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Analysis of the Feasibility of the Nentu Raw Material Handicraft Business (*Paku Hata*) (Case Study of the Nentu Daharia Business, Lakarinta Village, Lohia District, Muna Regency)

Wa Ode Febryosan[1], Ine Fausayana[2], Abdi3

[1] Student of Agribusiness Department, Faculty of Agriculture, Halu Oleo University
[2,3] Lecturer at Faculty of Agriculture, Halu Oleo University, Kendari, Indonesia

Corresponding Author: waodefebryosan020@gmail.com

Abstract

This study aims to determine the amount of profit and the feasibility of a handicraft business made from nentu raw materials from a financial perspective. The research was conducted at Wa Daharia's nentu handicraft business located in Lakarinta Village, Lohia District, Muna Regency, from January 2025 until the completion of the study. This research employed a field research approach with a descriptive quantitative method, in which the researcher directly observed the object under study. The research variables included respondent characteristics, namely age, level of formal education, number of family dependents, and secondary employment. The data analysis covered the calculation of production costs, including raw material costs, labor costs, overhead costs, operational costs, and taxes. Furthermore, business feasibility was analyzed using the Revenue Cost Ratio (R/C Ratio), Benefit Cost Ratio (B/C Ratio), Return on Investment (ROI), and Break Even Point (BEP) methods. The results showed that Wa Daharia's nentu handicraft business generated a profit of IDR 25,181,000 and was financially feasible to operate. The R/C Ratio value was 2.37, the B/C Ratio was 1.38, and the ROI was 138.8%. The BEP price and production values for each product were as follows: large bosara with a BEP price of IDR 268,887.09 and a BEP production level of 9 units; small bosara with a BEP price of IDR 91,261.36 and a BEP production level of 27 units; glass baskets with a BEP price of IDR 91,261.36 and a BEP production level of 27 units; and flower vases with a BEP price of IDR 38,861.70 and a BEP production level of 37 units.

Keywords**: **business feasibility, handicrafts, nentu, profit analysis.

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INTRODUCTION

Indonesia is a country rich in natural resources. Natural resources (SDA) are everything that comes from nature that can be used to meet the needs of human life. These include biotic components, such as animals, plants, and microorganisms, and abiotic components, such as petroleum, natural gas, various types of metals, water, and soil. One of the sources of wealth in Indonesia comes from the many types of plants that are in nature. Over time, the current trend of the consumer community demands textile products that are safe and environmentally friendly and based on awareness to use original products made in Indonesia (Anonymous, 2018).

One of the assessments of a country is the economic sector. A country's economy is expected to always experience growth so that there is an increase in people's living viability. Economic growth shows the extent to which economic activity will generate additional income for the community in a certain period. In growing the national economy, MSMEs have a great contribution, especially in developing countries, including Indonesia. According to (Undari and Lubis, 2021), micro, small and medium enterprises (MSMEs), which are the largest part of the economy, are indicators of the level of community participation in various sectors of economic activities.

Indonesia can be categorized as an industrial country that is the largest contributor to the national economy with its contribution reaching more than thirty percent. This can be shown from the number of businesses in the industrial sector, the Central Statistics Agency (BPS) reported that the number of businesses in the medium and large-scale industrial sector in Indonesia in 2023 was 32,193 business units or companies.

The construction of industrial centers/people's handicrafts is essentially an initial activity to spur people's economic development in rural areas. The development of industry/handicraft centers will be more effective if supported by deploying focused and integrated cross-sector and sub-sector activities in selected locations. Building the community's industrial/handicraft center requires sub-sub-activities ranging from the provision of inputs, cultivation of raw materials (hatta or nentu), process technology, marketing, as well as supporting infrastructure and institutions which are a combination of various fields of work that are under the control of various parties, namely the government, cooperatives and the community, including individual private entrepreneurs and business entities.

In order for the construction of the center to be successful, partially dispersed activities and funding must be coordinated and assembled into a connected activity, forming a complete agribusiness system. For this reason, coordination of planning and control from the provincial

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level to the location level, which ensures the focus of various resources and funds for the development of the center is a very important aspect. In this regard, the role of the Regional Government as the ruler of the region can regulate the development of the industrial center/handicraft of the people.

