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Research Article

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Analysis of Lost VAT Revenue from Purchases of Used Clothing (Thrift) in the Lampung Thrift Fest Community

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Abstract: This research aims to analyze how much VAT revenue is lost as a result of purchasing used clothing (thrift) in the Lampung Thrift Festival community. The data collection methods and analysis tools used in this research are questionnaires, interviews and validity tests, reliability tests. The dependent variable used is tax payments and the independent variables used are thrift taxes and consumer behavior. The best sampling technique obtained was Non-Probability Sampling. The results of the research show the sales of 20 used clothing traders, the behavior of used clothing consumers, potential missing VAT data, missing sales and VAT data for a total of 3 months.

Keywords: used clothes (thrift), income, trade, tax and VAT payments, consumer behavior

Introduction

Thrifting is a human activity in buying used goods, including purchasing used/thrift clothing to meet human clothing needs. More clearly, thrifting is the act of buying goods that have been used before or more often called used goods that are still in usable condition, such as clothes, shoes, bags, glassware, and even furniture with the aim of getting a cheaper price.

According to Djajadiningrat, tax is an obligation that is required to be submitted to the state for events, actions or positions, not as a punishment, without receiving direct reciprocal services for the sake of general welfare.

Law no. 42 of 2009, imported goods which are included in taxable goods, will be subject to Value Added Tax (VAT). In Value Added Tax (VAT), consumers will be subject to VAT of 11% of the import value.

Bandar Lampung is one of several large cities that trades in thrifting clothes. The practice of selling used clothing provides opportunities for traders to earn large profits. With relatively low capital costs, merchants can sell used clothing and achieve significant profit margins.

Data sourced from the Central Statistics Agency (BPS) states that the population of Bandar Lampung City in 2023 is projected to be 1,209,940 people with the following household consumption:

GDP Expenditure	2018	2019	2020	2021	2022				
	Rp/Year								
Household Consumption Expenditures	62.22%	69.41%	46.59%	43.86%	43.43%				
Export	17.29%	14.29%	20.23%	20.78%	22.15%				
Import	14.97%	13.59%	30.41%	32.14%	32.27%				
Investment	3.82%	0.77%	1.50%	2.00%	0.99%				
LNPRT Consumption Expenditures	1.71%	1.94%	1.27%	1.21%	1.15%				

(BPS Indonesia) Household consumption expenditure is expenditure on goods and services by resident households for final consumption purposes which includes clothing, footwear, food and drinks,

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other than restaurants, transportation and communications, housing and household equipment, restaurants and hotels, health. and education, and services.

Regarding trade rules, it has been explained in Law number 7 of 2014, article 47 paragraph 1, which states that "every importer is obliged to import goods in new condition". There is no charge for used clothing when importing, but used clothing is not an item that is exempt from VAT collection.

Data on	Used Cloth	ng Sellers	(THRIFT)) in the LTF	Community

No	Seller's name	Address
1	X1	Natar, South Lampung
2	X2	Tanjung Karang, Bandar Lampung
3	X3	Kedaton, Bandar Lampung
4	X4	Sukarame, Bandar Lampung
5	X5	Tanjung Karang, Bandar Lampung
6	X6	Panjang, Bandar Lampung
7	X7	Kedaton, Bandar Lampung
8	X8	Kedaton, Bandar Lampung
9	X9	Kedaton, Bandar Lampung
10	X10	Wayhalim, Bandar Lampung
11	X11	Rajabasa, Bandar Lampung
12	X12	Kedaton, Bandar Lampung
13	X13	Pahoman, Bandar Lampung
14	X14	Kedaton, Bandar Lampung
15	X15	Pandan Bay, Pesawaran
16	X16	Jati Agung, South Lampung
17	X17	South Betung Bay, Bandar Lampung
18	X18	Kemiling, Bandar Lampung
19	X19	Kedaton, Bandar Lampung
20	X20	Sukarame, Bandar Lampung

The practice of selling used clothing provides opportunities for traders to earn large profits (Wisnuwardhani, 2015). With relatively low capital costs, merchants can sell used clothing and achieve significant profit margins.

