

# The Effect Of Capital, Raw Materials, Work Experience On Income Through The Production Of Arak Crawings In Tri Eka Buana Village, Sidemen District, Karangasem Regency

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## Abstract

Craftsmen have a very important role in the province of Bali in general and in Tri Eka Buana Village, Sidemen District, Karangasem Regency, almost 90 percent of the people in the village work as arak craftsmen. In producing this wine, there are tools to produce it. In the production of this arak the raw material comes from coconut tree sap water and to find raw materials requires experienced personnel and tools to produce it and work experience to increase production and income. The purpose of this study is to analyze 1) the direct effect of capital and raw materials, work experience on production, 2) the direct effect of capital, raw materials, work experience and production on income, 3) The effect of capital and raw materials, work experience on income in general. indirectly through the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. The sample in this study amounted to 90 respondents. The data collection method used in this study used the method of observation, structured interviews and in-depth interviews with village secretaries and community leaders. The data analysis technique used is path analysis. Based on the results of the study, it was concluded that capital, raw materials and work experience had a direct and significant effect on the production of arak craftsmen. The variables of capital, raw materials, work experience and production have a direct and significant effect on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. The production variable is a mediating variable that indirectly influences the variables of capital, raw materials, and work experience on income

**Keywords:** *Capital, Raw Materials, Work Experience, Income, Production.*

## 1. Introduction

Agriculture in Bali is quite good for regional development, as well as supporting the regional economy. Agricultural development makes a major contribution to national economic development and encourages the development of the plantation sub-sector. According to Muttakin et al (2014), the plantation sub-sector in Bali has quite a lot of coconut production. Balinese people in particular realize that the benefits of coconut trees are religious activities and traditional rituals. Coconut is widely used as a coconut tree trunk to build houses, for crafts, the shell if processed will earn income, the water of young coconuts can be used to drink as health, as well as the leaves for food wrapping. Coconut tree roots can be used as a dye. Coconut flowers can be used as an ingredient for making alcohol or arak, and traditional medicines.

Tri Eka Buana Village is famous for its excellent quality of arak where in this village there is an interesting history of arak. Tri Eka Buana Village is the wine industry where 90% of the total household heads have this livelihood. On average, the arak produced in the village of Tri Eka Buana is made from nira water or coconut palm wine which is distilled in a barrel made of aluminum. This includes modern tools where there is only one tool in the village and some are still doing it with traditional tools made of bamboo (Sudhana, et al, 2019). The Balinese wine industry has provided the welfare of many craftsmen, especially in Tri Eka Buana Village. Dwyantari (2017) mentions that these processed drinks have great potential in the export market, especially to countries that have cold winters, such as Japan and Europe. Processed drinks, especially traditional alcoholic drinks, are well known by foreign tourists.

Factors that affect the production and income of craftsmen in Tri Eka Buana village are capital, raw materials, work experience. Capital can increase production by increasing production capacity. The use of large capital in the production process can increase the income that will be received by the craftsmen, and vice versa, if the capital used is small, the income earned by the craftsmen will be small. Cobb-Douglas theory which states that capital affects production output. This condition shows that the higher capital will be able to increase production results, because the production process requires costs that are used for labor and the purchase of raw materials and equipment. There are problems with capital such as some of the arak craftsmen are still not legal even though there is a governor's regulation that regulates the legalization of arak and the cooperative that oversees it, but only 40 craftsmen have become members and 904 other craftsmen are not registered as members and distribute illegally, so that wine is difficult to market resulting in slow capital turnover because the market is difficult and still illegal, so craftsmen who have not legalized the distribution of arak are still secretive.

Production is an activity which is an information system that utilizes inputs to produce goods and services. Production as the end result of an economic process or activity by utilizing several inputs or inputs, in other words combining them as inputs or inputs to produce outputs. The more output or product will affect the increase in the income of the craftsmen. Impact on the income received by the craftsmen. Craftsmen will be more motivated to increase their work productivity both in terms of quality and quantity (Mankiw, 2000). The obstacle experienced by craftsmen in the production of wine in Tri Eka Buana Village is that the craftsmen still use simple tools in the production process, so it takes a long time, during the rainy season the raw materials are not feasible to produce because the quality of the sap water decreases due to exposure to rain water, in addition to the production period that takes a long time makes product marketing hampered. In addition, workers must climb very high coconut trees and during the rainy season the craftsmen pass through slippery terrain by risking the safety of the craftsmen.

Raw materials are also called basic materials used to produce an item. Raw materials are an integral part of the products produced by a company. The greater amounts of raw materials owned, the greater the possibility of the number of products produced, so that the possibility of income received is greater from sales (Sulistiana 2013). According to Edy Safni Rosa and Suharmiati (2008) raw materials are the main factors that support the smoothness and effectiveness of goods that are ready to be processed at the right time and in accordance with the established production plan.