The development of rural industrial centers, which are generally formal small industries (household industries), has its own unique characteristics such as industrial raw materials are commodities that are widely available around business locations, technology that is applied according to the abilities of managers/craftsmen and develops gradually, and has market guarantees, especially small markets. This concept was developed in the creative economy in the field of agroindustry and other natural resources available in the countryside.

The concept of creative economy in Southeast Sulawesi, especially in Muna Regency, has developed a nentu woven handicraft business made from nentu plants. This plant belongs to the group of ferns that grow wild in the forest. This craft was originally developed by craftsmen in Tongkuno District, Muna Regency (Nia, 1996). In Muna Regency there are several villages that pursue this nentu weaving craft business, one of which is in Lakarinta Village.

Lakarinta Village, Lohia District, Muna Regency is located not far from tourist attractions, namely Meleura Beach, Nabale Beach, and Motonuno Bath, so many visitors in Muna stop by Lakarinta Village looking for souvenirs to go home. The ole-ole they are looking for is like Nentu weaving, because it is attractive to tourists. In Muna Regency, Paku Hata (Nentu) craftsmen are spread in almost all areas but currently those who really pursue this craft are in the villages around tourist attractions, such as in Mantobua, Korihi, Lakarinta and Lohia villages. Visitors to Nabale beach, Meleura beach or Liangkobori tourist attractions can buy this handicraft product close to tourist attractions, can witness the manufacturing process or can even try to make Paku Hata (Nentu) woven crafts themselves.

The people of Lakarinta Village are known for their natural Paku Hata (Nentu) craftsmen, starting from the process of taking raw materials to the final result done in traditional ways. It can be seen in the color combination process that is ensured from the selected raw materials, so that a beautiful and elegant impression is obtained naturally. There are only a few types of colors that are combined ranging from light brown to dark brown, as well as gradations of both. Some craftsmen with large sizes use rattan as a support bone.

The weaving craft of Paku Hata (Nentu) is a handicraft in the form of a woven with the base of the stems of vines, the Muna people usually call it with the word "Nentu". This plant grows wild in the forests of Muna Regency, also found in West Muna, Central Buton, Buton, North Buton, and Bombana Southeast Sulawesi. Hata spikes (Nentu) at first glance are like

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parasitic plants that grow in the forest with stems that creep until they are wrapped around the trunk or branches of small trees. This old stem is used as the basic material for making weaving. This creeping plant can be found in places around it where there are low and tall trees that can be used as a container to wrap around themselves. The plant is small in size with a stem diameter of 0.3 cm-70 cm, so many people mistake it as a weed and of no economic value.

Lakarinta Village is one of the villages where the community is mostly artisans and the majority of these businesses are pursued by women (housewives). People who have this business get additional income to be able to meet their living needs. In increasing its selling value, the people of Lakarinta village process nentu handicrafts in various forms and make them look more attractive to the community so that goods are ready to be sold, especially in the nentu Daharia business produces several products in the form of large bosara, small bosara, glass baskets and flower vases. The Nentu handicraft business has a fairly large opportunity so that Daharia's Nentu business runs this business, and is marketed in other markets or in neighboring village markets. The product purchasing system can also use orders. On the other hand, there are many raw materials for this business in the market. In running this business, the people of Lakarinta only use manual equipment without advanced technology.

METHOD

The location in this study is Lakarinta Village, Lohia District, Muna Regency. The location was taken deliberately (*purposive*), with the consideration that the area had a Daharia handicraft business. The time for this research was carried out from April to August 2025. The types of data used in this study are primary data and secondary data. In this study, a data collection method was used using interview, observation, and literature study methods. The data analysis method uses *revenue cost ratio, benefit cost ratio, and return on investment* analysis.

