

The Influence of Capital, Food Costs, and Use of Labor on Production and Income of Broiler Chicken Farmers in the Tabanan District, Bali



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ABSTRACT: This research is motivated by the development of broiler chicken farming businesses in the Bali province. This is influenced by the level of demand for the production of meat, eggs and broiler chicken seeds which is increasing day by day, especially in the domestic market. So that it becomes a driving factor for broiler chicken farming businesses to increase their production. The aim of this research is to analyze how capital development, feed costs, and labor use affect the production and income of broiler chicken farmers. This research uses quantitative and qualitative methods. Data was collected using questionnaires and interviews. The respondents in this study were 100 people who met the criteria as business owners and those who produce broiler chicken products. Three hypotheses were formulated and tested using Path Analysis. Meanwhile, qualitative analysis is taken from data interpretation by providing information and explanations. It can be concluded that this research aims to determine the direct influence of capital, feed costs and labor on the production of broiler chicken farmers in Tabanan Regency. To find out the direct influence of capital, feed costs, labor and production on the income of broiler chicken farmers in Tabanan Regency. And to find out the indirect influence of capital, feed costs and labor on income through broiler chicken production in Tabanan Regency.

KEYWORDS: Capital; Feed Costs; Labor; Production; Broiler Chicken Income; Validity; Reliability; Classical Assumption Test; Path Analysis;

I. INTRODUCTION

Business development is greatly influenced by the level of demand for the production of meat, eggs and broiler chicken seeds which is increasing day by day, especially in the domestic market. This is also a driving factor for broiler chicken farming businesses to increase their production.

For this reason, various strategic efforts are needed to increase the production of broiler chickens, in order to be able to meet demand and increase the level of income from the business of broiler chicken farmers continuously in terms of productivity. Increasing production will increase the income of broiler chicken farmers and guarantee people's purchasing power. This policy is very useful for increasing efficiency and business income from broiler chicken farmers. This is driven by the fact recognized by most breeders that the level of demand for broiler chickens is often limited in terms of production according to the size required, so that many chickens are imported from other regions, this high level of market demand for animal meat makes it a livestock business opportunity. Broiler chickens are to be developed by increasing the population of broiler chickens that are able to meet market demand. Management and productivity of broiler chicken farming businesses are generally carried out by breeders who live in rural areas, because they have relatively large yards so they are very suitable for developing this livestock business. Broiler livestock are easy to care for and the most economical of all livestock. Broiler chicken farming can also generate optimal income, because the demand for broiler chickens in cities is growing very rapidly.

Table: of Bali Province Poultry Meat Production Levels According to Regency/City 2020-2022 Bali Province Chicken Meat Production According to

| Regency/City | Tabanan Regency (Tons) | | |
|--------------|------------------------|----------|---------|
| | 2020 | 2021 | 2022 |
| Jembrana | 1442.00 | 3757.00 | 1373.00 |
| Tabanan | 3391.00 | 23253.00 | 7048.00 |

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| | | | |
|----------------------|-----------------|-----------------|-----------------|
| Badung | 1449.00 | 2804.00 | 2872.00 |
| Gianyar | 1750.00 | 7127.00 | 2148.00 |
| Klungkung | 189.00 | 1056.00 | 244.00 |
| Bangil | 2778.00 | 7882.00 | 625.00 |
| Karangasem | 1018.00 | 3415.00 | 1548.00 |
| Buleleng | 1443.00 | 7794.00 | 892.00 |
| Denpasar | 8251.00 | 12980.00 | 8268.00 |
| Bali Province | 21711.00 | 70068.00 | 25018.00 |

Bali Province Animal Husbandry and Health Service, 2022

Based on table 1.1, it can be concluded that the growth in the level of poultry meat production in Tabanan Regency will decrease in 2022 by 7048.00 per ton, whereas in the previous year 2021 it was 23253.00.

The number of production factors used determines the output to be achieved. As the population increases, the total production costs increase. Production factors that influence broiler chicken production are DOC (chicken/chicken age), feed, vitamins, heat and mortality. According to Anom Widya Widnyana (2017), in the production process entrepreneurs must regulate several production factors needed to achieve optimal results. Different uses of capital produce different outputs.

