The Effect of Capital, Working Hours, and Prices on Income of Fish Traders During The 2019 Corona Virus Disease

Firda Auliyah [1]
Rahmat Agus Santoso[1]

[1]Management Study Program, Faculty of Economics and Business
Universitas Muhammadiyah Gresik, East Java, Indonesia,
E-mail : firdaauliyah15@gmail.com

ABSTRAK

Perekonomian pada masa pandemi saat ini, memang membuat semua masyarakat indonesia merasa dirugikan. Pendapatan masyarakat mengalami penurunan semenjak adanya covid-19. Fenomena yang terjadi pada masyarakat di daerah Pesisir Kabupaten Lamongan adalah kondisi kehidupan perekonomian masyarakatnya selalu tidak pasti, namun dengan pedagang-pedagang lain selain di Lamongan yang rata-rata mengalami penurunan pendapatan dikarenakan volume penunjung berkurang, tetapi pada masa covid-19 ini pedagang di TPI Brondong masih memilih bertahan untuk tetap menjadikan usaha menjadi pedagang ikan di pertahankan. Penelitian ini bertujuan untuk menguji dan menganalisis Pengaruh Modal, Jam Kerja, Dan Harga Terhadap Pendapatan Pedagang Ikan, karena pendapatan merupakan hasil kerja dalam kegiatan usaha maupun yang lain demi menghasilkan keuntungan. Jumlah sampel dalam penelitian ini sebanyak 152 pedagang ikan yang dilakukan di Tempat Pelelangan Ikan Brondong Lamongan. Penelitian ini menggunakan penelitian kuantitatif dan pengujian dilakukan dengan menggunakan analisi regresi linear berganda. Hasil penelitian ini menunjukkan bahwa variabel Modal berpengaruh positif dan signifikan terhadap Pendapatan, variabel Jam Kerja berpengaruh positif dan signifikan terhadap Pendapatan, dan variabel Harga berpengaruh positif dan tidak signifikan terhadap Pendapatan.
Kata Kunci: *Pendapatan, Modal, Jam Kerja, Harga*

ABSTRACT

The economy during the current pandemic has indeed made all Indonesian people feel disadvantaged. People's incomes have decreased since the Covid-19 outbreak. The phenomenon that occurs in the community in the Coastal area of Lamongan Regency is that the economic life conditions of the people are always uncertain, but with traders other than in Lamongan, the average income decreases because the volume of visitors decreases, but during the Covid-19 period, traders at TPI Brondong still choose to survive to keep the business of being a fish trader maintained. This study aims to examine and analyze the effect of capital, working hours, and prices on the income of fish traders, because income is the result of work in business or other activities to generate profits. The number of samples in this study were 152 fish traders conducted at the Lamongan Brondong Fish Auction Place. This study uses quantitative research and testing is done using multiple linear regression analysis. The results of this study indicate that the capital variable has a positive and significant effect on income, the working hours variable has a positive and significant effect on income, and the price variable has a positive and insignificant effect on income.
Keywords: *Income , Capital, Working Hours, Price*

INTRODUCTION

Regional economic development is inseparable from community economic activities, the economy is formed from several business sectors, both the formal sector and the informal sector with the aim of getting a decent income to meet the needs of life. The economy during the current pandemic has indeed made all Indonesian people feel disadvantaged. During this pandemic, the business sector, work, and others experienced a decline. Business actors in trade who usually can have high incomes, after the emergence of the corona virus disease 2019 (Covid - 19) are currently declining drastically. This is caused

by demand in the market which has also decreased since the Covid-19 outbreak in Indonesia (Andika, et al. 2020).

The needs and desires of today's society are increasingly complex along with the progress of a country accompanied by the Covid-19 pandemic situation. Therefore, the community strives as optimally as possible to pursue to meet their needs and desires. Everyone is trying in this case selling more merchandise is nothing but expecting profit, the higher one's profit, the higher the income and the higher the interest in expanding the business. Thus, traders are competing to increase the level of their sellers to survive during the Covid-19 pandemic, where most entrepreneurs who change professions have other businesses.

