

# Analysis of Sales Reports as a Basis for Preparing Financial Reports for Warung Bu Tantri Jember

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## ABSTRACT

Financial reports are records of a company's financial information in an accounting period that can be used to describe the company's financial performance. According to financial accounting standards issued by the Indonesian Accountants Association, financial reports function as a tool for analyzing financial performance which can provide information about financial position, performance and cash flow, so that it can be used as a basis for making economic decisions. The puIDRose of this writing is to find out the importance of financial reports and designing simple financial reports for Warung Bu Tantri MSMEs. The research used a descriptive data collection method by conducting interviews and direct observation with the owners of the MSMEs. This research shows that there are obstacles experienced by MSMEs, especially in preparing financial reports, because they are incomplete. Without comprehensive financial reports, the information produced is limited. This can make it difficult for business owners to fully understand the financial condition and performance of their business. Sound business decisions and effective financial planning are difficult without complete and detailed data. So in this BU TANTRI UMKM financial report, you don't use an application, just a simple financial report structure. Meanwhile, a good financial report that truly complies with PSAK must be complete and include all relevant elements.

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## 1. INTRODUCTION

Micro, Small, and Medium EnteIDRrises (MSMEs) are productive businesses owned by individuals or business entities that meet the business entity criteria. This activity is usually carried out by individuals, households, and small business entities. MSMEs make a significant contribution to the Indonesian economy, the contribution of MSMEs includes providing employment opportunities for the lower middle class which can reduce unemployment. Although the development of Micro, Small, and Medium EnteIDRrises (MSMEs) in Indonesia continues to increase, there are still problems with inappropriate financial management. because Micro, Small, and Medium EnteIDRrises (MSMEs) do not record their finances properly in accordance with standard financial accounting rules. In general, financial management in Micro, Small, and Medium EnteIDRrises (MSMEs) only records money coming in and money going out. If there is a difference in the recording of incoming and outgoing money, it will be considered as profit earned in that period, even

though to determine profit it should not be like that but must follow generally accepted rules.

Sumbersari Village is in Summersari District, Jember Regency, an area that continues to develop from year to year. This development can be seen from a large number of Micro, Small, and Medium EnteIDRrises (MSMEs) that have developed in establishing various types of businesses, one of which is Warung Bu Tantri, a business founded in approximately 2017. This business is the main source of income for Mrs. Tantri's family.

Based on the results of the survey that was carried out, information was obtained that several MSMEs in the BU TANTRI stall had not kept complete financial records, and business owners had difficulty explaining or presenting their financial conditions to external parties such as lenders, investors or business partners. The financial recording carried out is still simple, limited to recording money coming in from sales proceeds and recording the amount of money going out for business costs. Several reasons given are that many MSME owners still do not understand a complete financial recording system and do not understand how to prepare financial reports. monthly and yearly. This happens because MSME owners do not understand the importance of complete financial records so they only implement simple financial records.

According to the Indonesian Accountants Association (2016), Financial Accounting Standards for Entities Without Public Accountability (SAK ETAP) are intended for use by Entities Without Public Accountability (ETAP), namely entities that do not have significant public accountability; and create general puIDRose financial reports that are useful to external users. SAK ETAP is used for entities whose financial reports are not accountable to the public at large, usually used by micro, small and medium enteIDRrises because they do not trade shares on the capital market.

## 2. METHODS

The author carried out data collection with two main approaches to the UMKM Warung Bu Tantri Jember. The first approach is observation, where the author directly observes the activities, processes and environment related to the shop. The second approach is interviews with MSME owners themselves. Through this interaction, the author obtains information directly from the source.

After the data was collected, the author used descriptive analysis methods. This method allows researchers to explain or describe the condition of the subject or research object in depth. The descriptive approach allows the writer to solve problems by paying attention to visible or available facts without drawing further conclusions than what exists. By using this approach, the author can comprehensively investigate the data needed in the research to gain a better understanding of the MSMEs.

## 3. RESULTS AND DISCUSSION

### Results

The income statement is a fundamental document that outlines a company's financial performance within a specific timeframe. Essentially, it delineates the contrast between the revenue generated and the expenses incurred during that period. Specifically focusing on the profit and loss report of Jember's tantric stall, it comprises two crucial sections: "Income" and "Expenses."

The "Income" section encapsulates all the sources of revenue derived from the diverse array of products or services offered by the stall. Conversely, the "Expenses" section encompasses all the costs associated with running the business, encompassing raw materials, employee salaries, operational expenses, and other pertinent expenditures.

Comprehending these distinct components provides a comprehensive insight into how Warung Bu Tantri Jember operates within the specified timeframe. To gain a more lucid

understanding of the Profit and Loss Report, referencing Figure 1 is imperative. This graphical representation delineates the specifics of income generation and expenditure management during the documented period.

The income statement serves as a pivotal tool for management to assess operational efficiency and profitability. By scrutinizing the variance between income and expenses, management can identify areas where efficiency enhancements can be made or where expenditures can be trimmed without compromising the quality of service rendered.

The insights provided within the profit and loss report offer invaluable perspectives for business owners, investors, and other pertinent stakeholders to make informed decisions regarding future business strategies. A meticulous analysis of this report aids in strategizing steps to enhance financial performance and overall business growth.

