

The Role of Baitul Mal wat Tamwil in the Development of Small Micro Enterprises to Realize Prosperity

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Abstract

The purpose of this study is to find out about the Role of *Baitul Mal wat Tamwil* Al-Amin in the Development of Small Micro Enterprises in the city of Makassar. The study was located at BMT *Al-Amin*. This type of research is *field research*, which is qualitative, namely by using observation techniques, interviews, and documentation. Observation and interviews are conducted by researchers directly involved with BMT Al-Amin, while documentation is carried out by collecting documents that have to do with the development of SMEs. The results of this study show that the role of BMT *Al-Amin* in the development of SMEs in Makassar City has been very optimal, this is evidenced by the opening of jobs in various sectors to absorb labor and improve the welfare of the community, especially small or underprivileged communities. However, BMT *Al-Amin* must face several problems, including external parties (customers) and internal parties of BMT *Al-Amin*. Nevertheless, BMT Al-Amin still has specific strategies for dealing with these problems. By providing training and facilitating financing services at BMT *Al-Amin*, it can develop SMEs.

Keywords: *Baitul Mal wat Tamwil; Small Micro Enterprises; Customer; Training; Facilitating Financing*

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INTRODUCTION

National development is a sustainable effort to realize a just and prosperous society. To achieve this goal, the government carries out development in various fields, one of which is developed in the economic and financial fields. In this field of economics and finance, one of the sectors that play an important role and have a position to realize national goals is the banking sector (Santosa et al., 2020).

Bank financial institutions consist of Commercial Banks (conventional and sharia) and People's Credit Banks (conventional and sharia). Meanwhile, non-bank financial institutions consist of Capital Markets, Money Markets, Savings and Loan Cooperatives, Mortgage Companies, Leasing Companies, Factoring Companies, Insurance Companies, Venture Capital Companies, and Pension Funds.

The development of micro-enterprises has a very close relationship with efforts to empower the poor who are the main actors of the business. Conceptually, empowerment is an effort to increase the dignity and dignity of people who in their current conditions cannot afford to escape the trap of poverty and backwardness.

The participation of all elements in the country is very necessary, both the government, society, the business world, and financial institutions in realizing this goal. For example, the government with policies that support the development of small micro-enterprises, the community that uses goods or services produced by small micro businesses in meeting their living needs, the business world can run smoothly so that their fraud results decline of small micro businesses and financial institutions that can support and help overcome capital problems which are common problems faced by them. Limited capital will cause the space for small micro-businesses to become narrower, for example, having difficulty in developing their business due to not being able to fulfill orders from consumers. If this is not resolved, efforts to create jobs may again be difficult to pursue.

Islamic financial institutions are present as a form of development of the aspirations of people who want economic activities based on sharia principles, in addition to conventional financial institutions that have been established so far. These Islamic financial institutions include Islamic banks and BMT or Islamic microfinance institutions. If in conventional banking there is only one principle, namely interest, then in Islamic financial institutions there is a choice of principles that can be adjusted to customer needs, namely the profit-sharing principle, the buying and selling principle, the rental principle, and the service principle. One of the principles that are appropriately intended for the empowerment of small micro-enterprises is the principle of profit sharing. In general, the principle of profit sharing can be carried out in four contracts, namely *mudharabah*, *musyarakah*, *muzara'ah*, and *musaqah* (Zubair, 2016).

The most widely used contracts in the practice of Islamic financial institutions such as BMT are *mudharabah* and *musyarakah* contracts (Anggadini, 2011) and *musyarakah* contracts are perfect financings, this is because the financing is used the principle of profit sharing. In addition to using the principle of profit sharing, another thing that makes it ideal is it loss sharing. Losses in financing under the *mudharabah* contract will be fully borne by the bank unless the customer commits negligence and intentionality that causes losses.

Losses in financing with a *musyarakah* contract will be calculated according to the portion of the capital of each party, namely BMT and customers. Basically, with the principle of loss sharing, the two parties, namely the customer and BMT, will try to

avoid the loss. They will work together to avoid the occurrence of losses in their business, and customers will work hard in developing their business, on the other hand, BMT provides guidance and supervision in the business.