Capital requirements must be adjusted to the needs of breeders which vary according to the number of broiler chickens. The availability of a lot of labor and the demand for smaller labor is beneficial for breeders in obtaining labor. The workforce used has a contract for a certain period of time, thereby enabling companies or breeders to increase productivity (Dhahani, 2001). The longer the livestock business is carried out by the farmer, the more skilled he will be in processing capital and labor to increase the amount of production, so that the livestock will continue to run and become more productive.

The scale of the business should be carefully calculated so that the resulting production does not experience excess supply and excess demand. Likewise, the availability of resources such as capital, seeds, equipment and production capacity must be considered. Theoretically, large companies provide high returns. However, in reality, due to the nature of the product, upgrading is often uneconomical. Therefore, in planning an agricultural and livestock business, determining the scale of the business is very important. Apart from feed costs and labor costs, business is also a factor that has a big impact on broiler business income. Procedures for arranging, selecting and using efficient labor will reduce costs for these activities to a minimum so that farmers will not experience wasted costs which will affect income. The objectives of this research are (1) To determine the direct influence of capital, feed costs and labor on the production of broiler chicken farmers in Tabanan Regency. (2) To determine the direct influence of capital, feed costs, labor and production on the income of broiler chicken farmers in Tabanan Regency. (3) To determine the indirect effect of capital, feed costs and labor on income through broiler chicken production in Tabanan Regency.

II. RESULTS DAN DISCUSSION

A. Research Overview

Based on data obtained from the Bali Province Animal Husbandry and Animal Health Service in 2016, Tabanan is the area in Bali Province that produces the most Broiler Chickens with a total production of up to 25,955,172 kilograms. Compared to other districts or cities in Bali Province, Tabanan Regency produces a fantastic number of broiler chicken farms. Other areas in Bali Province produce fewer broiler chickens than Tabanan Regency, for example the Jembrana area which only produced 8,289,900 kilograms of broiler chickens in 2016, the Buleleng area which produced 2,068,650 kilograms of broiler chickens in 2016, and also the city of Denpasar which only produced 27,500 kilograms of broiler chickens in 2016. Tabanan Regency prioritizes the agricultural sector as the favorite sector, especially broiler chicken farming. The need for animal food in Bali Province is quite large, so with livestock, this will be very useful for meeting people's food needs.

Broiler chickens themselves are chickens with a meat breed which is the result of mating between different types with the aim of raising them to obtain meat products that can be produced in a fairly short time. According to Fitria (2011), broiler chicken is a term used for chicken strains that have been developed through technology and broiler chickens have a characteristic, namely that they develop quickly to produce meat, and also broiler chickens have low feed conversion but have good meat quality.

B. Respondent Characteristics

Based on the research results, a description of the characteristics of the respondents can be seen, namely, of the 100 respondents who were broiler chicken breeders in Tabanan Regency, (100%) were male. Based on education, (40%) are at high school level,

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(33%) are at junior high school level, (30%) are at elementary school level, and (6%) are at university level. Furthermore, the experience of entrepreneurs (100%) is in the range of 6-10 years of experience in raising chickens.

The majority (53%) of broiler chicken breeders in Tabanan Regency have business capital in the range of 100,000,000 - 125,000,000 and (47%) have capital of 88,000,000 - 99,000,000. The cost of feed itself in the livestock business is one of the highest components, which can reach 70 percent. So, purchasing animal feed must be done with various calculations in order to reduce these costs, which can be done by selecting or selecting good or high quality feed ingredients but still at relatively cheap prices and entrepreneurs can also utilize feed ingredients that are available at the location. livestock rearing. As many as (78%) of the research sample spent around 195,000,000 – 255,000,000 each period to buy animal feed and only (22%) of the research sample spent around 165,000,000 – 194,000,000 million each period for feed costs. In this research, 100 broiler chicken entrepreneurs in Tabanan Regency were used as research samples, providing the number of workers, where 1 worker was 34 for each entrepreneur, 2 workers for every 48 entrepreneurs and 3 workers for every 18 entrepreneurs. Then, looking at the production aspect, as many as 56 percent of the broiler chicken entrepreneurs sampled in this study produce around 900 to 1000 DOC broiler chickens per period for their livestock business, and as many as 44 percent of the broiler chicken entrepreneurs sampled in this research produce around 750 up to 899 heads every month. Next, you can see the amount of net income received by the sample in this study. As many as 1 percent of broiler chicken entrepreneurs in Tabanan Regency who were used as research samples had a net income of around 60 million to 69 million rupiah for each period and 99 percent of the sample earned a net income of 70 million to 110 million each period.

