

# The Implementation of the Sustainable Economy Vision

**General Guide  
for Movers**



“

“Our dream is that, in the future, the younger generation will not have to flock to other regions to create innovations. Instead, they will have an equal opportunity to build their careers in their own respective areas.”

”

Quoted from the collaborative article by LKTL and GREATMIND.id titled  
“Synergy of Environmental Sustainability and Community Welfare.”

# What is a Sustainable Economy Vision?

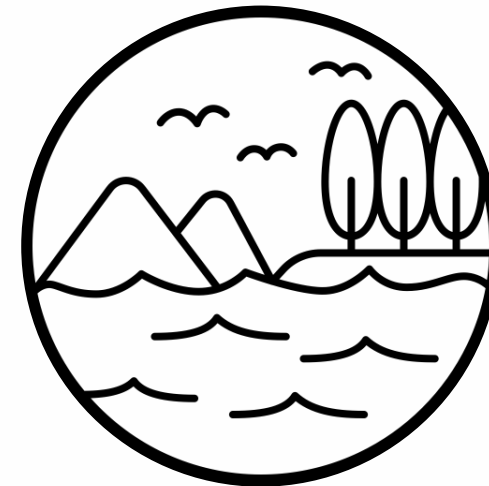
The Sustainable Economy Vision (initially known as Commu-Nature) is a framework process to build an alternative economic pattern that preserves the environment while also fostering community prosperity.

By utilizing biodiversity and sustainable ecosystems, the Sustainable Economy Vision aims to develop **community-based medium-scale industries** at the district level. Three main principles that need to be considered throughout the implementation process of this Sustainable Economy Vision include:



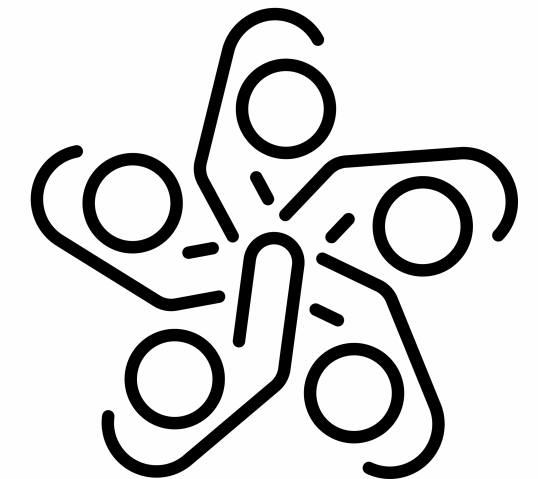
## LOCAL

- Value-added products come from local commodities.
- Product management is handled by the local community.
- Ownership of businesses is held by the local communities.



## SUSTAINABLE

- The entire supply chain prioritizes sustainable principles.
- Resources used are sourced from ecologically healthy areas such as forests, rivers, peatlands, lakes, or coastal areas within a district.



## COLLABORATIVE

- Implemented and managed through multi-stakeholder cooperation.
- Involving various parties, especially the youths in the district, the government, civil society, and private sectors.
- Prioritizing sustained collaborative efforts.

# About this Guide

This guide is intended as a tool for providing guidance and direction to facilitators throughout the implementation process of the Sustainable Economy Vision.

It contains explanations of the Sustainable Economy Vision's implementation process along with worksheets that can be used to structure thinking and work, both individually and in groups.

The entire process and worksheets in this guide serve as recommendations and are adaptable. users are free to adjust the sequence, methods of filling them out, and work processes, as long as it suits your needs and aligns with the principles of the Sustainable Economy Vision.



## INTENDED AUDIENCE

This guide is primarily aimed at the development movers within the district who aspire to realize sustainable sustainable economics within their region through a spirit of communal collaboration.

By movers, we refer to individuals or groups from the local community who are expected to serve as the core team in implementing this process. However, it doesn't rule out the possibility for external parties such as the government, facilitating organizations, and others to utilize this guide as a reference in fostering sustainable economy development.

**LIMITATIONS** | We recognize that each region may have unique dynamics and needs. Consequently, work processes, sequences, or other aspects might require implementation different from what is outlined in this guide. Therefore, you are encouraged to customize these aspects according to your region's requirements. If you encounter needs not addressed in this guide, we would greatly appreciate your willingness to contact us so that we can enhance this guide.



# Key Elements

There are several key elements that support the implementation of the Sustainable Economy Vision, which are divided into foundation, vehicle, movers, and location. These elements need to be considered throughout the process of realizing the Sustainable Economy Vision.

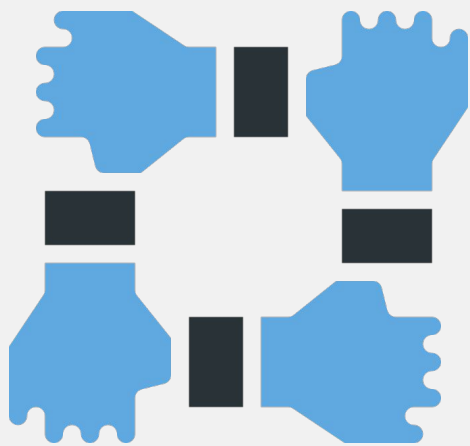
## FOUNDATION



- The planning of regional documents, especially those related to spatial planning, development, and investment patterns.
- Policy and regulatory frameworks, especially related to land management and the protection of important ecosystems, business licensing, and enablers for supply chain including data,

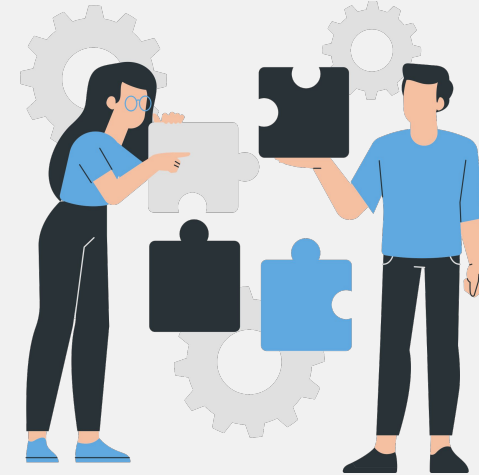
institutions, infrastructure, and human resources.

## VEHICLE



- Multi-party institutions serve as a forum for communication and decision-making, enabling the alignment of goals, roles, and functions among all involved parties.
- Multi-party collaborative planning and programs to support funding, capacity building, promotion, etc.

## MOVERS



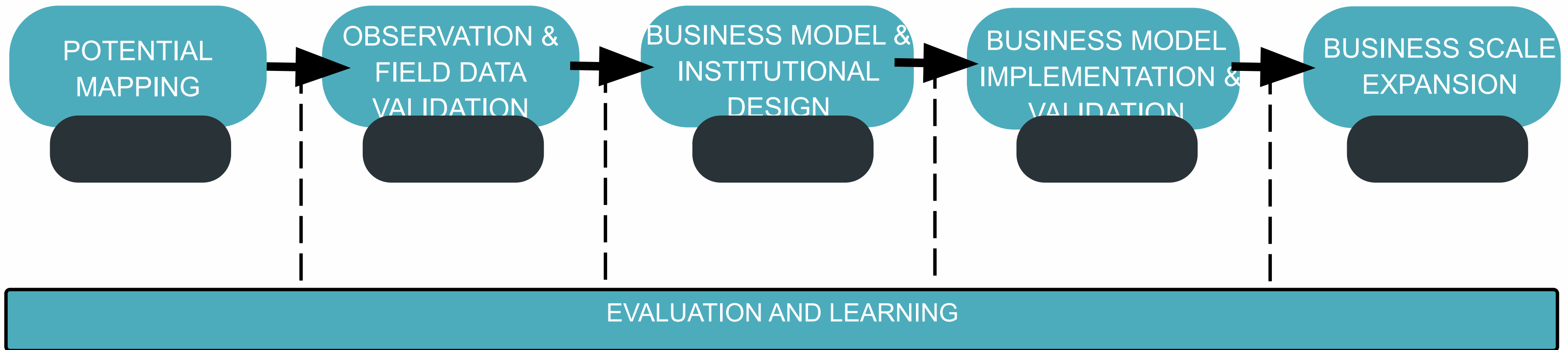
- Actors of various business scales in the supply chain including community businesses such as Village/Community Owned Enterprises (BUMDes).
- Innovation, production, and incubation centers, which embody multi-stakeholder collaboration to develop and enhance products/services.

## LOCATION



- A strategic implementation site in the form of an integrated rural area. Replications of this regional model can be applied across the district.