Table 1. Profit and Loss Report for Warung Bu Tantri  
Bu Tantri's Warung  
Income statement  
Period 31 January - 30 April 2023

	31-Jan	28-Feb	31-Mar	30-Apr
Income	21,127,000	21,115,000	17,243,000	11,122,000
Cost of goods sold				
Initial inventory	400,000	789,000	1,100,000	1,600,000
Purchase	5,789,000	5,687,600	5,501,500	4,893,000
Ending Inventory	- 789,000	- 1,100,000	- 1,600,000	- 2,300,000
Cost of goods sold	5,400,000	IDR 5,376,600	IDR 5,001,500	4,193,000
Net income	15,727,000	15,738,400	12,241,500	6,929,000
OPERATIONAL EXPENSES				
Selling expenses				
Transportation Expenses	1,000,000	1,000,000	1,000,000	1,000,000
Equipment Expenses	88,000	90,000	120,000	50,000
Electrical Load	150,000	150,000	150,000	150,000
Wifi Load	300,000	300,000	300,000	300,000
Other Expenses	139,500	122,000	147,000	179,000
Depreciation Expense for Operating Equipment	167,500	167,500	167,500	167,500
Rental expenses	225,000	225,000	225,000	225,000
Penalty Expense.	27,500	27,500	27,500	27,500
Admin & general equipment				
Total Operating Expenses	2,097,500	2,082,000	2,137,000	2,099,000
NET PROFIT	13,629,500	13,656,400	10,104,500	4,830,000

Source: Data processed by researchers, 2023

Table 2. Inventory Purchase Report

Bu Tantri's Warung  
Inventory Purchases  
For the period 31 Jan - 30 Apr 2023

	31-Jan	28-Feb	31-Mar	30-APR
Rice	IDR 780,500	IDR 782,000	IDR 948,500	IDR 1,002,000
Sugar	IDR 300,500	IDR 292,000	IDR 317,000	IDR 232,000
Sasa	IDR 103,000	IDR 186,500	IDR 195,500	IDR 117,500
Salt	IDR 16,000	IDR 18,000	IDR 30,000	IDR 26,000
shrimp crisp	IDR 88,000	IDR 90,000	IDR -	IDR 110,000
gas	IDR 210,500	IDR. 159,500	IDR 210,000	IDR 175,000
coffee	IDR 176,500	IDR 82,000	IDR 75,000	IDR 127,000
spice	IDR 86,000	IDR 55,000	IDR 79,000	IDR 38,000
soy sauce	IDR 300,000	IDR 28,000	IDR 28,000	IDR 28,000
coconut cream	IDR 90,000	IDR 90,000	IDR 90,000	IDR -
bottled drinking water	IDR 188,000	IDR 140,000	IDR 35,000	IDR 151,500
oil	IDR 230,000	IDR 291,500	IDR 153,000	IDR. 159,500
Chicken meat	IDR 2,300,000	IDR 2,550,000	IDR 2,050,000	IDR 1,920,000
egg	IDR 472,000	IDR 52,100	IDR 150,000	IDR 66,000
onion	IDR 105,500	IDR 70,500	IDR 227,500	IDR 21,000
shopping	IDR 252,000	IDR 786,500	IDR 862,000	IDR 703,500
tea	IDR 8,000	IDR 14,000	IDR 16,000	IDR 16,000
chili	IDR 82,500	IDR -	IDR 35,000	IDR -
TOTAL	IDR 5,789,000	IDR 5,687,600	IDR 5,501,500	IDR 4,893,000

Source: Data processed by researchers, 2023

## Discussion

The profit and loss report is an important aspect of business activities, being an inseparable representation of financial performance from various forms of business. Its presence is vital because it provides in-depth information regarding the results of current business activities and provides insight into the potential for future business success. Warung Bu Tantri has prepared a profit and loss report according to the income and expense function method. However, it is important to note that the company has not recognized in the income statement an item that is explicitly related to the profit or loss from the investment made.

This research reveals the fact that Warung Bu Tantri MSMEs do not fully follow the Financial Accounting Standards for Entities Without Public Accountability (SAK ETAP) due to a lack of understanding of these standards by business actors. In its financial reports, Warung Bu Tantri does not use special applications for preparing financial reports but rather relies on simpler financial report structures.

Previous research has also provided support for these findings, confirming that Warung Bu Tantri MSMEs do not fully comply with the provisions of SAK ETAP. This inconsistency could be caused by a lack of access or understanding of the rules that apply to these accounting standards.

The importance of a deep understanding of SAK ETAP and proper application in preparing financial reports is a focus that must be increased by MSMEs in order to optimize financial recording and support business growth in the future.

#### 4. CONCLUSION

Based on the research as explained above, it can be seen that there is a minimal level of knowledge regarding recording financial reports in accordance with accounting standards, but there are still efforts by MSME owners to develop their businesses. In knowing business developments, food stall business owners record financial reports to make it easier to analyze the development of their business. Like Ms. Tantri's food stall business which has recorded financial reports, although only in simple form. This food stall records financial reports such as profit or loss and income earned in a day. This is considered important for developing Mrs. Tantri's business. Not recording financial reports in accordance with accounting standards is not entirely the fault of the food stall owner, this is also due to the less-than-optimal role of universities in providing accounting practice facilities in MSMEs

The recommendation for MSME players is that MSME players should keep financial records, especially records of cash receipts and cash disbursements so they can know the number of transactions that took place in that period. Apart from that, MSME players should make financial records in accordance with SAK ETAP, because by carrying out financial records in accordance with SAK ETAP, MSME players can find out their financial position and business development.

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