**Lampiran 1**

**Faktor Internal IFAS PENGUSAHA I**

1. Kualitas Produk (kekuatan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 | Ali Basri Harahap |  |  |  |  |  |
| 2 | Wardah siregar |  |  |  |  |  |
| 3 | Effendi Lubis |  |  |  |  |  |
| 4 | M. Ali Nasution |  |  |  |  |  |
| 5 | Irwan Harahap |  |  |  |  |  |
| 6 | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

Rumus menentukan bobot dari masing-masing faktor:

**Bobotx Rating**

**Total Bobot**

Keterangan :

1= SangatSetuju

2= Setuju

3= TidakSetuju

4= SangatTidakSetuju

1. Lokasi yang Strategis (kekuatan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 4 | 2 |  |  | 3,9 |

1. Bahan baku tersedia dengan baik (kekuatan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 3 | -1 | 2 | - | 3,9 |

**kelemahan (weakness)**

1. Ketergantungan bahan baku (kelemahan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 3 | 3 | - | - | 4,0 |

1. Proses produksi kurang efektif (kelemahan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 4 | 2 | - | - | 3,9 |

1. Lokasi untuk memproduksi jauh dengan pusat pasar (kelemahan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

**Faktor Eksternal EFAS**

1. Salak didapatkan langsung di Desa Parsalakan (peluang)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

1. Bisa memperluas usaha dengan membuka cabang

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 6 | - | - | - | 4,0 |

1. Memiliki pelanggan- pelanggan tetap

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 3 | 1 | 2 | - | 3,9 |

Ancaman

1. Semakin banyaknya pesaing usaha atau bisnis (ancaman)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 3 | 3 | - | - | 4,0 |

1. Harga produk sama dari pesaing yang lebih murah (ancaman)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 2 | 4 | - | - | 3,9 |

1. Memiliki tingkat ketahanan (kadaluarsa)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama Pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1. | Ali Basri Harahap |  |  |  |  |  |
| 2. | Wardah siregar |  |  |  |  |  |
| 3. | Effendi Lubis |  |  |  |  |  |
| 4. | M. Ali Nasution |  |  |  |  |  |
| 5. | Irwan Harahap |  |  |  |  |  |
| 6. | Mangayat Hasibuan |  |  |  |  |  |
|  | Total | 2 | 4 | - | - | 3,9 |

**Faktor Internal IFAS PENGUSAHA II**

* + - 1. Kualitas Produk (kekuatan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

Rumus menentukan bobot dari masing-masing faktor:

**Bobotx Rating**

**Total Bobot**

Keterangan :

1= SangatSetuju

2= Setuju

3= TidakSetuju

4= SangatTidakSetuju

* + - 1. Bahan baku tersedia dengan baik (kekuatan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

* + - 1. Pelayanan pemasaran yang baik (kekuatan)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

Kelemahan

Ketergantungan bahan baku

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

Proses produksi kurang efektif

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

Lokasi untuk produksi jauh dari pusat pasar

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

**Faktor EFAS**

* + - 1. Salak di dapat langsung dari desa (Peluang)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

* + - 1. Meningkatkan penjualan dengan memperluas pemasaran

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

1. Memiliki pelanggan tetap

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

Ancaman

* + - 1. Pelanggan bosan dengan produk yang tidak bervariasi

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

* + - 1. Tidak ada bahan baku alternative lain jika terjjadi kenaikan harga bahan baku

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

* + - 1. memiliki tingkat ketahanan (kadaluarsa)

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Nama pengolah | 1 | 2 | 3 | 4 | Jumlah |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |
|  | Total | 4 | - | 2 | - | 3,9 |

**Olahan 1 Dodol Salak**

1. bahan belum jadi

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Bahan | Jumlah | Harga (Rp) | Total (Rp) |
| 1 | Salak Segar | 75kg | @3.000 | 225.000 |
| 2. | Tepung Ketan | 8kg | @6.000 | 48.000 |
| 3. | Kelapa (santan) | 10 biji | @3.000 | 30.000 |
| 4. | Gula Pasir | 8kg | @17.000 | 136.000 |
| 5. | Vanilla | 5 bungkus | @8.000 | 40.000 |
| 6. | Kayu Bakar/Gas | 2 Tabung | @25.000 | 50.000 |
| 7. | Lakban | 5 Rol | @10.000 | 50.000 |
| 8. | Kotak | 150 biji | @500 | 75.000 |
| 9. | Plastic | 5kg | @5.000 | 25.000 |
| **Total biaya bahan baku** | | | | **679.000** |
| Sumbangan input lain | | | | 40.000 |

2. bahan sudah jadi.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Jenis | Harga (Rp) | Jumlah | Total |
| 1 | Dodol salak | 30.000/kg | 25.000kg | 750.000 |
| 2. | Nilai Tambah/Keuntungan |  |  | 31.000 |

Rumus nilai tambah = produksi –input lainnya – bahan baku.

**Olahan 2 Keripik Salak**

1. bahan belum jadi

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Bahan | Jumlah | Harga (Rp) | Total (Rp) |
| 1 | Salak Segar | 35kg | @3.000 | 105.000 |
| 2. | Garam | 8bks | @5.000 | 50.000 |
| 3. | Gula Pasir | 5kg | @17.000 | 85.000 |
| 4. | Minyak Goreng | 10kg | @18.000 | 180.000 |
| 5. | Kayu Bakar/Gas | 2 tabung | @25.000 | 50.000 |
| 7. | Kotak | 150 biji | @500 | 75.000 |
| 8. | Plastic | 5kg | @5.000 | 25.000 |
| **Total biaya bahan baku** | | | | **570.000** |
| Sumbangan input lain | | | | 40.000 |

1. bahan sudah jadi

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Jenis | Harga (Rp) | Jumlah | Total |
| 1 | Keripik salak | 50.000/kg | 13.000kg | 650.000 |
| 2. | Nilai Tambah/Keuntungan |  |  | 40.000 |

Rumus nilai tambah = produksi –input lainnya – bahan baku.