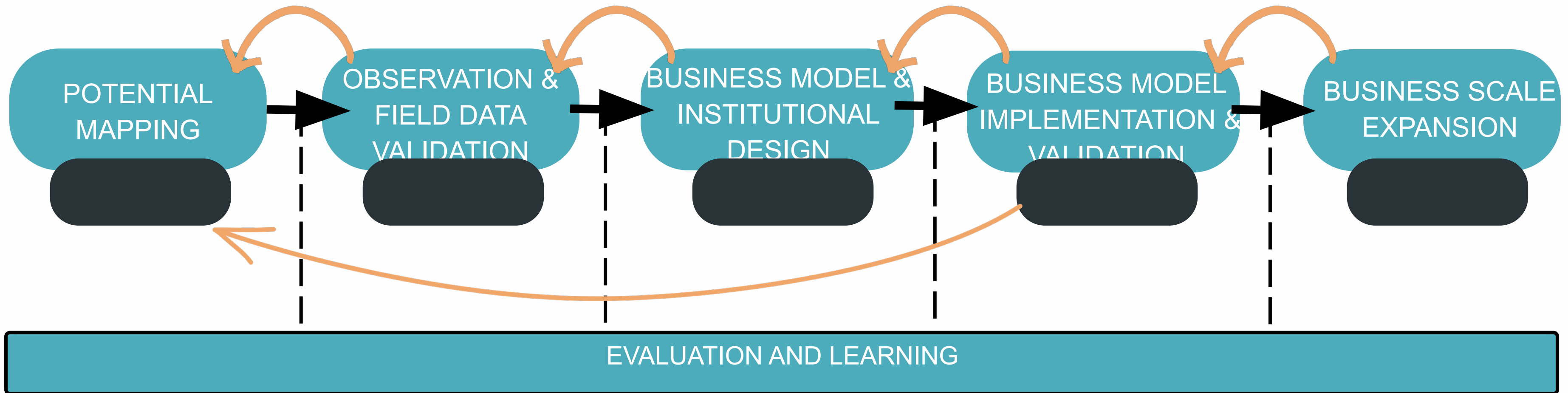
# Overview of the Sustainable Economy Vision Implementation Process



To facilitate understanding of the Sustainable Economy Vision implementation process, it is divided into 5 stages. However, in its implementation within each region, there is a possibility of overlapping and non-linear aspects.

Each stage needs to be accompanied by monitoring, evaluation, and learning efforts to ensure that the process considers the key elements (Foundation, Movers, Vehicle, and Location) and prioritizes the core principles of the Sustainable Economy Vision (Local, Sustainable, and Collaborative).

# Overview of the Sustainable Economy Vision Implementation Process



Because these stages may overlap and not follow a linear path due to specific conditions in each region, the implementation process of the Sustainable Economy Vision is expected to proceed iteratively. This means that evaluations need to be repeated at each stage to ensure that the activities/outputs generated still align with the ultimate goal of Sustainable Economics.

For example, if it is discovered only at stage 4 that the business model is not suitable, it might be necessary to revisit the processes in stage 3 or even stage 1. Hence, monitoring, evaluation, and learning become crucial throughout the implementation process to ensure that the undertaken processes lead towards achieving the ultimate goal of Sustainable Economics.

# 1

# Potential Mapping

The process of mapping collaborators, natural resource potentials, human resources, institutions, policies, and strategic locations. These elements are integrated into a comprehensive strategy for implementing the Sustainable Economy Vision within the district.

## The Final Result:

Collaboration networks and pioneering teams are mapped and connected. They are ready to advance collectively to stage 2 to verify the data collected in stage 1.

## The Outputs:

- Mapped data of regional planning documents, policies, & regulations that can facilitate the implementation of the Sustainable Economy Vision.
- Mapped data of the the pioneering team & main actors, including individuals & organizations.
- The main actors of the realization of Sustainable Economy Vision are connected and they agree on a shared goal.
- A preliminary data map of natural resource potentials and strategic locations with added values.



## Implementation Time:

Potential mapping generally takes 4-6 months, but this time frame can be adjusted to accommodate the preparation needs for joint collaborative action.

## Implementation Process:

Before preparing the primary worksheet for stage 1, several preliminary activities can be initiated by the projects' leader to establish collaboration with other sustainable economy actors (pre-stage 1). The potential mapping process incorporates previous data and actions undertaken by fellow collaborators for the enhancement of existing actions or the creation of new ones. Subsequently, a plan for an on-site visit is arranged to validate the collected data.

# Process Overview

Pre-Stage 1: Joint Collaborative Action



The alignment of a shared narrative



Identification of previous activities & data  
using the collaboration matrix

option 1



option 2



Reinforcement of  
existing actions

Preparation of a new  
action plan



Making commodity exploration plan for stage 2

# PRE-STAGE 1

## FRAMEWORK OF JOINT COLLABORATION ACTION

A summary of the preliminary stages is recommended prior to engaging in the 5 core stages of the Sustainable Economy

Implementation process.

The Output:

This stage aims to establish networks among institutions, groups, and key figures within the district to align their objectives.

By the end of this stage, the goal is to pinpoint multi-stakeholder institutions and potential collaborators, assemble prospective pilot teams, and to plan for joint collaboration projects. These initiatives will serve as a means to demonstrate multi-party collaboration within 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 within local communities and identify potential pilot teams.</li><li>• Organize the background and capacity of local communities to explore their potentials.</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 unify stakeholders.</li></ul>	

STEP 1	STEP 2
--------	--------

Is there a multi-stakeholder institution in the district?

Institution Name:

Institution's Objectives:

Activities:

Contact:

- Build a community network within local communities and identify potential pilot teams.
- Organize the background and capacity of local communities to explore their potentials.

Community/Figure Name

- Potential 1
- Potential 2

Dini (Asik Regency Community)

- Consistently promotes her district through the community
- Experienced in leading an organization

Community/Figure Name

- Potential 1
- Potential 2

Has anyone else created a similar program?

- Institution/Name - Contact
- Institution/Name - Contact
- ...

STEP 3	STEP 4
--------	--------

Align goals and intentions with the pilot team in the district.

Create joint collaborative actions to unify stakeholders and provide a proving ground for the pioneering team.

Action Plan:

Committee of Activity:

Activity Objectives:

Activity Agenda:

Estimated Work Plan:

# STAGE 1 MAPPING

## WORKSHEET

### FORMULATION OF A SHARED NARRATIVE

The Output:

An narrative that is aligned with a Sustainable Economy Vision, considering issues, potentials, and policies associated with the sustainable product development within the district.

This worksheet is filled out through two stages.

DISTRICT NAME		NARRATIVES
NAME	INSTITUTION	
EXISTING PROBLEMS		
EXISTING POTENTIALS		
EXISTING POLICIES		KEYWORDS

# DETAILS

## WORKSHEET 1.A

Part A aims to create an understanding among group members regarding the capacities of actors/organizations. It also seeks to gather valuable information pertaining to issues, potentials, and policies within their respective sectors.

Write down the potentials of sustainable commodities or natural conservation priorities in the district. Existing policies or regulatory frameworks that potentially serve as the basis for enabling laws.

DISTRICT NAME	
NAME	INSTITUTION
EXISTING PROBLEMS	
EXISTING POTENTIALS	
EXISTING POLICIES	

1 Fill in with the name of the district being studied.

2 Fill in with the name & institution of each group member.

3 Explain problems related to natural conservation or restoration in the district.

4

5



# DETAIL

## WORKSHEET 1.B

In Part B, each group member who are familiar with one another's backgrounds and in agreement begins to develop aspirations and visions for the future of sustainable economy within the district.

Collect 5-10 keywords from the shared narratives.

7

NARRATIVES	
KEYWORDS	

6

Narratives that the district aim to achieve, based on each member's perspective concerning existing issues, potentials, and policies.

# EXAMPLE OF COMPLETING WORKSHEET 1

DISTRICT NAME		District ABC		NARRATIVES	
NAME		INSTITUTION			
<ul style="list-style-type: none"> <li>• Dani R.</li> <li>• M. Lukman</li> <li>• Widya</li> <li>• Mr.X</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>		<p>Lake ecosystem conservation</p> <p>A sustainable industry owned by the community</p> <p>No more forest fires 10 years from now</p> <p>100% local productions</p> <p>Production of sustainable value-added products</p>	
EXISTING PROBLEMS					
<ul style="list-style-type: none"> <li>• Peatland fires</li> <li>• Threats to the waters of Lake XYZ</li> <li>• Damage to the water ecosystem of the peatlands at Lake XYZ</li> </ul>					
EXISTING POTENTIALS					
<ul style="list-style-type: none"> <li>• The snakehead fish ecosystem is abundant in Lake XYZ.</li> <li>• Open lake area.</li> <li>• Ease of access to the location.</li> <li>• No industries are currently managing the available natural resources.</li> </ul>					
EXISTING POLICIES				KEYWORDS	
<ul style="list-style-type: none"> <li>• Regional Regulation No. XX of 2021 concerning "....."</li> <li>• Governor's 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 &amp; human resources</li> <li>• Sustainable economy</li> </ul>	

# STAGE 1 MAPPING

# WORKSHEET 2 COLLABORATION MATRIX

The Output:

Facilitating the registration of district identities and similar previous activities that align with the actions to be developed.