Mudharabah financing in BMT acts as *shahibul maal* which provides funds in full and customers act as *mudharib* who manage funds in business activities. This *apa lah* financing has a different character from credit provided by conventional banks, this character is the existence of justice and togetherness which is the spirit of Islamic banking. This can be seen from the distribution of profits and losses between BMT and fund management customers. The profit will be divided according to the agreement contained in the contract, while the loss will be borne by BMT unless the fund management customer makes a deliberate mistake or negligence or violates the agreement.

Musyarakah financing in practice occurs as a mixture of funds between two or more parties to carry out certain halal and productive businesses with an agreement that the profits will be divided according to the agreed ratio and the risks will be borne according to the portion of the cooperation.

The provision of financing with the principle of profit sharing, both *mudharabah*, and *musyarakah* in practice is still smaller when compared to other financing also offered by BMT. For example, when compared to *murabahah* financing, namely financing with the principle of buying and selling. In *murabahah* financing, the bank provides funds or bills for buying and selling goods in the amount of the cost of goods plus margin or profit based on an agreement with the customer.

The small portion of financing with the profit-sharing principle arises due to several problems, for example, financing with the profit-sharing principle is very risky and requires information transparency as well as high trust between capital owners (*shahibul maal*) and business managers *mudharib* (Febrian, 2017). Small micro units are often considered as business units that banks often refer to as non-bankable business units, banking policies themselves, to people's behavior that does not place honesty factors when obtaining financing with the principle of profit sharing.

Baitul Mal Wat Tamwil (BMT)

BMT is short for *Baitul Mal wat Tamwil*. This institution is a combination of two functions, namely *baitul mal* or fund house and *baitul tamwil* or business house. *Baitul Mal* has been developed since the time of Prophet Muhammad SAW as an institution tasked with collecting and distributing (*tashoruf*) social funds, such as *zakat*, *infak*, and *sadaqah* (ZIS). Meanwhile, BMT is a profit-oriented financial business institution

Baitul Maal Wat Tamwil is an Islamic financial institution or institution whose main business is to raise funds from third parties (depository members) and channel financing to productive and profitable businesses. *Baitul Tamwil's* source of funds comes from public deposits (third-party funds) which include savings, term deposits, capital, and other deposits, and does not conflict with the provisions of applicable laws and regulations

BMT in carrying out its operations requires capital that can be raised as follows:

- a. Special principal deposit (SPK), which is a deposit that is the initial capital to establish BMT, an unlimited amount, it is up to the depositor to save how much according to their ability. This amount of ownership does not affect voting rights in meetings. This SPK was withdrawn from the community in connection with the establishment of the BMT.

- b. Principal deposit (SP), is a deposit that is proof of membership in BMT, usually the same amount as each member and can be paid in installments. Members who have paid off this SP are considered full members with all their rights and obligations. Those who have not paid off, are usually recorded as potential members.
- c. Mandatory deposits (SW), are obligations that must be paid by each BMT member by a predetermined period. For example, daily, weekly, monthly, and yearly, the determination of the payment period can be adjusted according to the ability of each member.
- d. Voluntary deposits (SS), are deposits or entrustments of members and prospective members to BMT, which can be in the form of savings, deposits, or other legal forms.
- e. Services, is a product of BMT (as a financial services business). Members who have met the requirements can obtain financial services at BMT by giving fees to BMT.
- f. *Wadiah* is a general entrustment in BMT and generally what is stored in this product is social funds such as *zakat*, *infak*, and so on.

The source of BMT funds comes from members and the community of prospective members, both in the form of deposits, deposits, and other forms of debt. The source of funds is used by BMT to finance routine operations.

BMT Principles

In implementing the provisions of BMT, it uses two principles, namely the principle of *wadi'ah* and).

a. *Wadi'ah* Principle

Wadi'ah means entrustment, while the *wadi'ah* principle in BMT products is a deposit product from members to BMT the development of the *wadi'ah* principle into two parts, namely:

1) *Wadi'ah Amanah*

Namely, the custody of goods or money, where BMT does not have the authority to use the goods. Storage leaves the goods solely because they want security and comfort. After all, if they are only stored at home, they may not be safe. For this product, BMT will attract storage, administration, as well as other costs attached to storage and security. These costs can also take the form of rental costs for storage premises. In the banking world, this product is better known as a save deposit box

2) *Wadi'ah Yad Dhamanah*.