1. *Revenue Cost Ratio* (R/C Ratio)

   Revenue Cost Ratio (R/C Ratio) is known as the comparison between revenue and cost, which is to analyze the business of the handicraft household industry with certain raw materials in the research area, it can be systematically written:

$$R/C = \frac{TR}{TC} \quad \text{.....1}$$

Description:

R/C = Total *revenue cost ratio*

TR = Tota Reception

TC = Total cost

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With several criteria:

a. If the R/C > 1 then the venture can be said to be worth the effort
b. If R/C = 1 then the business is in a breakeven state (BEP)
c. If R/C < 1 then the business is not worth the effort

2. *Benefit Cost Ratio*

Benefit Cost Ratio is one of the methods that is also often used to determine whether or not a business is feasible. B/C Ratio analysis is an analysis tool used to see the relative income of a business (Ibrahim, 2009). The formula used is:

$$B/C = \frac{TB}{TC} \quad \text{.....2}$$

Description:

B/C = *Benefit Cost Rasio*

TR = Total revenue (*total revenue*São Paulo (São Paulo)

TC = Total cost (*total cost*São Paulo (São Paulo)

Conditions:

a. If the BCR value is > 1, it is profitable and worth working on
b. If the BCR value = 1, then the business does not make a profit and does not suffer a loss (break-even)
c. If the BCR value is < 1, then the business suffers losses and is not worth trying.

3. *Return On Ivestment* (ROI

Return On Ivestment (ROI) is a method used by dividing the net profit generated by the investment costs obtained, then multiplied by one hundred percent. The ROI calculation formula is as follows (Febrianti *et al*., 2018)

$$\text{ROI} = \frac{P.Q - \sum ri\,.Xi}{\sum ri\,.Xi} \times 100\% \quad \text{.....3}$$

Description:

ROI = *Return On Investment*

P.Q = Production value

ri . Xi = Production costs

Decision criteria:

If the result is positive, then there is a profit from the investment made and if the result is negative, then there is a sign that the investment has lost profit from the investment. The ROI

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results will vary depending on which numbers are included as revenue and expenses.

4. *Break Event Point* (BEP)

Break Event Point (BEP) analysis is an analysis technique to study the relationship between fixed costs, variable costs, profits and activity volume (Riyanto, 2011). The formula for calculating BEP (Soekartawi, 2006):

a. *Break Event Point* (BEP) on production (Kg) $= \frac{total\ biaya\ (Rp)}{Jumlah\ Produksi}$

b. *Break Event Point* (BEP) at a price (Rp) $= \frac{total\ biaya\ (Rp)}{Harga\ Produksi\ (Rp)}$

The criteria for BEP production are as follows:

a. If the production BEP < the amount of production, then the business is in a profitable position.
b. If BEP production = total production, then the business is in a break-even position or no profit / no loss.
c. If the production BEP > the amount of production, then the business is in a unprofitable position.

The BEP price criteria are as follows:

a. If the BEP price < the selling price, then the business is in a profitable position.
b. If BEP price = selling price, then the business is in a break-even position or not profit/no loss.
c. If the BEP price > selling price, then the business is in an unprofitable position.

RESULTS AND DISCUSSION

The Cost of Producing a Certain Business

Production costs are costs associated with production functions. The production function itself is the cost incurred in the processing process into several handicraft products that are ready to be sold to the public.

a. Raw Material Cost

Variable costs are a type of cost that changes in proportion to the level of activity or volume of production. According to Mulyadi (2001), variable costs are costs that change in total proportional to changes in the volume of activities. Variable cost data can be seen in Table 4.6.

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Table 4.6 Nentu Costs in Nentu Daharia Business in 2023

Moon	Number of Products				Nentu	Purchase Price (Rp)	Total Cost (Rp)
	Bosara Besar	Small Bosara	Glass Basket	Flower Vase			
1	2	3	5	4	32 Ikat	15.000	480.000
2	3	3	4	3	35 Ikat	15.000	525.000
3	2	5	5	6	38 Ikat	15.000	570.000
4	2	6	6	4	40 Ikat	15.000	600.000
5	3	6	2	2	36 Ikat	15.000	540.000
6	4	2	4	1	37 Ikat	15.000	555.000
7	3	1	6	7	39 Ikat	15.000	585.000
8	2	6	5	2	36 Ikat	15.000	540.000
9	2	3	1	6	26 Ikat	15.000	390.000
10	1	2	2	6	20 Ikat	15.000	300.000
11	4	2	2	4	36 Ikat	15.000	540.000
12	3	5	2	2	34 ikat	15.000	510.000
Quantity	31	44	44	47	409 Ikat		6.135.000

