

Analysis of Palm Sugar Business Development Strategy in Increasing Income in Bahorok District, Langkat Regency from the Perspective of Maqashid Syariah

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ABSTRACT

The primary objective of this study is to examine the income earned by the palm sugar business community group in Bahorok District, Langkat Regency, through the lens of Maqashid Sharia. This research adopts a qualitative approach, with data collected through direct interviews with palm sugar entrepreneurs in the region. A total of ten respondents were selected from two villages in Bahorok District. Data collection methods included observation, interviews, and documentation. The findings reveal that the palm sugar household industry in Bahorok District significantly contributes to improving the community's economic conditions, as reflected in the income generated from sales. The production of palm sugar from processed palm sap plays a crucial role in increasing household income. Within the framework of Maqashid Sharia, production activities must prioritize the realization of benefits (maslahah) and the prevention of harm (mafsadah). The concept encompasses five key elements: the preservation of religion, life, lineage, intellect, and wealth. Based on the analysis, the most prominent aspect observed among palm sugar artisans in Bahorok District is the preservation of wealth (Hifdz al-Mal). This is evident from the way their income supports family health, education, food, and clothing needs, thereby ensuring their economic welfare. Moreover, the safeguarding of wealth is consistently aligned with income sources obtained through lawful means, in accordance with Islamic law, which is an absolute principle to be upheld.

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1. INTRODUCTION

Sectoral economic development and growth have shifted. Initially, the agricultural sector played a significant role. With the rapid growth of industrialization and the support of government policies facilitating the entry of foreign capital into Indonesia, the manufacturing sector has experienced growth, shifting its influence to the industrial sector (Quddus, 2022). The progress and significant role of industry in the economy are often used as benchmarks for a nation's progress (Devianto & Dwiasnati, 2020).

According to data from the Bahorok Sub-district Office, the population of Bahorok Sub-district as of December 2022 was 43,500, with 21,847 males and 21,653 females. The population of Bahorok Sub-district varies, as evidenced by the village size, population, and population density.

Bahorok Sub-district, Langkat Regency, is known for its tourism, and many residents have developed palm sugar businesses in several villages. Palm sugar is a staple food for the community because it is a multi-functional ingredient in food and beverage processing. The increasing demand for palm sugar presents a major opportunity for palm sugar entrepreneurs to increase their income. This increase in income is achieved by increasing production, thereby increasing the value of production. The majority of people in Bahorok District are farmers. In addition to farming, they also work as palm sugar craftsmen. The palm sugar industry there has been used for generations.

The community utilizes this commodity to make palm sugar, which serves as a source of income. However, the community has not yet developed it as a business unit. They only utilize this business as a subsistence activity to meet daily needs. Furthermore, in palm sugar processing, artisans generally focus on family needs (subsistence) and are not market-oriented. Palm sugar is generally managed by local communities traditionally as a household-scale industry. Marketing of palm sugar products is generally limited and still operates through traditional methods, including word-of-mouth market information, non-continuous product manufacturing, and marketing channels that operate solely from producers to collectors (A Nurhayati, 2012).

Palm sugar cultivation in Bahorok District still offers considerable potential for agro-industrial development. Palm sugar has the potential for human resources to support the agro-industry in the area, thereby increasing farmers' incomes and contributing to environmental preservation. Palm sugar artisans are not confined to a single occupation; it is considered their primary business because it provides a steady income every three days. Palm sugar production in Bahorok District remains simple, using traditional methods without the aid of machinery. Income from the sugar industry varies depending on sugar production capacity (Saerang, Sasewa, & Langi, 2023). Therefore, this study aimed to determine the income earned by palm sugar artisans and to examine their perspectives in relation to the maqasid sharia.