Selling used clothing has become an interesting phenomenon in the city of Bandar Lampung, as well as opening up profitable business opportunities. This phenomenon is driven by the huge demand for used clothes on the market. The people of Bandar Lampung City are increasingly realizing the benefits of buying used clothes, such as more affordable prices and good quality. This high demand creates opportunities for used clothing traders to develop their business to meet the needs of consumers who are looking for economical but still stylish clothing options. In this context, selling second-hand clothes is not only a social phenomenon, but also provides promising growth potential in the second-hand clothing trade in Bandar Lampung City.

As MSMEs develop in Indonesia, this will increase state income through taxes (Indrawan & Binekas, 2018). The thrift shop phenomenon which is currently popular among the millennial generation could be

an addition to state tax revenues from the MSME sector. For example, thrift goods sellers can make a profit by selling thrift clothes and shoes (Kumparan, 2020). These sales are made via e-commerce. The main target for these sales is the millennial generation who like branded goods such as Air Jordan shoes and vintage clothing.

Literature Review

Income

Income is the amount of money or value that a person obtains during the calendar year from business and energy, immovable property, movable property, rights to periodic payments, and additional assets that appear in the calendar year unless otherwise proven by the taxpayer (Haswidar, 2016).

Economic factors are very fundamental in terms of carrying out obligations. Poor people will find it difficult to pay taxes. Most of them will meet their living needs first before paying taxes. Apart from that, in economic theory it is said that I or Income = C or Consumption, where the amount of income will be the same as the amount of consumption. Consumption here also includes expenditure to pay taxes because taxpayers are considered to be carrying out the act of consumption, namely spending the use value of an item, in this case what is meant is the use value of land and buildings (Haswidar, 2016). The results of previous research conducted by Ernawati (2014) regarding the identification of the ability and willingness to pay for low-middle income people show that the income variable has an influence on the willingness to pay taxes. (Ernawati, 2014)

Income Measurement

In discussions regarding the concept of income, it is often related to the issue of measurement and also the timing of income recognition. Measurability is one of the important things in income, where the amount of income can be determined fairly so that in a financial report it is not reflected that income is too high (overstated) or too low (understated). Revenue recognition is determining when revenue should be measured and reported. This means that income is not only a statement that a company has produced economic value in the form of goods or services, but also measures the value itself (Danang, 2017).

Trading

According to Law No. 7 of 2014, trade is defined as all activities related to transactions of goods and/or services within the country and beyond national borders with the aim of obtaining compensation or rewards for the transfer of rights to goods and/or services.

Trade greatly influences a country's economic growth. If a country exports more than it imports, the country's national income will increase, which will have a positive influence on economic growth.

Method

Types of Research and Data Sources

This research is qualitative descriptive research. This research took samples from a population and used a questionnaire as the main data collection tool. The data collection method that the author uses in this research is primary data in the form of interviews and questionnaire answers.

The sampling method used in this research is the non-probability sampling technique and the Slovin formula to determine the number or size of samples used.

Method of collecting data

This research was carried out by directly distributing questionnaires containing questions to respondents and conduct interviews. This research uses the Slovin formula because in sampling, the number must be representative so that the research results can be generalized and the calculation does not require a table of sample sizes, but can be done using simple formulas and calculations. Slovin's formula for determining samples is as follows:

$$n = \frac{N}{1 + N(e)^2}$$

n = Sample size/number of respondents

N = Population size

E = Percentage of allowance for sampling error accuracy that can still be tolerated at 5%; e=0.025

Results and Discussion

Used Clothing Seller Description

Competition in the thrift business in Bandar Lampung has developed rapidly, the large demand and interest of the public has made the thrift market increase and made the existing competition better for business actors in order to maintain the stability of their business. The following is potential VAT data lost by 20 used clothing traders in the community:

