

Letter of Completion I

Letter of Completion II

Table of Content

Letter of Completion I	i
Letter of Completion II	ii
Table of Content	iii
Preface.....	v
Company I: <i>Warung Sehat</i> 1000Kebun (W1000K).....	vii
Chapter I: Introduction.....	1
Chapter II: Company Profile of Warung1000Kebun.....	3
2.1 History of the Organization	3
2.2 Vision, Mission, and Objective.....	3
2.2.1 Vision.....	3
2.2.2 Mission.....	4
2.3 Organization Chart.....	4
2.4 Core Organization Activities	4
2.5 Product and Services.....	5
2.5.1 Products.....	5
2.5.2 Services	5
2.6 Review on the Organization Growth and Trend	6
Chapter III: Mentorship Activities in Warung1000Kebun	8
Chapter IV: Personal Results, Evaluations and Points Learned in Warung1000Kebun	9
4.1 Personal Results	9
4.2 Evaluation	9
4.3 Points Learned	10
Chapter V: Company Profile of Griin.id.....	13
5.1 History of the Organization	13
5.2 Vision, Mission, and Objective.....	14
5.2.1 Vision.....	14
5.2.2 Mission.....	14
5.3 Organization Chart.....	14
5.4 Core Organization Activities	15
5.5 Product and Services.....	15

5.5.1 Products.....	15
5.5.2 Services	16
5.6 Review on the Organization Growth and Trend	16
Chapter VI: Mentorship Activities in Griin.id	17
Chapter VII: Personal Results, Evaluations and Points Learned in Griin.id	19
7.1 Personal Results	19
7.2 Evaluation	19
7.3 Points Learned	20
Chapter VIII: Recommendation.....	21
8.1 Warung1000Kebun	21
8.2 Griind.id	21
8.3 Business Administration Study Program	22
Appendices.....	23
Appendix A: Warung1000Kebun Business Model Canvas.....	23
Appendix B: Griin.id Business Model Canvas	25
Appendix C: Documentation on Warung1000Kebun.....	26
Outside Look.....	26
W1000K Products	30
Cashier Desk	37
Admin and Operational Coordinator Working Spot.....	38
Inventory	38
Documentation with W1000K Team	39
Appendix D: Documentation on Griin.id.....	40
Outside Look.....	40
Products of Griin.id.....	43
Activities Documentation on Griin.id.....	44
.....	44
Appendix E: Documentation of Photo Product and Selling Activities.....	46

Preface

I am fully feeling blessed by the completion of my internship program after this whole semester. I could not make by my own self. This page is dedicated to expressing my gratitude to:

1. God Almighty, Who always stand by my side no matter what and the One Whom always take care of me, fulfill my sustenance, guiding me all the way, and protecting me as always.
2. My lovely Aunt, my best Guardian Angel, my best supporter ever, whom work hard to fulfill my needs, reminding me when I forgot, and boosting my spirit and energy when I needed the most. My reason for keep going until this day. My reason to keep me moving forward when I lose my spirit.
3. My beloved ICC person in charge, Ms. Lina, whom always respond to whatever my questions are, always helping me, guiding me, and giving me one of the most best advice and lessons when I am at the intersection of internship navigation. Your information and advices taught me a lot.
4. Mam Anggraeni, my beloved internship mentor. Thank you for your respond regarding my questions and feedback to my work.
5. Syahida Hanini, my most loyal friend ever. Wherever you are, you always giving me your support and become my lovely discussion buddy and one of my most confident places – after God, to confide in.
6. My mentorship supervisor, Pak Ali Abdullah and Kak Vania Vanya from Warung1000Kebun, whom always take care and paying attention on whatever I need to fulfill my expectation, goals and target, and whatever I need for this mentorship program. You both are carved beautifully in my heart and memory. Thank you also *Pak* Ali whom already give me some surplus for my allowances and fulfilled all the documents which I need in your busy time. Thank you for *Kak* Vanya whom paying much attention, giving me many opportunities to grow, involve me in some events and moments, and giving me many advices. You are beautiful! Thank you so much! You are the one whom make my mentorship program in Warung1000Kebun become so colorful and beautiful.

