

Income of Kijang City Village: Impact of Working Capital, Technology, Experience, and Selling Price

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Submitted: Feb 1, 2024

Accepted: Feb 14, 2024

Published: July 1, 2024

ABSTRACT

The purpose of this research is to determine the influence of working capital, technology, experience, and selling prices on the income of fishermen in the Kijang Kota Village. This study utilizes both primary and secondary data. The research method employed is a quantitative descriptive method. The primary data consists of questionnaires, while secondary data includes records and data from the Central Statistics Agency (BPS). Data collection techniques include questionnaires, documentation, and literature review, with 77 respondents answering a questionnaire containing 53 statements. The data analysis technique involves testing data validity and reliability, classical assumption tests, multiple linear regression tests, and hypothesis testing. The multiple linear regression formula obtained from this research is $Y = (0.585) + 0.303X_1 + 0.392X_2 - 0.144X_3 + 0.304X_4 + e$. The t-test results show calculated t-values of 2.287 for working capital, 5.067 for technology, -1.348 for experience, and 3.244 for selling prices, while the tabulated t-value is 1.993. The F-test results indicate a calculated F-value of 85.191 and a tabulated F-value of 2.73. The coefficient of determination is 0.816, as seen from the Adjusted R Square value. Based on the data analysis results, it can be concluded that working capital, technology, experience, and selling prices, both individually and simultaneously, have an impact on the income of fishermen in the Kijang Kota Village. The influence of these four variables results in an 81.6% increase in the income of fishermen in the Kijang Kota Village, with the remaining percentage being influenced by variables not included in this study.

Keywords: Experience; Income; Selling Prices; Technology; Working Capital

INTRODUCTION

Indonesia is the largest archipelagic country in the world, having a vast territory with 17,504 islands and a sea area of 5.8 million km², right out of a sea area of 0.3 million km², as well as an archipelagic water area of 2.95 million km², and an Exclusive Economic Zone area. Indonesia (ZEEI) of 2.55 million km². Geopolitically, Indonesia has a very strategic role because it is located between the continents of Asia and Australia and between the Pacific Ocean and the Indian Ocean. As well as having people who live or live in mountainous and coastal areas.

Each community in mountainous and coastal areas essentially depends on the natural resources around them. Indonesia has large natural resources on land and sea. One of the natural resources that has economic capacity is marine resources. Fisheries are an action related to the management and utilization of fish resources and their environment starting from pre-production, production, processing to marketing which is carried out in a fisheries business system (Fisheries Law Number 5 of 2009).

Entrepreneurial fishermen are capital owners who concentrate their investment in fishing operations. A mixed fisherman is a fisherman who also does other work besides his main job as a fisherman. Meanwhile, full fishermen are a group of fishermen who live as fish catchers at sea and use traditional equipment. Meanwhile, according to Rusianti, (2021) When viewed from the use of

fishing equipment technology, fishermen are divided into two categories, namely; modern fishermen and traditional fishermen. The level of income of fishermen is determined by their catch, the size of the catch means the large amount of income that the fisherman will receive which will then be used for family consumption. Differences in income between fishermen are strongly influenced by fishermen's productivity according to Yasrizal, (2018).

The level of welfare of fishermen is largely determined by the income they get from their catch, which is usually referred to as catch products. Fishermen find it difficult to meet their daily needs due to uncertain catches. The more fishermen catch, the greater the income they receive so that fishermen are able to meet their daily needs. This can be concluded that all the necessities of life are ready and easy to obtain for every resident, so that in turn the number of poor people decreases. It can be seen from BPS data from Bintan Regency that the number of poor people from 2020 to 2021 continues to increase, among others, in 2020 the percentage of poor people was 6.36%, in 2021 the percentage of poor people was 6.42%, so this happened over a period of time. in a year the poor population increased by 0.06%. The poverty level is a reflection of the low level of social welfare. This is caused by the income generated being so low that it is difficult to meet daily living needs.

Table 1. Kijang City Village Fishermen's Income Per Month

No	Fisherman's Name	Income Per Month
1	Randi Riyadi	IDR 2,500,000
2	Nurdin Kabulusi	IDR 2,000,000
3	Dedi Ardiansyah	IDR 2,900,000
4	Iwan Kurniawan	IDR 2,500,000
5	Suai'di	IDR 2,500,000
6	Tabrani	IDR 2,200,000
7	Deni Handoko	IDR 2,000,000
8	Supardi	IDR 2,800,000
9	Deriyansyah	IDR 2,100,000
10	Muhammad Riki	IDR 2,000,000
11	Ipandi	IDR 2,500,000
12	Risky Afrizal	IDR 2,600,000
13	Aerospace Yoga	IDR 2,100,000
14	Saipul	IDR 2,400,000
15	Agus Riyadi	IDR 2,900,000
16	Amir	IDR 3,100,000
17	Uncle Sinarso	IDR 2,800,000
18	Bahtiar	IDR 2,250,000
19	Cecep Suhendi	IDR 2,300,000
20	M. Ikhsan	IDR 2,700,000
21	Fiar Afiardi	IDR 2,200,000
22	Man Sarsono	IDR 2,700,000
23	Efen	IDR 2,300,000
24	Fery Apriyanto	IDR 2,500,000
25	Dendi Andito	IDR 2,300,000
26	Rian Ansori	IDR 2,100,000
27	Soebandrio Ferry	IDR 3,200,000
28	Come on	IDR 2,600,000
29	Epi Yanto	IDR 2,100,000
30	Faith Sobari	IDR 2,600,000
Average		IDR 2,458,000