Based on the results of the research, Daharia's nentu handicraft business for one large bosara product uses 6 sets of nentu, one small bosara product uses 2 sets of nentu, one glass basket uses 2 sets of nentu and the flower vase uses 1 set of nentu, with a price of Rp15,000 per perikat. So, for large bosara products in 2023, 31 pieces using 186 sets of sets of goods at a cost of IDR 2,790,000, 44 small goods using 88 sets of goods at a cost of IDR 1,320,000, glass baskets of 44 pieces using 88 sets of goods at a cost of IDR 1,320,000, and vases of 47 pieces using 47 sets of goods at a cost of IDR 705,000. Based on the table above, in 2023 the cost of the goods business will be IDR 6,135,000.

Table 4.7 Rattan Costs in Nentu Daharia Business in 2023

Moon	Number of Used Rattan				Total Cost (Rp)
	Bosara Besar	Small Bosara	Glass Basket	Flower Vase	
1	2 Ikat	18 Rods	30 Rods	8 Rods	292.000
2	3 Ikat	18 Rods	24 Rods	6 Rods	314.000
3	2 Ikat	30 Rods	30 Rods	12 Rods	348.000

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4	2 Bind	36 Rods	36 Rods	8 Rods	372.000
5	3 Bind	36 Rods	12 Rods	4 Rods	326.000
6	4 Ikat	12 Rods	24 Rods	2 Stems	328.000
7	3 Ikat	6 Rods	36 Rods	14 Rods	346.000
8	2 Bind	36 Rods	30 Rods	4 Rods	336.000
9	2 Bind	18 Rods	6 Rods	12 Rods	228.000
10	1 Tie	12 Rods	12 Rods	12 Rods	178.000
11	4 Tie	12 Rods	12 Rods	8 Rods	312.000
12	3 Bind	30 Rods	12 Rods	4 Rods	306.000
Quantity	31 Bind	264 Bars	264 sticks	94 Bars	3.686.000

Based on the results of the research, Daharia's handicraft business for one large bosara product uses 1 bunch of rattan with a purchase price of IDR 50,000, one small bosara product uses 6 rattan sticks with a purchase price of IDR 20,000, one glass basket uses 6 rattan sticks with a purchase price of IDR 20,000, and one flower vase uses 2 rattan sticks with a purchase price of IDR 8,000. So, In 2023, for 31 large bosara products, 31 bundles of rattan are used at a price of IDR 1,550,000, 44 small bosara uses 264 rattan sticks at a price of IDR 880,000, 44 glass baskets use 264 sticks at a price of IDR 880,000, and 47 flower vases use at a price of IDR 376,000. Based on the table above, in2023, the cost of rattan for the business is IDR 3,686,000.

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b. Labor Costs

Table 4.8 Labor Costs in Nentu Daharia Business in 2023

The term labor is used to designate workers who are directly involved in the process of processing handicrafts made from nentu raw materials (*paku hata*) in the Daharia Nentu business, Lakarinta Village, Lohia District, Muna Regency.Moon	Number of Employees	Bosara Besar		Small Bosara		Glass Basket		Flower Vase		Total Wage (Rp)
		Unit	Worker Cost (Rp)	Unit	Worker Cost (Rp)	Unit	Worker Cost (Rp)	Unit	Worker Cost (Rp)	
1	5	2	240.000	3	105.000	5	175.000	4	40.000	560.000
2	5	3	360.000	3	105.000	4	140.000	3	30.000	635.000
3	5	2	240.000	5	175.000	5	175.000	6	60.000	650.000
4	5	2	240.000	6	210.000	6	210.000	4	40.000	700.000
5	5	3	360.000	6	210.000	2	70.000	2	20.000	660.000
6	5	4	480.000	2	70.000	4	140.000	1	10.000	700.000
7	5	3	360.000	1	35.000	6	210.000	7	70.000	675.000
8	5	2	240.000	6	210.000	5	175.000	2	20.000	645.000
9	5	2	240.000	3	105.000	1	35.000	6	60.000	440.000
10	5	1	120.000	2	70.000	2	70.000	6	60.000	320.000
11	5	4	480.000	2	70.000	2	70.000	4	40.000	660.000
12	5	3	360.000	5	175.000	2	70.000	2	20.000	625.000
Quantity		31	3.720.000	44	1.540.000	44	1.540.000	47	470.000	7.270.000

