

# THE ROLE OF RELATIONAL CAPITAL TO INCREASE COLLECTION AND DISTRIBUTION OF ZAKAH TO REDUCE POVERTY IN CENTRAL JAVA

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## Abstract

Zakat has a strategic role in the welfare of the community through the distribution of income from the rich to the poor. The existence of charities, institutions are essential to support the achievement of the people's welfare. The potential of zakat in Indonesia reached Rp 213.7 trillion, while aml Agency and national zakat (BAZNAS) recently able to collect zakat amounting to Rp 2.2 trillion. On the other hand the number of poor people in Indonesia about 30 million people. This low level of collectivity that needs to be improved through a variety of strategies to collect zakat., One of which is to optimize the relational capital (relational capital). The aim of this study to find a model to optimize the collection and distribution of zakat through relational capital. Respondents in this study were muzakki (57) and manager BAZNAS of Jepara and Semarang as many as six people. Methods of data collection is done by using questionnaires and interviews. The result showed that the zakat collection methods that exist today have not been carried out professionally and proactively. To improve the collection and distribution of zakat needed a good relational capital between BAZNAS city / county with all stakeholders such as government agencies, private businesses, muzakki, religious organizations and Islamic universities.

**Keywords:** Zakat, relational capital, collaboration, poverty, BAZNAS