The most fundamental discussion in Islamic economic teachings is the concept of Maqasid Sharia, which affirms that Islam exists to realize and maintain the welfare of humanity. This concept has been recognized by Islamic scholars and serves as a basic reference for the concept of Islamic prosperity. The concept of Maqasid, as explained by Al-Ghazali, encompasses all issues, both benefits (masalih) and harms (mafasid), in improving social welfare. Al-Ghazali then identified social functions within a hierarchy of individual and social needs. According to Al-Ghazali, welfare (maslahah) in society depends on the pursuit and maintenance of five basic goals: religion (al-deen), life or soul (nafs), family or descendants (nasl), wealth or wealth (mal), and intellect or reason (aql). He emphasized that, according to revelation, the primary purpose of human life is to achieve goodness in this world and the hereafter (maslahat al-din wa al-dunya) (Pida & Imsar, 2022).

Islam does not prohibit individuals from making profits when engaging in trade or buying and selling. However, sometimes the amount of profit does not match the purchasing power of the community, leading to problems with prices at that time (Nasution, Muhammad Irwan Padli, Nurbaiti, Nurlaila, Tri Inda Fadhila Rahma, 2020).

(Nurwayakkuba, 2023) Palm Sugar Development Strategy in Soppeng Regency. South Sulawesi Tarjih Journal; Agribusiness and Development Journal, Bosowa University. This study aimed to

analyze the palm sugar business development strategy by identifying internal and external factors in Soppeng Regency, South Sulawesi, using the SWOT (Strengths, Weaknesses, Opportunities, and Threats) analysis method. This study found that the appropriate strategy for this palm sugar business is a SWOT strategy, namely utilizing existing strengths to seize existing opportunities. This business must optimize market opportunities by increasing its value proposition and expanding its network. (Irmayani, Sari, & Sriwahyuningsih, 2021) entitled "Analysis of palm sugar business income in Buntu Pema Village, Curio District, Enrekang Regency. This study aims to determine the income of palm sugar businesses in Buntu Pema Village, Curio District, Enrekang Regency". The research method used is a quantitative method that aims to obtain a picture that represents an area correctly, and to reach the facts that occur in the field through direct visits and interviews, so that an overall picture is obtained regarding the economic income of Aren craftsmen's households in Buntu Pema Village, Curio District, Enrekang Regency based on data obtained from farmer households. The results of the study show that the total income of palm sugar in the Buntu Pema area is IDR 149,444,700 / production. The income of palm sugar in the Buntu Pema area is IDR 2,532,560 for one production. The average income of respondent farmers is large enough to be used to cover the necessities of life and support the finances of farming households when the prices of the main agricultural commodities of sample farmers in the research area fall. The value of revenue cost The R/C49 ratio is 1.98, indicating that the R/C ratio is greater than 1, meaning the business is feasible. In other words, if revenue exceeds total costs, the palm sugar business in Buntu Pema Village, Curio District, Enrekang Regency, is feasible.

(Evalia, 2004) This study discusses the marketing strategy of brown sugar business in home industry in Pantama Village, Kajang District, Bulukumba Regency. The formulation of the problem in this study is how is the marketing strategy of brown sugar business in home industry in Pantama Village, Kajang District, Bulukumba Regency. This study aims: To determine the marketing strategy of brown sugar business in home industry in Pantama Village, Kajang District, Bulukumba Regency. This research system uses qualitative methods. The data collected in this study are primary data and secondary data that are qualitative and come from internal and external sources of the company. Primary data is obtained directly from the management or owner of the brown sugar business through interviews and direct observation (observation). Secondary data is obtained through literature or library studies that support the research. The data comes from newspapers, websites, management textbooks, libraries, and data from several other relevant agencies. The results of this study indicate that: The marketing strategy for the home industry brown sugar business in Pantama Village, Kajang District, Bulukumba Regency includes: Market Segmentation, Market Targeting, Market Positioning, and Market Development, consisting of: Product Strategy, Pricing Strategy, Place/Distribution Strategy, and Promotion Strategy. Based on the above description, the author is interested in researching the development strategy for the palm sugar business in Bahorok District.