Table Validity Test Results

| | Modal | Biaya Pakan | Tenaga Kerja | Produksi | Pendapatan |
|---------------------|--------------|--------------------|---------------------|-----------------|-------------------|
| Modal | 1.000 | .511 | .491 | .655 | .610 |
| Biaya Pakan | .511 | 1.000 | .446 | .686 | .748 |
| Tenaga Kerja | .491 | .446 | 1.000 | .566 | .610 |
| Produksi | .665 | .686 | .566 | 1.000 | .894 |
| Pendapatan | .690 | .748 | .610 | .894 | 1.000 |

Based on Table, it can be seen that all questions for the variables capital, feed costs, labor, production and income have valid status, because the value of rcount (Corrected Item-Total Correlation) > rtable is 0.378.

Table Reliability Test Results

| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Item | N of Items |
|-------------------------|--|-------------------|
| .647 | .895 | 5 |

From Table, the research results obtained in the Reliability Statistics section show that the value of Cronbach's Alpha = 0.647 is greater than the r table (0.632) with a significance level of 5%. This means that the questionnaire is proven to be reliable. If the Cronbach's Alpha value is greater than r table with a significance level of 5%, then the questionnaire has a good level of reliability, or in other words the data from the questionnaire results can be trusted.

Table Normality Test Results

| | | Standardized Residual |
|---|----------------|------------------------------|
| N | | 74 |
| Normal Parameters ^{a,b} | Mean | .0000000 |
| | Std. Deviation | 660.755.720 |
| Most Extreme Differences | Absolute | .084 |
| | Positive | .084 |
| | Negative | -.054 |
| Test Statistic | | .054 |
| Asymp. Sig. (2- tailed) ^c | | .200 ^d |
| Monte Carlo Sig. (2- tailed) ^e | Sig. | .674 |

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| | | | |
|-------------------------|--|-------------|------|
| 99% Confidence Interval | | Lower Bound | .662 |
| | | Upper Bound | .686 |

Based on Table, it can be seen that the Asymp. Sig. (2-tailed) of 0.200 ($0.200 > 0.05$). These results identify that the regression equation model has a normal distribution because the Asymp value. Sig (2-tailed) is greater than the alpha value of 0.05.

Table Multicollinearity Test Results

| Model | Collinearity Statistics | |
|-------|-------------------------|-------|
| | Tolerance | VIF |
| 1 | | |
| | (Constant) | |
| | Modal | 1.837 |
| | Biaya Pakan | 1.926 |
| | Tenaga Kerja | 1.537 |
| | Produksi | 2.693 |

Based on Table, it can be seen that the output tolerance and VIF of the capital, feed costs, labor and production variables are more than 0.1. So it can be concluded that this research does not experience symptoms of multicollinearity.

Table Heterodecesity Test Results

| Model | | Unstandardized Coefficients | | Standardized Coefficients | Sig. |
|-------|--------------|-----------------------------|------------|---------------------------|-------|
| | | B | Std. Error | Beta | |
| 1 | (Constant) | -9.218E-15 | 18.665 | | 1.000 |
| | Modal | .000 | .143 | .000 | 1.000 |
| | Biaya Pakan | .000 | .107 | .000 | 1.000 |
| | Tenaga Kerja | .000 | 1.422 | .000 | 1.000 |
| | Produksi | .000 | .025 | .000 | 1.000 |

Based on Table, it can be seen that the significance values of the heteroscedasticity tests tested were all at a value of more than 0.05. Therefore, it can be concluded that this research did not occur heteroscedasticity.