Based on the table of research results, it is known that the number of Daharia business workers in 2023 is 5 people. Each worker has their own job, including those who chicken large bosara, small bosara, glass baskets and flower vases every month, with labor wages for large bosara products of IDR 120,000/piece, then the total labor wage for large bosara products in 2023 is IDR 3,720,000 as many as 31 pieces. Small bosara has a total wage of IDR 35,000/piece, then the total labor wage for small bosara products is IDR 1,540,000 as many as 44 pieces. The total wage for glass baskets is IDR 35,000, then the total labor wage for glass basket products is

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IDR 1,540,000 as many as 44 pieces and the total wage for flower vases is IDR 10,000, then the total labor wage for flower vase products is IDR 470,000. Daharia's business workforce in 2023 is IDR 7,270,000.

c. Tool Depreciation Cost

In the production of handicrafts and goods, the equipment used will experience depreciation in value, depreciation of this value will occur and will cause a decrease in the value of the equipment which is usually called depreciation costs

Based on the research table, it can be seen that the tools used include 4 units of posu with a purchase price of IDR 15,000, knives as many as 4 units with a purchase price of IDR 30,000, meters as many as 2 units with a purchase price of IDR 15,000, buckets as many as 4 units with a purchase price of IDR 20,000, and 2 units of sharpening stones with a purchase price of IDR 5,000. For the cost of depreciating the tool for a year of IDR 170,000 and for a month of IDR 14,166, 67.

d. Transportation Costs

Transportation costs are costs incurred by business owners to buy raw materials and sell their products in the market. The cost of transportation for Daharia's business can be seen in the table as follows:

Table 4.9 Nentu Daharia Business Transportation Costs in 2023

Moon	Going to the city	Transportation Rental/PP (Rp)	Total Cost (Rp)
1	3 Times	20.000	60.000
2	4 times	20.000	80.000
3	3 Times	20.000	60.000
4	3 Times	20.000	60.000
5	3 Times	20.000	60.000
6	2 Times	20.000	40.000
7	2 Times	20.000	40.000
8	2 Times	20.000	40.000
9	3 Times	20.000	60.000
10	2 Times	20.000	40.000
11	4 times	20.000	80.000
12	3 Times	20.000	60.000
Total			680.000

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Based on the table above, it can be seen that in one trip to the city of Daharia costs Rp20,000. So, in a year the transportation costs of the Daharia business are 34 times with a total cost of Rp680,000.

Advantages of Raw Material Handicraft Business in the Nentu Daharia Business

Handicrafts made from nentu raw materials are entrepreneurs who are artisans who are processed into various kinds of products, namely large bosara, small bosara, coasters and vases. Daharia usually markets its production according to customer orders. The following are the advantages of nentu daharia crafts in 2023:

Table 4.10 Advantages of Daharia nentu crafts in 2023

Description	Product Volume	Amount (Rp)
(1)	(3)	(2)
Reception		
Bosara Besar	31 Pieces × IDR 900,000	27.900.000
Small Bosara	44 Pieces × IDR 150,000	6.600.000
Glass Basket	44 Pieces × IDR 150,000	6.600.000
Flower Vase	47 Pieces × IDR 50,000	2.350.000
Total Receipts		43.450.000
Production		
a. B. Raw Materials		
- Nentu		6.135.000
- Rattan		3.686.000
b. B. Direct Labor		
- Workforce		7.270.000
c. B. Overhead		
- Tool shrinkage		170.000
Total Production Cost		17.261.000
Rental Fees		252.000
Transportation Costs		680.000
Total Cost		18.193.000
Gross Profit		25.257.000
Taxes		76.000
Net Profit		25.181.000