2. METHODS

This study uses a qualitative research method, namely research by viewing the object of study as a system, with the aim of obtaining a picture that represents a region correctly, and to reach the facts that occur in the field through direct visits and interviews, so that an overall picture of the economic income of the households of Aren craftsmen in Bahorok District is obtained (Moloeng, 2018). The population in this study were Palm Sugar Industry Business Actors in Bahorok District, researchers took 10 samples from two villages in Bahorok District that still run palm sugar industries. The determination of informants in this study used a probability technique, a technique for determining informants that does not provide equal opportunities for each element or member (Samsul, 2017). In this study, the informants involved were Bahorok District Office staff, local communities and palm sugar farmers in Bahorok District, Langkat Regency. The data collection technique used in this study was conducted by conducting a location survey to obtain more detailed information on the production process to the sale of Palm Sugar to be able to see the income received. Then, 1. Interviews are used as a data collection technique if the researcher wants to conduct a preliminary study to find the problem

to be studied, and also if the researcher wants to know things from the respondents in more depth. Interviews can be conducted in a structured or unstructured manner, and can be conducted face to face directly (Sugiono, 2011). 2. Observation is the activity of seeing, observing, and systematically observing and recording the phenomena being studied for a specific purpose (Nur Ahmadi Bi Rahmani, 2016). 3. Documentation is a method used in qualitative data collection by looking at the analysis of documents collected from the object being studied after that this method is one way to get an image from the subject's point of view through one of the written media and other documents (Muhajirin, 2017).

3. FINDINGS AND DISCUSSION

Palm sugar, made from the sap of the sugar palm tree, is a side business for palm sugar artisans. They don't expect much from the palm sugar industry, considering the income is too low. Therefore, these palm sugar artisans still work in rice fields, fields, livestock, and other jobs to support their families. Palm sugar production in Bahorok District has existed for a long time, and the skills and abilities to process palm sugar traditionally have been passed down through generations. For palm sugar artisans, processing and selling it have been a source of livelihood. After conducting observations, researchers identified four palm sugar production processes carried out by palm sugar artisans in Bahorok District. These four stages are as follows:

From the palm sugar production role map above, it can be concluded that there are four palm sugar production processes, with the following explanations:

1) Capital Preparation

Capital is essential for the processing and management of palm sugar production. Without it, artisans cannot produce effectively. Capital is primarily used for the initial stages of palm sugar processing, such as purchasing materials, tools, and maintaining them. The capital comes from the palm sugar artisans themselves (Wilandari & Windasari, 2022).

The equipment used by palm sugar artisans in Bahorok District is still simple, including machetes, sieves, pans, buckets, molds, and raw materials. The depreciation value of the capital cost of the equipment used is IDR 100,000, which is considered a fixed cost because it does not affect the quantity of palm sugar produced. The cost of raw materials, such as palm sap, is IDR 15,000 per liter, followed by firewood and palm sugar packaging, IDR 25,000, and the cost of purchasing candlenuts and other palm sugar ingredients is IDR 30,000. Calculated from the total capital cost of raw materials for palm sugar production, the cost ranges from IDR 70,000 to IDR 80,000, with 4 to 5 kilograms of palm sugar produced per unit, depending on the quantity required.

2) Tapping and Processing Process

The palm sugar production process begins with tapping the palm sap by tapping or beating the flower clusters of the palm tree, starting from the base of the tree to the flower cluster, ending with swinging the flower cluster. This tapping process typically takes 24 hours and is collected in a bamboo container. After tapping, the collected sap is filtered, placed in a large pan, added with coconut oil, and cooked on a stove until the sap thickens. The next stage is the molding process, which begins with the liquid sap until it thickens, meaning it is ready to be transferred into molds and packaged. 3. Palm Sugar Marketing Process

Researchers found two different methods for marketing palm sugar in Bahorok District. The first involves direct pick-up from traders who have pre-ordered the palm sugar for resale in traditional markets. The traders pick up their orders twice a week, on Mondays and Thursdays, to resell the next day at traditional markets in Bahorok District and even outside the district. The second method involves selling directly on-site, waiting for buyers to come and buy directly or pre-order.