7. Thank you for all of the Warung1000Kebun team, *Kak Ome*, *Bu Ida* whom taught me Salsa dance and French Language in spare time. It is really funny and beautiful when I recalling at those memory. And thank you for giving me cinnamon roll that made by your hand. It is so delicious. Thank you for *Kak Feni* my “*Nasi Padang* friend”, *Bu Karima*, *Pak Iwan* and *Mas Aries* whom already been my cooperative team at *Warung*.
8. Thank you also for *Bu Emmi* – my landlady, and *Mbak Nova*, whom already provided me with the most comfortable and completed facilities boarding house. And thank you also for *Mbak Astri* whom already been my friend of sleep, cooking and shopping, you help me a lot to do my laundry. Thank you also for already take care my plants when I am not around. You are the best! (I also have to give thanks to *Pak Ali* for channeling me to this boarding house).
9. I want to give thanks to *Kang Ujang* whom already patiently supervising me in *Griin.id* and helping me when I need a help, giving me a nice respond when I ask questions and a constructive feedback to my works.
10. Many thanks also to *Kang Hadi* whom already helping me with so many things, kindness, sincerity, and patients. I am fully grateful also you brought me to *Daarut Tauhid* Mosque almost every Thursday Night to have a spiritual splash from *Aa Gym*. Thank you also for already treating me with some foods. You are the one whom make my memory in *Griin.id* so nice.
11. Thank you also for the CEO of *Griin.id*, *Teh Sari*, whom rarely being on site, but when she is around I am so excited. Thank you for lessons you shared. I am happy to talk and have a discussion with you. I am also happy for having togetherness moment by sharing a same Cottage with you.
12. I want also give a thanks to *Teh Shifa*, who already being the sweetest sister and most soft-hearted friend and a very caring and a positive person.
13. Thank you for *Dandy* whom already made the activities on site became more colorful and funny.
14. Thank you also for *Kang Aji*, *Kang Ifan* and *Pak Hendri* from *Griin.id*, *Teh Riri* and all of the internees in *Griin.id*.

May God Almighty shower you all with many more blessings and rewards your kindness with more good and beautiful things ahead.

Company I: *Warung Sehat 1000Kebun* (W1000K)



Chapter I: Introduction

The internship program that I specifically chose was in form of mentorship program which in line with my goal to arrange business plan as the partial requirement for finishing my bachelor degree in President University and as provision for my future after I graduate from this university.

The objective for doing mentorship is to enhance more relevant experience, knowledge, insights, skills, attitude, and widening networks that are needed for building a business.

Through this mentorship program, I have gotten a picture of business on the field, how their run, the work flow, team coordination, the dynamic of enterprise circumstances, the business model and concept, how they execute, start and grow, how they survive in building the business, and also have a memorable and useful experienced by being the part of the companies as their team in a short period of time.

The benefits of this mentorship program are listed on these following points.

1. Having much references start from concept, business model, healthy and green products and industry, customer engagement and services, and strategically things in business.
2. Involve in the dynamic of business circumstances, the challenges, the problems, and how to react and solve emerging issues on a company.
3. Learn how to adapt to the culture of the company, various characters of people and the style of work.
4. Learn to understand various daily workflow, operational stuffs, and able to operating certain tools.
5. Learn to do and manage product research and development.
6. Learn to work, coordinate, and cooperate in a team.
7. Learn to have a better communication to vertical and horizontal party both internal and external in business.
8. Honing the skills of marketing communication, product photography, managing social media, and making copywriting.

9. Shaping personal and professional character and attitude.

Even though the mentorship program was quite short, but I have already learn many things and got so many useful things to bring back to home and future.

Chapter II: Company Profile of Warung1000Kebun

2.1 History of the Organization

WarungSehat1000Kebun or usually called as Warung1000Kebun and abbreviated as W1000K, were founded by seven founders consist of 5 seniors and 2 young people in Arcamanik, Bandung. The 7 founders known as Ali Abdullah, Vania Vanya, Galih Raditya, Nina, Ida Sitompul, and Karima. It was established two years ago, precisely in 2017, December 25th.

Before establishing a store, they were built a community that called 1000Kebun community. The community was established two years before, in 2015. The purpose of the community is to educate society and students to shift into healthier and greener lifestyle.

They started to make educative events to socialize a healthy and green lifestyle to the society. As time goes by, what they did have affecting to the increasing of awareness and demand for healthy and green products. In addition, many of the members from the community decided to not only become the one who seek and consume the products. But many of them started to produce the solution for a healthier lifestyle. Micro to small enterprises born, grow and unite with this community.

After more and more people seeking for the products to fulfill their needs, the community started to establish a retail store. They hope this store could be a one stop solution to get healthy and green products. In addition, W1000K play they role as a knowledge and information agent of healthy and green lifestyle to their community.