C. Results of Equation Model 1 Effect of Capital, Feed Costs, and Labor on Production of Broiler Chicken Farmers in the Tabanan Regency Area

Based on the results of the regression output of model 1, in the coefficient table it can be seen that the significance values of the three variables are $X_1 = 0.000$, $X_2 = 0.000$, and $X_3 = 0.016$. The results of the significance of these three variables are that the variables Capital X_1 , Feed Costs in the Model Summary table is 0.629. This shows that the variables Capital, Feed Costs and Labor have an influence of 62.9 percent on income while the remaining 37.1 percent is influenced by other variables that were not included in the research. Meanwhile, the value of e_1 can be found using a formula with the result $e_1 = 0.6172$.

So the regression equation model 1 is obtained, as follows:

$$\hat{Y}_1 = 0,336X_1 + 0,419X_2 + 0,214X_3 + 0,7774$$

D. Results of Equation Model 2 Effect of Capital, Feed Costs, and Labor on Production and Income of Broiler Chicken Farmers in the Tabanan Regency Area

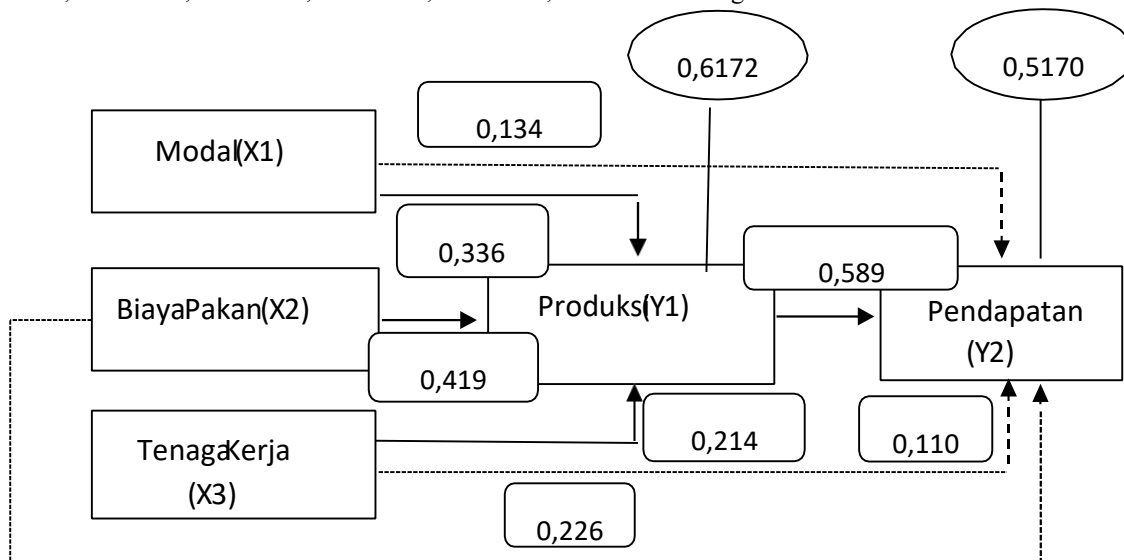
Based on the results of the regression output of model 2, in the coefficient table it can be seen that the significance values of the three variables are $X_1 = 0.134$, $X_2 = 0.226$, $X_3 = 0.110$, and $Y_2 = 0.589$. From the results of the significance of these three variables, it has a smaller significance of 0.05, which means that the variables Capital X_1 , Feed Costs X_2 , Labor X_3 , and Income Y_2 have a significant influence on Production Y_1 . Furthermore, the R Square value obtained in the Model Summary table is 0.856. This shows that the variables Capital, Feed Costs, Labor and Income have an influence of 85.6 percent on production while the remaining 14.4

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percent is influenced by other variables not included in the research. Meanwhile, the value of e_2 can be found using a formula with the result $e_2 = 0.5170$

So the regression equation model 2 is obtained, as follows:

$\hat{Y}_2 = 0,134X_1 + 0,226X_2 + 0,110X_3 + 0,589Y_1 + 0,5170$ Thus, the structure diagram II is obtained as follows:



Based on the results of data analysis, the standardized coefficient beta value was obtained at 0.293 and had a probability of $0.001 < 0.05$, which means that H_0 was rejected and H_1 was accepted, meaning that capital had a positive and significant effect on the production level of broiler chicken farmers in the Tabanan Regency area, Bali. The results of this research are in accordance with the theory of Taylor and Tood (1995) which states that the greater a person's capital, the greater the production produced. Capital has the greatest influence on the production of milk pie SMEs in Denpasar City. The results of this research are strengthened by research by Ni Putu Sri Yuniartini (2013) where the results of her research show that the capital variable has a positive and significant influence on production results in the wood carving craft industry in Ubud District, Regency. Gianyar. The results of this research are also supported by Cahya Ningsih (2015) where capital has a positive and significant influence on production value in the silver craft industry. Research results from Deviana (2015) also state that capital has a positive and significant effect on the production of the wooden craft industry in Abiansemal District. Capital has an important role in the production process, so the greater the capital used in the production process, the more productive it will be and vice versa.