No	Seller's	Address	Sale	Sales VAT	Sale	Sales	Sale	Sales VAT	Total VAT
	name		Aug-23		Sep-23	VAT	Oct-23		Potential for 3 months
1	X1	Natar, South Lampung	IDR 1.990.000	218,900	IDR 4,470,000	491,700	IDR 1,650,000	181,500	892,100
2	X2	Tanjung Karang, Bandar Lampung	IDR 800,000	88,000	IDR 3,500,000	385,000	IDR 1,000,000	110,000	583,000
3	X3	Kedaton, Bandar Lampung	IDR 3,000,000	330,000	IDR 5,000,000	550,000	IDR 3.000.000	330,000	1,210,000
4	X4	Sukarame, Bandar Lampung	IDR 2,500,000	275,000	IDR 3,000,000	330,000	IDR 1,500,000	165,000	770,000
5	X5	Tanjung Karang, Bandar Lampung	IDR 4,000,000	440,000	IDR 5,000,000	550,000	IDR 4,500,000	495,000	1,485,000
6	X6	Panjang, Bandar Lampung	IDR 4,000,000	440,000	IDR 6,000,000	660,000	IDR 3,550,000	390,500	1,490,500
7	X7	Kedaton, Bandar Lampung	IDR 3,500,000	385,000	IDR 7,000,000	770,000	IDR 4,000,000	440,000	1,595,000
8	X8	Kedaton, Bandar Lampung	IDR 3,000,000	330,000	IDR 7,000,000	770,000	IDR 5,000,000	550,000	1,650,000
9	X9	Kedaton, Bandar Lampung	IDR 3,000,000	330,000	IDR 5,000,000	550,000	IDR 3,000,000	330,000	1,210,000
10	X10	Wayhalim, Bandar Lampung	IDR 4,000,000	440,000	IDR 4,500,000	495,000	IDR 4,500,000	495,000	1,430,000
11	X11	Rajabasa, Bandar Lampung	IDR 2,500,000	275,000	IDR 6,000,000	660,000	IDR 5,000,000	550,000	1,485,000
12	X12	Kedaton, Bandar Lampung	IDR 3,500,000	385,000	IDR 4,000,000	440,000	IDR 2,000,000	220,000	1,045,000
13	X13	Pahoman, Bandar Lampung	IDR 700,000	77,000	IDR 3,500,000	385,000	IDR 800,000	88,000	550,000

14	X14	Kedaton, Bandar	IDR	220,000	IDR	495,000	IDR	275,000	990,000
		Lampung	2,000,000		4,500,000		2,500,000		
15	X15	Pandan Bay,	IDR	165,000	IDR	385,000	IDR	165,000	715,000
		Pesawaran	1,500,000		3,500,000		1,500,000		
16	X16	Jati Agung, South	IDR	110,000	IDR	330,000	IDR	77,000	517,000
		Lampung	1,000,000		3,000,000		700,000		
17	X17	South Betung Bay,	IDR	330,000	IDR	440,000	IDR	385,000	1,155,000
		Bandar Lampung	3,000,000		4,000,000		3,500,000		
18	X18	Kemiling, Bandar	IDR	275,000	IDR	440,000	IDR	165,000	880,000
		Lampung	2,500,000		4,000,000		1,500,000		
19	X19	Kedaton, Bandar	IDR	495,000	IDR	550,000	IDR	330,000	1,375,000
		Lampung	4,500,000		5,000,000		3,000,000		
20	X20	Sukarame, Bandar	IDR	110,000	IDR	440,000	IDR	165,000	715,000
		Lampung	1,000,000		4,000,000		1,500,000		
	Total p	otential VAT from 20 use	d clothing trade	ers for a 3 mo	nth period	•	•	•	IDR
									21,742,600

Law no. 42 of 2009, imported goods are not included in taxable goods. In Value Added Tax (VAT), consumers will be subject to VAT of 11% of the import value (www.Pajak.com).