2.2 Vision, Mission, and Objective

2.2.1 Vision

To socialize and promote sustainable living for enhancing the health quality of human being and environment

2.2.2 Mission

2.2.2.1 To create a selling space based on community and technology.

2.2.2.2 To shape a sustainable and participative business system.

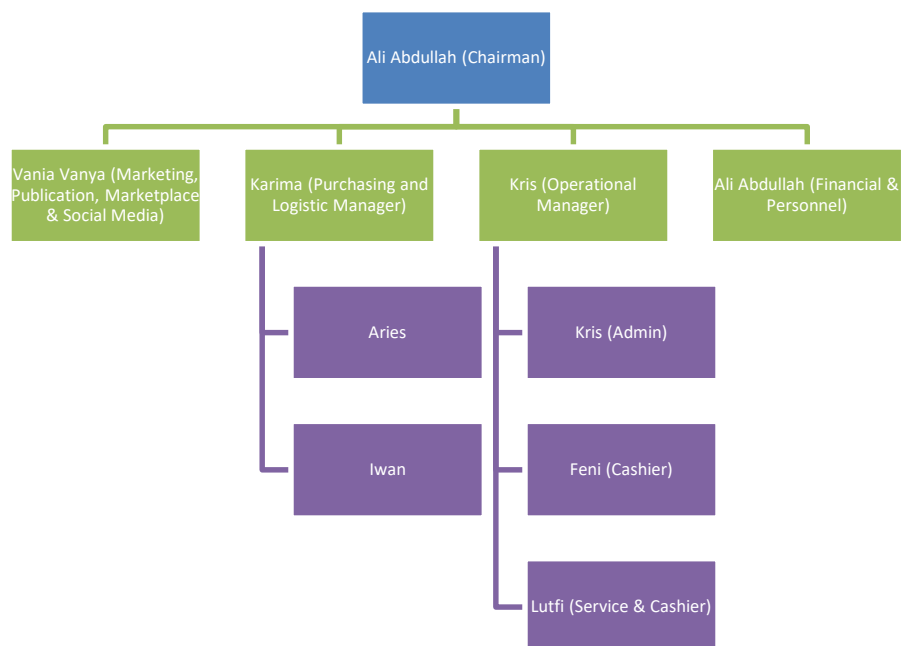
2.2.2.3 Designing information system which connects the consumers, farmers, and MSMEs.

2.2.2.4 Applying zero-waste concept in operational activities.

2.2.2.5 Enhancing society awareness regarding healthy local products.

2.3 Organization Chart

Below is the latest organizational structure of Warung1000Kebun.



2.4 Core Organization Activities

The core organization activities of this store are selling activities both in offline and online store; purchasing goods and logistics; and distributing the products to end customers.

2.5 Product and Services

2.5.1 Products

W1000K has hundreds of products varieties which categorized as these following points.

- 2.5.1.1 Processed Foods
- 2.5.1.2 Processed Drinks
- 2.5.1.3 Vegetables
- 2.5.1.4 Fruits
- 2.5.1.5 Animal products
- 2.5.1.6 Hobbies (Gardening and reading)
- 2.5.1.7 Sweetener and Honey
- 2.5.1.8 Noodles, Cereal and Pasta
- 2.5.1.9 Rice, nuts and flours
- 2.5.1.10 Spices and Herbs
- 2.5.1.11 Household equipment
- 2.5.1.12 Beauty Care Products

2.5.2 Services

W1000K is a Business to Customer (B2C) enterprise. Therefore, they will always interact directly with end-customer. To optimize their relationship with their customer, W1000K providing several services below.

- 2.5.2.1 Personal assistant to help from prospective customer until becoming customer both through online and offline shopping.
- 2.5.2.2 Provide online customer group to share updated products available every day and to share information and discussion regarding healthy and green lifestyle.
- 2.5.2.3 Providing delivery service helped by third parties, Grab Express and JNE.
- 2.5.2.4 Provide complaint handling and service recovery.

Furthermore, to have a closer relationship with their customers, W1000K is often to share some free gifts or stuffs for the one who come into offline their store at certain time and moment.

2.6 Review on the Organization Growth and Trend

According to the data given by the Marketing Manager of W1000K – *Kak Vanya*, the milestones of this store counted from 2015 to 2019 are presented into this following table.