Based on the results of data analysis, the standardized coefficient beta value is 0.524 and has a probability of $0.001 < 0.05$, which means H_0 is rejected and H_1 is accepted, meaning that feed costs have a positive and significant effect on the production level of broiler chicken breeders in the Tabanan Regency area, Bali. Variable costs are defined as costs incurred or borne by farmers during the production period, the size of which is influenced by the scale or amount of production. The higher production scale has an impact on increasing variable costs that must be borne by farmers during the production period. Variable costs according to research by Asmie and Poniwati (2008) and Sukanata et al. (2017), consisting of expenditure on production facilities, feed costs, labor, medicines/vaccines, and electricity costs. Based on the results of research at laying hen companies, it was found that the average feed consumption for laying hens was 109 grams per bird per day. This is in line with the opinion of Anggorodi (1985) that feed consumption for laying hens in production ranges from 100-125 grams/head/day. Consumption of animal feed for laying hens in the company increases according to age, this is in line with research by Marginingtyas, et al (2015), nutrition provided to laying hens is not the same from one another because the level of nutrition given is influenced by the age of the chicken. The feed ingredients used are corn, bran, fish meal, grit and concentrate. The feed ingredients are then mixed using a mixer.

Based on the results of data analysis, the standardized coefficient beta value was obtained at 0.173 and had a probability of $0.04 < 0.05$, which means that H_0 was rejected and H_1 was accepted, meaning that labor had a positive and significant effect on the production level of broiler chicken breeders in the Tabanan Regency area, Bali. The results of this research are also supported by research conducted by Ni Putu Ayu Putri Trisnawati (2017) which states that labor has a positive and significant effect on the agricultural production results of respondent farmers in Bangli Village, Baturiti District, Tabanan Regency. This shows that there is a unidirectional relationship between labor and the agricultural production results of the respondent farmers, so that increasing labor will increase the production output of the respondent farmers in Bangli Village, Baturiti District, Tabanan Regency. In addition, the results of this research are supported by Rosi Pradipta Angga Purnama (2014) where the results of the research stated that labor had a positive and significant influence on the production of Kendang Jimbe in Blitar City. Research results from Bagus Indra (2015) also state that labor has a positive and significant influence on the production of the leather bag craft industry in Denpasar

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City, which states that the number of workers available will influence the amount of production, the more workers there are, the more production goods will be produced. and the production obtained will continue to increase.

Based on the results of data analysis, the standardized coefficient beta value was obtained at 0.114 and had a probability of $0.054 < 0.05$, which means that H_0 was rejected and H_1 was accepted, meaning that capital had a positive and significant effect on the income level of broiler chicken farmers in the Tabanan Regency area, Bali. This is in accordance with research by Putu Vera Adriani and Ni Putu Martini Dewi (2021) which states that capital has a positive and significant effect on income. The results of this research are in line with research from Nazir (2013), every time there is additional working capital in the business, the profits also increase.

Based on the results of data analysis, the standardized coefficient beta value was obtained at 0.218 and had a probability of $0.017 < 0.05$, which means that H_0 was rejected and H_1 was accepted, meaning that feed costs had a positive and significant effect on the income level of broiler chicken breeders in the Tabanan Regency area, Bali. This is in accordance with the opinion that price has an important role in the decision making process, namely the role of price allocation is to help buyers to obtain products or services with the best benefits based on the strength of their purchasing power. (Setyo, 2017) apart from that, according to (Santoso, 2019) price is an important element in a company, with a price the company will get income for the sustainability of the company. Apart from that, price is also a tool that will later be used as an exchange process for goods or services by consumers. Price is an important element in the product exchange process to get the product purchased to fulfill their needs and desires.

