

# Training on the Production and Determination of Selling Prices for Environmentally Friendly Floor Cleaning Liquids for the PKK Mothers of North Meruya Village

Siska Widia Utami<sup>1</sup>, Yulia Yustika Sari<sup>2</sup>, Angela Dirman<sup>3</sup>

Universitas Mercu Buana, Indonesia<sup>1,2,3</sup>

## ABSTRACT

This community service is carried out in the framework of Domestic Cooperation. Where the participants of this community service activity are PKK mothers in North Meruya Village. They are given training and direct practice in making environmentally friendly floor cleaning fluids using natural ingredients and determining the selling price of the product. The PkM team will also provide assistance until the product can be marketed. The initial target for the product will be used by themselves and sold to the community around the PKK mothers' residence in North Meruya Village. The next target will be sold to the wider community door to door and through the marketplace. The results of this activity are expected to foster an entrepreneurial spirit and increase income for PKK mothers and the community in North Meruya Village. Evaluation can be done by monitoring the location. Assistance will continue to be carried out to maintain the continuity of the production and sales process.

**Keywords:** eco-friendly, floor cleaning fluid, PKK Mothers

## Corresponding Author:

Siska Widia Utami  
(siska.widia@mercubuana.ac.id)

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## 1. INTRODUCTION

Floor cleaner liquid is one of the most commonly used household cleaning products. Even housewives use this cleaning product almost every day. So there are many liquid floor cleaner products that are circulating and selling well on the market. Floor cleaners often contain formaldehyde as an active ingredient. Formaldehyde acts as a fungicide but is toxic if swallowed. To do this, use floor cleaners carefully. Floor cleaners are often scented for user comfort. This is because of the unpleasant odor of formaldehyde. The main ingredient in floor cleaners is a disinfectant (bactericide). The first disinfectant used to clean floors was phenol or carbolic acid. Phenol is listed as a toxic substance that can damage the skin. Currently, there are other better disinfectants such as hexylresorcinol and cresol. Floor cleaner liquid is considered good if: a) it has a strong cleaning effect and removes all dirt, stains, scale or oil, b) does not corrode the floor cleaner, c) leaves the floor cleaner, d) does not leave marks or slips, e) is safe for health (Dewi, et al., 2023).

So far, what we know is that floor cleaning fluids on the market use synthetic chemicals that have negative impacts on users and the environment. The lack of public knowledge and awareness of the negative impacts of floor cleaning fluids containing synthetic chemicals has encouraged us to introduce environmentally friendly floor cleaning fluids (green clean environment) using natural ingredients that function to clean well, hygienically, and are safe for the health of users and the environment. Through the Community Service Program entitled the Community Partnership Program (PKM), lecturers

from the Accounting Study Program, Faculty of Economics and Business, Universitas Mercu Buana, Jakarta will provide Training on Determining the Sold in the Manufacture of Floor Cleaning Liquid Products as a Means of Growing and Developing Entrepreneurial Spirits with partners, namely the Meruya Utara Village.



**Figure 1. Community Service Team Observation with Partners**

This Community Service Program is implemented with the target partners from the Meruya Utara Urban Village community, West Jakarta. The area of Meruya Utara Urban Village is +432.88 Ha, which has been organized into 11 Community Units consisting of 126 Neighborhood Units. The Community Service Team of Mercu Buana University Jakarta feels it is important to carry out community service on how to make floor cleaning fluid products. From the results of interviews with, the Management of RPTRA (Child-Friendly Integrated Public Space) SMART and the Management of RW (Resident Units) of Meruya Utara Urban Village, Kembangan District, West Jakarta have high enthusiasm for activities that are beneficial for improving the economy of the region.

Participants in this Community Service Program are PKK mothers in North Meruya Village. In this activity, the community, especially PKK mothers, will be given training on making floor cleaning fluids with natural ingredients using lemongrass extract that can be produced at an affordable cost. This floor cleaning fluid is made from basic ingredients of lemongrass oil, NaOH, and arpus which are believed to have more benefits than commercial floor cleaning products that generally contain hazardous chemicals. This product is expected to be an alternative choice that is not only more economical but also safer and more environmentally friendly.