Source :Data Processed by Researchers (2023)

It can be seen in the table 1 that the average monthly income received by 30 fishermen is IDR 2,458,000.00. Then, fishermen in the Kijang City Village on average are married and have dependent children and wives who must be supported, starting from meeting daily living needs, children's school fees, and other costs. So for a certain amount of income received per month it is difficult to say that this income can meet all needs. So it can be concluded that the average amount of income received by fishermen cannot fulfill all the fishermen's living needs.

Kijang City, East Bintan District is a small city with the highest population of 28.79% in 2020 of all Districts in Bintan. Then, Bintan Regency has an ocean area of 102,964 km² in 2016. And quite a few people in Bintan Regency choose to work as fishermen (catchers) because some of them are close to where they live in water areas. So, the local community uses as much as possible the natural resources they have to help increase people's income and meet their daily living needs. It is known that in 2014 the number of catchers in Bintan Regency was 211%. (Source: BPS Bintan Regency).

Table 2. Number of fishermen per sub-district of East Bintan District

No	Ward	Number of Fishermen
1	Kijang Kota	597
2	Sei Enam	155
3	Sei Lekop	37
4	Gunung Lengkuas	227
Amount		1.016

Source :Bintan Regency Fisheries Service (2022).

It can be seen in the table 2 above that Kijang Kota Subdistrict has the largest number of fishermen at 597 when compared to other subdistricts, namely, Sei Enam Subdistrict with 155, Sei Lekop Subdistrict with 37, and Gunung Lengkuas Subdistrict with 227. The fishing group in Kampung Kolam, East Bintan District, is an economic group where the community's needs are met and production is only for the community itself and part of it is bought and sold for daily needs. The fishing community can be defined as physical and social. Viewed as physical, poverty can be characterized by having a simpler house or place to live, namely in the form of a semi-permanent house and a house made of plank walls.

Fishermen's income is closely related to the provision of working capital. Working capital is related to the funds spent by fishermen when carrying out production activities according to Hendra, (2019). Usually for one fishing vessel the capital consists of: fuel, food supplies, ice blocks as a processing tool and other supporting materials. This working capital is an incentive to increase fishermen's catches. The working capital used can come from own (personal) capital, loan capital from financing parties (cooperatives, banks), toke capital (entrepreneurs), and joint venture capital.

Table 3. Use of Capital from Various Capital Sources in One Period of Fishing in Kijang City, East Bintan District

No	Source of capital	Amount
1	Own capital (personal)	IDR 3,000,000.00 – IDR 8,000,000.00
2	Loan capital from the financing party (cooperative, bank)	IDR 8,000,000.00 – IDR 15,000,000.00
3	Toke capital (entrepreneur)	IDR 4,000,000.00 – IDR 20,000,000.00
4	Joint venture capital	IDR 2,000,000.00 – IDR 4,000,000.00

Source :Bintan Regency Fisheries Service (2022).

Based on table 3 above, it can be explained that each fisherman uses different capital and from several sources of capital depending on usage in terms of the fleet used as well as technology (fishing gear) and working hours used. Fishermen usually use capital of ± IDR 3,000,000.00 – IDR 8,000,000.00 as their own (personal) source of capital. Source of loan capital from financing parties (cooperatives, banks) is ± IDR 8,000,000.00 – IDR 15,000,000.00. Capital source toke (entrepreneur) is ± IDR 4,000,000.00 – IDR 20,000,000.00. Source of joint venture capital is ± IDR 2,000,000.00 – IDR 4,000,000.00.

For the most part, around 60% - 70% of fishermen in Kijang Kota Subdistrict, the working capital used comes from toke capital, around 10% - 20% comes from their own capital and the remaining capital comes from loan capital and joint venture capital. Apart from working capital, technology is also very important in production. The lower level of education of fishermen tends to be an obstacle to the transfer of skills and technology which has an impact on the proficiency of their business proportions (June et al., (2018)).

Meanwhile, according to Rahmasari, (2017) With the limited time and energy that fishermen have, technology is needed to help increase production because with the help of this technology, the production process becomes more effective and efficient so that the output obtained is of higher quality. To obtain large catches, good technology is needed to make the fishing process easier and smoother when going to sea. If the fishing process goes well and smoothly, you can make the best use of operational time.