3) Income

Income is the profit earned by subtracting the costs incurred from the production process from revenue. Income is best measured by the exchange value of a good or service (Natakusumah & Yuliati, 2016). This exchange value is also measured by the cash equivalent or present value expected to be received through incoming invoices. Respondents' income from the palm sugar industry is determined by the volume of palm sugar produced. The greater the production volume, the greater the expected income. The palm sugar industry's revenue is influenced by the amount of palm sap obtained. The more palm sap respondents obtain, the more palm sugar they will produce. The palm trees they cultivate are grown on their own land.

Based on the research conducted, the researcher concluded that internal factors acting as strengths include the numerous benefits of palm sugar, experienced sugar producers, the village's superior product, readily available raw materials, and the business's status as a self-owned enterprise. Weaknesses include a lack of labor, the lack of PIRT certification, limited industrial capital, simple and traditional equipment, and a lack of expertise in business management. External factors acting as opportunities for the development of this sugar industry include government support, a growing demand for palm sugar, advances in production technology, information, and communication, a large palm sugar market, and a loyal customer base, which facilitates marketing of the industry's products. Potential threats that could hinder the development of palm sugar include low interest among young people in becoming palm sugar farmers, unpredictable seasonal conditions, the lack of palm sugar cultivation, the availability of sugar products from other regions, and limited marketing facilities and infrastructure.

The existence of this palm sugar cottage industry has a positive impact on the community, creating jobs to meet household needs. Therefore, continuing to develop this palm sugar cottage industry is crucial. The author found a significant collaboration between the Kumpang Tengah Village Government and the Pontianak State Polytechnic, one of the universities in West Kalimantan, to jointly develop this palm sugar business. Similar to the findings of (Dedi Suhaedi Syaputra, Dian Anggraeni, 2022) and (Radian, 2019), these sugar producers are highly experienced, having worked for decades and passed down their knowledge. Furthermore, the raw materials needed to produce palm sugar are readily available. Furthermore, similar to the research of (Dedi Suhaedi Syaputra, Dian Anggraeni, 2022) and (Radian, 2019), the palm sugar industry is a superior village product. Therefore, palm sugar is a crucial commodity for boosting the village economy.

Therefore, the appropriate strategy for developing palm sugar home industries in Bahorok District is to utilize advances in information technology to promote palm sugar products locally, nationally, and internationally, optimize the experience of industry players to produce innovative palm sugar ant products, and maximize natural resources to ensure continued growth in sugar production.

After conducting observations and direct interviews with palm sugar craftsmen in two villages in Bahorok sub-district. For the sample in the first village, namely 5 palm sugar craftsmen whose palm sugar production is marketed through collectors, so that it can be seen that the average income is Rp. 4,800,000 - 5,500,000, - / month or per week around Rp. 1,400,000, -. With an average selling price of palm sugar of Rp. 20,000, - / kg, the selling price of palm sugar has been set by collectors because the palm sugar production is directly purchased by collectors or wholesalers in the area. with an average production amount per day much more, namely 30 - 35 kg / day. The next sample from the second village in Bahorok sub-district, 5 palm sugar craftsmen whose production is directly sold at the production location, namely by waiting for buyers to come to buy directly or order in advance. Therefore, the selling price of palm sugar differs significantly from the previous research sample, which was Rp 25,000–30,000/kg. This selling price is determined by the seller based on the quantity purchased by the consumer. Therefore, the average monthly income is Rp 3,500,000/month, with an average daily production of 4–5 kg.