That is the custody of goods or money (generally money), where BMT is authorized to manage the fund. Based on this authority, BMT will provide compensation in the form of bonuses to depositors. In general, this product is used to accommodate social funds. BMT can apply this product to accommodate *zakat*, *infaq*, alms, and other social funds.

b. *Mudharabah* Principle.

Mudharabah comes from the word *mudharabah* which means to hit. A man who works hard is likened to one who beats his hands in search of the gift of God. What *mudharabah* means in BMT products is the profit sharing between the owner of the fund (*shahibul maal*) and the entrepreneur (*mudharib*). *Mudharabah* is generally divided into two, namely *mudharabah mutlaqah* and *muqayyadah*.

1) *Mudharabah mutlaqah*

That is a depository agreement from members to BMT with profit sharing, where BMT does not get any restrictions on the use of its funds. BMT is given the freedom to

utilize deposit funds for BMT business development. Based on this contract, BMT will share the proceeds with members with a ratio agreement at the beginning of the contract.

2) *Mudharabah muqayadah* (bound)

That is a depository agreement from members to BMT with a profit-sharing system, where BMT is limited in the use of its funds. From the very beginning, it was agreed, that the funds could only be allocated to finance certain projects. Based on this contract, BMT cannot make deviations in its use. The agreement on the size of the profit sharing is carried out upfront with a certain ratio. An example of this product is the existence of program funds from the government to finance programs from the government to finance special programs, such as SME centers, and others.

Funds collected from members must be disbursed in the form of loans to their members. Lending funds to members is also called financing, which is a facility provided by BMT to members who need to use the funds that BMT has collected from members who have surplus funds.

Small Micro Enterprises (SMEs)

A microenterprise is a small-scale economic activity of the people and meets the criteria of net worth or annual sales. According to CPIS (Center for Policy and implementation studies) micro-enterprises are units of economic activity with a workforce of six to seven people.

Microenterprises emphasize a lot in terms of the ability to stand alone. The notion of standing alone should be interpreted critically and dynamically, not that you have to work alone without connecting or cooperating with anyone. Today's social and economic conditions demand close cooperation and interaction between leaders and leaders, between one person and the community between traders, and so on

The notion of "standing alone" does not mean a solitary or introverted attitude. The notion of standing alone must be linked to the notion of self-confidence which is indeed very necessary to be able to overcome various challenges in life. Self-confidence shows ability and determination in facing life. Self-confidence is even an important factor in achieving success, With strong self-confidence a person will be able to face a world full of competition and upheaval, and uncertainty.

Small business is one of the important parts of the economy of a country or region, including Indonesia. Today attention to small businesses in the country has become important in order not only to strengthen the structure of the national economy but also in the provision of employment and as a strategic vehicle for the distribution of goods and services. Looking at the above, it is necessary to first explain the small business itself.

Micro and Small Enterprises based on trade and investment can be grouped into four groups, namely:

- a) Micro and small enterprises that have gone global, namely micro and small businesses that have carried out international activities vary widely, covering global regions such as Asia, Europe, or North America.
- b) Micro and small businesses that have been internationalized, namely micro and small businesses that carry out one international activity, for example, exports.
- c) Potential Micro and Small Enterprises, namely micro and small businesses that have the potential to carry out international activities.

- d) Micro and Small Enterprises with domestic orientation, namely micro and small businesses that run businesses domestically.

Four main aspects are the reason why MSEs have a strategic role, namely:

- a) Managerial aspects, which include: increasing productivity/turnover/utilization level/, increasing marketing capabilities, and developing human resources.
- b) Capital aspects include capital assistance (allowance of 1-5% of SOE profits and obligation to disburse loans to small businesses of at least 20%) of the bank's credit portfolio and ease of credit.
- c) Development of a system of small industrial centers in an area in the form of PIK (Small Industrial Settlements), LIK (Small Industrial Environment), SUIK (Small Industrial Business Facilities) supported by UPT (Technical Service Unit), and TPI (Industrial Extension Personnel).
- d) Guidance for certain business fields and regions through KUB (Joint Business Group), and Kopinkra (Small Industry and Handicraft Cooperative).