Table 4. Use of Fleet and Fishing Equipment Used by Fishermen in the Special Region of Yogyakarta and Kijang City, East Bintan District

Region	Fleet	Catching tool
Yogyakarta Special Region (DIY)	<ol style="list-style-type: none"> 1. Outboard motor boat 2. Motorboat <5-10 GT. 3. Motorboats 11-20 GT. 4. Motorboat 21-30 GT. 5. Motorboat 31-40 GT. 	<ol style="list-style-type: none"> 1. Ring net 2. Boatless rake tool 3. Spread net 4. Drifting (oceanic) gillnets 5. Layered gill nets (trammel nets) 6. Bubu 7. Hand fishing line, bejoran 8. Basic line, bow 9. Fixed gill net 10. Sesor/serok
Kijang City	<ol style="list-style-type: none"> 1. Boat 2. Motorboats 1-5 GT 3. Motorboat 5-10 GT 4. Motorboats 11-20 GT 5. Motorboat 20-30 GT 	<ol style="list-style-type: none"> 1. Bubu 2. Jarring 3. Fishing rod

Source :Data processed (2023)

Based on table 4 above, it can be explained starting from the fleet used by each fisherman and the fishing gear used. It can be seen that the use of technology in Kijang City, East Bintan District is very weak when compared to the Special Region of Yogyakarta (DIY). The fleet used by fishermen in the Special Region of Yogyakarta (DIY) is outboard motorboats and motorboats <5 GT – 40 GT. Meanwhile, fishermen in Kijang City, East Bintan District only use boats and motorboats 1 GT - 30 GT. And for Yogyakarta Special Region (DIY) fishing gear, there are 10 types of fishing gear, including; ring nets, ship rakes, cast nets, drift gill nets, layered gill nets, traps, hand lines and rods, bottom and tip longlines, fixed gill nets, and seser/serok. Meanwhile, fishermen in Kijang City, East Bintan District only have 3 types of fishing gear, namely nets, traps and fishing rods.

Then experience can also influence fishermen's income. Marine experience can be called a skill possessed by a fisherman. Theoretically, there is no experience in economics books, but in production activities this can be done, meaning that the more experience fishermen have, the greater their income level. Meanwhile, according to Yasrizal, (2018) without experience, other factors of production are meaningless. Not everyone can become a fisherman whose life is tied to waters and other things, this also requires experience so that something undesirable does not happen, for example an accident and results in loss of income to meet daily living needs. According to Dima, (2020) experience has a partial and significant negative effect on fishermen's income. Meanwhile, the research results according to Anggara, (2016) experience has a positive and significant influence on the number of fish catches.

Apart from technology, working capital and experience, what influences fishermen's income is the selling price. According to Ridha, (2017) The selling price has a simultaneous effect and has a big influence on income. Selling price is also one of the factors that influences fishermen's income because the higher the selling price on the market, the greater the income that fishermen will get from their sea catch. Conversely, if sales decrease in the market, fishermen's income will decrease. The lifestyle of fishermen is largely influenced by their level of income. The weaker the level of production power, the more adjustments the amount received by fishermen will consequently affect the level of income they will get. Meanwhile, according to Yasrizal, (2018) selling price is not significant to income and has a negative effect, if the selling price increases then income will decrease. Based on the description presented above, with several assumptions the factors that can influence fishermen's income in Kijang Kota Subdistrict include working capital, technology, working hours, experience and selling price. So this is the background for the author to raise the title "**Income of Kijang City Village: Impact of Working Capital, Technology, Experience, and Selling Price**".

STUDI LITERATUR

Income

Income is all goods/services managed in a period multiplied by the price and reduced by the costs used to produce the goods/services according to Putra & Kartika, (2016). Then income is an increase in profit which is the process of creating goods or services within a certain period of time according to Sueb & Wardini, (2017). And income can be interpreted as income received by individuals through economic activities, which can be in the form of wages or money that has value during a period according to Nurbaya, (2019). Income is the total received by a person or household during a certain period according to Rahmasari, (2017). Furthermore, income is all goods or services managed in a certain period multiplied by the price then deducted by the costs used to produce the goods or services according to Putra & Kartika, (2016). From this definition it is clear that every household in the three sectors of the economy generally obtains income from economic activities that take place in the market. For consumption households, they get money income from the provision of production factors (natural resources, labor and capital) in the form of rent, wages, interest and profit, respectively. For production households, they earn income from profits from selling goods or services. Meanwhile, government households obtain income from taxes or levies as a result of the infrastructure and policies that have been provided. From the description above, it can be concluded that income is the total money earned and received by a person or household as a reward for services or for what he or she has given and sacrificed over a certain period of time.

According to Satiti, (2014) There are several indicators of income, including the following:

1. Recitation received monthly is a gift of money for the results of work that is given monthly.
2. Work is an activity carried out or carried out with the aim of generating income.
3. The school fee budget is a cost that is usually incurred using income.
4. The family burden that is borne is an obligation that is excluded from the income generated.

Working Capital

Working capital is all current assets owned by a company or can also be intended as funds that must be available to finance the company's daily operational activities according to Sawir, (2018). Working capital is funds spent by fishermen to purchase various necessities for going to Amelia & Wardhana, (2019). Furthermore, working capital is the excess of current assets over short-term debt according to Jumingan,(2019). Working capital is the entire amount of current assets owned by the company according to Mulyawan, (2015). Working capital is a part of investment in the form of current assets which rotate from one form to another in carrying out a business. Working capital is cash, securities (cheques, demand deposits, deposits), trade receivables and inventories whose turnover rate is no more than 1 year operating period according to Sundjaja & Berlian, (2020). According to Sundjaja & Berlian, (2020) Net working capital (Net Working Capital), is the difference between the company's current assets and current passive. If current assets exceed current passive then the company has positive net working capital, whereas if current assets are less than current passive then net working capital is negative.