M/Y	Year					
	2015	2016	2017	2018	2019	
Milestones	The community was born in this year	Massively held Healthy market in several times during the year in many places	Held Healthy Market by collaborating with other community and institution	Held Healthy Market and Offline Online Public Discussion	Held Healthy Market and Offline Online Public Discussion	Held Healthy Market and Offline Online Public Discussion
	Held an educative event by holding Healthy Market		Firstly established retail store	Held <i>Ngeruk! (Ngebon Seru Yuk!)</i> event	Held <i>Ngeruk! (Ngebon Seru Yuk!)</i> event	
	Did Study Tour to related places			Started to use paper bag and charged certain fee for plastic bag in order to implement sustainable shopping	Held more collaborative event with other community and institution	Improving physical evidence in the store
						Processing to

	have legal entity as a cooperation
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In 2019, the store was processing their business legal into cooperation and projected to be legally established in 2020.

Chapter III: Mentorship Activities in Warung1000Kebun

During the mentorship program, I have experiencing many tasks and duties. Start from being the customer service and cashier. Being an admin and responsible as the operational coordinator. Being a product photographer, video content maker, also helping the purchasing department to listing the product stocks which need to be purchased again.

Other than that, I got the opportunities to be involved in some events. One of the event projects that I was handled at that time was an event called “*Nge-Ruk: Ngebon Seru Yuk*” that was hold on September 22, 2019 at Sunday morning to evening. I was given a duty to handle the booth and selling activities independently. Started from listing the products and the amount to be exhibited; preparing the products; and listing the actual price and determine the price for exhibition. Furthermore, I arranged the booth by myself; doing selling activities; recording the transaction to a book; make a proof note of transaction; calculate the money; and make a report to the Chairman.

Other project is to make video content for Instagram. Started by determine what to do on the video, designing the concept and plan, listing all ingredients and tools needed, and then doing the shooting activity. One of the content which I made was Cooking *Shirataki* Noodles with Probiotics Prawn together with the Marketing Manager of the store.

During the mentorship, I also produced attractive products photos and promotion to boost the product sales. Because some of the products need to be sold fast, since it is quickly perish. In addition, this attractive visualization of products pictures and promotion activities is useful to boost the slow moving product or dead stock product.

Chapter IV: Personal Results, Evaluations and Points Learned in Warung1000Kebun

The mentorship is really worthwhile since from this program I gained a lot of information and gaining a better comprehension toward healthy and green industry. I learned about the people behavior of this healthy and green lifestyle, who are they? What is the majority age that is purchasing from this store, most gender that bought, and etc. I also got more knowledge and insight about healthy food and beverages, natural beauty care, how to plant organic herbs, I know also variation about herbs and more vegetables, until greener product alternatives that could be used in daily life. I even got new sights of how to cook healthy food and make a tisane – a tea which not made from a tea. I also got the information about certain communities and organization that could be our partner in purpose. And the most important is I learned about how to create and develop a community and building a social enterprise.

4.1 Personal Results

During mentoring in Warung1000Kebun, I managed to succeed in:

- 4.1.1 Boosting the sales of Warung1000Kebun
- 4.1.2 Creating attractive photo product and video content
- 4.1.3 Has succeed in being the admin that is complimented by several people by my pleasant service
- 4.1.4 Has managed to open booth independently and being responsible for the duty
- 4.1.5 Has succeed in managing the operational flow as the temporary replacement of Operational Coordinator

4.2 Evaluation

Through this mentorship program, I have learnt better about my personal strength and weaknesses. The Warung1000Kebun team has highlighted the strength of mine are communicative and the skills of public speaking, friendly, adaptable, easy to be closed to people, and selling and persuasive skills. And the areas to be improved is

my focus, since sometimes I used to be attracted to other things or tasks which I deemed more interesting than the task on my hand. Through this mentorship program, I was coached to finish my task one by one.

4.3 Points Learned

As a mentorship student I learn a lot from Warung1000Kebun through their business model and practices. Below are some points which I highlight on the points I learned.

4.3.1 Having community-based as the customer relationship is one of the best ways to create deep engagement and bonding among the customers, gaining customers loyalty and even gaining their supports. So, on practical I learned how they do it by; creating customer pool in WhatsApp group, delivering added value which make them stay at that group by giving relevant and useful information that could help people in having a healthier and greener lifestyle; creating relevant activities such as Healthy Market, online and offline discussion, etc.; giving free gift and how to handle customers complaint and sales recovery. This mentorship program has taught me a better understanding on customer relation, engagement and retention that I learnt before in the university. From this mentorship program, I am learned on how they create the community at first, develop it, empowering people and how they survive and grow until now.