The development of micro and small businesses in Indonesia cannot be separated from various obstacles. The level of intensity and nature of these barriers not only differs according to the type of product or market served, but also differs between regions or locations, between centers, between sectors or subsectors or types of activities, and between business units in the same activity or sector. However, the problems that are often faced by micro and small businesses are:

a. Marketing difficulties

Marketing is often considered one of the critical obstacles to the development of micro and small businesses. One aspect related to marketing problems is competitive pressures, both in the domestic market from similar products made by large businesses and imports, as well as in the export market. Marketing is a basic activity that must be understood to maintain the company's survival to grow and earn profits (Arif & Siradjuddin). A company's market is the percentage it controls of the total market for its products and services (Arif et al, 2023).

b. Financial Limitations

Micro and small enterprises, especially in Indonesia, face two main problems in the financial aspect: start-up capital mobility and access to working capital, long-term finance for investment that is indispensable for long-term output growth.

c. Limited Human Resources (HR)

Limited human resources are also one of the serious obstacles for many micro and small businesses in Indonesia, especially in the aspects of entrepreneurship, management, production engineering, product development, engineering design, quality control, business organization, accounting, data processing, marketing techniques, and market research. This limitation prevents Indonesian micro and small businesses from being able to compete in the domestic market as well as the international market.

d. Raw material problems

Limited raw materials (and other inputs) are also often one of the serious obstacles to output growth or production continuity for many micro and small businesses in Indonesia. This limitation is due to the price of raw materials that are too high so that they are not affordable or the quantity is limited.

e. Technology

In general, small micro-businesses in running their business rely on manual-traditional-based tools, even some of them spend years creating a single tool design that can help speed up the process of making industrial products. These technological constraints affect small economic businesses in developing market share and marketing products more broadly. The difficulty of having adequate technology has a significant effect on this small microeconomic business both in improving product quality and in expanding its market share.

METHODOLOGY

The type of research used in this study is qualitative research. Qualitative economic research is aimed at phenomena that show the actions of the subject of economic actors, namely humans who act around economic phenomena as well as in consumption, production, and in distribution with all kinds of derivative transactions and interactions. By the title and focus of the problem taken, the nature of this research is descriptive. Because this research seeks to gather existing facts, it focuses on trying to reveal a problem and situation as it is, which is researched and studied as a whole. Just as scientific papers certainly have certain techniques or methods or basics as a reference, in compiling this thesis the author uses several methods so that this writing can achieve better results, while the approach used is a qualitative descriptive approach.

Based on the research method used in this study, namely a qualitative approach with a descriptive method that aims to explain situations or events, data analysis is also adjusted to research methods. Qualitative data analysis is used when the data collected in the research is qualitative. Qualitative data can be in the form of words, sentences, or narratives both obtained from in-depth interviews and observations.

RESULTS AND DISCUSSION

Developing an Entrepreneurial Spirit for Customers

According to Timmons, the process of entrepreneurship begins with innovations triggered by personal and environmental factors. Personal influencing factors are the locus of control, education, experience, commitment, vision, risk-taking courage, and age. While environmental factors are sociology, organization, family, opportunity, role models, competitors, investors, and government wisdom.

A successful entrepreneur can generate new ideas to take advantage of opportunities and respond to the problems faced, then it becomes a successful business. There are almost always triggers that give birth to new ideas/businesses. Perhaps the entrepreneur does not have better career prospects or is a deliberate career choice. Factors that influence a person to enter an entrepreneurial career. Most are shaped by personal nature and environment. The entrepreneur has a higher than a non-entrepreneur which means they have a higher desire to control their destiny.

For this reason, to become a successful entrepreneur, the main requirement that must be possessed is to have an entrepreneurial spirit and disposition. The spirit and disposition of entrepreneurship are influenced by skills, abilities, or competencies. Competence itself is determined by knowledge and business experience. As stated above, an entrepreneur is someone who has a certain spirit and ability to create and innovate. He is someone who can create new and different (ability to create the new

and different) or creative and innovative abilities (Izzatun & Mardian, 2019) These creative and innovative abilities are reflected in the ability and willingness to start a business (start-up), the ability to do something new (creative), the willingness and ability to look for opportunities (opportunity), the ability and courage to bear risks (risk-bearing) and the ability to develop ideas and concoct resources.