Lamongan Regency has a coastline of 47 km, marine fishing business is concentrated in the waters of the Java Sea in the Brondong and Paciran sub-districts which have a Fish Landing Base (PPI) as well as a Fish Auction Place (TPI). The Brondong Fish Auction Place (TPI) in Lamongan is a transaction place for one of the facilities owned, but the marketing system for the catches of fishermen does not carry out an auction process, but sells directly to consumers, which can be called fish traders (Bakul) or the like. The fish auction place (TPI) is also an important place for fish management for fish traders and a place for buying and selling fish, one of the most important is that in a fish auction there is the welfare of the people in it so that optimal benefits can be achieved in a fish auction. supervision of the Minatani Brondong KUD Cooperative .

Fish traders play an important role in marketing the catches of fishermen to fisheries until they reach the hands of final consumers (buyers). Such activity is a distribution process that is carried out by fresh marine fish traders. Several factors from fish traders will affect the sustainability of the business they are engaged in such as business capital factors, working hours, and prices. Previous research by Laily and Sukaris (2011) hinted at the importance of working hours in increasing output

The phenomenon that occurs in people in the Coastal area of Lamongan Regency is that the economic life conditions of the people are always uncertain, sometimes they can fulfill their needs, sometimes they don't, because the income they get is not the same as their daily needs, because the income of fish traders depends on the income of fishermen, due to the sea situation and conditions in nature. Fish traders continue to maintain their business during the pandemic.

The purpose of this study is to determine the effect of capital , working hours , and prices Against Income Fish Trader At TPI Brondong Lamongan.

Income

According to Sukirno (2016: 142) that income consists of salaries, wages, rent, interest, and profits. Income has an influence on the whole of life, the greater the income earned, the greater the ability to meet all expenses and activities carried out. From the Big Indonesian Dictionary (KBBI) Income is the result of work in business or other activities to make money.

Capital

Capital costs are costs that must be incurred or must be paid to get capital (Santoso & Handayani, 2018: 82). According to Ayodya (2013:9) Capital is undeniable indeed to start a business.

Working hours

According to Siswoyo and Sistarani (2020: 241) Working hours are how many hours it takes to complete a job. Working time is one of the most important factors and needs attention in the production system (Mahawati, et al., 2021). Working time has a role in determining work productivity and can be a benchmark for determining the best working time in completing a job.

Price

According to the Big Indonesian Dictionary (KBBI) price is the value of goods that are determined or expressed in money. According to Kloter and Armstrong, (2012:314) price is the total bill for a product or service, more broadly, price is the sum of all values provided by customers to benefit from owning or using a product or service.
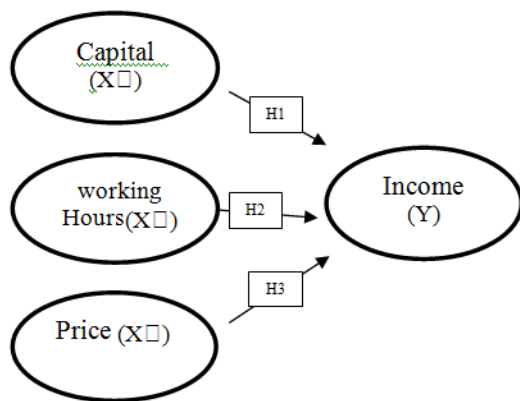
Conceptual framework

Figure 1: Conceptual Framework Schematic

Hypothesis

H_1 : It is suspected that capital has an influence on income to fish traders

H_2 : It is suspected that working hours have an influence on income for fish traders

H_3 : Expected Price have an influence on the income of fish traders

METHODS

Research design

The research used an approach, namely a quantitative approach. The quantitative approach is a research result presented in the form of a description using numbers. Specified population or sample, using research tools to collect data, and perform quantitative or statistical data analysis to test valid hypotheses it is already set.

Research sites

This research was carried out at the Fish Auction Place (TPI) Brondong Lamongan having the address at Jl. Raya Brondong, Brondong, Brondong District, Lamongan Regency, East Java 62263 .

Population and Sample

The population in this study is fish traders who buy fish at the Brondong Lamongan Fish Auction Place (TPI) for resale. The number of fish traders (Bakul) is 246 traders . Based on the results of the calculation of the Slovin formula, the population obtained is 152 fish seller. The sampling technique that will be used in this research is *Simple Random Sampling* .

Data Types and Sources

The type of data to be used is primary data. This primary data was obtained based on respondents' answers to questions related to Capital, Working Hours, Prices and Income which were submitted by researchers through questionnaires **.**

Data Collection Techniques

Technique taking data which used in studyThis is by distributing questionnaires. The questionnaire/questionnaire method was used to collect data consisting of capital, prices, and income of fish traders in Lamongan . Then the data obtained from the results answer will be measured with use scale measurement *likert* .