The researchers' observations indicate that the income generated from sales has significantly improved the economic conditions of the palm sugar cottage industry in Bahorok District. This

economic situation, however, remains uncertain year-to-year due to fluctuating prices, which fluctuate depending on the production volume of the artisans. Sugar produced from palm sap significantly contributes to supplementing the community's income. The palm sugar industry has traditionally been a secondary occupation for some artisans. They do not expect much from the industry, considering the income to be too small and uncertain. Therefore, they continue to work in the rice fields, or other jobs to support their families. Furthermore, the results of the interviews obtained by the researchers were palm sugar craftsmen in Bahorok sub-district.

The income of artisans is estimated, thus creating a weakness in financial control for artisans in meeting their needs. In general, there are differences between conventional economics and Islamic economics in the meaning of distribution. Islamic economics requires that goods be distributed to those entitled to receive them. Because without distribution to those entitled to receive them, goods will not be enjoyed by those entitled to receive them. Islamic economics has policies regarding distribution, both among elements of production and between individuals and groups in society. (Samania.L, 2018)

Based on the results of research conducted by researchers on the production of palm sugar artisans in Bahorok District, it can be concluded that production activities are solely to achieve welfare in their daily lives. This aligns with the goals of production in Islam and aligns with the goals of production according to Yusuf al-Qardhawi, namely achieving welfare and earning a living for daily needs. Through production activities, they can earn income for themselves and their families. (Maisarah, Imsar, & Harahap, 2024) As social beings, humans are free to engage in any economic activity they desire. However, Islam has the objectives of sharia to protect all its followers from various dangers that may befall them. Therefore, according to Islam, economic activities that benefit humanity are permissible, but those that harm the community are prohibited. Palm sugar production in Bahorok District is a common activity carried out by the community in general and produces halal products. Palm sugar production is halal because the product is essentially sugar.

This benefit can be realized if five basic elements are maintained and realized. According to al-Syatibi, the five essentials are: preserving religion, life, lineage, intellect, and wealth. In this study, researchers analyzed these five aspects as implemented by palm sugar craftsmen in Bahorok District.

1) Aspect of Religious Protection (Hifdz Ad Din)

Crime and divorce are indicators of the aspect of religious protection (Hifdz Ad Din). Conflict and disputes, as well as wealth and income disparities, are contributing to the increase in divorce and crime. People from lower socioeconomic backgrounds are more likely to commit crime and divorce (Erianto, Hasibuan, & Nurlaila, 2023).

Researchers examined palm sugar artisans in Bahorok District, who still prioritize religious rules and sharia in their production and sales processes, such as maintaining cleanliness and conducting economic activities in accordance with Islamic law. Furthermore, palm sugar artisans still allocate a portion of their income and wealth to provide financial assistance or charity, such as providing services for mosque construction, allocating funds for routine religious studies, zakat (alms) for income, qurban (sacrifice) to draw closer to God, and so on. Researchers did not find any indicators of crime, such as physical crime, divorce, kidnapping, vandalism, fraud, or other forms of violence.

2) The Aspect of Soul Care (Guarding the Soul)

The Life Expectancy (Hifdz Nafs) indicator is represented solely by Life Expectancy, as it reflects a long and healthy life. Health impacts the entire community (workforce). If many people suffer from illness, it will worsen health, productivity, efficiency, and even the initiative and social engagement of the workforce. This research aligns with research conducted by (Yumeina, Amelia Thayeb, Maryam, & Ayu Lestari Hasannudin, 2024), which states that maintaining mental health is crucial for survival. The life index and the health budget are closely related. The life index is implemented through a measure based on life expectancy data.

The study found that palm sugar artisans use the income they receive from their businesses as motivation to start new businesses or for temporary consumption, especially for those struggling to

meet food needs, to ensure economic survival. With this, the palm sugar craftsmen in Bahorok District also provide financial assistance and services in the repair and procurement of public facilities, such as repairing roads and lighting, paying for cleaning taxes and market security and always ensuring work safety in the surrounding environment from things that are disturbing or that can endanger lives.