4.3.2 I learned on how to create a good and attractive visualization that could sell more and gain better impression and interest of customers. My photography skill is honed well. The design of both online store in Instagram and offline store also really good and create a comfortable and pleasing-the-eye looks. This is really important since human is a visual creature

4.3.3 I also learn how to create and run an efficient operational flow and how to handle the customers when the orders are coming crazily.

4.3.4 I learned to run and utilize software called Moka to do the cashier and without cash receipt by paper but send into messages, so it is less waste.

4.3.5 One of the other things that I highlight is, W1000K established after they already create the demand and awareness, and already has their market and supplier. It makes them no difficulties in starting a business to find out supplier or promote to people to acquired customers. By sincere purpose, they appear as a solution to the market. This is taught me a lot. Even though their background was not businessmen, as a business, they have taken the right steps.

4.3.6 I also learned from them, that the most fundamental things are the noble and sincere purpose. The right intention will lead God and His universe supporting our steps. Even though they established the community and store by having so many limitations, but they can make it. And they choose to taken action, anything that they could do.

Through this mentorship program, I experienced an increasing in my personal growth such as initiative, empathy, responsibility, focus and concentration, the ability to work in team, better communication, and so on.

Overall, this mentorship program has provides provision for me to creating my own business. It provides me some knowledge and skills comprising a better knowledge of the healthy and green industry, many products ideas and inspirations, customer engagement, relation and retention, community development, event management, admin and operational, even knowledge on producing our own organic herbs until how to create product alternatives for sustainable living such as how to make soap from *lerak*, make eco-enzyme from lemon that could be used to substitute synthetic floor liquid cleanser, how to make a tisane that giving me inspiration for my own product on my business . And there is still a lot of thing that I learned during my mentorship program in Warung1000Kebun that I could not mention.

Company II: Griin.id

Griin.id

Chapter V: Company Profile of Griin.id

5.1 History of the Organization

According to the historical track of Griin.id, Griin.id is a startup that focuses on planting organic, herbal and spice plants which will then be processed into high-value derived products. Griin.id was founded on November 5, 2017 by a group of students from various educational backgrounds with a passion for change. Inspired by the abundance of natural resources in Indonesia and unlimited technological exposure, Griin.id seeks to integrate agriculture and technology with motives to improve the welfare of local farmers.

There are four values held by Griin.id, namely fair business, organic agriculture, research-based diversification, and education. The partners of Griin.id are farmers and also techno-agriculture community. Griin.id implementing fair business practices in collaboration where every stakeholder has the same rights and responsibilities. Referring to Griin.id's vision to improve the welfare of farmers, this business practice is trade-oriented to ensure transparency and trade allocation. Griin.id focuses on processing agricultural commodities, avoiding fertilizers and chemical residues, and improving the welfare of consumers and the environment.

Griin.id is incubated by the iFarm Lantern which focuses on technology-based agriculture. Over time, Griin.id formed a legal entity in the form of a limited liability company (PT) on February 16, 2019 under the name PT. Gelora Rempah Inti Indonesia (GRIIN). Some products which have been developed by the company are Oleoresin / Extract of natural ingredients, Hydrosol / Skincare, and Tisane which is an herbal tea.

Griin.id realizes that the advancement of agriculture in Indonesia needs to be supported by qualified human resources so that in June 2018 a GAAST (Griin Academy of Agriculture, Science & Technology) program has been developed which aims to provide education to vocational high school students, university

students, and the community about agriculture and how to manage it based on science and technology.

5.2 Vision, Mission, and Objective

5.2.1 Vision

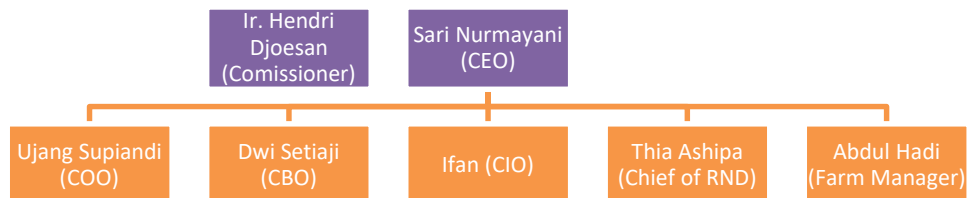
Griin.id vision is to be the pioneer in integrated agriculture through technology and education. To be a thought leader in increasing the quality and value of organic and natural produces and improving the welfare of local farmers through fair and sustainable business practices.