Identification Variable and Operationalization Variable Study

Identification Variable

1. Independent Variable (*variable Independent*) Variable Free(*Independent Variable*) used in this study is capital (X_1), working Hours (X_2) *,* Price (X_3) .
2. Variable Bound (*variable dependent*) Variable Bound (*variable dependent*) which used in this study, namely Income (Y).

Operationalization Variable Study

Income (Y)

Income is the total income of fish traders in this study, namely the amount sold in a month measured in rupiah every day. according to Laily & Pristyadi (2013:124) assessment is measured through income indicators as follows:

    a. Rent
    b. Flower
    c. Wages
    d. Profit other

Capital (X_1)

Capital is the cost used to initiate an activity of buying and selling fish traders to buy fish from fishermen directly at a price that has been determined by the fishermen in rupiah. From that fish traders know how much (Rp/day) to buy fish from fishermen. According to Najmudin and Syihabudin (2021:14) the valuation measured through capital indicators is as follows:

    a. Capital structure: own capital and loan capital
    b. Utilization of additional capital
    c. Barriers to accessing external capital
    d. The state of the business after adding capita

Working hours (X_2)

Working hours are the length of time used by fish traders in carrying out fish selling activities, starting from the time they leave for the place to carry out trading activities until the completion of the trading activities. According to Elfindri (2018:114), the assessment measured through indicators in working hours is as follows:

    a. Increased working hours
    b. Income increase

Price (X_3)

Price is the selling price of fishermen in rupiah, then sold to consumers or buyers at a price that has been determined by fish traders in rupiah. According to Astuti and Matondang (2020:33) the assessment is measured through price indicators, namely:

    a. Price affordability
    b. Price match with product quality
    c. Price competitiveness
    d. Price match with benefits

RESULTS

Technique Analysis Data

Validity Test

Based on the results of the Validity Test in the table, all items on the questionnaire show that the variables are Capital (X1 $_)$, Working Hours $_($ X2 $)$, Price (X3) and Income (Y) are valid where the entire index value of Rcount is greater than the value Rtable is 0.159. So the results of the validity test of all the variables above state that the validity test is in accordance with the statements in the data analysis method.

Reliability Test

Based on the results of the reliability test , it is known that the reliability test of each variable has a *Cronbach Alpha* > 0.70 so it can be concluded that the questions in the questionnaire distributed to respondents have a good level of reliability so that the questions in the questionnaire can be used as research instruments. So the results of the reliability test are declared to be in accordance with the statements in the data analysis method.

Normality Test s

Here are the results of SPSS to find out Normality test s:

Table 1 : Normality Test s

		Unstandardized Residual
N		152
Normal Parameters [a,,b]	mean	.0000000
	Std. Deviation	2.06183662
Most Extreme Differences	Absolute	.072
	Positive	.049
	negative	-.072
Kolmogorov-Smirnov Z		.893
asymp. Sig. (2-tailed)		.403

Source: Processed data, (2021

Based on the results of the normality test in table 1, it can be seen using *the One*

Sample Kolmogrov-Smirnov Test to produce *Asymp.Sig* 0.403 , which means the value is greater than 0.05. Based on the provisions of the normality test, it can be concluded that the regression residual value in this study is normally distributed. So the meaning is that the data pattern from the questionnaire is good for use in this study.

Multicollinearity test

Based on the results of the multicollinearity test, it can be seen that the Tolerance value > 0.10 is the Tolerance value of capital (0.481), working hours (0.436), price (0.619). The value of VIF < 10.00 is the value of VIF for capital (2.079), working hours (2.294), price (1.616) and it can be concluded that there is no symptom of multicollinearity among the independent variables.

Heteroscedasticity test

Based on the results of the heteroscedasticity test in table 4.13 above, it shows that the value of the Park Capital test (X1) is 0.264, Working Hours (X2) is 0.554, Price (X3) is 0.061. This shows that there are no symptoms of heteroscedasticity because the results of sig.> 0.05 on the three independent variables.

Model Feasibility Test (F Test)
The following are the results of SPSS to determine the feasibility of a model

Table 2 Model Feasibility Test Results

Sig	Description
0.000	Worthy

Source: Processed data, (2021)

Based on table 2 the results of the model feasibility test can be seen a significant value of 0.000. The significance value is less than 0.05, so it can be stated that the research model is feasible.

