

Analysis of Influencing Factors Fishermen's Income in Kusamba Village Dawan District, Klungkung District



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ABSTRACT: This research is motivated by the factors that influence fishermen's income in Kusamba Village. This research aims to determine the influence of commodity prices, operational costs and work experience on fishermen's income in Kusamba Village, Dawan District, Klungkung Regency. This type of research data is qualitative and quantitative because it really depends on the level of income of fishermen. The sources of data collected are primary data obtained through observation, interviews, questionnaires, and secondary data obtained from the Central Statistics Agency and Village Offices. The sample for this research was fishermen in Kusamba Village, totaling 100 respondents. With data processing techniques using hypothesis testing, and analyzing data using multiple linear regression with the help of SPSS. The results of the research show that simultaneously the variables Commodity Prices, Operational Costs and Work Experience do not have a significant influence on fishermen's income. And partially, the Commodity Price variables and work experience have a positive and significant effect on fishermen's income, but this is different from the operational cost variable which has a negative and significant effect on fishermen's income.

KEYWORDS: Income, Commodity Prices, Operational Costs, Work Experience, Multiple Linear Regression Analysis Techniques

I. INTRODUCTION

Indonesia is an archipelagic country that has a lot of potential resources natural resources (SDA), especially in the fields of fisheries and maritime affairs. Marine and fisheries sector is one of the economic sectors that has a role in economic development national, especially in providing food, protein acquisition, foreign exchange and provision jobs. In times of economic crisis, the role of the fisheries sector is significant, in particular in terms of bringing in foreign exchange. Ironically, the fisheries sector has not received any results so far serious attention from the government and business circles, even though in the fisheries sector If managed seriously it will make a greater contribution to development national economy and can overcome the poverty of the Indonesian people in particular fishing communities and fish farmers (Mulyadi, 2005). Economic growth is still ongoing used as an indicator of aggregate economic progress. Economic growth shows an increase in the production of goods and services in an economy, so that economic growth is an important indicator in carrying out an analysis of economic development. (Nuraini, 2017). Fishermen are one of them coastal communities who work in the fisheries sector, which until now Chosen as a poor community and has many problems (especially for those who). work as small fishermen or fishing workers), so it is very far from the picture general regarding a prosperous society. This poverty is caused by complex factors which are interrelated, and are the main source that covers the capabilities of society in developing the region and improving its social welfare. Bali as a Islands surrounded by ocean have marine fisheries potential, there are 9 districts/cities Namely Jembrana, Tabanan, Badung, Gianyar, Klungkung, Bangli, Karangasem, Buleleng, and Denpasar, each district/city produces different fisheries production, this can be done seen in table 1.1

Table 1.1 Produksi Perikanan Menurut Kabupaten/Kota di Provinsi Bali(Ton), 2019-2021)

Kabupaten/ Kota	Produksi Perikanan Menurut Kabupaten/Kota di Provinsi Bali (Ton)		
	2019	2020	2021
Kab Jembrana	28208	26797	22434
Kab Tabanan	3733	3851	3864

Analysis of Influencing Factors Fishermen's Income in Kusamba Village Dawan District, Klungkung District

Kab Badung	5233	8546	9202
Kab Gianyar	1514	1492	1697
Kab Klungkung	2252	19243	18369
Kab Bangli	4844	4917	4910
Kab Karangasem	27057	26225	26465
Kab Buleleng	20660	14919	20237
Kota Denpasar	18750	21705	34402
Provinsi Bali	112252	127695	141581

Sumber : Badan Pusat Statistik provinsi Bali. Dinas Kelautan dan Perikanan 2019-2021

Table 1.1 shows that fisheries production in Bali province has increased every year, seen from several districts in Bali. The highest contributor to marine fisheries production in Bali province is Denpasar city compared to other districts. The lowest marine fisheries production is in Gianyar Regency. Denpasar City's marine fisheries production has shown an increase in the last few years from 2019 of 18,750 tons, then in the following year it increased but not significantly, then in 2021 fishing production in Denpasar city increased to 34,402. Increasing fisheries products in the city of Denpasar will certainly increase fishermen's income.