According to Amelia & Wardhana, (2019) There are several indicators of working capital, including the following:

1. Own capital, is the acquisition of costs used obtained using personal money.
2. Loan capital, is the acquisition of the costs that will be used obtained from the loan.
3. Joint venture capital, is the acquisition of costs that will be used obtained from joint ventures with workers.
4. Other people's capital, is the acquisition of costs used obtained from other people.

Technology

Technology is a method (*tools*) which is used to help ensure that all processes that occur run well and smoothly according to Sumantri, (2019). Then obey Kusumawati & Rulviana, (2017) Technology is an application of science to solve various practical problems in life. Meanwhile, according to Spector, (2015) in Anwar et al., (2022) Technology is a way of applying knowledge for practical purposes. According to Kusumartono, (2021) Technology is a combination of skills, knowledge, equipment, machines, computers and equipment used in production, distribution and so on. Furthermore, fishing technology is hardware (equipment) and software (methods of making, using and maintaining integrated hardware in a management system) to utilize fish resources according to Berlianti, (2014). From the description above, it can be concluded that technology is one of the facilities and infrastructure in the form of fishing gear such as pkats, nets, fishing rods and others which are used to support fisheries development and increase production results. So it can help fishermen to increase their income. The more sophisticated the technology used by fishermen, the more productivity will increase, the results will increase production, which implies the conclusion that people will get higher income according to Mappigau & Ferils, (2020). To reduce business risks, fishermen develop various methods, both developing fishing technology used to catch fish and methods of fishing operations according to Wiyono, (2015). Fishermen are categorized as someone whose job is to catch fish using simple fishing gear, ranging from fishing rods, nets, seines, etc. according to Mappigau & Ferils, (2020). To support this sector, adequate facilities and infrastructure are needed. One of the means of supporting the development of marine fisheries in Kragan District is ships equipped with modern supporting technology such as GPS, Radio and Fishfinder according to Mahdavikya & Tjahjono, (2021).

According to Berlianti, (2014) There are several indicators on technology, including the following:

1. Fisherman competency is the ability that fishermen have to carry out work so that they are always ready to work.
2. Safety at sea is an important requirement for security and must be ensured.
3. Energy saving, is an action to use excessive energy and be as efficient as possible in using the amount.
4. Materials for making fishing equipment is an activity to prepare the materials needed for the tools that will be used when working later.

Experience

Experience as a fisherman can be used directly or indirectly, which influences the results of fishing. The longer a person has experience as a fisherman, the greater the results from fishing and the income obtained according to Hendra, (2019). The greater a person's experience, the greater their insight will increase their ability to absorb new things, because a person's experience will also increase a person's knowledge, intelligence and skills, the longer and more intensive the experience, the greater the increase, according to Purnama, (2014). According to Noe et al., (2015) Experience is the relationships, demands, problems, tasks, and other characteristics that workers face on their work. The main assumption of using work experience for employee development is that development is most likely to occur when there is a mismatch between the employee's skills with past experience and the skills required on the job.

Work experience is a measure of the length of time or period of work that a person has completed so that they can understand the tasks in their work. Experience and education are often used together, because the combination of experience and education can becreate their own abilities

in carrying out a job Putra & Kartika, (2016). Experience is the period of time working as a fisherman during his lifetime, the experience he has will influence the fisherman's productivity (Anggara, 2016). From the description above, it can be concluded that experience is a period of working time that has been completed so that they can have their own understanding abilities or what are called skills that can be used to help their needs while working. Experience can also be referred to as the length of time working in that place. This factor is theoretically not included in the book, no one discusses the fact that experience is a function of income. Therefore, in informal sector activities, the more experienced a fisherman is, the more his income can be increased.

According to Basari, (2019) There are several indicators of experience, including the following:

1. Length of time (period) of work
2. Level of knowledge possessed
3. Mastery of work and equipment

Selling Price

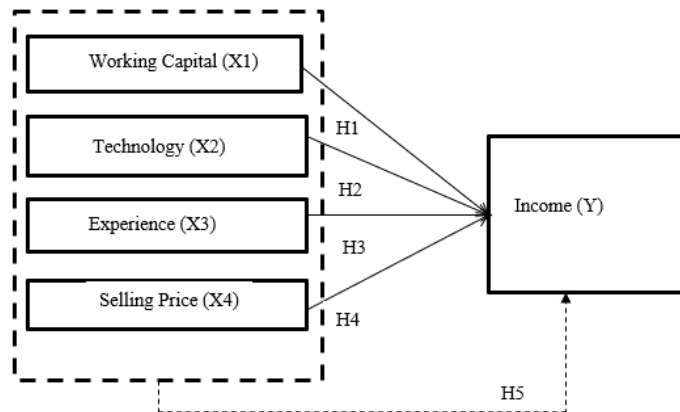
According to Rudianto, (2015) The selling price greatly influences the success of achieving the desired goals. High selling prices will make people unable to buy, thereby reducing the number of purchases so that they will not earn income. Therefore, on the contrary, if the selling price is too low, it will mean that you will not be able to achieve the desired or planned goals. According to Samryn, (2015) To achieve the desired income, one way that can be done to attract consumer interest is by determining the right selling price, then the right selling price and in accordance with the quality of the product can provide consumer satisfaction. According to Deviesa, (2019) Selling price is the main factor that is used as the center of customer attention in determining the amount spent or sacrificed by customers in purchasing products or services. A high level of competition causes customers to have control in determining the price of products or services. According to Nienik in Romansyah, (2016) Selling price is the amount of price that will be charged to consumers which is obtained or calculated from production costs and non-production costs and expected profits. Companies whose production depends on regular bidding will set their bid prices based on cost (Salman & Farid, 2016). According to Manfa'atin, (2016) Determining the cost price is very important considering that the benefit of cost price information is to determine the selling price of the product and to find out the profit that will be presented in the balance sheet. From the definition that has been explained, it can be concluded that the price of fish is a factor that really determines the size of the sacrifice made by a consumer to obtain what he wants to obtain. The selling price can fluctuate (there may be increases or decreases caused by competition between one seller and another. Therefore, the selling price is very important in order to know the correct price determination.

According to Kotler and Armstrong in Syafira et al., (2020) there are several indicators on selling prices, including the following:

1. affordable prices within the purchasing power of consumers
2. suitability between price and quality
3. The price is competitive with other similar products

Conceptual Framework

Figure 1. Framework



METHOD

The type of research used is a quantitative descriptive research method. This type of quantitative descriptive research is a research method that uses quantitative data or numbers and is described descriptively (Alamsyahbana et al., 2023). The types of data used in this research are primary data and secondary data. According to Sujarweni, (2020) defines primary data as data from respondents, from which the primary data is obtained, this primary data must be processed again. Primary data collection can be done using questionnaires and direct interviews with parties related to this research. According to Sujarweni, (2020) Secondary data is data obtained from books, notes, magazines, financial reports, articles, etc. and this data does not need to be re-processed. Secondary data used in this research is in the form of books, notes and articles to help strengthen research ideas.

According to Sugiyono, (2017), population is a generalized area consisting of objects and subjects that have certain qualities and characteristics determined by the researcher to be studied and then conclusions drawn. Based on the above understanding, the population selected in this study was 338 fisherman tekong (boat captain, captain) in Kijang Kota Subdistrict. The sample is a portion of the population that is owned Sugiyono, (2017). The sampling technique used in this research is purposive sampling, which is a sampling technique based on certain considerations. The consideration used is the tekong (ship leader, captain) of fishermen in Kijang Kota Village.

In this study, the sample size was determined using the Slovin formula. The Slovin formula includes the following:

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

Information :

n = minimum number of samples

N = number of samples in the population

e = desired error tolerance limit

Based on the Slovin formula, the sample size obtained is as follows:

$$n = \frac{338}{(1 + 338 (0,1)^2)}$$

$$n = \frac{338}{4,38} = 77,16$$

Is known :

N = 338 people

e = 10% (0.1)

By using the Slovin formula, the number of samples that will be used as respondents in this research is 77 people. The data that has been collected will then be processed. All data that has been collected is then presented in a good and neat arrangement. This includes processing activities based on data from filling out a questionnaire which is then processed to obtain a percentage value.

The researcher processed the data using JASP (Jeffrey's Amazing Statistics Program) which is an application for processing statistical data and more complex techniques with a simpler display.

RESULT

Validity test

This validity test is used to determine whether a questionnaire is valid or not. A measurement tool is considered valid if it can accurately capture the variables being measured. A questionnaire is deemed valid if its questions or statements can effectively express or address what the questionnaire aims to measure. Validity testing involves comparing the calculated *r* value with the *r* table for a 5% significance level based on the degrees of freedom ($df = n - 2$), where *n* represents the sample size. If the calculated *r* value is greater than the *r* table value, then the questions or statements for each indicator are considered valid. Conversely, if the calculated *r* value is less than the *r* table value, then the questions or statements for each indicator are considered invalid. The results of the validity testing are presented in the table below:

Table 5
Validity Testing Results

Variable	Statement Items	R Count	R Table	Information
Revenue (Y)	Y1	0.494	0.224	VALID
	Y2	0.329	0.224	VALID
	Y3	0.521	0.224	VALID
	Y4	0.469	0.224	VALID
	Y5	0.565	0.224	VALID
	Y6	0.420	0.224	VALID
	Y7	0.538	0.224	VALID
	Y8	0.482	0.224	VALID
	Y9	0.469	0.224	VALID
	Y10	0.375	0.224	VALID
	Y11	0.486	0.224	VALID
	Y12	0.562	0.224	VALID
Working Capital (X1)	X11	0.665	0.224	VALID
	X12	0.348	0.224	VALID
	X13	0.570	0.224	VALID
	X14	0.582	0.224	VALID
	X15	0.583	0.224	VALID
	X16	0.432	0.224	VALID
	X17	0.581	0.224	VALID
	X18	0.390	0.224	VALID
	X19	0.619	0.224	VALID
	X110	0.401	0.224	VALID
	X111	0.437	0.224	VALID
Technology (X2)	X21	0.557	0.224	VALID
	X22	0.731	0.224	VALID
	X23	0.482	0.224	VALID
	X24	0.699	0.224	VALID
	X25	0.344	0.224	VALID
	X26	0.619	0.224	VALID
	X27	0.703	0.224	VALID
	X28	0.632	0.224	VALID
	X29	0.660	0.224	VALID
	X210	0.575	0.224	VALID
	X211	0.243	0.224	VALID