Test Linear Regression multiple
Multiple linear regression analysis was used to determine the relationship between one variable and another. Based on data processing using the SPSS version 17.0 program, the equations can be seen in the following table:

Table 3: Multiple Linear Regression Test

Model	Unstandardized Coefficeints B	Significance
Constant	5.237	0.001
Capital	0.709	0.000
Working hours	0.520	0.000
Price	0.046	0.336

Source: Processed data, (2021)

Based on table 3 , the regression equation obtained from the calculation results is as follows:

$$Y = + 1X1 + 2X2 + 3X3 + e$$
$$Y = 5{,}237 + 0.709\,X_1 + 0.520\,X_2 + 0.046\,X_3 + e$$

Coefficient Determination (R^2)

The coefficient of determination is used to measure the percentage of the influence of the independent variable as a whole on the dependent variable.

Table 4 Coefficient of Determination Test

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.851a	.725	.719	2,083

a. Predictors: (Constant), x3, x1, x2

b. Dependent Variable: y

Source: Processed data, (2021)

Based on the results of the coefficient of determination (R^2) in table 4, it shows that the value obtained by the *adjusted R-Square* is 0.719, which means 71% of the income

variable (Y) at the Brondong Lamongan Fish Auction Place (TPI) which is influenced by capital (X_1), Working Hours (X_2), Price (X_3). While the remaining 29% can be explained by other factors outside of this research outside this research.

Test Hypothesis

Variable partial test results Capital , Hours Work and Prices of Income variables in the following table:

Table 5 Hypothesis Test (t Test)

Coefficients [a]

Model	Unstandardized Coefficients		Standardized Coefficients	T	Sig.
	B	Std. Error	Beta		
1 (Constant)	5.237	1.511		3.467	.001
x1	.709	.076	.580	9,332	.000
x2	.520	.114	.299	4,580	.000
x3	.046	.048	.053	.965	.336

a. Dependent Variable: y

Source: Processed data, (2021)

a. Modal Variable (X_1)

From the results of the above calculation which shows that the value of the Capital variable (X_1) is a significant value of $0.000 < 0.5$, it can be concluded that H0 is rejected H1 is accepted which means that Capital significant effect on income .

b. Variable Working Hours (X_2)

From the results of the above calculation which shows that the value of the Working Hours variable (X2) with a significant value of $0.000 < 0.5$, it can be concluded that H0 is rejected and H2 is accepted, which means that Working Hours have a significant effect on Income .

c. Price Variable (X_3)

From the results of the above calculations which show that the value of the Price variable (X_3) with a significant value of $0.336 > 0.05$, it can be concluded that H0 is accepted and H3 is rejected, which means that the price has no significant effect on income.

DISCUSSION

The results showed that capital had a positive effect on income. This shows that in this study the capital variable is able to be a factor that affects income. A positive direction means that if a person has higher capital, the higher the income, because good capital is followed by good income results. This is in accordance with the opinion of Rafidah (2020: 24) which states that capital is a sum of money distributed to make investments or opportunities that provide profits or income, capital affects income, the more capital provided, the more income received. This is also in line with the opinion of Ani (2018) which says that when business capital increases, business income will increase. Similar to the greater the capital owned, the greater the income obtained, according to research from Dewayanti (2018) and Dewayanti (2018) which states that capital has an influence on increasing income.

The results showed that Working Hours positive effect on income. This shows that in this study the variable working hours can be a factor that affects income. A positive direction means that if someone has higher working hours , the income will be higher because good working hours are followed by good income results. This is in accordance with the opinion of Wati and Primyastanto (2018: 210) which states that having long working hours and increasing working hours will further increase the income of business owners. This is in accordance with the opinion of Ani (2018). If a worker wants to earn more income, he just needs to increase his working hours. The more hours of work that are used to work, of course, the higher the results or income they receive.

The results showed that the price had a positive but not significant effect on income.

This shows that in this study the price variable does not can be a factor affecting income. This is not in accordance with the opinion of Utama, et al. (2021:62) which states that price is the main determinant of market demand, the price affects the competitor's position properly if the price has no small effect on income. This is in accordance with the opinion of Khamid (2020), which states: state that Price no own influence on Income, which means the price does not affect the level of income. Pricing is one of the most important decisions for traders. The price set must be able to cover all the money spent, namely to make a profit.