This matrix then serves as a reference to strengthen existing actions or to create new ones.

This matrix can also be used as an information reference for data verification in the subsequent stages.

DISTRICT NAME (.....)	NO	MAIN IMPLEMENTER	PERIOD	PROGRAM	DESCRIPTION	BENEFICIARY	TARGET
Regent: ..... Period: ..... Vice Regent: ..... Period: .....							
STRATEGIC COMMODITY PRODUCTIVITY (.....)							

# DETAILS

## WORKSHEET 2.A

The first part requires general supporting data for the district, including the production results of valuable commodities for that year.

Fill in with the name of the district where the program takes place.

Fill in with the productive year of the district's strategic commodities.

DISTRICT NAME (.....)	
Regent:	.....
Vice Regent:	.....
Period:	.....
STRATEGIC COMMODITY PRODUCTIVITY (.....)	

Fill in with the district's general data including the name of the current regent & vice regent along with their tenures.

Contains the commodity productivity of the district.  
Example:  
Palm oil, 1.1 (ton/ha)

# DETAILS

## WORKSHEET 2.B

The second part is a list of similar activities previously conducted by other parties for reference purposes in developing future activity data.

NO	MAIN IMPLEMENTER	PERIOD	PROGRAM	DESCRIPTION	BENEFICIARY	TARGET

5 Implementer/main organizer of the activity.

6 The period of the activity implementation.

7 Name of implemented program

8 Short description of the program

9 The recipients of the program's benefits

10 The purpose of the program



# EXAMPLE OF COMPLETING WORKSHEET 2

DISTRICT NAME (SIAK)	NO	MAIN IMPLEMENTER	PERIOD	PROGRAM	DESCRIPTION	BENEFICIARY	TARGET
Regent: Drs. Dudung, M.Si  Period: 2021-2026  Vice Regent: H. Emir Z, MM  Period: 2021- 2026	1	Core	January 2020-December 2024	The Natural Landscape Program by the corporate coalition is a program that promotes sustainable palm oil production as a policy in XX District by the private sector.	1. Empowerment of palm oil farmers 2. Conservation 3. Building relationships with local and provincial governments related to policies 4. Ensuring respect for labor rights and land rights in the palm oil sector	Villagers	1. Presidential Instruction No. 6 of 2019 aimed at increasing the acceptance rate and competitiveness of Indonesian palm oil products in the international market. 2. Reduce energy intensity by 1% per year until 2025 and achieve final energy savings of 17% by 2025.
<b>STRATEGIC COMMODITY PRODUCTIVITY (2022)</b>							
<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

## WORKSHEET 3

The Output:

This worksheet facilitates grouping, identifying key actors, designing activity plans, and exploring potential sustainable commodities.

This worksheet is filled out through four stages.

HUMAN RESOURCES			SUSTAINABLE COMMODITYIES	
PIONEERING TEAM	SUPPORTING TEAM	KEY FIGURE		
PLAN FLOW				
		NOTES		
		IDEATION OF POTENTIAL COMMODITIE S		

# DETAILS

## WORKSHEET 3.A

Part A contains the Human Resources column as the step 1 and the Plan Flow as step 4.

Overall, this worksheet should be done clockwise.

The Plan Flow column is filled in with the plans for the next **4** step.

HUMAN RESOURCES		
PIONEERING TEAM	SUPPORTING TEAM	KEY FIGURE
PLAN FLOW		NOTES

**1** The human resources column is filled with the grouping of group members based on their respective capacities.

Fill in with the plan flow notes.

# DETAILS

## WORKSHEET 3.B

Part B contains the Sustainable Commodities column as step 2 and Ideation of Potential Commodities as step 3.

Contains ideas of potential ideation of the commodities that will be developed.

3

SUSTAINABLE COMMODITYIES	
IDEATION OF POTENTIAL COMMODITIE S	

2

Filled in with the variety of potential commodities along with their excellences and shortcomings.

If this worksheet is being done offline, each commodity can be served with a sticky note.



EXAMPLE OF COMPLETING WORKSHEET 3

HUMAN RESOURCES			SUSTAINABLE COMMODITIES	
PIONEERING TEAM	SUPPORTING TEAM	KEY FIGURE		
<ul style="list-style-type: none"> <li>• Dani R.</li> <li>• Mr X</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 cultivation</p> <p>-: Limited quantity</p> <p>Swamp Jelutung Plant (<i>Dyera costulata</i>)</p> <p>+: Coming from Lake XYZ, there are a lot of them</p> <p>-: Don't know what it can be processed into</p> <p>Coffee beans from a village near Lake XYZ</p> <p>+: Comes from community coffee plantations, quite a lot</p> <p>-: Not yet confirmed whether there is already a private manager or not.</p>	
PLAN FLOW				
<pre> graph TD     A[Observation preparation for 3-5 days (Contact the village government of XYZ Village)] --&gt; B[Observation in the village]     B --&gt; C[Analysis of observation results]     D[Business model creation] --&gt; C     E[Recruitment of local human resources] --&gt; F[Establishment of PT. Bersama]     F --&gt; G[Product development incubation]     G --&gt; H[.....]     </pre>		<p>NOTES</p> <p>The process may change at any time according to the conditions in the location.</p> <p>Sustainable commodities may increase with new discoveries.</p>		
			<p>IDEATION OF POTENTIAL COMMODITIES</p>	<p>Creating derivative products using local human resources and natural resources such as Snakehead Fish, Swamp Jelutung Plants, or 100% locally processed coffee beans within the village to enhance the village's economic value.</p>



# 2

# Observing & Validating Field Data

The process of reviewing actual field conditions and directly validating data in priority strategic villages with partners to determine locations and prioritize value-added products. Additionally, this process aims to align the Sustainable Economy Vision with local movers at the village level.

## **The final result:**

Deciding on sustainable commodities that will be prioritized for development, alongside selecting strategic partners and the main execution team (core team) to establish a capable and sustainable entrepreneurial ecosystem.

## **Output:**

- The required data for the subsequent stages has been validated.
- Identification and determination of priority commodities to be developed into value-added products.
- Identification of strategic villages that have the potential to become primary collaborators in the supply chain for producing value-added products.
- Identification of Human Resources committed to being the core team.

## Execution time:

The implementation of Phase 2 commences upon the completion of Phase 1 as it involves direct observation and validation of data in the agreed-upon village. Phase 2 implementation requires a minimum of 2-3 months based on specific needs.

## Implementation Process:

The implementation of Worksheet 2 can occur simultaneously across multiple villages as agreed upon. It initiates with mapping village data, which includes identifying human and natural resources, engaging with local stakeholders, conducting village validation and analysis, and further examining potential commodities earmarked for development. During this stage, encounters with new stakeholders or unexplored commodity aspects not discussed in the previous stage may occur.

# Process Overview

Local stakeholder data mapping & implementation of activity sequence



Implementation of activity sequence



Advanced analysis of potential priority commodities



Final results of stage to are to be developed in the next stage

# STAGE 2

## OBSERVATION

### WORKSHEET 1

The Output:

Collecting data on stakeholders/key figures for verification, compiling a list of activities, and adding additional notes if necessary.

This worksheet is utilized during visits to potential strategic locations to verify the collected data.

One worksheet is used for each 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>	Village profile completion		
		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		
		Identification of human resources for 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

## WORKSHEET 1

The column of key actors is filled in to serve as a database of local parties identified at the location during the Stage 2 process.