	X212	0.543	0.224	VALID
Experience (X3)	X31	0.527	0.224	VALID
	X32	0.533	0.224	VALID
	X33	0.636	0.224	VALID
	X34	0.610	0.224	VALID
	X35	0.298	0.224	VALID
	X36	0.586	0.224	VALID
	X37	0.591	0.224	VALID
	X38	0.525	0.224	VALID
	X39	0.581	0.224	VALID
Selling Price (X4)	X41	0.580	0.224	VALID
	X42	0.497	0.224	VALID
	X43	0.439	0.224	VALID
	X44	0.580	0.224	VALID
	X45	0.439	0.224	VALID
	X46	0.439	0.224	VALID
	X47	0.568	0.224	VALID
	X48	0.565	0.224	VALID
	X49	0.398	0.224	VALID

Source: Research Processed Data, JASP Ver. 0. 17. 2. 0. (2023)

Based on the validity testing table above, it can be concluded that all statements regarding the variables of income (Y), working capital (X1), technology (X2), experience (X3), and selling price (X4) are considered valid. This is because the calculated r values are greater than the r table values.

Reliabilitas Test

Table 6. Reliability Testing Results

Variable	Cronbach's Alpha	Std. Cronbach's	Information
Revenue (Y)	0.683	0.60	Reliable
Working Capital (X1)	0.711	0.60	Reliable
Technology (X2)	0.809	0.60	Reliable
Experience (X3)	0.699	0.60	Reliable
Selling Price (X4)	0.614	0.60	Reliable

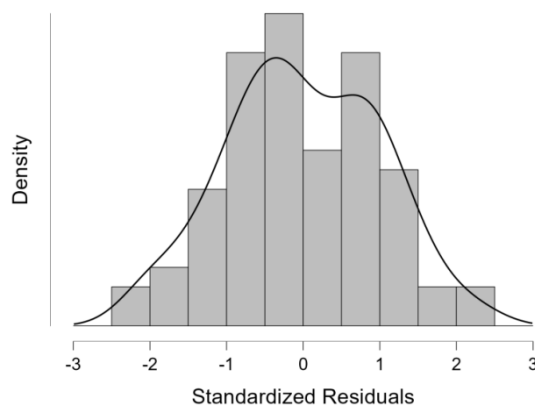
Source: Research processed data, JASP Ver. 0.17.2.0 (2023)

Based on the reliability testing table above, it can be concluded that the income variable has a Cronbach Alpha value of 0.683, which is greater than 0.60; the working capital variable has a Cronbach Alpha value of 0.711, exceeding 0.60; the technology variable has a Cronbach Alpha value of 0.809, surpassing 0.60; the experience variable has a Cronbach Alpha value of 0.699, higher than 0.60; and the selling price variable has a Cronbach Alpha value of 0.614, meeting the requirement of being greater than 0.60. Therefore, it can be concluded that all measurement concepts for each variable in the questionnaire are reliable, trustworthy, and dependable, thus suitable for use as research instruments.

Classic Assumption Test

Figure 2. Histogram Normality Test Results Standardized Residuals Histogram

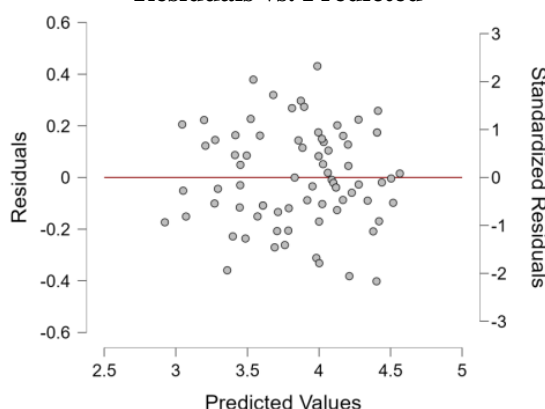




Source: Research processed data, JASP Ver. 0.17.2.0 (2023)

Based on the normality test results using a histogram, the graph shows a bell-shaped distribution. Therefore, it can be concluded that the variables in this study are normally distributed, and further regression analysis can proceed.

Figure 3
Heteroscedasticity Test Results
Residuals vs. Predicted



Source: Research processed data, JASP Ver. 0.17.2.0 (2023)

Based on the heteroskedasticity test (scatterplot) depicted in the above figure, it can be concluded that the points do not form a systematic pattern, neither above nor below the 0 value on the Y-axis. Therefore, it can be inferred that there is no heteroskedasticity present in the data of this study. This implies that the regression function in this study is not affected by unequal variance and is suitable for use in this research.