Reducing the Practice of Usury

One of the Islamic regulations is to prohibit or prohibitpre-ktek riba through verses of the Qur'an or the hadiths of the Messenger of Allah to prevent damage in society. But the fact is that most Muslims practice usury, in banking or non-banking problems that can result in negative impacts on society.

The efforts made in anticipating the practice of usury in society are preventive ones such as: Implementing the correct Islamic education system, especially for children, explaining the dangers of usury in life, and teaching about halal buying and selling. Curative efforts are: Motivating people to compete in good works, allowing syirkatu 'il-Baitul h (trade unions), and improving welfare of people's lives with economic development towards the poor so that they can avoid debts that use the usury system.

Improving the welfare of Small Communities.

Todaro stated that the welfare of the lower middle class or small communities can be represented by the level of life of the community. People's living levels are characterized by poverty alleviation, better health levels, higher levels of education, and community productivity levels

The results of the 1989 Cost of Living Survey (SBH) conducted by BPS proved that the greater the number of family members, the greater the proportion of family expenditure on food than non-food. This means that the smaller the number of family members, the smaller the share of income for food needs, thus the number of family members directly affects the level of family welfare.

In understanding the reality of the level of welfare, several factors cause the gap in welfare levels, including (: (1) socio-economic households or communities, (2) the structure of sectoral economic activities that are the basis of household or community production activities, (3) regional potentials (natural resources, environment, and infrastructure) that affect the development of the structure of production activities, and (4) the institutional conditions that makeup production and marketing networks on a local, regional and global scale.

Improving the Quality of Human Resources.

Improving the quality of human resources is an integrated effort to develop physical and spiritual potential as a whole, harmoniously, in harmony, and balance with the development of the body and soul. In this case, the family as the first vehicle to improve the quality of human resources has an important role. Improving the quality of human resources is dual-dimensional and cross-sectoral so its implementation is carried out through various fields of development. In addition, improving the quality of human resources is a dynamic process of interaction between economic growth socio-cultural and political changes, the development of science and technology, passion and practice of religious teachings, and the noble values of the nation's culture, law, and various other fields of development. The human factor, with

its potential expertise integrated with science and technology, is a driver and plays a decisive leading role in social, economic, and cultural development, as well as defense and security.

Development that relies on quality human resources will finally bring the nation to a better and more prosperous standard of living. Such expectations require a systematic mechanism, as well as the existence of supportive institutions, and targeted programs. Due to the wide dimensions of improving the quality of human resources, more thorough handling is increasingly needed Rohmah, 2020).

In running a business, you will find several factors that support and hinder its activities. Among the factors that strongly support the financing of BMT *Al-Amin* are

1. There are market visits by BMT *Al-Amin* managers to customers and meet customer needs if customers need goods
2. Marketing tricks can support the development of SMEs (customers can invite people who want to open a business to apply for financing or borrow business capital from BMT *Al-Amin* both productive and consumptive.

The factors that hinder BMT *Al-Amin* in its financing include 2 factors, external and internal:

- a. External factors of the party (customer). Namely the lack of customers who have jamming who want to apply for financing and customers who are not honest in making financing contracts.
- b. Internal factors on the part of BMT *Al-Amin*. Namely the existence of limits or limits in providing financing to all predetermined customers. The limit is as much as 3%.

CONCLUSION

BMT *Al-Amin* as a microfinance institution has a function as seen from its role where BMT *Al-Amin* conducts productive economic financing efforts for its customers while the social function of BMT *Al-Amin* is as a fund manager who does not make a profit. In this case, BMT has also played a very important role in helping small communities who want to open a business, starting from starting a customer business so that the customer's business grows. With the training through seminars held by BMT *Al-Amin*, it can also reduce educational and non-educational unemployment, namely by providing motivation to small communities and providing capital assistance, besides that BMT *Al-Amin* teaches customers to avoid the practice of usury in running a business.

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