Work experience will also affect the level of production and income. Work experience is real events experienced by someone who works, the longer work experience or the more work experience a person has, the more skilled and faster he is in completing the tasks for which he is responsible. It causes more output to be produced and the income they receive will also increase (Sedarmayanti, 2001:21). Problems with work experience such as low working hours of craftsmen will make them less fluent in overcoming problems that will occur.

## 2. Literature Review

### Economic Development

**Sadono Sukirno (1985)** which states that economic development is a process that causes the income per capita of a society's population to increase in the long run. This definition implies that economic development is a change that occurs continuously through a series of combinations of processes in order to achieve something better, such as an increase in per capita income that continues in the long term.

### Income

**Suroto (2000)** which states that income is all receipts in the form of money or in the form of goods originating from other parties as well as industrial products which are valued on the basis of a sum of money from assets prevailing at that time. Income is a person's source of income to meet daily needs and is very important for the survival and livelihood of a person directly or indirectly.

### The Law of Diminishing Returns

This condition explains that if the labor input factor is added continuously by one unit, the total product will continue to experience a proportional increase. In an increase in labor input units, the increase in output will decrease until finally there is no increase or decrease in total product when the labor input continues to increase.

### **Cobb-Douglas Theory**

Which states that capital affects production output. Revalthy (2016) and Khalaf (2013), state that capital is one of the factors of production and determines the productivity of companies that have an impact on income. It can be concluded that capital has a positive relationship to income, if capital is added to enlarge the business, the income that will be obtained will increase.

### **Work Experience**

Work experience is not only judged by the length of time a person has worked in a particular field of work, but can be seen from the skills, expertise and abilities possessed by the worker. The length of time a person works in the same or similar job will result in more knowledge and skill in carrying out his work (Budhiyani, 2008).

## **3. Problem Formulation**

The hypothesis of this project is:

- a) Capital, raw materials, and work experience have a positive effect on the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency.
- b) Capital, raw materials, work experience have a positive effect on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency.
- c) Production mediates the effect of capital, raw materials and work experience on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency.

## **4. Research Methodology**

The research design used in writing this research is a quantitative approach in the form of associative, meaning that this research was conducted to determine the relationship between the variables used in the study. By using an associative approach, a statement can be built that explains an existing phenomenon and in other relationships as the dependent variable (Sugiyono, 2015). The intervening variable used in this research is production. The location of this research is in Tri Eka Buana Village, Sidemen District, Karangasem Regency who works as a wine craftsman in Tri Eka Buana Village. The reason the researcher chose this location is that Tri Eka Buana Village has the highest number of arak craftsmen in Karangasem Regency. The object of this research is income which is influenced by various factors including capital, raw materials and work experience. The type of data used in this study is qualitative data, which is data expressed in the form of words, sentences and pictures, and quantitative data in the form of capital, work experience, income and production in Tri Eka Buana Village. Primary data in this study was obtained through the distribution of questionnaires by including the list of questions that had been prepared beforehand. The list of questions related to capital, production and labor on the income of arak craftsmen in Tri Eka Buana Village. While Secondary Data is data collected from relevant government agencies in research, such as the number of coconut tree production in the Province of Bali, namely through the Central Bureau of Statistics of the Province of Bali. The population in this study is arak craftsmen who own coconut plantations, as many as 894 people, with a sample of 90 people in Tri Eka Buana Village, Sidemen District, Karangasem Regency using the non-probability sampling method with certain criteria (purposive sampling). In this study, the data collection methods used were observation, structured interviews, and in-depth interviews. The data analysis technique used is path analysis.

## **5. Analysis Result**

### **Characteristics of Respondents.**

- Based on age, the majority of arak craftsmen in Tri Eka Buana Village are between the ages of 39-43 years, amounting to 22 people or 24.44% of 90 respondents, this is because the majority of respondents after completing education continue their family business. The skills acquired to produce arak drink were obtained from their parents since childhood.
- Based on the level of education, on average higher education up to elementary and high school compared to those who did not go to school and high school. There are 56 elementary school students, 21 junior high school students, 12 high school students and 1 person out of school. The low level of education is a problem encountered by arak

craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency, the level of education plays an important role in production efficiency and increasing competitiveness with arak craftsmen entrepreneurs.