Table 7. Multicollinearity Test Results

Coefficients						Collinearity Statistics		
Model		Unstandardized	Standard Error	Standardized	t	p	Tolerance	VIF
H ₀	(Intercept)	3,860	0.051		76,187	< ,001		
H ₁	(Intercept)	0.585	0.188		3,119	0.003		
	X1	0.303	0.132	0.324	2,287	0.025	0.120	8,304
	X2	0.392	0.077	0.495	5,067	< ,001	0.254	3,936
	X3	-0.144	0.107	-0.172	-1,348	0.182	0.149	6,703
	X4	0.304	0.094	0.323	3,244	0.002	0.244	4,094

Source: Research processed data, JASP Ver. 0.17.2.0 (2023)

Based on the table above showing the results of the multicollinearity test, it can be observed that there are no tolerance values below 0.10 and no VIF values above 10. Therefore, it can be concluded that there is no multicollinearity among the independent variables, and they can be used to predict the dependent variable.

Hypothesis testing

Table 8. Partial Test Results (t Test)

Coefficients		Unstandardized	Standard Error	Standardized	t	p
Model						
H ₀	(Intercept)	3,860	0.051		76,187	< ,001
H ₁	(Intercept)	0.585	0.188		3,119	0.003
	X1	0.303	0.132	0.324	2,287	0.025
	X2	0.392	0.077	0.495	5,067	< ,001
	X3	-0.144	0.107	-0.172	-1,348	0.182
	X4	0.304	0.094	0.323	3,244	0.002

Source: Research processed data, JASP Ver. 0.17.2.0 (2023)

Based on the multiple linear regression table above, it can be concluded that the regression equation in this study is as follows:

$$Y = (0,585) + 0,303X1 + 0,392X2 - 0,144X3 + 0,304X4 + e$$

Table 9. Simultaneous Test Results (F Test)

ANOVA		Sum of Squares	Df	Mean Square	F	p
Model						
H ₁	Regression	12,404	4	3,101	85,191	< ,001
	Residual	2,621	72	0.036		
	Total	15,024	76			

Source: Research processed data, JASP Ver. 0.17.2.0 (2023)

Based on the simultaneous test results above, it is known that all independent variables collectively have a relationship with the dependent variable, which will be further discussed in the following sections.

Table 10. Coefficient of Determination Test Results (R²)

Model Summary - Y				
Model	R	R ²	Adjusted R ²	RMSE
H ₀	0,000	0,000	0,000	0.445
H ₁	0.909	0.826	0.816	0.191

Source: Research processed data, JASP Ver. 0.17.2.0 (2023)

Based on the coefficient of determination test results for all variables, an Adjusted R-Square value of 0.816 is obtained, indicating that the income variable is influenced by working capital, technology, experience, and selling price variables by 81.6%, with the remaining 18.4% being influenced by other variables not included in this study.

DISCUSSIONS

1. The Effect of Working Capital on the Income of Fishermen in Kijang City Village

Based on the research results, it shows that working capital has a positive and significant influence on income. Where the t value obtained is 2.287 > t table 1.993 and significance value (Sig.) 0.025 < 0.05. This explains that the better the management and increased use of working capital implemented by fishermen in Kijang Kota Subdistrict, the greater the income they will

receive. It can be seen that this research is in line with previous research conducted by Dima, (2020) stated that working capital simultaneously has a positive and significant effect on income in Kakuluk Mesak District. The influence of working capital can be used as a lesson for better performance and a sense of work enthusiasm to increase fishermen's income. Known according to (Mahyuni, 2019) Amrizal fishermen do not earn much income, each day they are only able to generate income of IDR. 30,000.00 – Rp. 100,000.00 and this income is used for children's education, kitchen costs and other living needs. By getting capital, they have been able to afford better fishing equipment and the economic life of these fishermen has begun to improve because the income they receive has increased than usual. Based on several research results presented above, it is proven that working capital can influence income. This is due to the appropriate use of working capital from various types of working capital sources that have been previously known, namely as follows; personal capital, loan capital, toke capital, and joint venture capital where the capital can meet all operational needs then when operating the performance can be more effective and efficient so that if the performance becomes effective and efficient then the resulting output will be even better than on what is usually received, therefore it can increase the income that fishermen will receive.

2. The Influence of Technology on the Income of Fishermen in Kijang City Village

Based on the research results, it shows that technology has a positive and significant influence on income. Where the calculated t value is $5.067 > t$ table 1.993 and significance value (Sig.) $0.001 < 0.05$. This explains that the better the use of technology used by fishermen in Kijang Kota Village, it will further help facilitate work so that it can increase fishermen's income. It can be seen that the results of this research are in line with previous research conducted by Mappigau & Ferils, (2020) stated that technology has a positive and significant effect on the income of fishermen in Bambu Village in Mamuju District. Therefore, accuracy in the use and selection of good and good technology is used as one of the supporting factors by fishermen to increase their income, because the selection and use of the right technology often determines the level of catch so that it can generate more income. Based on several research results presented above, it is proven that technology can influence income. This is because every job definitely has limitations that can prevent the job from being ineffective and inefficient so that this can affect the income received. With good and sophisticated technology, it can help make the work easier and more efficient and effective, producing higher quality output in as little time as possible, so any obstacles or limitations that may initially hinder the work can become easier.