In addition, the training also includes determining the selling price of the product. After participants are taught how to make floor cleaning fluid, participants will then be taught how to calculate the right selling price for the product based on production costs and the desired profit. Calculating the selling price is one of the needs of entrepreneurs. The selling price will be a determinant to become one of the competitiveness with similar businesses. Calculating the selling price is one of the main things in business continuity. If entrepreneurs can determine production costs correctly, then entrepreneurs can also determine the profit they want to obtain by paying attention to the selling price of the product that can still cover production costs and achieve the desired profit, of course the business that is carried out will be able to survive and even progress (Widhiastuti, et al., 2019). It is hoped that after this activity participants can sell the product to the community around the participant's residence. So that it can increase income and foster an entrepreneurial spirit.

## 2. METHODS

This activity targets women from the Family Welfare Movement (PKK) in North Meruya Village. The activity will be held at the SMART Meruya Utara RPTRA, located approximately 1.5 kilometers from the Mercu Buana University campus. The implementation method used in this activity is product creation, pricing, training, and mentoring. The activity, including product creation, training, and mentoring, will take place at the SMART Meruya Utara RPTRA. The PkM team will be on-site for the opening ceremony, presentation of materials, product creation, pricing determination, training, and mentoring.

To ensure the program's smooth implementation, coordination with relevant parties, including the North Meruya Village, the SMART Meruya Utara RPTRA, the eco-friendly floor cleaner instructor, and the participating students, will be conducted prior to the activity. This coordination is expected to garner full support from all relevant parties, both institutionally and materially.

This Community Service Activity aims to provide education, training, and practice in making environmentally friendly floor cleaners, as well as determining the selling price of the product. The resulting product can be used personally or sold to the community around the participants' residences, thus providing a source of income. This is expected to improve the welfare of the community in North Meruya Village.

Partner participation in implementing the Community Service Activity includes the following:

a. Providing resources

In this case, the Community Service Activity partner plays a coordinating role in providing participants (audience), namely the Family Welfare Movement (PKK) women in North Meruya Village. In addition, the Community Service Activity partner also plays a role in providing activity facilities such as electricity, tables, chairs, a sound system, microphones, projectors, and water for the practical floor cleaner production activity.

b. Providing a location

In this case, the Community Service Activity partner plays a role in providing the activity location, namely the SMART RPTRA in North Meruya.

c. Mentoring and Coaching

In this case, Community Service Activity partners play a role in providing mentoring during the activity and providing coaching after the activity is completed to ensure the sustainability of the Community Service Activity.

d. Monitoring and Evaluation

In this case, Community Service Activity partners play a role in monitoring and evaluating the activities that have been implemented.

We will evaluate this Community Service Activity through the distribution of questionnaires after the activity is completed. We will continue the evaluation in the fourth week of May 2025. We will also provide ongoing mentoring so that participants can independently make floor cleaning fluid at home, which can be brought to the follow-up evaluation

## 3. RESULTS AND DISCUSSION

The activity implementation process is as follows:

a) Preparation stage, consisting of:

- Preparing the required documents for the activity.
- Coordinating and obtaining permits with the Meruya Utara Village Head and the SMART RPTRA Management.
- Creating an activity schedule.

b) Implementation stage, consisting of:

- Presentation of material on how to make environmentally friendly floor cleaning fluid.
- Question and answer session on the material presented.
- Practical demonstration of making environmentally friendly floor cleaning fluid and packaging the product by following these steps:

- 1) Selection and preparation of natural raw materials such as vegetable oil, natural dyes, and essential oils.
- 2) The process of mixing materials, molding, and curing until the floor cleaning fluid is ready to use.

