The Working Capital Training & Preparation of Business Cash Projections for Titi Putih Village Community as Fisherman's Village (An International Community Service Report)

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Abstract
The purpose of this paper is to provide training in the preparation of working capital for residents of Titi Putih village, Batubara Regency, North Sumatra, Indonesia by identifying the allocation of the Production budget, Raw Material Budget, Labor Budget and Sales Budget so that the ideal Working Capital scheme with a certain point of sale will generate cash flow. predictable entry so that people can avoid loans from money lenders and banking institutions. The method used is a pattern of socialization, training, strengthening governance and monitoring and evaluation. The participants of the activity were residents of Titi Putih village, Batubara, North Sumatera Province, Indonesia. The results show that with the Applied Excel application feature training related to the Preparation of Working Capital by identifying the allocation of the Production budget, Raw Material Budget, Labor Budget and Sales Budget so that the Working Capital scheme will be able to identify certain sales points that will generate cash inflows.

Keywords: Working Capital, Cash Projection, Raw Material Budget, Budgeting.

1. Introduction

The development of the business world today is so complex. Today's business world must adjust to the needs of stakeholders and shareholders. The business world needs working capital. (Durst &; Gerstlberger. 2021). Stating that if working capital can be obtained, it must be efficient and effective in managing it. Working capital is able to finance expenses or daily business operations. With sufficient working capital, it will make the company operate economically and efficiently and not experience financial difficulties (Altaf, &; Shah, 2021, Chen et al., 2021, Rajagopal, 2021). Net working capital trun over is one of the ratios used to measure or assess the effectiveness of a company's working capital during a certain period. It means how much working capital rotates over a given period or within a period. This ratio is measured by comparing sales with working capital or with average working capital (Ahangar, 2021; Aidara et al., 2021, ER &; Nurmadewi, 2021, Khurana et al., 2021 and Mustapa, 2021).

Many residents of Titi Putih Village, Fifty Pesisir District, Batubara Regency are trying to be traders and entrepreneurs. This certainly has a lot to do with working capital management. Many citizens' working capital is obtained from loans both from bank and non-bank financial institutions. This is of course burdensome in terms of bank interest payments that are so large. Efforts to overcome this can be done by taking steps to make efficient and appropriate capital turnover. If the working capital turnover has been carried out efficiently, it can avoid capital sourced from loans. Working capital is able to finance day-to-day expenses or operations. With sufficient working capital, it will make the business operate economically and efficiently and not experience financial difficulties. The benefits of working capital according to Khan et al., (2021) are (1) protecting companies against working capital crises due to falling values of lancer assets, (2) Making it possible to pay all obligations on time, (3) Making it possible to have sufficient inventory to serve consumers, (4) Making it possible for companies to provide more favorable credit terms to their customers, (5) Make it possible for companies to operate more efficiently because there is no difficulty in obtaining the goods or services needed. Starting from the background of these problems, it is necessary to try to carry out Training on Working Capital Needs Analysis & Preparation of Business Cash Projections for the People of Titi Putih Village, Fifty Coastal District, Coal Regency, North Sumatra. There are several partner problems that can be formulated, including: (1) businesses always get adequate profit margins but always face problems of lack of working capital, (2) always get loan offers from non-bank parties with high interest rates so that it is difficult to cover loans at certain periods and (3) difficulty estimating cash inflows and cash outflows in managed businesses (Mustika et al, (2021), (Rifqi, 2020), Ramadhani, 2021, Gea et al., 2022). Training on Working Capital Preparation for Titi Putih villagers by identifying Production budget allocations, Raw

Material Budgets, Labor Budgets and Sales Budgets so that the ideal Working Capital scheme with certain points of sale will generate predictable cash inflows so that people can avoid loans from loan sharks and banking institutions.

2. Methods
Related to the problems and programs that will be carried out to overcome the problems mentioned above, the solutions proposed to overcome and solve these problems are carried out by the method:
1. Socialization of Working Capital Model.
Socialization is carried out by presenting the working capital model scientifically.

2. Training on the use of Applied Excel applications.
The PKM implementation team together with the Community Empowerment Agency (BPM) of Titi Putih Village play a role together to facilitate the implementation of PKM for the implementation of the Applied Excel Application with the aim of providing a working capital model with variable Production budgets, Raw Material Budgets, Labor Budgets and Sales Budgets that can be used by the community / farmers. In this training, the Service Team also provided appropriate technology assistance to the community in the form of: Applied Excel application in the form of application video playback.

3. Strengthening Governance
This activity was carried out by providing training and application assistance to the Village Empowerment Agency (BPD) to make it easier for participants to understand the use of the easy-to-apply Applied Excel application.