The family is always positioned as a source of physical and spiritual motivation and encouragement for the entire family, providing and fulfilling the family's basic needs. In the case of *musaadah*, this means providing assistance to others affected by disaster, such as the sick, the deceased, and others.

3) The Aspect of Intellect (Hifdz Al Aql)

Hifdz 'Aql (the intellect index) is measured using the average number of years of schooling and the expected number of years of schooling because it can encourage efficient educational activities. Hifdz 'Aql also has a religious component because the education budget plays a role in facilitating educational activities such as acquiring religious knowledge (Haryati, 2022). The average number of years of schooling indicates the increasing level of education attained by people in a region. A higher average number of years of schooling indicates a higher level of education. This expected number of years of schooling serves as a benchmark for children of a certain age in the future, which is expected to be realized for them. Expected years of schooling are calculated from ages 7 and above due to government policy, namely the compulsory education program (Wahyuni, Asmuni, & Anggraini, 2023).

Research on palm sugar artisans in Bahorok District revealed that the artisans, who generally have a high school or vocational high school education, are committed to maintaining their mental health. Furthermore, their children's education is also monitored, including by providing them with education and knowledge.

4) Wealth Preservation (Hifdz Al Mal)

Material wealth (*maal*) is essential for both worldly life and religious observance. Humans need wealth to meet their basic needs for food, clothing, housing, and transportation, ensuring their survival. Furthermore, almost all forms of worship require wealth, such as *zakat* (alms), *infaq* (donation), *sadaqah* (charity), *hajj* (pilgrimage), and the pursuit of knowledge. Without adequate wealth, life, including religious observance, will be difficult (Syahputra, Asmuni, & Anggraini, 2023).

From the results of the research conducted by the researcher, the preservation of assets is implied by the palm sugar craftsmen with their income results can be known that the average income is Rp 3,000,000 - 5,000,000,- / month depending on the average production of palm sugar itself, the researcher saw based on income level indicators, the palm sugar craftsmen who were the research sample were at a medium income level where income is synchronized with expenses and with this medium income level all needs are sufficient and can prosper their economy, from the production and sale of palm sugar by not spending assets wastefully and beyond ability, avoiding usurious capital, setting aside money to be saved in *infaq* and *shadaqah* in order to provide benefits for others. The palm sugar craftsmen also have savings from the income from palm sugar and distribute it according to the recommendations and commands in Islam, such as paying *zakat*, giving alms, *infaq* and so on. Hifz al-mal must be the foundation of this capital.

5) Aspect of Preserving Offspring (Hifdz An Nasl)

The indicator used in the Hifdz Nasl variable is the unemployment rate, and the results show that Hifdz Nasl has a positive and significant impact on the Human Development Index over time (Elwardah, Yusniar, Palembang, Harto, & Solapari, 2024). To maintain the continuity of life, humans must care for their offspring and family (*nasl*). The continuity of offspring and continuity from generation to generation must be considered. This is a crucial need for human existence (Sofiah & Syarvina, 2022).

The researchers' research found that palm sugar artisans maintain their survival by improving their standard of living, as seen from their welfare indicators. Palm sugar artisans have good health and good family education, enabling them to produce offspring and then provide for their children and family. Sustenance is what is spent to meet the needs of oneself, one's wife, children, or other family members. Fulfilling these needs also minimizes the potential for loss of offspring or death. Meeting family needs, if possible, requires prioritizing debt. Apart from that, income and wealth funds must be distributed and priority is given to paying zakat if they meet the nishab and haul requirements..