3. The Influence of Experience on the Income of Fishermen in Kijang City Village

Based on the research results, it is shown that experience has a negative and non-significant influence on income. Where the obtained t value is $-1.348 < t$ table 1.993 and the significance value (Sig.) is $0.182 > 0.05$. This indicates that experience does not have any relationship with the income of fishermen in Kijang Kota Village. It can be seen that the results of this research are in line with previous research conducted by Dima, (2020) which shows that experience has a partial negative and non-significant effect on fishermen's income. This indicates that there is no unidirectional and insignificant relationship between the experience variable and income. Therefore, the more experience you have, the more time you need so that limitations arise which cause an impact on income, making the income you receive become low. In the statements filled in by respondents, one of which is about "length of service affects income." From this statement, it can be seen that there is a difference between the questionnaire statements and the respondents' opinions. According to respondents, experience or what is known as years of service cannot be said to influence income because increasing experience requires quite a lot of time, so this is the reason why increasing age further makes physical condition or energy influential and can hinder performance and make the resulting income low. Based on several research results that have been described above, it is not proven that experience can influence fishermen's income. Experience is an important thing for every worker to have because a job definitely has special areas of expertise where workers must have skills and abilities related to that area, so that there is harmony between the skills they have and the work to be done which can make the job easier. However, in honing or gathering experience a person has to sacrifice the time they have. This increase in time creates various kinds of risk

limitations that are accepted which will affect their work in the future. So it is not certain that this experience will influence income to increase, there could be a decrease in the income received.

4. The Influence of Selling Prices on the Income of Fishermen in Kijang City Village

Based on the research results, it shows that selling price has a positive and significant influence on income. Where the calculated t value is $3.244 > t$ table 1.993 and significant value (Sig.) $0.002 < 0.05$. This explains that the higher the selling price, the more increasing the income that will be generated by fishermen in Kijang Kota Village. It can be seen that the results of this research are in line with previous research conducted by Ridha, (2017) The selling price has a simultaneous effect and has a big influence on income. The higher the selling price on the market, the greater the income that fishermen will get from their fishing catch. Conversely, if sales decrease in the market, fishermen's income will decrease. The research carried out (Manfa'atin, 2012) When determining the selling price, you must be careful because it greatly influences the income received and the profits that will be obtained. By calculating the selling price, the resulting information will be limited information for making decisions. And in line with the research conducted (Romansyah, 2016) that increase accuracy in the process of determining a price by looking at the method that will be used so that it is more consistent in determining a more effective selling price determination method. Based on several research results presented above, it is proven that selling price can influence income. This is because the price fluctuations that occur are a determining factor in the processing of the selling price that will be carried out. If there is an increase in the selling price, it is an opportunity to earn more income. And if there is a decrease in the selling price, a plan or strategy is needed so that the price decrease will not affect the income that will be received.

5. The Influence of Working Capital, Technology, Experience, and Selling Prices on the Income of Fishermen in Kijang City Village

Based on the results of the research that has been carried out, it can be seen that it is proven by the calculated F value of $85.191 > F$ table 2.73 and significance value (Sig.) $0.001 < 0.05$, so it can be concluded that the variables working capital, technology, experience and selling price together (simultaneously) have a significant effect on income. Furthermore, based on the results of testing the coefficient of determination for all variables, a value of 0.816 was obtained, which shows that the income variable is influenced by the variables working capital, technology, experience and selling price by 81.6% and the remaining 18.4% is influenced by other variables not proposed in the research.

CONCLUSION

Based on the research results and discussion regarding the influence of working capital, technology, experience and selling price on income, in this final chapter the researcher draws several conclusions from research conducted on fishermen in Kijang Kota Village. The following are the conclusions of this research:

1. Working capital (X1) has a positive and significant effect on the income of fishermen in Kijang Kota Village. This happens because the working capital variable has a calculated t value $> t$ table and the significance value is smaller than the probability value. This means that the better or increased the working capital used, the more income the fishermen of Kijang Kota Village would receive.
2. Technology (X2) has a positive and significant effect on the income of fishermen in Kijang Kota Village. This happens because the technology variable has a calculated t value $> t$ table and the significance value is smaller than the probability value. This means that the better the technology used, the easier it will be to work so that working hours can be made more efficient which will result in increasing the income generated.
3. Experience (X3) has a negative and not significant effect on the income of fishermen in Kijang Kota Village. This happens because the experience variable has a calculated t value $< t$ table and the significance value is greater than the probability value. This means that experience does not have any relationship with the income of fishermen in this research.
4. Selling price (X4) has a positive and significant effect on the income of fishermen in Kijang Kota Village. This happens because the selling price variable has a calculated t value $> t$ table and the significance value is smaller than the probability value. This means that the higher the

selling price on the market, the greater the income that fishermen will get from their fishing catch. Conversely, if sales decrease in the market, fishermen's income will decrease.

5. Working capital, technology, experience and selling price simultaneously have a positive and significant effect on the income of fishermen in Kijang Kota Village. Thus, the conclusion of this research hypothesis can be obtained. This is obtained from the F significance test value, which reflects that working capital, technology, experience and selling price have succeeded in increasing income.

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