If you look at the total sales in the table, the loss of potential sales VAT tax that should go to the country is IDR. 21,742,600

Description of Consumer Behavior

No	Statement	STS	T.S.	C	S	SS	Total
1	Used clothes are a current trend			4	35		39

³⁵ people agree (S)

⁴ people enough (C)

No	Statement	STS	T.S	C	S	SS	Total
2	I know information about used clothes from	4		15	20		39
	social media						

⁴ people strongly disagree (STS)

²⁰ people agree (S)

No	Statement	STS	T.S	C	\mathbf{S}	SS	Total
3	Many of my friends wear used clothes	4		3	32		39

⁴ people strongly disagree (STS)

³² people agree (S)

No	Statement	STS	T.S	C	S	SS	Total
4	I'm interested in secondhand clothes because	4	2	24	9		39
	of idols/influencers						

⁴ people strongly disagree (STS)

¹⁵ people enough (C)

³ people enough (C)

² people disagree (TS)

²⁴ people enough (C)

9 people agree (S)

No	Statement	STS	T.S	C	S	SS	Total
5	I buy used clothes because the models are	4	7	15	13		39
	unique/unmarketable						

⁴ people strongly disagree (STS)

7 people disagree (TS)

15 people enough (C)

13 people agree (S)

No	Statement	STS	T.S	C	S	SS	Total
6	The price of used clothing is able to compete	4		5	27	3	39
	with the price of other products						

⁴ people strongly disagree (STS)

³ people strongly agree (SS)

No	Statement	STS	T.S	C	S	SS	Total
7	The price of used clothing is in accordance with	4		6	28	1	39
	the quality offered						

⁴ people strongly disagree (STS)

¹ person strongly agrees (SS)

No	Statement	STS	T.S	C	S	SS	Total
8	I tend to buy used clothes because they are	4		7	26	2	39
	cheap						

⁴ people strongly disagree (STS)

² people strongly agree (SS)

No	Statement	STS	T.S	C	S	SS	Total
9	I tend to look for used clothes from well-known	4			29	6	39
	brands						

⁴ people strongly disagree (STS)

6 people strongly agree (SS)

⁵ people enough (C)

²⁷ people agree (S)

⁶ people enough (C)

²⁸ people agree (S)

⁷ people enough (C)

²⁶ people agree (S)

²⁹ people agree (S)

No	Statement	STS	T.S	C	S	SS	Total
10	I tend to shop for used clothes from more than	4			29	6	39
	one brand						

⁴ people strongly disagree (STS)

⁶ people strongly agree (SS)

No	Statement	STS	T.S	C	S	SS	Total
11	Shopping for used clothes is done most often	4			17	18	39
	during discounts or sales						

⁴ people strongly disagree (STS)

Data Analysis Results Validity Test Results

Statement	r count	r table	Decision
X1	0.810	0.316	Valid
X2	0.863	0.316	Valid
X3	0.952	0.316	Valid
X4	0.817	0.316	Valid
X5	0.379	0.316	Valid
X6	0.912	0.316	Valid
X7	0.901	0.316	Valid
X8	0.908	0.316	Valid
X9	0.941	0.316	Valid
X10	0.935	0.316	Valid
X11	0.934	0.316	Valid

- 1. If the calculated r value > calculated r value then the statement is valid
- 2. If the calculated r value < the r table value then the statement is invalid

Reliability Test Results

Variance	Amount of Variance	Total Variance	Decision
0.092			
0.850			
0.874			
0.710			Reliable
0.945			Kellable
1,026			
0.937			
0.989			

²⁹ people agree (S)

¹⁷ people agree (S)

¹⁸ people strongly agree (SS)

1,081			
1,081			
1,397			
112,820	9,982	112,820	1,003

- 1. If the variance value is > 60 then it is reliable
- 2. If the variance value is <60 then it is not reliable

Conclusion

Based on testing the hypotheses in this research. then it can be concluded that:

- 1. In principle, all goods are taxable goods (subject to tax) except those determined by Law Number 42 of 2009 concerning Value Added Tax with a value of 11%. Imported goods are not included in taxable goods because they are illegal which results in the loss of VAT on the sale of used clothing in the Lampung Thrift Fest community amounting to IDR 21,742,600 within a period of 3 months.
- 2. Consumer Behavior of used clothing buyers in the Lampung Thrift Fest community:
 - a) Looking for used clothes from well-known brands.
 - b) Buy second-hand clothes because they are cheap.
 - c) The price of used clothing is in accordance with the quality offered.

 The price of used clothing is able to compete with the price of other products.

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