Expected results from *pitching*:

Who is the audience? From which organization?	What are the interests or interest?	What do we need from him?	What can we offer that might be of interest for him?

Keywords that need to be in it *itches*:

**1** What is the expected outcome of pitching? What do you hope your audience will do or think after hearing your pitch?

Example: XX amount of funding, promotional opportunities, access to funding, etc.

Hasil yang diharapkan dari <i>pitching</i> :			
Siapa audiensnya? Dari organisasi mana?	Apa kepentingan atau ketertarikannya?	Apa yang kita butuhkan dari dia?	Apa yang kita bisa tawarkan yang mungkin menarik baginya?

**2**

Who is the audience who will hear your pitch? You can also identify the origin of the organization or position.

**3**

Identify the interests or interests of that audience. What do you think will be interesting to the audience?

**4**

Identify what we need that this audience might have to offer

**5**

From step 3, we can analyze what we can offer that suits the interests/ interests of the audience

# STAGE 5

# WORKPAPER EXAMPLES 2

Expected results from *pitching*:

Gain access to sustainable investors

Who is the audience? From which organization?	What are the interests or interest?	What do we need from him?	What can we offer that might be of interest for him?
Sis Gita (LTKL)	Looking for a sustainable business related to peat ready to be invested to be connected to investors	Access to the investor network owned by LTKL	Demonstrates peat-related environmental impacts and social impacts for the district my business is owned in, the potential to make a bigger impact in my district and could provide a model recipe for other LTKL districts

Keywords that need to be in it *itches*:



**LTKL**

LINGKAR TEMU  
KABUPATEN  
LESTARI