1



KEY ACTORS	
• Name : • Institution : • Location : • Activity :	• Name : • Institution : • Location : • Activity :
• Name : • Institution : • Location : • Activity :	• Name : • Institution : • Location : • Activity :
• Name : • Institution : • Location : • Activity :	• Name : • Institution : • Location : • Activity :
• Name : • Institution : • Location : • Activity :	• Name : • Institution : • Location : • Activity :
• Name : • Institution : • Location : • Activity :	• Name : • Institution : • Location : • Activity :



EXAMPLE OF  
COMPLETING  
WORKSHEET 1

LOCAL STAKEHOLDERS		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>• Activity : Village Apparatus</li> </ul>	<ul style="list-style-type: none"> <li>• Name : Mursid</li> <li>• Institution : PT. Gabus Mandiri</li> <li>• Location : XYZ Village</li> <li>• Activity : Head of snakehead fish processing factory The nearest is in XYZ village</li> </ul>	Village profile completion	✓
		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 : Andri</li> <li>• Institution : Young Generation XYZ</li> <li>• Location : XYZ Village</li> <li>• Activity : Head of Youth Organization Management 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>• Activity : Operational Director PT. Cork Independent</li> </ul>	Identification & Determination of Priority Commodities to Develop	✓
		Identification of human resources for 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> <li>• ██████████ ██████████ ██████████</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution : ██████████</li> <li>• Location ██████████</li> <li>• Activity : ██████████</li> <li>• ██████████ ██████████ ██████████</li> </ul>		
<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution: ██████████</li> <li>• Location ██████████</li> <li>• Activity : ██████████</li> <li>• ██████████ ██████████ ██████████</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution : ██████████</li> <li>• Location ██████████</li> <li>• Activity ██████████</li> <li>• ██████████ ██████████ ██████████</li> </ul>	NOTES	
		<ul style="list-style-type: none"> <li>• PT. Gabus Mandiri has the potential for collaboration due to its good openness and being a new company that is still developing.</li> <li>• Village XYZ is a priority village due to its ease of access and a community environment that supports.</li> <li>• A deeper approach is needed with the younger generation in XYZ.</li> </ul>	
<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution : ██████████</li> <li>• Location : ██████████</li> <li>• Activity : ██████████</li> <li>• ██████████ ██████████ ██████████</li> </ul>	<ul style="list-style-type: none"> <li>• Name :</li> <li>• Institution : ██████████</li> <li>• Location ██████████</li> <li>• Activity : ██████████</li> <li>• ██████████ ██████████ ██████████</li> </ul>		

## STAGE 2

# VERIFICATION & DATA COLLECTION

## WORKSHEET 2

The Output :

Part A serves as the data bank for Village Data as well as the Potential Maps for both Natural Resources (SDA) and Human Resources (SDM) that have been identified. Part B serves as the analysis of the discovered potential parameters.

This worksheet is filled out during the observation process on the site

One worksheet is used for each visited location.

VILLAGE DATA	PREVIOUS CAPACITY DEVELOPMENT PROGRAM	ANALYSIS PARAMETERS	
<ul style="list-style-type: none"> <li>VILLAGE : &amp; DISTRICT NAME</li> <li>LAND AREA:</li> <li>POULATION:</li> </ul>	<ul style="list-style-type: none"> <li>PROGRAM/POTENTIAL FOR CONSERVATION OR RESTORATION</li> </ul>	POLITICAL	ECONOMIC
POTENTIAL MAP			
NAT. RESOUR	SDM		
<ul style="list-style-type: none"> <li>MAIN COMMODITIES :</li> <li>PRODUCTION CAPACITY :</li> </ul>	<ul style="list-style-type: none"> <li>MAJORITY PROFESSION :</li> <li>PRODUCTIVE AGE RATIO :</li> <li>EDUCATIONAL BACKGROUND :</li> </ul>	SOCIAL	TECHNOLOGICAL
<ul style="list-style-type: none"> <li>OTHER :</li> </ul>	<ul style="list-style-type: none"> <li>OTHER :</li> </ul>		



# DETAILS

## WORKSHEET 2

The village data is filled out based on facts and valid data, acquired from the village government institutions.

Provide general information about the village's demographics. Includes data on Natural Resources, such as main commodities, as well as other potential natural resources found in the village.

VILLAGE DATA		PREVIOUS CAPACITY DEVELOPMENT PROGRAM	
<ul style="list-style-type: none"><li>• VILLAGE : &amp; DISTRICT NAME</li><li>• LAND AREA:</li><li>• <u>POULATION:</u></li></ul>		<ul style="list-style-type: none"><li>• PROGRAM/POTENTIAL FOR CONSERVATION OR RESTORATION</li></ul>	
POTENTIAL MAP			
NAT. RESOUR		SDM	
<ul style="list-style-type: none"><li>• MAIN COMMODITIES :</li><li>• PRODUCTION CAPACITY :</li><li>• OTHER :</li></ul>		<ul style="list-style-type: none"><li>• MAJORITY PROFESSION :</li><li>• PRODUCTIVE AGE RATIO :</li><li>• EDUCATIONAL BACKGROUND :</li><li>• OTHER :</li></ul>	

Search for information on previous capacity development programs conducted in the location.

Includes primary and supporting data on the potential human resources found in the village area.

# DETAILS

## WORKSHEET 2

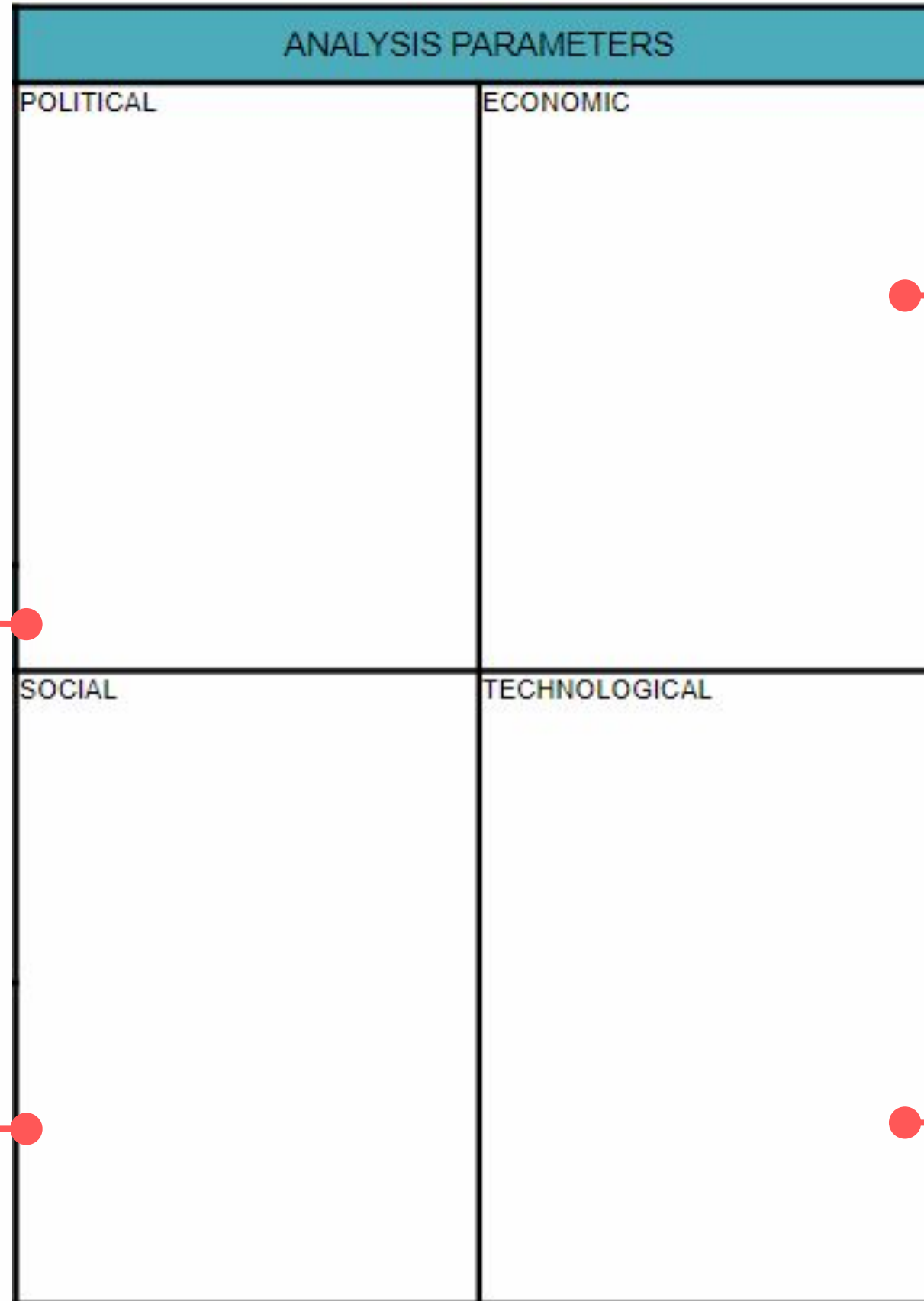
Includes primary and supporting data on the potential human resources found in the village area.