4. Monitoring and evaluation
Monitoring and evaluating the application of the Applied Excel application on Working Capital.

3. Result and Discussion
The implementation of community service activities through the Research-Based Scheme program is carried out with the Community Empowerment Agency (BPM) of Titi Putih Village playing a role together to facilitate the implementation of PKM in the form of applied Excel Application training in the form of working capital model training with variable Production budget, Raw Material Budget, Labor Budget and Sales Budget that can be used by the community / farmers of Titi Putih Village. The current condition of revenue managed by BUMNAg is not clearly targeted. This condition encourages the implementation team to carry out community service activities with the following stages:
1. Socialization of PADes Increase
Socialization was carried out by presenting papers on the preparation of Working Capital and Cash Flow Preparation to villagers and community leaders of Titi Putih village. This can be seen on the following youtube link https://www.youtube.com/watch?v=qd3cMk6jbfs&t=118s

2. Applied Microsoft Excel Platform Introduction Training.
Training is provided to community leaders, young entrepreneurs and other villagers who have businesses to develop in the future. In this training, the Service Team presented how to introduce Excel Applied application features related to Working Capital Preparation by identifying Production budget allocations, Raw Material Budgets, Labor Budgets and Sales Budgets so that the ideal Working Capital scheme with certain points of sale will generate cash inflow. Furthermore, technical training is given so that the community is able to apply the model and calculate independently in each business selling their goods and services.

3. Strengthening Governance
This activity is carried out by providing training on Excel Applied application features related to Working Capital Preparation by identifying Production budget allocations, Raw Material Budgets, Labor Budgets and Sales Budgets so that the ideal Working Capital scheme with certain points of sale will generate cash inflows. The complete presentation can be seen on the following Online Newspaper and Youtube links:
a. https://www.sumut24.co/pelatihan-analisa-kebutuhan-modal-kerja-penyusunan-proyeksi-kas-usaha-masyarakat-desa-titi-putih-kecamatan-lima-puluh-pesisir-kabupaten-batubara-sumatera-utara/
b. https://www.youtube.com/watch?v=qd3cMk6jbfs&t=118s
c. https://www.youtube.com/watch?v=JGo6x8Gbe54&t=11s

In the strengthening model, the speaker explained that the existence of working capital shows business liquidity or how much cash, receivables, availability of raw materials are faced with entrepreneurial obligations such as debts, taxes, and other costs. Net working capital is also explained regarding the difference between current assets or current assets whose use has been reduced by lancer liabilities (Andhika et al., 2021). The use of Working Capital to be used for various crucial business activities as a source of salary or employee wages that usually need to be given regularly. In addition, it is also

explained to form a company fund, to buy fixed assets that will be needed by the company such as houses, land, vehicles, and others. In addition, it can also be used to cover losses if the value of community business assets decreases

4. Monitoring and evaluation

Monitoring and evaluating the ability of Titi Putih Batubara residents to analyze working capital and be able to predict cash flow. Based on the implementation of this training activity, it will be followed up in the form of becoming more proficient and accustomed to participants, residents of Titi Putih Village, Fifty Coastal District, Batubara Regency calculate adequate profit margins but always face the problem of lack of working capital. As for the considerations for the next stage:

1. The need for further training in the form of analysis of loan offers from non-bank parties with an analysis of the interest rates offered so that the people of Titi Putih can cover loans at certain periods.
2. The need to strengthen the introduction of Excel Applied application features related to Working Capital Preparation by identifying Production budget allocations, Raw Material Budgets, Labor Budgets and Sales Budgets so that the ideal Working Capital scheme with certain points of sale will generate cash inflows.

4. Conclusions and Suggestions
4.1. Conclusion

The conclusions that can be drawn from the activities of this community partnership program are:

1. Participants of the activity, namely residents of Titi Putih village, received training on Excel Applied application features related to Working Capital Preparation by identifying Production budget allocations, Raw Material Budgets, Labor Budgets and Sales Budgets so that the ideal Working Capital scheme with certain points of sale will generate cash inflows.
2. This activity has great potential as a pilot at the Coal District level so that it has the potential to revive the community's economy at the village level.
3. This training will support the vision and mission of village development of the Ministry of Village and the Village Community Empowerment Office of Coal Regency.

4.2. Advice

The suggestions given in this activity are as follows:

1. To the Partner Group to be able to implement the Applied Excel Digital Platform for residents of Titi Putih Village who run businesses.
2. To universities, to continue to carry out guidance in the future so that the residents of Titi Putih Village are able and independent so that they can improve the economic activity of Coal Regency in the future.
3. To the Titi Putih Village Government to periodically invite Community Service Institutions to conduct coaching for villagers and young entrepreneurs.

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