5.2.2 Mission

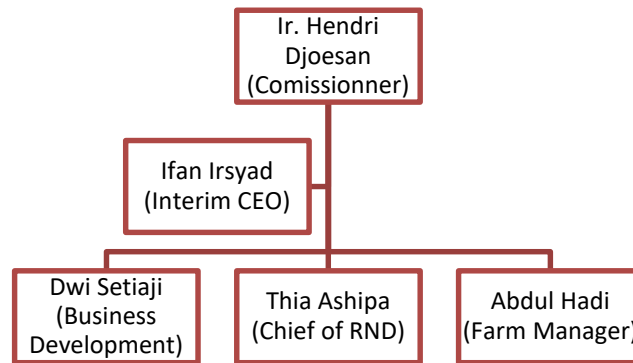
Maximize the value, quality and selling power of agricultural produces. Ensure fair and sustainable business practices. Implement digital precision agriculture technologies for effective, efficient and productive agricultural activities. Educate stakeholders of the value of integrated agriculture through technology and industry.

5.3 Organization Chart

Below was the structure when the author doing her internship in this startup.



Per December 15, 2019, the structure of the organization has changed after legalized by Notary into this following structure.



For Chief of RND or Research and Development, Business Development and also the Farm Manager still the same until the end of month of December, 2019.

5.4 Core Organization Activities

Griin.id core activities are extraction, tisane production, and farm management. Different from the previous company, Griin.id is more focus into the upstream one, where the more play into production and product research and development.

5.5 Product and Services

5.5.1 Products

Below is the product list which produced by Griin.id.

- 5.5.1.1 Blended Tisane: Authenticitea which consist of 6 variants (Jolly, Serene, Curios, Cheerful, Delightful and Prosperous).
- 5.5.1.2 Tisane: Peppermint and Marigold.
- 5.5.1.3 Oleo first: Avocado seed, Cinnamon, Cardamom, Moringa Seed, Nutmeg, Clove, Red Ginger, White Pepper, Tailed Pepper, BSF maggot, and so on.
- 5.5.1.4 Essential Oil: Lavender, Cardamom, and so on.
- 5.5.1.5 Hydrosol: Coffee, Rosemary, Rose, Lavender, Calendula, Silver Needle, Jasmine.

5.5.2 Services

5.5.2.1 Griin Academy: Agricultural classes or workshops, food class, beauty care production class.

5.6 Review on the Organization Growth and Trend

Below is the milestone of this startup from 2018 to 2022 (5 years).

M/Y	Year				
	2018	2019	2020	2021	2022
Milestones	Products	Products	Products	Products	Products
	RND	RND	RND	RND	RND
	Capital	Market	Secure	Post-	Site
	Development,	Penetration	Market	harvest	development
	monitoring,	Cultivating	Product	handling	evaluation
	business	Land	Development	center in	Standardize
	Start	Certification	Product	every Farm	and certify
	Cooperation	Standardize	Certification	Get more	all new sites
	Partnership	crop yields	Initial Stage	captive	Partnership
	and	Partnership	of Site	markets	and
Networking	and	Expansion	Partnership	Networking	
	Networking	Partnership	and	Networking	
		and	Networking		
		Networking			

Chapter VI: Mentorship Activities in Griin.id

In Griin.id, I have experienced shifted part of operational every one week which start from Lab 2, Green House 1, Green House 2, and Lab 1, and then the last week came back to Lab 2 again. In Lab 2, the focus activities are to make extraction into hydrosol, oleoresin, and essential oil. In Green House 1, the focus is to plant and maintain the edible flower and plants. In Green House 2, the activity is to farm maggot of Black Soldier Flies (BSF), feeding them, let them mating in one certain area, and harvesting the pre-pupae for extraction. And then in Lab 1 it is more into making blended tisane, drying the raw materials until packaging the tisane.

The special project in here is to develop a product start from zero. From concept, research, preparing the materials, experiments by using many formulations, organoleptic test with 14 panelists, designing pack and label, until calculating the price, set the target market, channel, values and brand DNA, core values, and added values to the author product. All of them done in 20+ days from proposal until the final presentation.

The one that I was made is actually continuing my personal mission before: to create a natural lip balm which have color from plant. Previously, I already made some batches of lip balm but with no color, and already sold it with lip scrub. But, when I tried to take the colorant from plant-based – which in this experiment I used bit, I was failed. Even I was already used an ‘emulsifier’ which she observed from browsing the internet, the colorant from bit still did not mixed well into the lip balm basis. In addition, the color also oxidized really fast. It was getting brownish, even though it already stored in refrigerator.