Political  
Conditions or political policies that may have an impact on the object.

Social  
Impact on the social sphere (community) that occurs on the object.

5

7



6

8

Economic  
External economic issues that may affect the object.

Technological  
The role of technological developments in automation and innovation within the object.

## EXAMPLE OF COMPLETING WORKSHEET 2

VILLAGE DATA	DEVELOPMENT PROGRAM PREVIOUS CAPACITY	ANALYSIS PARAMETERS	
<ul style="list-style-type: none"> <li>VILLAGE NAME &amp; SUBDISTRICT : XYZ VILLAGE, ABC DISTRICT</li> <li>LAND AREA : 34,97 km<sup>2</sup></li> <li>POPULATION : 1385 People</li> </ul>	<ul style="list-style-type: none"> <li>Go-Online Village 2020</li> <li>XYZ Villages MSMEs Industry Education 2017</li> <li>Agriculture &amp; Fisheries Training 2015</li> </ul>	<p>POLITICAL</p> <p>The Village Head also serves as the chairman of the fish farmers' association in XYZ Village.</p> <p>Some fish ponds are owned by the village head</p>	<p>ECONOMIC</p> <p>The average economic condition of the village communities tends to be lower-middle class due to the similarity of livelihoods, which depend on snakehead fish ponds.</p>
PETA POTENSI			
SDA	SDM		
<ul style="list-style-type: none"> <li>COMMODITY MAIN : Snakehead Fish</li> <li>PRODUCTION CAPACITY : 10 Tons/Year</li> </ul>	<ul style="list-style-type: none"> <li>MAJORITY PROFESSION : Fish Farmer</li> <li>PRODUCTIVE AGE RATIO: 18 - 50</li> <li>EDUCATIONAL BACKGROUND: High School - Equivalent</li> </ul>	<p>SOCIAL</p> <p>Most of the residents tend to coexist due a majority of similar 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 people work as factory workers or migrate abroad</li> </ul>		

# STAGE 2

## WORK SHEET 3

Output:  
The SWOT analysis results of potential commodities will be used as data for the development of the next stages in formalizing the potential concept into a Sustainable Economy in stage 3.

INTERNAL ASPECTS	STRENGTHS	WEAKNESSES
EXTERNAL ASPECTS		
OPPORTUNITIES	S-O STRATEGY	W-O STRATEGY
THREATS	S-T STRATEGY	W-O STRATEGY
CONCLUSION		

# DETAILS

## WORKSHEET 3

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

SWOT Analysis Aspects:

Internal: Strengths, Weaknesses.

External: Opportunities, Threats.

ASPEK INTERNAL	<b>STRENGTH</b>	<b>WEAKNESS</b>
	List of Strengths & the advantages it has	List of weaknesses and shortcomings
ASPEK EKSTERNAL	<b>OPPORTUNITIES</b>	<b>THREAT</b>
	<b>STRATEGI S-O</b>	<b>STRATEGI W-O</b>
List of Opportunities that can be identified	Strategy to utilize strengths (S) for taking advantages from opportunities (O) that exist.	Strategy to overcome weaknesses (W) by utilizing opportunities (O) that exist.
	<b>STRATEGI S-T</b>	<b>STRATEGI W-T</b>
List of Threats that can be identified.	Strategy to use all strengths (S) for overcoming threats (T) that exist.	Strategy to suppress weaknesses (W) and prevent threats (T) that exist..
<b>KESIMPULAN</b>		

1 Fill out each list of internal aspects and external aspects

2 Connect crossed table aspects to fill out the strategy columns

3 Write the conclusion of the SWOT analysis results as the final results of stage 2

## Details of Worksheet 3 Completion

INTERNAL ASPECTS	STRENGTHS	WEAKNESSES	
	<ul style="list-style-type: none"> <li>Snakehead fish is the main commodity has become XYZ village which is easy to cultivate</li> <li>Many derivative products can be produced because there are local factories ready to help</li> </ul>	<ul style="list-style-type: none"> <li>Currently snakehead fish serves as the main livelihood of the people of XYZ village</li> <li>Developments of other products that differ from those already undertaken by the community must be done.</li> </ul>	
EXTERNAL ASPECTS	OPPORTUNITIES	S-O STRATEGY	W-O STRATEGY
	<ul style="list-style-type: none"> <li>The Head of XYZ Village fully supports the activity</li> <li>There are supporting facilities related to natural resources and human resources in XYZ village</li> </ul>	<ul style="list-style-type: none"> <li>Utilizing the support of 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 in implementing the program as it directly relates d to the livelihood of the village community.</li> </ul>
	THREATS	S-T STRATEGY	W-O STRATEGY
	<ul style="list-style-type: none"> <li>There is a possibility that the community may refuse to become collaborative partners with pond leasing.</li> </ul>	<ul style="list-style-type: none"> <li>Inviting the community with a clear approach and goals.</li> <li>If it is not feasible, it might be done with a strategy of leasing ponds from the community.</li> </ul>	<ul style="list-style-type: none"> <li>Creating other products with specific markets and effective processing methods.</li> <li>Opening new markets outside the region, which can also embrace existing local products</li> <li>Utilizing capital funds to make your own pond</li> </ul>
CONCLUSION			
<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 facilities and infrastructure accessibility.</p>			



# 3

# Business Model & Institutional Design

This stage is a process of designing a multi-party business model and a multi-stakeholder institution that functions as a common umbrella and operational support for achieving the vision of a sustainable economy in the future.

## The Final Result:

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

## The Output:

- Design implementation guidelines and a model of multi-stakeholder institutional governance model as an implementation vehicle.
- Formation of a core team which will serve as the implementing team for tasks mapping among stakeholders to support the implementation of the Sustainable Economy Vision.
- A strategic plan for company share ownership whose development timeframe is mutually agreed upon.



## Implementation 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 to function 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 of a Sustainable

Economy Vision



Designing the  
institution



Designing the  
business model

# TAHAP 3 DESIGNING

## WORKSHEET 1. IMPLEMENTATION GUIDE

Sustainable Economy Vision: [The main vision of sustainable economics serves as the foundation for organizations to establish their respective visions.]

### The Output:

This worksheet is expected to 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 to achieve the vision of a sustainable economy.

	Sustainable Production Center	Sustainable Incubation Center	Sustainable Innovation Center
Long-Term Goals			
Short-Term Goals (1 - 2 years)			
The Key Results to be Achieved			
Key Activities			
Required Facilities and Resources			

# DETAILS WORK SHEET 1

Sustainable Economic Vision: [The main vision of sustainable economics serves as the foundation for organizations to establish their respective visions.]

1 Contains the main vision of sustainable economy discussed earlier. Previously in the Siak District, this vision uses "Siak Hijau" (Green Siak) as the main guideline.

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

2 Contains the vision or purpose of each center being established. Derived from the main vision, then adjusted to the function of each center. The goals for this period 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 WORK SHEET 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?
- 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 (the selected commodity into albumin that can be traded legally).

# DETAILS WORK SHEET 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 study the production process. Therefore, one of the key results that needs to be achieved is the formation of a legal research institution.

# DETAILS WORK SHEET 1

	Sentra Produksi Lestari	Sentra Inkubasi Lestari	Sentra Inovasi Lestari
Aktivitas			

5 After identifying 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, if one of the key results that needs to be achieved is the formation of a legal research institution, then the activities that must be carried out include:

- Designing the research institution
- Establishing membership
- Recruiting human resources, and so on.

DETAILS WORK  
SHEET 1

	Sentra Produksi Lestari	Sentra Inkubasi Lestari	Sentra Inovasi Lestari
Sumber Daya			

6 By outlining the activities needed to achieve short-term goals, we can map out the resources required to carry out these activities. At this stage, the village profile plays a crucial role in identifying available village resources and pinpointing those that need to be acquired.

For example, in the activity of designing a research institution, required resources may include:

- Laboratory
- Laboratory equipment
- Land for constructing the laboratory, and so forth.