The technology used in this practice is the Soap Mixer Machine: This machine is designed to mix natural ingredients into environmentally friendly cleaners, such as liquid soap for laundry, floor cleaners, and dish cleaners, using natural ingredients such as coconut oil, baking soda, vinegar, and other organic ingredients.

- 3) Evaluate the quality of production results with parameters such as texture, aroma, and shape.
- 4) Determining the selling price of the environmentally friendly floor cleaning fluid.

c) Evaluation stage, consisting of:

Completing a questionnaire regarding the benefits and satisfaction of participants with the community service activities carried out.

This community service activity was attended by 50 participants. This community service activity consisted of several sessions, namely (1) delivery of material accompanied by questions and answers, (2) practice of making environmentally friendly floor cleaning fluids, (3) packing the product, and (4) determining the selling price of the product.

The participants actively participated in this community service activity. In the material delivery and practice sessions, many participants were enthusiastic in listening to the instructor's explanation and asking questions about the material that had been delivered.

This community service activity can help PKK mothers, especially those in North Meruya Village, to have entrepreneurial provisions by making environmentally friendly floor cleaning fluids that can be sold in the neighborhood or used by themselves. In addition, with this community service activity, it is hoped that it can improve the welfare of PKK mothers, especially those in North Meruya Village, which can be an additional income







Figure 2. Implementation of Activities

Evaluation of community service activities was carried out by filling out questionnaires by participants regarding the benefits and satisfaction of the community service activities carried out. The grouping of respondent assessments was categorized into three groups, namely high (score 3.01 - 4.00), medium (2.01 - 3.00) and low (1.00 - 2.00) (Ferdinand, 2014).

The following are the results of the evaluation of activities by participants:

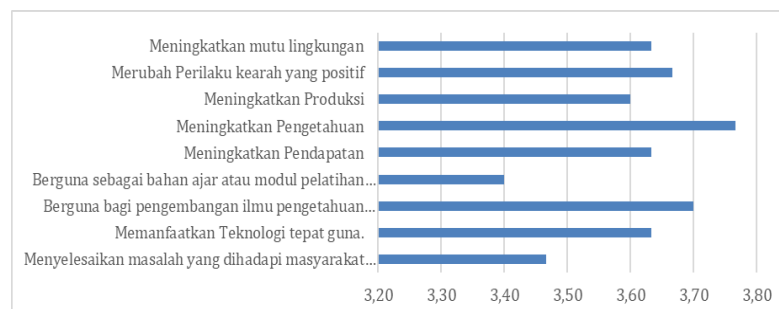


Figure 3. Results of Community Service Activity Evaluation

Based on Figure 3, it can be seen that the average participant assessment of the community service activities that have been carried out is high, namely with an average score of  $\geq 3.00$ . This shows that the participants are satisfied and feel the benefits of this community service activity. Participants can accept and understand well each session that is carried out.

After the implementation of this community service activity, it is expected to help PKK mothers, especially those in North Meruya, to have entrepreneurial provisions by making environmentally friendly floor cleaning fluids that can be sold in the neighborhood or used by themselves. In addition, with this community service activity, it is expected to improve the welfare of PKK mothers, especially those in North Meruya Village, which can be an additional income.

#### 4. CONCLUSION

From the results of this community service activity, several things can be concluded, namely:

- a. Entrepreneurship is an alternative for mothers in the North Meruya area to increase income with small capital, namely by making floor cleaning fluid.
- b. Determining the sold a product produced is very important, so that it is hoped that the objectives of implementing this community service can be achieved. This community service activity has provided good knowledge and understanding to 80% of participants, while 20% are still quite good because they have not been able to foster an entrepreneurial spirit so they still need assistance.
- c. Besides that, participants of the activity must be able to try how to make environmentally friendly floor cleaning fluids at home so that the results of this activity can be useful. But perhaps the obstacle faced by participants is that they do not have a liquid mixing machine that can mix large amounts of liquid because the price is quite expensive, so they can only use a mixer as a liquid mixing machine and make products in small quantities.

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