Therefore, I continued my product development mission to find out what the exact plant that good to be the colorant source for the author lip balm product, and what kind of emulsifiers are they which could make it mixed well.

Then, I have succeeded formulating a natural tinted lip balm with plant based colorant. But this is not my final formulation, I still want to do more research, experiments and development to create the best lip balm formulation that make me more satisfy. I am sure that, the best promotional strategy, is when ourselves love and

satisfied to the product. When the seller love, trust in it and feeling so satisfied about the product, it will influence other people perceive to trust and love to the product also.

Below is the picture of the product prototype which created by the author during her mentorship period in Griin.id.



Picture: The result of Author's Product Development Project

Source: Own-developed

The concept of the lip balm or the author prefer to call it as Lips Care, is the author believed that ladies do not have to cover up their real beauty with cosmetics, but be real and natural. Because this Lips Care exist not to make you become somebody else, or to cover up your natural lips, but to be YOU! That is why it is named "**It's me!**"

Chapter VII: Personal Results, Evaluations and Points Learned in Griin.id

I really learned a lot during my mentorship program in Griin.id. The information that I gained are comprising the industry of extraction and spices, how Indonesia is beyond rich of natural resources and how VoC was gaining wealth from natural resources, I learned about how to build a simple but effective lab to produce oil extraction such as oleoresin and essential oil, also hydrosol. I also learned how to process agricultural result into a valuable product such as blended tisane. I also learned how to plant flowers and various floras.

7.1 Personal Results

This following point was my personal results during the mentorship program in Griin.id.

- 7.1.1 Managed to succeed in product development in short period of time.
- 7.1.2 Managed to succeed in producing extraction such as oleoresin, essential oil and hydrosol, even though I have no background in chemical or processing agricultural materials into food vocation.
- 7.1.3 Managed to succeed in processing flowers, herbs, and fruit into blended tisane.
- 7.1.4 Managed to succeed being a facilitator in edible flowers workshop.

7.2 Evaluation

During my mentorship, I got a lot to do since I have only a really limited time. So, I have to work more in order to finish all of my tasks and duties on time. The On-site supervisor has complimented me in the time management, presentation product development and business model. The areas to be improved are leadership, social communication, and team work.

7.3 Points Learned

The field that I learned was different from the previous company. The first company was more into taught me about market, community and visual attractive, while this company was taught me more about processing agricultural resources into valuable products, and doing product research and development.

I also learned how they start their journey of struggle by hearing the history from the COO. About how they make their minimum viable product, how they finance themselves, how they overcoming the problem within the internal and external parties, how do they manage their ego to maintain the people harmony, how do they lead, how do they make people being comfortable with them, how do they pivot their direction, many things. It takes pages to written all things on details. But I will keep those valuable lessons in my heart and head for my provision to my journey ahead.

I also learned regarding team composition and man power in this start-up. The CEO has managed put the right man in the right place. She did to recruited capable person with a good personality which proper to place in certain position.

I also learned about the struggle and the dynamic circumstances in building a startup. It thought me perseverance, courage, belief, optimism, hard work, patient, and many things. The issues emerges in their internal, also taught me a lot on making business together with other people, to take each of decision maturely. And the CEO with the COO has taught me about the sincerity in their noble purpose too.

Overall, the mentorship program that I have experienced in both of the companies had providing a perfect match of provision for my future business.

Chapter VIII: Recommendation

8.1 Warung1000Kebun

The recommendation for Warung1000Kebun is to try to have a better supply chain management. Since on the field, the stocks run out of the time. The store has to have an updated accurate data of what are the products which still available in what quantity, and the range of how many time needed to have the products arrived after it has been ordered. The store also has to prepare the alternative supplier in each product variants is really essentials for fulfilling the demands and maintaining the satisfaction of the customer. It is essential to avoid disappointment of the customer if they already come, but the product is not available. The social media coordinator has also being aligned with the available stocks, because some products display in the social media has no longer being sells in the store.

The author also suggesting the store has a website and doing integration from the Instagram to the website. It is useful to allow the customers know the stocks available and allow them doing self-service to be able to order in 24 hours, because the admin of the store is only available from 8 a.m. to 5 p.m.

8.2 Griind.id

For Griin.id, I recommend the company to start more allocates their focus on the cash flow and to penetrate the market more. Since, the startup still in difficulties in order to breathe, while there are so many product innovation has been born in the startup. Focus in one or two products to make it market fit, and widening their market scales to increasing their number of transaction and revenue.