# EXAMPLE OF COMPLETING IMPLEMENTATION GUIDELINES WORKSHEET

Sustainable Economy Vision: Healthy Lakes, Strong Economy

	Sustainable Production Center	Sustainable Incubation Center	Sustainable Innovation Center
Long-Term Goals	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 local cultural preservation.	Creating value-added products based on sustainable economy and the preservation of local culture.
Short-Term Goals (1-2 years)	<ul style="list-style-type: none"> <li>• Establishing a Limited Liability Company (PT).</li> <li>• ....</li> </ul>	<ul style="list-style-type: none"> <li>• Obtaining support from other key parties so that the incubation process and results created are in line with the vision of long-term goals.</li> <li>• ....</li> </ul>	<ul style="list-style-type: none"> <li>• Creating value-added products based on sustainable economics.</li> <li>• ....</li> </ul>
The Key Results to be Achieved	<ul style="list-style-type: none"> <li>• Managing and completing various applicable licensing administrations.</li> <li>• ....</li> </ul>	<ul style="list-style-type: none"> <li>• Expanding the community's insight on the sustainable economy movement.</li> <li>• ....</li> </ul>	<ul style="list-style-type: none"> <li>• Building an innovation center or laboratory.</li> <li>• ....</li> </ul>
Key Activities	<ul style="list-style-type: none"> <li>• Recruiting human resources according to the required capacity.</li> <li>• Conducting product testing.</li> </ul>	<ul style="list-style-type: none"> <li>• Reaching out to other parties (communities, companies, business entities, etc.) to get support.</li> <li>• Holding community-based activities to promote the sustainable economy movement.</li> </ul>	<ul style="list-style-type: none"> <li>• Looking for an area to build a laboratory.</li> <li>• Looking for expert builders.</li> <li>• ....</li> </ul>
Required Facilities and Resources	<ul style="list-style-type: none"> <li>• Laboratory</li> <li>• Office</li> </ul>	<ul style="list-style-type: none"> <li>• Office</li> </ul>	<ul style="list-style-type: none"> <li>• Cement</li> <li>• Bricks</li> <li>• Wood</li> <li>• ....</li> </ul>

# STAGE 3 DESIGNING

## WORKSHEET 2: ORGANIZATION GUIDE

Sustainable Organization Vision:

Conditions for Establishing an ORganization

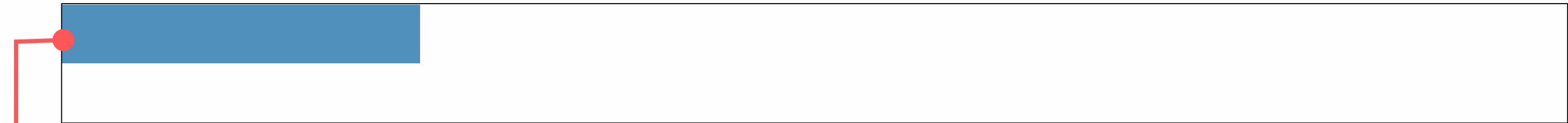
Short-Term Goals	Activity Details	Needs	Role (Job and Function)	Person in Charge (PIC)	Deadline

### The Output:

From the big outline of the Sustainable Economy Vision implementation guide, a broad overview of both long-term and short-term activities can be derived. This document elaborates in greater detail on the activities to be undertaken to identify the necessary requirements for achieving the organizational vision.



1 Contains the vision of each center.



2 Contains the necessary prerequisites for establishing a legal entity in compliance with regional regulations. As we aim to create sustainable centers, these establishment requirements serve as the primary activities that need to be undertaken to prepare these centers.

# DETAILS

## WORK SHEET 2

[3] Short-Term Goals	[4] Activity Details	Needs	Role (Job and Function)	PIC	Deadline
[Quote the short-term goals already written on Worksheet 1]	[An expanded activity list, further referencing the tasks outlined in Worksheet 1, allowing for a more comprehensive breakdown, potentially extending to a step-by-step elucidation.]	[5]	[6]	[7]	[8]

Notes:

### 5 Needs

From the elaborated details of the activities, we can discern our needs. These include human resources, natural resources, documentation, and other necessities crucial for meeting short-term objectives. For instance, considering the center's product marketing activity, we can outline specific requirements such as marketing personnel, creative staff, and related resources.

# DETAILS

## WORK SHEET 2

[3] Tujuan jangka pendek	[4] Rincian Aktivitas				
[Mengutip dari tujuan jangka pendek yang sudah dituliskan di kertas kerja1]	[Daftar aktivitas yang lebih rinci. Tetap mengacu pada aktivitas di kertas kerja 1, tapi di sini kita bisa merincinya lebih dalam bahkan mungkin sampai step by stepnya]	[5]	[6]	[7]	[8]

Notes:

### 6 Role (Job and Function)

Once we grasp the specifics of the needs essential to fulfill these short-term goals, we can delineate the necessary organizational roles. Initiating this process can involve asking questions:

- What roles align with these needs?
- What responsibilities does each role encompass?
- How does each role contribute to the organization's functions?
- Etc.

For example, considering the center's product marketing activities, it becomes evident that the organization requires a dedicated marketing division. At this point, we can outline the tasks and functions of marketers in accordance with the organization's needs.

# DETAILS

## WORK SHEET 2

[3] Tujuan jangka pendek	[4] Rincian Aktivitas				
[Mengutip dari tujuan jangka pendek yang sudah dituliskan di kertas kerja1]	[Daftar aktivitas yang lebih rinci. Tetap mengacu pada aktivitas di kertas kerja 1, tapi di sini kita bisa merincinya lebih dalam bahkan mungkin sampai step by stepnya]	[5]	[6]	[7]	[8]

Notes:

### 7 Person in Charge (PIC)

To ensure the timely execution of each activity, an individual will be responsible for each task. These appointed individuals bear the responsibility of overseeing the activities, ensuring they meet their targets and operate seamlessly.

### 8 Deadline

Deadlines are established to maintain the track of each activity, ensuring adherence to a predetermined timeline.

# EXAMPLE OF COMPLETING ORGANIZATION GUIDE WORKSHEET

Visi Organisasi Lestari:

Developing downstream value-added products based on sustainability so that the products produced are sustainable sold on an ongoing basis.

Conditions for Establishing an Organization	1. Submission of a Limited Liability Company (PT) Name	4. Making Taxpayer Identification Number (NPWP)	7. Applying 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 Indonesian Republic (BNRI)

Short-Term Goal	Activity Details	Needs	Role (Job and Function)	Person in Charge (PIC)	Deadline
Establishing PT. Bersama	<ul style="list-style-type: none"> <li>Recruit human resources according to the required capacity</li> <li>submission of PT name</li> <li>preparation of PT deed</li> <li>making SKDP</li> <li>etc.</li> </ul>	<ul style="list-style-type: none"> <li>Human resources that are meticulous and responsible with administrative skills</li> <li>founder of PT</li> <li>notary</li> <li>etc.</li> </ul>	<ul style="list-style-type: none"> <li>The Secretary of PT Bersama is responsible for handling all administrative matters within the organization, from its establishment to its ongoing operations</li> <li>PT founder as the leader and person in charge</li> <li>etc.</li> </ul>	[write name]	[ Write down the date of the deadline]



# STAGE 3

## DESIGNING

The Output:  
The process in stage 3 involves designing the business model, where this worksheet aims to facilitate the business design process by considering product sustainability and its impacts in terms of environmental, economic, social, and political aspects.

# WORKSHEET 3: BUSINESS MODEL

Partners/Stakeholders	Key Activities	Sustainable Product Values	Customer Relationship	Customers
	Resources		Supply Chain	End of Product
Cost Structure		Subsidy	Revenue	
Environmental Consequences			Environmental Benefits	
Economic Consequences			Economic Benefits	
Social Consequences			Social Benefits	

# DETAILS WORK SHEET 3

## 1 Partners/Stakeholders

This section identifies the involved partners/stakeholders/parties and explores the ones up for collaboration, along with strategies to sustain a productive relationship with them. Make sure that potential partners align their goals with the vision of a sustainable economy. These partners may include investors, organizations sharing similar activities, landowners, local organizations, and others.

## 2 Key Activities

This section outlines the primary activities integral to this business model. To identify them, consider the following questions:

- What are the main activities of this business model?
- How do we align these activities with the vision of a sustainable economy?
- What sustainable technologies can support these activities?

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

# DETAILS

## WORK

### SHEET 3

#### 3 Resources

This section outlines the primary resources necessary for this business model. Village data or profiles can significantly aid in identifying these resources. Additionally, we can pinpoint them by considering the following questions:

- What natural, energy, and technical resources are essential?
- Can we replace these resources with more sustainable alternatives?
- Etc.

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

#### 4 Sustainable Product Values

This column contains the product's values, which can be determined by asking the following questions:

- What issue does the product address and what value does it create?
- What are the functions and form of the product?
- Can we address customer problems sustainably?
- Can we translate sustainability into a customer value that requires preservation?
- Can we prolong the product's life cycle?

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

# DETAILS WORK SHEET 3

## 5 Customer Relationship

This column contains:

- The kind of relationship you hope to have with customers.
- Strategies for maintaining sustainable relationships with customers.
- Inter-organizational contact in a digitally coordinated logistics chain.