- Based on the capital, as many as 77 people or 85.6 percent of the craftsmen dominate by having a capital of IDR 300,000 - IDR 400,000 for the production process in making arak drinks in the last month to increase production. The capital owned by the respondent is Rp 401,000-Rp 500,000 as many as 12 people or 13.3 percent, while the amount of capital is more than Rp 500,000 as many as 1 person or 1.1 percent.
- Based on raw materials, as many as 75 people or 83.3 percent have 100-400 liters of raw materials to produce arak in the last month to increase income. and more than 400 liters by 15 people or 16.7 percent to produce arak drinks in the last month.
- Based on work experience, respondents who have work experience for 40 years are at most 52 craftsmen with a percentage of 57.8 percent while those with 30 years of work experience are 21 craftsmen with a percentage of 23.3 percent, while those with work experience less than 30 years as many as 17 people with a percentage of 18.9 percent. This experience is very much needed to produce arak drinks because making arak drinks uses high accuracy and the right time so that the resulting arak drinks with better drink quality.
- Based on production, craftsmen are able to produce 50-200 bottles within a month as many as 51 people with a percentage of 56.7 percent, while craftsmen who produce 201-350 bottles within a month are 37 people or 41.1 percent. There are 16 craftsmen who produce more than 350 bottles within 1 month or 17.7 percent
- Based on income, most of the craftsmen of arak have an income of 1,500,000 -2,500,000 as many as 33 people with a percentage of 36.3 percent, while the income of craftsmen is 400,000p1,500,000 as many as 33 people with a percentage of 23.3. The income of craftsmen from 2,501 to 3,500.00 is 26 people with a percentage of 28.8 percent. The income of craftsmen is more than 3,500,000 as many as 10 people with a percentage of 11.1 percent. Many factors affect the income of arak craftsmen, for example from sales and the amount of arak produced.

#### **Total Determination Coefficient Value**

The coefficient of total determination of 77.6 percent of income variation in Tri Eka Buana Village is influenced by Capital (X1), Raw Materials (X2), Work Experience (X3), and Production (Y1) through the path analysis model that is formed. While 22.4 percent is influenced by other factors that are not included in the path analysis model formed.

#### **Research Hypothesis Testing Results**

##### **The direct effect of capital on the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency**

Based on the test results, the standardized coefficient value is 0.112 and the probability value is 0.029. Thus, Sig. (0.029) < 0.05 means that capital (X1) has a direct effect on production (Y1). This shows a positive relationship between capital and production. Based on the results of the research above, if the capital of the arak craftsmen increases, the production will automatically increase as well. This is reinforced by the results of research conducted by Arsha (2013) that capital has a positive and partially significant effect on production. This means that the higher the capital of a company, the more the level of use of production factors, for example the use of machines and production equipment. Reinforced by (Pratiwi, 2014) that capital has a positive and partially significant effect on production.

##### **The direct effect of raw materials on the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency**

Based on the results of the study, the standardized coefficient value is 0.116 and the probability value is 0.023. Thus, Sig. (0.023) < 0.05, meaning that raw materials (X2) have a significant positive effect on production (Y1). The results of this study indicate that raw materials are a factor that can affect the production of drinks in Tri Eka Buana Village. This is because the availability of raw materials such as sap water, better known as palm wine, and also the area of land owned by craftsmen used in the production of arak drinks can have an impact on increasing the resulting production or can accelerate the production process produced by the industry. According to Putra and Wenagama (2019), raw materials are one of the production capitals. Production capital is the cost incurred to buy raw materials. According to Ismanto, et al (2011) an increase in the amount of available raw materials will increase the production of the resulting goods. So that the availability of raw materials has a positive relationship to the amount of production produced. A similar study conducted by Karakaya et al (2017) stated that raw materials had a significant positive effect on the amount of production produced. Naibahao (2013), states that the availability of large enough raw materials can facilitate the production process and the finished goods produced so that the effectiveness of production activities can be achieved to meet the capacity of customers.

**The direct effect of work experience on the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency**

Based on the test results, the standardized coefficient value is 0.879 and the probability value is 0.000. Thus, Sig. (0.000) < 0.05 means that work experience (X3) has a direct effect on production (Y1). This shows a positive relationship between work experience and production. The significant relationship between work experience and production is in accordance with Sudarmi's (2008) statement which suggests that a person's work experience greatly supports skills and speed in completing his work, so that the error rate will decrease. The output generated is more and the income they receive will increase. The results of this study are supported by research conducted by Muliani (2015) the result of which is that work experience has a positive and significant effect on production.

**The direct effect of capital on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency**

Based on the test results, the standardized coefficient value is 0.229 and the probability value is 0.000. This means that H0 is rejected and H1 is accepted. Thus, Sig. (0.000) < 0.05 means that the level of capital (X1) has a direct effect on income (Y2). This shows a positive relationship between capital and income. This is reinforced by previous research conducted by Paramita (2014). In business, income capital is highly expected for entrepreneurs. Therefore, entrepreneurs invest in their business to get a large income. Therefore, capital is very important for a business, and also previous research conducted by Tri Utari (2014) that capital has a positive and significant effect on the income of micro, small and medium enterprises (MSMEs) in the Iman Bonjol area of West Denpasar.