Based on the results of data analysis, the standardized coefficient beta value was 0.112 and had a probability of $0.012 < 0.05$, which means that H_0 was rejected and H_1 was accepted, meaning that labor had a positive and significant effect on the income level of broiler chicken farmers in the Tabanan Regency area, Bali. This is in accordance with research by Wirawan and Indrajaya (2018) and Putra and Sudirman (2015) which states that labor has a positive and significant effect on income levels. The working population not only evaluates labor based on output and quality, but also on the duration of that labor over a certain period of time. This means that if there is an additional workforce, the entrepreneur's revenue or income will increase.

Based on the results of data analysis, the standardized coefficient beta value was obtained at 0.629 and had a probability of $0.001 < 0.05$, which means that H_0 was rejected and H_1 was accepted, meaning that production had a positive and significant effect on the income level of broiler chicken farmers in the Tabanan Regency area, Bali. This is in accordance with Sukirno's theory (2002), which states that every production factor in the economy is owned by someone, the owner sells the production factor to entrepreneurs and in return for their services they will receive income. The income obtained by each type of production factor depends on the price and quantity of each production factor used. Based on theory, it proves that the more output produced, the income received by broiler chicken entrepreneurs will also increase.

E. Testing Production Variables as Intervening Variables with the Sobel Test

Testing the production variable (Y1) as an intervening variable for the influence of capital (X1) on the income of broiler chicken farmers (Y2). The calculated z value of 6.1432 is greater than 1.96, this means that production is a mediating variable for the influence of capital on the income of broiler chicken farmers in the Tabanan Regency area. Testing the production variable (Y1) as an intervening variable on the influence of feed costs (X2) on the income of broiler chicken farmers (Y2). The calculated z value of 2.6774 is greater than 1.96, this means that production is a mediating variable in the influence of feed costs on the income of broiler chicken farmers in the Tabanan Regency area.

Testing the production variable (Y1) as an intervening variable on the influence of labor use (X3) on the income of broiler chicken farmers (Y2). The calculated z value of 3.1117 is greater than 1.96, this means that production is a mediating variable in the influence of labor use on the income of broiler chicken farmers in the Tabanan Regency area.

III. CONCLUSION

Based on the results of research that has been carried out and discussed in the previous chapter, the following conclusions can be drawn:

1. The variables capital, feed costs and labor have a positive and significant influence on the production of broiler chicken entrepreneurs in Tabanan Regency, therefore it can be concluded that the greater the capital, feed costs and labor they have, the higher the level of production produced will also be. the greater it is.
2. The variables capital, feed costs, labor and production have a positive and significant influence on the income of broiler chicken entrepreneurs in Tabanan Regency, therefore it can be concluded that the higher the capital, feed costs, labor and production, the more it will affect income higher broiler chicken entrepreneurs.
3. The variables capital, feed costs and labor have an indirect influence on income through production, therefore it can be concluded that increasing capital, feed costs and labor will also increase the amount of production so that indirectly the entrepreneur's income Broiler chickens will also increase.

IV. SUGGESTION

Based on the results of the analysis carried out in this research, several suggestions can be made as follows:

1. Capital, feed costs and labor have a positive and significant influence on production. So, from the research results obtained, it can be recommended for broiler chicken entrepreneurs and also for people who are interested in running a broiler chicken farming business, if you want production results to increase, you can increase capital, feed costs and labor.
2. Capital, feed costs, labor and production have a positive and significant influence on the income of broiler chicken entrepreneurs in Tabanan Regency. From the research results obtained, it can be recommended for broiler chicken entrepreneurs and also for people who are interested in running a broiler chicken farming business so that they can increase capital, feed costs, labor and production so that the income earned will increase.
3. Capital, feed costs and labor have an indirect influence on income through production. From the results of the research obtained, it can be recommended for broiler chicken entrepreneurs and also for people who are interested in running a broiler chicken farming business. If capital, feed costs and labor are increased, the level of production will also increase so that indirectly the level of income will also increase. will also increase.
4. For researchers and future research, it is hoped that further research can add various other independent variables that are not yet in this research so that more accurate results can be obtained and can provide more information than this research.

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