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Based on table 4.10, the total production cost is IDR 17,261,000. after the production cost is known, Nentu Daharia's business markets its products in other markets which requires transportation costs of IDR 680,000 and rental costs in a year of IDR 252,000, so that the total cost is IDR 18,193,000. after these reductions, it can be known that the gross profit of Nentu Daharia's business is IDR 25,257,000 after the deduction of revenue of IDR 43,450,000 with a total cost IDR 15,848,000, and obtained a net profit in the sale of certain handicraft products of IDR 27,526,000 after deducting gross profit of IDR 27,602,000 with land and building tax/year of the production of certain handicrafts of IDR 76,000.

Feasibility of Handicraft Business Made from Nentu Daharia Raw Materials

Feasibility is an activity to assess the extent of benefits that can be obtained in carrying out a business activity. Usually, the results of this analysis are used for consideration in making decisions, whether to accept or reject a business idea.

Table 4.11 Feasibility of Nentu Daharia Weaving Crafts

NO	Remarks	Nominal	Eligibility
1	Reception	IDR 43,450,000	R/C: 2.39
2	Total Cost	IDR 18,193,000	B/C: 1.38
3	Selling Price:		BEP Pricing:
	- Bosara Besar	IDR900,000	- IDR268,887,09
	- Small Bosara	IDR150,000	- IDR91,261,36
	- Glass basket	IDR150,000	- IDR91,261,36
	- Flower vase	IDR 50,000	- IDR38,861,70
4	Revenue	IDR 27,602,000	
5	Production	166 pieces	
6	Cost/Unit		BEP Production:
	- Bosara Besar	- IDR268,887,09	- 9,26 pcs
	- Small Bosara	- IDR91,261,36	- 27 pieces
	- Glass basket	- IDR91,261,36	- 27 pieces
	- Flower vase	- IDR38,861,70	- 37 pieces
			ROI : 1,388 or 138.8%

Source: Primary Data 2023

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a. Revenue Cost Ratio *(R/C Ratio)* Analysis

Revenue Cost Ratio (R/C Ratio) is a comparison between sales receipts and costs incurred during the production process to produce products. The R/C Ratio analysis aims to calculate the ratio between the total revenue received by business actors and the total costs incurred by business actors (Septiadi and Mundiyah, 2021).

Based on table 4.3 shows the business feasibility of Daharia weaving craftsmen with an R/C of 2.39>1, the business is feasible to be carried out. This is because the revenue of the business is definitely greater than the cost of production. This is in line with research conducted by Ainun *et al*., (2023) on the Income Analysis of Nentu Artisans in Waara Village, Lohia District, Muna Regency. The study showed that the receipt of skilled craftsmen amounted to IDR 29,100,000 with an R/C Ratio value of 9.87 > 1 where the business was feasible.

b. Analisis *Benefit Cost Ratio* (B/C Ratio)

Benefit *Cost Ratio* (B/C Ratio) analysis is a comparison between the level of revenue obtained and the total costs incurred. Based on the calculation of table 4.3, it shows that the feasibility of the business is determined by B/C 1.38 > 1, then the business is feasible to be carried out. This is because the operating income is greater than the cost of production. This is in line with the research conducted by Tobing *et al*., (2020) on the Business Analysis of Coconut Belt Mat Handicraft Agroindustry in New Village, Batang Kuis District, Deli Serdang Regency where the results show a B/C *Ratio* value of 1.06. This value shows that the business is worthy of development.

c. Return On Investment *(ROI)* Analysis

Analysis *Return On Investment* (ROI) is an analysis used to see how much profit is biased from the total capital invested in a business. Based on table 4.3 The feasibility of the Daharia handicraft business with an ROI of 1,388 or 138.8%, this Nentu handicraft business is feasible to be carried out because the results are positive. Which means that there is a profit from the investment made. This is in line with the research conducted by Zebua and Sitohang (2023) on Business Feasibility Analysis (Case Study of the Batik Industry in Mayangan District, Probolinggo City) where the results show the value of *Return On Investment* (ROI) is 73.5% (ROI>0%). The results of this ROI value show that the business is feasible to run and develop.

d. Break Event Point *(BEP)* Analysis

Break *Event Point* (BEP) analysis is an analysis that aims to determine the amount of

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revenue at one breakeven point, in other words, the business is in a state of no losses and profits. BEP Price is a comparison of the total cost with the amount of production, while the Production BEP is a comparison between the total cost and the selling price.