## 6 Supply Chain

This column contains information about the identities involved 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 (directly or through SMS, website, telephone, e-mail, etc.)
- How to create a sustainable network of distribution.
- How to communicate the sustainable aspects of this product.

Nilai produk berkelanjutan	Hubungan konsumen
[4]	[5]
	Rantai pasok
	[6]

## 7 CUSTOMERS

This column contains the definition of consumers for the business model being created. Identify:

- Who your customers are.
- Where they are located.
- How to reach out the them.
- How they can find your product.

## 8 End of Product

This column contains the end of the product's 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 the product waste be reprocessed into other value-added products and be resold?

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

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

## 9 Cost Structure

Break down the details of the costs and investments required to run the business model. Also, consider the sustainability of these costs and investments. Identify:

- Life cycle costs of logistics (initiation, implementation, and operational costs of the business model).
- Operational costs for multi-party coordination.
- Logistics chain costs, including: 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

Break down the details of how the business model earns gross revenue by asking the following questions:

- Where does the business model revenue come from?
- What are the customers willing to pay for in from this business model? Product? Draft? Or is there any other value?
- Which sources of income are available and possible to be obtained?
- Will the customers be willing to pay for the product on an ongoing basis?
- Are there any unique advantages to sustainable product values?
- Can we create a unique advantage out of the proportion of sustainable elements?
- Is there a pricing structure that encourages sustainable behavior from the customers?
- How does cash flow contribute to overall revenue?

# DETAILS

WORK

SHEET 3

Konsekuensi lingkungan	Manfaat lingkungan
[12]	[13]

## 12 Environmental Consequences

Details of the environmental consequences from the existence of this 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 to ensure that the environment remains sustainable?
- Which key resources are non-renewable?
- Which major activities use the most resources?

## 13 Environmental Benefits

Details of the environmental benefits that arise from the existence of this business model, such as:

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

# DETAILS

## WORK

### SHEET 3

Konsekuensi ekonomi	Manfaat ekonomi
[14]	[15]

## 14 Economic Consequences

Details of the economic consequences from the existence of this business model, such as:

- The economic impacts on the business model.
- The absorption of human resources with limited capabilities showing the need to increase their capacity.
- Is there any negative economic impact from the absorption of material, technical , and human resources?

## 15 Economic Benefits

Details of the economic benefits from having this 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 wealths?
- Is there a possibility of new investment given by having the business model?

# DETAILS

## WORK

### SHEET 3

Konsekuensi sosial	Manfaat sosial
[16]	[17]

## 14 Social Consequences

Details of the social consequences of the existence of this 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

Details of the social benefits from the business model, such as:

- Can we offer ongoing benefits to your 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 COMPLETING BUSINESS MODEL WORKSHEET

Partners/Stakeholders	Key Activities		Sustainable Product Values	Customer Relationship	Customers
<ul style="list-style-type: none"> <li>• Agrapanabio</li> <li>• Local government</li> <li>• LTKL</li> <li>• etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Processing snakehead fish into albumin</li> <li>• etc.</li> </ul>		<ul style="list-style-type: none"> <li>• Cultivating snakehead fish keeps peatlands wet, minimizing the risk of forest fires.</li> </ul>	<ul style="list-style-type: none"> <li>• Customers can continuously consume natural albumin to maintain their health.</li> </ul>	<ul style="list-style-type: none"> <li>• People who have health problems and need albumin with natural ingredients.</li> </ul>
	Resources			Supply Chain	End of Product
	<ul style="list-style-type: none"> <li>• Snakehead fish</li> <li>• etc.</li> </ul>			<ul style="list-style-type: none"> <li>• Nearby pharmacies</li> <li>• distributor</li> <li>• resellers</li> <li>• etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Fish bone waste is processed into flour</li> <li>• etc.</li> </ul>
Cost Structure			Subsidy		Revenue
<ul style="list-style-type: none"> <li>• PT establishment costs</li> <li>• cost of setting up a laboratory</li> <li>• sources of investment</li> <li>• etc.</li> </ul>			<ul style="list-style-type: none"> <li>• State Revenue and Expenditure Budget (APBN)</li> <li>• Regional Revenue and Expenditure Budget (APBD)</li> <li>• etc.</li> </ul>		<ul style="list-style-type: none"> <li>• Sales of albumin products</li> </ul>
Environmental Consequences			Environmental Benefits		
<ul style="list-style-type: none"> <li>• Chemical waste from the albumin extraction process from snakehead fish</li> <li>• etc.</li> </ul>			<ul style="list-style-type: none"> <li>• Peatlands are maintained</li> <li>• etc.</li> </ul>		
Economic Consequences			Economic Benefits		
<ul style="list-style-type: none"> <li>• The need for a budget to increase the capacity of professional workers</li> <li>• etc.</li> </ul>			<ul style="list-style-type: none"> <li>• Community welfare increases</li> <li>• employment opportunities</li> <li>• etc.</li> </ul>		
Social Consequences			Social Benefits		
<ul style="list-style-type: none"> <li>• Disagreements with cultural values held by society</li> <li>• etc.</li> </ul>			<ul style="list-style-type: none"> <li>• The concept of sustainable society becomes more inclusive</li> <li>• etc.</li> </ul>		

# 4

# Business Model Implementation & Validation

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

## The Final Result:

The innovation, incubation, and research centers can validate and iterate the business models and institutions to have business processes that are proven to be sustainable and scalable.

## The Output:

- Institutions functioning as innovation centers, incubation centers, and business entities are operated and connected in the entrepreneurial ecosystem of the district.
- Teams or human resources that can support each other's functions 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 to be distributed and have been validated in the target market.



## Execution Time:

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

## Implementation Process:

Discussions are initiated to begin the implementation of the business model design. This starts with the construction of facilities and the development of technology necessary for executing the business model, extending to the process of product licensing. These facilities will subsequently be utilized for the production of value-added products. Market research is conducted to facilitate the production and distribution of these value-added products, ensuring the sustainability of the business until it becomes self-sufficient and ready for investment. Throughout this period, evaluations are carried out to assess the ongoing implementation. If there are aspects that require modification, updates can be made to the business model design.

# Process Overview

Market research and implementation of  
business model design



Evaluation of the business model design  
implementation program



Adjustment of the business  
model design



# STAGE 4 IMPLEMENTING

## MANAGING THE IMPLEMENTATION PROCESS

### WORKSHEET 1

The Output:

Utilized for the evaluation and monitoring of progress towards each objective. Evaluations can be conducted once periodically (e.g., weekly, monthly, quarterly, etc.) as required.

**Organization Name/Department Name**

	Activity Details	Constraints	Person in Charge	Deadline	Progress	Notes
Short-Term Goal/Activity 1	[Describe the details of the activities created in the organizational guidance worksheet.]	[Details of the constraints faced while conducting the activities.]	[The person who is responsible to implement the activity.]	[Details of the due date to complete the activities]	Details of the progress of the implementation of activities.	
Short-Term Goal/Activity 2						

**Organization Name/Department Name**

**1** This section includes the name of the organization or department responsible for managing the implementation process.

**2** Short-Term Goal/Activity  
Fill in with the short-term activities or goals of the organization, which have been defined in stage 3.

Rincian Aktivitas	
Aktivitas/tujuan jangka pendek 1	
Aktivitas/tujuan jangka pendek 2	

**3** Activity Details  
Provide a detailed description of the existing activities outlined in the organizational guidance worksheet.

# DETAILS

## WORK SHEET 1

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

### 4 Constraints

This section contains the challenges encountered during the execution of activities and the strategies employed by the responsible individual to overcome these obstacles.

### 5 Person in Charge

This section includes the name of the individual responsible for each detailed activity.

### 6 Deadline

It specifies the deadline for the completion of an activity or the timeframe within which an output is expected to be achieved.

### 7 Progress

It provides the progress of an activity at the time this worksheet is utilized.

### 8 Notes

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

# EXAMPLE OF COMPLETING MANAGING THE IMPLEMENTATION PROCESS

Name of Organization/Department Name: Lestari Production Center

	Activity Details	Constraints	Person in Charge	Deadline	Progress	Notes
Establishing PT. Bersama	Recruiting human resources according to the required capacity. This includes Public Company Name Submission. Preparation of Deed, SKDP (Certificate of Company Domicile) Creation, etc.	Difficulty in finding appropriate human resources that meet the criteria	Mr A [write name]]	[Write the date of the deadline]	80%	Prioritizing the search for HR with a high willingness to learn
Short-Term Goal/Activity 2						

# STAGE 4 IMPLEMENTING

## RESTROPECTIVE WORKSHEET

### WORKSHEET 2

The Output:

This worksheet is utilized as a retrospective after conducting activities (in their entirety) over a specific period of time. It allows for an evaluation of the series of activities that have been carried out, identifying areas for improvement to enhance productivity in subsequent processes. Retrospective is a technique that enables teams to assess completed activities while integrating new methodologies tailored to their function.