From the results of the analysis conducted by the researcher, regarding the five aspects of the indicators of Maqashid Sharia implemented by palm sugar craftsmen in Bahorok District, the most dominant aspect is the aspect of wealth preservation (Hifdz Al-Mal) and it can be said that Material Welfare is higher as seen from the indication of income that maintains the condition of family health, family education, sufficient food and clothing needs, thus guaranteeing the economic welfare of palm sugar craftsmen there, by maintaining wealth to always come from the path that is blessed by Him is an absolute thing to be upheld according to Islamic law. To maintain wealth, Islam forbids the name of stealing, cheating, running and consuming usury, damaging property both belonging to oneself and others. To obtain wealth, halal businesses are required, such as farming, trading, managing industry and so on. As emphasized by Allah SWT in the Qur'an, Surah An-Nisa verse 29:

يَا أَيُّهَا الَّذِينَ آمَنُوا لَا تَأْكُلُوا أَمْوَالَكُمْ بَيْنَكُمْ بِالْبَاطِلِ إِلَّا أَنْ تَكُونَ تِجَارَةً عَنْ تَرَاضٍ مِنْكُمْ وَلَا تَقْتُلُوا أَنْفُسَكُمْ إِنَّ اللَّهَ كَانَ بِكُمْ رَحِيمًا

It means: "O you who believe, do not consume your neighbor's wealth in a vanity (unrighteous) manner, unless it is in the form of commerce based on mutual consent between you. Don't kill yourself. Indeed, Allah is Most Merciful towards you." (Q.S. An-Nisa Verse 29).

According to researchers, the artisans have fulfilled the criteria of Maqashid Sharia (Islamic guidance) through their business activities, continuing to practice charity and zakat (alms). They consistently adhere to the principle that Allah is the source of sustenance. Therefore, even if sales decline or increase, they remain grateful, sincere, and continue to strive in all circumstances. They believe that by giving zakat, infaq, and alms in their activities, they will receive manifold blessings. To date, they have been able to send their children to school, pay for medical expenses, and even have savings. The principle of involving Allah in everything can serve as a role model for other entrepreneurs and artisans, enabling them to achieve prosperity not only in this world but also in the afterlife (Dewi & Anggaini, 2025).

From the explanation above, it can be concluded that palm sugar artisans in Bahorok District can generate income and increase their economic empowerment growth. This aligns with the objectives of Sharia, or Maqashid Sharia, namely the preservation of wealth (Hifz al-Mal).

4. CONCLUSION

Based on the research results and discussion, the following conclusions can be drawn:

There are four processes in managing palm sugar production: (1). Capital preparation is essential. (2) Tapping and processing, which typically takes 24 hours. (3) Palm sugar marketing. The first method involves collecting the palm sugar directly from a collector or having it picked up by a trader who has pre-ordered the palm sugar for resale in traditional markets. The second method involves selling directly on-site, waiting for buyers to come and purchase directly or pre-order. Finally, (4) Revenue is the profit obtained by subtracting the costs incurred from the production process. The amount of revenue from the palm sugar industry is influenced by the amount of palm sugar obtained.

Based on direct observations of palm sugar artisans in two villages in Bahorok sub-district, researchers found five palm sugar artisans whose products were marketed through collectors. The next sample, from the second village in Bahorok sub-district, included five palm sugar artisans whose

products were sold directly at the production site, either by waiting for buyers to come to buy directly or by ordering in advance.

When the concept of Maqasyid Sharia is applied to production activities, benefits must be realized and harm must be minimized and avoided. Because the harm that arises in production activities creates risks that must be considered. This benefit can be realized if five basic elements are maintained and realized. According to al-Syatibi, the five basic elements included in dharu'riyyat are preserving religion, life, lineage, intellect, and wealth. In this research, the principle of wealth preservation is implied by palm sugar craftsmen with their income from the production and sale of palm sugar by not spending wealth wastefully and beyond their means, avoiding usurious capital, setting aside money to be saved in infaq and shadaqah in order to provide benefits to others.

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Conflicts of Interest: The authors declare that this research was conducted to fulfill the requirements for a final assignment. All research activities, data collection, analysis, and interpretation were conducted independently without any financial, personal, or organizational relationships that could unduly influence or bias the reported results.

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