**The direct effect of raw materials on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency**

the standardized coefficient value is 0.099 and the probability value is 0.015. Thus, Sig. (0.035) < 0.05 means that raw materials (X2) have a direct effect on income (Y2). This shows a positive relationship between raw materials and income. Raw materials are also an important factor affecting revenue. The greater amounts of raw materials owned, the greater the possibility of the number of products produced, so that the possibility of income received is greater from the sales of its production. According to Sukartini (2013) Raw materials are production factors needed in every production process. The greater amounts of raw materials owned, the greater the possibility of the number of products produced, so that the possibility of income received is greater from the sales of its production. Inventory of raw materials within the company is very important to be controlled properly, so as to generate optimal income. The results of research by Suartawan and Purbadharmaja (2017) state that raw materials are a production factor needed in the production process. Inventory of raw materials within the company is very important to be controlled properly, so that it can generate optimal income.

**The direct effect of work experience on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency**

Based on the test results, the standardized coefficient value is 0.284 and the probability value is 0.001. Thus, Sig. (0.001) < 0.05 means that work experience (X3) has a direct effect on income (Y2). This shows a positive relationship between work experience and income, this means that the longer the work experience of a craftsman, the income of arak drink craftsmen in Tri Eka Buana Village increases. This right is reinforced by the results of Yudi's research (2018) which states that work experience has a significant positive effect on the productivity of wood carving craftsmen in Abang District, Karangasem Regency. The results of this study are also supported by Muliani and Suresmiathi (2015) that work experience has a positive and significant effect on the income of craftsmen. In other words, that work experience is in line with the income of the craftsmen, the better and more work experience they have will lead to an increase in the amount of income earned.

**The direct effect of production on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency**

Based on the results of the test, the standardized coefficient value is 0.567 and the probability value is 0.000. Thus, Sig. (0.000) < 0.05 means that production (Y1) has a direct effect on income (Y2). This shows a negative relationship between production and income. This means that production will affect the income of arak craftsmen in Tri Eka Buana Village. This means that the higher the production that can be done, the higher the income earned by the arak craftsmen. The results of this study are strengthened (Sukirno, 2012). This is because in the end the level of production will affect the increase in living standards, one of which is through increasing income. When production output decreases, the income

received by entrepreneurs will decrease. This is because production is one that affects the size of income. The results of Sri Muliani's research (2016), the more a craftsman produces production goods, the more income will be obtained. The production of craftsmen can be calculated with a large number of products that will be able to increase company profits. The results of Tumoka's research (2013), which states that the amount of production has a positive and significant effect on income.

### **The indirect Effect of Work Experience (X3) on Income (Y2) Through Production (Y1)**

Based on the test results, the calculated of  $|Z_{count}|$  of (5.8911) > (1.96) then  $H_0$  is accepted which means Production (Y1) as an intervening variable/mediation of the effect of Work Experience (X3) on Income (Y2) of arak craftsmen in Tri Eka Buana Village. In other words, work experience indirectly affects income.

## **6. Conclusion**

Based on the results of the analysis and previous discussion, several conclusions can be drawn. Capital directly has a significant and positive relationship with the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. Raw materials directly have a significant and positive relationship with the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. Work experience directly has a significant and positive relationship with the production of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. Capital directly has a significant and positive relationship to the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. Raw materials directly have a significant and positive relationship with the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. Work experience directly has a significant and positive relationship with the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. Production directly has a significant effect and has a positive relationship on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency. Work experience has an indirect effect on the income of arak craftsmen in Tri Eka Buana Village, Sidemen District, Karangasem Regency

As for some suggestions that can be given, such as the role of the government is very much needed to help the marketing of alcoholic beverages by increasing promotions and by helping craftsmen. So that this traditional arak drink can be recognized by tourists so that it causes tourists' interest to buy this traditional drink. The government or related agencies are expected to make more frequent trainings to be able to introduce this traditional arak drink. So that the arak craftsmen improve training in processing or when looking for raw materials which will later improve skills and better quality. The government is expected to give a permit regarding the circulation of liquor, especially arak so that it can accelerate and expedite the production process of the wine industry in Tri Eka Buana Village, Sidemen District, Karangasem Regency. From the results of this study, it is hoped that the distribution of this arak can be wider. Arak craftsmen improve training in processing or when looking for raw materials which will later improve skills and better quality.

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