REFERENCES

Andika *et al.* (2020). The Impact of Covid-19 on the Income of Micro Traders in Traditional Markets. University of Northern Sumatra. Vol. 1, No. 1 (2020)

Ani, S.R, (2018). Effect of Capital, Working Hours and Technology on Fishermen's Income in Lappa Village, North Sinjai District, Sinjai Regency. State Islamic University (UIN) Alauddin Makassar

Astuti, M. & Matondang, N. Marketing Management: MSMEs and Digital Social Media. First Printing. Yogyakarta: CV. Main Budi

Ayodya, Wulan. 2013. *The right way to calculate business capital* . Jakarta: PT. Elex Media Komputindo

Bari, Fathul. (2017). The Effect of Capital and Working Hours on the Income of Traders Around the Biharu Bahri'Asali Islamic Boarding School Fadlailir Rahmah in Sananrejo Village, Turen District, Malang Regency . Brawijaya University

Dewayanti, Nadia. 2018. The Effect of Work Experience, Capital, Hours of Work and Number of Family Members on Fishermen's Income in Asemdoyong Village, Taman District, Pemalang Regency. Diponegoro University

Lamongan Fisheries Service. 2020. *Fisheries Profile.* Lamongan Regency Government

Elfindri, et al. 2018. *Strategy for Regional Development Success.* First Printing. Publisher: Gorga Media

Febrianto, Andre. (2019). The Effect of Goods and Capital Prices on Traders' Income in the Islamic Economic Perspective. Raden Intan State Islamic University Lampung (Study on the Yellow Bamboo Market Trade Center Bandar Lampung)

Ferdinand, A. (2014). *Management Research Methods* . Semarang: Diponegoro University Publishing Agency.

Fradiyan, M.(2020). The Effect of Promotion, Business Location, Price on the Income of Catfish Farmers in Kajen District, Pekalongan Regency. Pekalongan State Islamic Institute

Ghozali, I. (2016). *Application of Multivariate Analysis with IBM SPSS 21 Program.* Semarang: Diponegoro University Publishing Agency.

Laily, N. & Pristiyadi, B. (2013). *Economic Theory* . Yogyakarta : Graha Ilmu

Laily, N. Sukaris (2011). Burnout Tenaga Pendidik Wanita Ditinjau dari Lingkungan Kerja Psikologis dan Dukungan Sosial. In Prosiding Seminar Nasional & Internasional (Vol. 1, No. 1).

Najmudin & Syiabudin. 2021. *Productive Zakat Utilization* . First Printing. CV. Indonesian Science Media

Rafidah, (2020). *The Influence of Business Capital, Length of Business, and Islamic Entrepreneurship on Income and Family Welfare of Women Craftsmen of Batik Danau Telak Jambi City.* First print. Malang : Expertmedia Press

Santoso, RA, & Handayani, A.(2018). *Financial Managemnet: Long Term Financial Decisions.* First Printing. Gresik : UMG Press

Siswoyo, DS & Sistarani, M. 2020. *Engineering Management (For Practitioners and Engineering Students).* First Printing. Yogyakarta: CV. Main Budi

Sugiyono (2019). *Quantitative, Qualitative, and R&D Research Methods* . 1st printing. Bandung : CV.Alfabeta

Sukirno, S. (2016). *Introduction to Macroeconomic Theory* . Issue 3. 24th printing. Jakarta: Rajawali Press

Sundari (2013). The Effect of Business Location and Working Hours on the Income Level of Traders in the Islamic Economic Perspective, (Bandar Lampung Merchants Association)

Trisnawati, M., Rosa, Y., D., & Putri, Y., E. (2013). The Effect of Working Capital, Labor, Working Hours on the Income of Traditional Fishermen in Nagari Koto Taratak, Sutera District, Pesisir Selatan Regency. STKIP PGRI West Sumatra.

Muhammadiyah University of Gresik, Faculty of Economics and Business. 2021. *Writing Guidelines: Proposals and Thesis.* Revised edition 2021. Gresik

Utama, L., J., et al. (2021). *Basic Concepts of Food and Nutrition Economics.* First Printing. Bandung : CV. Indonesian Science Media

Wardani, I., et al. (2019). Effect of Capital, Price and Sales Volume on the Income of Coconut Retailers at Langsa Kota Market. *Journal of Agrisamudra Research* . Vol 6 (1): 39-47