Based on the results of the research, Daharia's business has four types of products and details of the expenses incurred by Daharia in 2023 as follows:

Table 4.12 Details of Nentu Daharia Business Product Costs in 2023

Product Name	Quantity (Production)	Nentu Fee (Rp)	Rattan Fee (Rp)	Labor Cost (Rp)	Tool Depreciation Cost (Rp)	Rental Fee (Rp)	Transportation Cost (Rp)	Total Cost (Rp)
Big bosara	31	2.790.000	1.550.000	3.720.000	42.500	63.000	170.000	8.335.500
Small bosara	44	1.320.000	880.000	1.540.000	42.500	63.000	170.000	4.015.500
Glass basket	44	1.320.000	880.000	1.540.000	42.500	63.000	170.000	4.015.500
Flower vase	47	705.000	376.000	470.000	42.500	63.000	170.000	1.826.500
BEP Price	Bosara Besar		IDR268,887,09					
	Small Bosara		IDR91,261,36					
	Glass Basket		IDR91,261,36					
	Flower Vase		IDR 38,861.7					
BEP Production	Bosara Besar		10 Pieces					
	Small Bosara		27 Pieces					
	Glass Basket		27 Pieces					
	Flower Vase		37 Pieces					

Based on the results of the above research, it is obtained that the business feasibility of Daharia determines the large bosara product in BEP selling price of IDR 900,000 >IDR 268,887.09, then the handicraft business is feasible to be carried out. Small bosara and glass basket products in BEP Selling price of IDR 150,000 > IDR 91,261.36. Flower vase products by BEP Selling price of IDR 50,000 > IDR 38,861.7. The feasibility of the handicraft business determines Daharia on large bosara products in BEP Production of 9.26 or 10 pieces which means that the craftsman will experience a break-even point or not profit and not lose when the production is sold as many as 9.26 or 10 handicrafts. Small bosara products and glass baskets with a BEP production of 26.77 or 27 pieces which means that craftsmen will experience a break-even or unprofitable and do not lose when production is sold as many as 26.77 or 27 crafts. Flower vase products in BEP production of 36.53 or 37 pieces which means that craftsmen will experience break-even or unprofit and do not lose when production is sold as many as 36.53 or 37 handicrafts.

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This is in line with research conducted by Paisal Tanjung. (2016) about Business Feasibility Analysis of Bamboo Handicraft Business (Case Study: UD. Bambu Clasicc Furniture on Jln. Mayjend Sutoyo Link V, Suka Maju Village, West Binjai District, Binjai City), where the results show that the value of BEP Units is 532 units which means that craftsmen will experience a point of impas or no profit and loss when production is sold 532 units. The business feasibility of bamboo craftsmen in BEP is > BEP rupiah of IDR 207,506. The results of this value show that the business is feasible to run.

CONCLUSION

Based on the research that has been conducted on the feasibility analysis of handicraft business made from nentu (paku hata) (case study of nentu daharia business in Lakarinta village, Lohia District, Muna Regency), it can be concluded that:

1. The amount of net profit of the Daharia woven handicraft business in Lakarinta Village, Lohia District, Muna Regency is IDR 25,181,000
2. Handicraft business made from certain raw materials (case study of Daharia's business in Lakarinta Village, Lohia District, Muna Regency) is feasible with an R/C ratio value of 2.39, B/C Ratio of 1.38, ROI of 138.8% and BEP large bosara price of IDR 268,887.09 and BEP Production of 9.26 or 10 pieces, small bosara BEP Price of IDR 91,261, 36 and 27 BEP Production, BEP glass baskets priced at IDR 91,261.36 and BEP Production of 27 pieces, and BEP flower vases priced at IDR 38,861.7 and BEP Production of 37 pieces.

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