**Organization Name/Department Name**

**Date:**

Leave	Add	Continue	Improve
[Actions that have been done and are not beneficial for productivity should be discontinued.]	[Actions that should be implemented to enhance productivity in the future.]	[Current actions that are having a positive impact on productivity.]	[Overdone actions that could benefit from innovation to make a more significant impact.]

# DETAILS

# WORK SHEET 2

**1** Name of the organization/department conducting the retrospective.

**2** Period/Time of the retrospective implementation.

For example, if it is conducted every month, it can be filled with the name of the month.

**3** Leave

This section contains things that need to be abandoned because they are considered to disrupt team productivity.

For example, coming late, delegating work through a third party, etc.

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

Tinggalkan	Tambahkan	Terus lakukan	Tingkatkan
[3]	[4]	[5]	[6]

**4** Add

This section contains new things that may need to be added to improve team productivity. It could be things that have been tried by one of the members and the impact is felt or have not been tried but want to be tried so that the impact can be assessed.

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

# DETAILS

## WORK SHEET 2

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

Tinggalkan	Tambahkan	Terus lakukan	Tingkatkan
[3]	[4]	[5]	[6]

### 5 Continue

This section contains things that have been done and will continue to be done because they have a positive impact on team productivity. For example, maintaining good relations and work spirit among members, etc.

### 6 Improve

This section contains things that may need to be improved to increase team productivity. It could be from activities that have already been carried out and then one aspect of it is improved. For example, if meetings have been felt to be ineffective because members do not know what aspects they should convey, then what needs to be improved is the need to convey in advance what aspects should be conveyed.



# EXAMPLE OF COMPLETING RETROSPECTIVE WORKSHEET

Organization Name/Department Name: Lestari Production Center

Date: 17 February 2023

Leave	Add	Continue	Improve
<p data-bbox="193 686 526 840">Frequently late to meetings</p>	<p data-bbox="946 697 1386 979">Implementation of an information database progress program that is integrated with all stakeholders</p>	<p data-bbox="1739 697 2079 979">Nurturing the sustainability of economic enthusiasm.</p> <p data-bbox="2079 1046 2419 1279">Regular discussions with each stakeholder</p>	<p data-bbox="2518 697 2852 851">Discipline regarding time management</p>

# STAGE 4

## IMPLEMENTING

### BUSINESS MODEL

### RENEWAL

The Output:

Update the previously designed business model based on the data or validation obtained during the implementation process. If there are one or two aspects that require adjustments in the business model, such as changes in market segmentation based on the latest research findings, these can be updated during this process.

Partners/Stakeholders	Key Activities	Sustainable Product Values	Customer Relationship	Customers
	Resources		Supply Chain	End of Product
Cost Structure		Subsidy	Revenue	
Environmental Consequences			Environmental Benefits	
Economic Consequences			Economic Benefits	
Social Consequences			Social Benefits	

# 5

# Business Scale Expansion

Sustainable economic products and business entities have had their processes validated and have met the standards to be ready for additional funding to expand their business scale. At this stage, the ecosystem for business acceleration needs to be prepared and fortified. This includes both business actors and enablers such as incubation centers, as well as local government policies and regulatory frameworks, especially the ones related to the ease of doing business and enabling sustainable investment.

## The Final Result:

The business model and processes of institutions driving sustainable economics (business centers, incubators, research and innovation hubs) are replicated and/or expanded to increase their impact.

## The Output:

- A pitch deck or portfolio for potential investors, buyers, or funders.
- The increasing of production capacity to meet market demand or product diversification, as well as expanding target markets.
- A renewed business plan.
- Enabling policies and regulatory frameworks related to licensing, ease of doing business, and investment.

## Execution Time:

The process of expanding business scale can take between 2 to 5 years. The readiness and progression of this process will largely depend on the readiness and maturity of the business process, the capacity of the team, as well as market access, opportunities, and funding availability.

## Implementation Process:

At this stage, centers for sustainable economy need to be able to standardize business processes in all aspects, ranging from production to financial record-keeping. The primary focus of this stage is the preparation of documents and the creation of conditions conducive to securing funding or market opportunities for business expansion.

# Process Overview

Analysis of document readiness for  
expansion needs



Preparation of narratives for  
pitching

## STAGE 5

## PREPARATION OF REQUIRED DATA & DOCUMENTS

The Output:

Evaluate the readiness of the necessary data and documents for securing funding.

Document/Data	Available	Needs Update	Aspects to be Supplemented/Updated
<b>Elevator Pitch:</b> A concise narrative that summarizes the value proposition of the business and the attractive contribution opportunities for interested parties.			
<b>Pitch Deck:</b> A condensed document derived from the business plan that is more visually oriented and summarizes funding needs.			
<b>Business Plan:</b> A document detailing the current business conditions and future business plans, including strategies for business expansion and funding requirements.			
<b>Financial Documents:</b> A summary of financial data, including but not limited to: income projections, cash flow, etc.			

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

**2 Needs Update**

Does the available document need to be updated?

**3 Aspects to be Supplemented/Updated**  
If the document needs to be updated, what parts need to be supplemented/updated?

Document/Data	Available	Needs Update	Aspects to be Supplemented/Updated
<p><b>Elevator Pitch:</b> A concise narrative that summarizes the value proposition of the business and the attractive contribution opportunities for interested parties.</p>			
<p><b>Pitch Deck:</b> A condensed document derived from the business plan that is more visually oriented and summarizes funding needs.</p>			
<p><b>Business Plan:</b> A document detailing the current business conditions and future business plans, including strategies for business expansion and funding requirements.</p>			
<p><b>Financial Documents:</b> A summary of financial data, including but not limited to: income projections, cash flow, etc.</p>			

# STAGE 5

# PREPARATION OF REQUIRED DATA & DOCUMENTS

## EXAMPLE OF COMPLETING WORKSHEET 1

Document/Data	Available	Needs Update	Aspects to be Supplemented/Updated
<p><b>Elevator Pitch:</b> A concise narrative that summarizes the value proposition of the business and the attractive contribution opportunities for interested parties.</p>	✓	-	-
<p><b>Pitch Deck:</b> A condensed document derived from the business plan that is more visually oriented and summarizes funding needs.</p>	✓	✓	Investment needs
<p><b>Business Plan:</b> A document detailing the current business conditions and future business plans, including strategies for business expansion and funding requirements.</p>	Not yet arranged		
<p><b>Financial Documents:</b> A summary of financial data, including but not limited to: income projections, cash flow, etc.</p>	Not yet refined		



# STAGE 5

# WORKSHEET 2: PITCHING PREPARATION

The Output: Narrative for pitching.

**Expected results from the pitching:**

<b>Who is the target audience? Which organization do they represent?</b>	<b>What are their interests or concerns?</b>	<b>What do we require from them?</b>	<b>What can we offer that might be of interest to them?</b>

**Keywords that need to be in the pitch:**

**1** What is the expected outcome of your pitch? What actions or thoughts do you hope to inspire in your audience after they've heard your pitch?

For example, securing a certain amount of funding, promotional opportunities, access to funding, etc.

<b>Expected results from the pitching:</b>			
<b>Who is the target audience? Which organization do they represent?</b>	<b>What are their interests or concerns?</b>	<b>What do we require from them?</b>	<b>What can we offer that might be of interest to them?</b>

**2**

Who is the audience that will be listening to your pitch? You can also specify the organization they're from or their position.

**3**

Identify the interests or concerns of this audience. What do you think will appeal to them?

**4**

Determine what we need that this audience might be able to provide.

**5**

From step 3, we can analyze what we can offer that aligns with the interests or concerns of the audience.

# STAGE 5

# EXAMPLE OF COMPLETING WORKSHEET 2

**Expected results from the pitching:**

Gaining access to sustainable investors.

Who is the target audience? Which organization do they represent?	What are their interests or concerns?	What do we require from them?	What can we offer that might be of interest to them?
Gita (LTKL)	Searching for a sustainable business related to peatlands that is ready for investment and can be connected to investors.	Gaining access to the investor network owned by LTKL.	Demonstrating the environmental and social impacts related to peatlands in the district where my business is located, the potential to create a larger impact in my district, and the ability to provide a model for other LTKL districts.

**Keywords that need to be in the pitch:**



**LTKL**

LINGKAR TEMU  
KABUPATEN  
LESTARI