The startup somehow more focus in opening new opportunities by inviting other organization to collaborate on doing more projects and new tasks, rather than doing more focus in improving their marketing, sales and branding. In results, they have so many products and projects to do, but difficulty in financing themselves.

I suggest the startup to pay attention more on what the student needs and expectation, and try to fulfill them by giving more opportunities, activities and facilitation for the student especially the one whom doing mentorship to explore more.

8.3 Business Administration Study Program

I think the study program could consider allowing the students which taking business plan to make it in semester 7th in business research methodology. It will make our tasks be easier since we have a lot of time to prepare. And it will make us create a more mature business plan and allowing us to do more experiments and real action on doing our business and validating our model and strategy. So, we do not have to make mini-thesis in the semester 7th. It will help us a lot.

Appendices

Appendix A: Warung1000Kebun Business Model Canvas

KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITION	CUSTOMER RELATIONSHIPS	CUSTOMER SEGMENT
<p>Suppliers Communities, Organization/Institution</p> <p>Expedition: Grab Express, JNE</p>	<p>Online and Offline Selling Educating & Socialization Purchasing</p> <hr/> <p>KEY RESOURCES</p> <p>Admin Content Creator, social media, and marketplace person in charge Logistic & Inventory team Purchasing manager Finance manager</p> <p>Intangible: Community Network</p>	<p>Provide natural products: free from synthetic preservatives, artificial color, MSG, synthetic sweeter and thickener</p> <p>Supporting Local Goods</p> <p>Provide sustainable products</p>	<p>Community Events & Activities Free Gift Customer interaction both online (has special groups for customers) & offline</p> <hr/> <p>CHANNELS</p> <p>Offline Store Instagram & WhatsApp</p> <p>Official store in marketplace (Shopee)</p> <p>Event</p>	<p>Niche market: Healthy and Green People</p> <p>Age: Mostly 25-34, 35-44, 18-24, all ages</p> <p>Gender: Unisex</p> <p>Geography: Based in Bandung, but also do shipping around Indonesia by Online</p>
<p>COST STRUCTURE</p> <p>Salary & Wages Purchasing Stocks Electricity, water, WiFi, office stationary and all operational costs Building and equipment</p>			<p>REVENUE STREAMS</p> <p>Product selling from brands under community and suppliers partners</p>	

Appendix B: Griin.id Business Model Canvas

KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITION	CUSTOMER RELATIONSHIPS	CUSTOMER SEGMENT
Farms Garuda Indonesia Communities Organization/Institution Other Business Entity Expedition: JNE	Production Farm Maintenance Networking and Partnership Research and Development	Fresh made natural products Provide extraction which could be used in many forms	Personal Help	Niche market
	KEY RESOURCES People: Operational, Farm manager, RND Manager, Business Development, Innovation Manager Intangible: Research formulation and network		CHANNELS B2B Instagram & WhatsApp	
COST STRUCTURE			REVENUE STREAMS	
Salary & Wages Farm maintenance Production and operational costs Electricity, water, WiFi office stationary Building and equipment			Own-brand product selling: Authenticitea, hydrosol, single tisane, oleoresin, essential oil Profitable Classes and event	

Appendix C: Documentation on Warung1000Kebun

Outside Look









W1000K Products















Cashier Desk



Admin and Operational Coordinator Working Spot



Inventory



Documentation with W1000K Team



Appendix D: Documentation on Griin.id

Outside Look



3 Units of Cottages for as one of Workshop and Training Facilities



Post-Harvest Handling Laboratory



Processing Laboratory and office



Aquaponics System Greenhouse



Black soldier fly Greenhouse for natural waste treatment



Mobile Café for Exhibition

Products of Griin.id



Oleoresin from Griin.id called Oleo-first



Authenticitea, a series of blended tisane

Activities Documentation on Griin.id



The most left picture was documenting me when working on the lab, extracting Calendula flowers to be hydrosol. The picture on the middle was me when trying my own natural lip balm which I developed in Griin.id. Then, two pictures on the right side, depicting me when joining to facilitate and event with *Sekolah Alam*.



Both of the above pictures depicting the activities we did on Griin.id when hold an event with *Sekolah Alam*. The participants were children and we were learning on how to cultivate a micro green together.



On the right side is the author with COO and Farm Manager before depart to go to Cikarang. On the left side, Ngaliwet, Cooked myself for presenting a delicious dinner for our last momentum on Griin.id.

Appendix E: Documentation of Photo Product and Selling Activities