One of the fishing villages in Dawan District is Kusamba Village with a population of 231 people whose main livelihood is fishing and 100 fishing or fisheries workers (Kusamba Village Profile, 2018). Erratic climate changes such as extreme weather are one of the causal factors and obstacles for fishermen, which have the potential to cause lean periods to reduce the level of fishermen's welfare. The lean period is a period where the catch is reduced, so that fishermen are forced to stop fishing activities because the results obtained are only small. One of the efforts that fishermen can make is to increase catches and create capital efficiency by using various types of fishing gear in order to obtain optimal catches (Karini, 2017). Seeing the low level of welfare caused by the low income of fishermen and the opportunities to increase marine fisheries production in Kusamba Village. Based on this, researchers want to know the level of welfare of fishermen in the Fishermen's Group in Kusamba Village, Dawan District, Klungkung Regency. Considering that Kusamba Village is a coastal area, where marine resources are the main potential that drives the economy in Kusamba Village. In general, the economic activities of Kusamba Village are fluctuating because they are very dependent on the high and low levels of fisheries production. Several factors influence the size of the income earned by fishermen in Kusamba Village, namely the price of fish, operational costs, and work experience.

The price of fish is one of the factors that influences fishermen's income. If the price of fish increases, fishermen's income increases and vice versa, besides that, prices also fluctuate and are sensitive to the market. Where in conditions of high catch, it can result in quite a large price reduction. According to Putri (2017), the price of fish fluctuates according to the amount of production and price. The operational cost factor (capital) is an obstacle encountered by fishermen in supporting fishing business infrastructure because without sufficient capital being available, fishermen are unable to increase production because fishermen cannot buy boats, fishing gear and other equipment, this will cause productivity fishing declines, so income will decrease. Lack of business capital is also something that influences the low income of fishermen (Prakoso, 2013). The operational cost factor (capital) is an obstacle encountered by fishermen in supporting fishing business infrastructure because without sufficient capital being available, fishermen are unable to increase production because fishermen cannot buy boats, fishing gear and other equipment, this will cause productivity fishing declines, so income will decrease. Lack of business capital is also something that influences the low income of fishermen (Prakoso, 2013).

II. RESEARCH METHODS

The approach used in this research is a quantitative approach. The reason the author uses a quantitative approach is to consider what was stated by Arikunto (2010). This research was conducted using survey research in which information was collected using the interview method. In general, the meaning of survey is limited to research where data is collected from samples of the population to represent the entire population. According to Sugiyono (2010), survey research is research conducted on large or small populations, but the data studied is data from samples taken from that population, so that relative events, places and relationships between sociological and psychological variables are found. This location was chosen because Kusamba Village is one of the areas

Analysis of Influencing Factors Fishermen's Income in Kusamba Village Dawan District, Klungkung District

that contributes to fisheries production in Klungkung Regency and there are people from Kusamba Village whose main livelihood is fishing. The variable to be examined in this research is to see the magnitude of the influence of fish prices, operational costs, work experience on fishermen's income in Kusamba Village, Dawan District, Klungkung Regency.

Income is the income of fishermen in Kusamba village, Dawaan subdistrict, which is measured in percent. Commodity price sector income is the amount of fishermen's income to meet living needs in Kusamba village, Dawan subdistrict, which is measured in thousands of rupiah. Operational sector fishermen's income is the amount of fishermen's income for the income function in Kusamba village, Dawan subdistrict, which is measured in millions of rupiah. Work experience sector income is the amount of fishermen's income for the work experience sector which is realized with the function of knowing more about fishing in the village of Kusamba Lecamatan Dawan which is measured in hundreds of rupiah. The research used a random sampling method or a random method by collecting samples by accidental sampling which was used by 231 fishermen in Kusamba village, Dawan district. Thus the number of observation points carried out was 100 people. The data used in this research is quantitative and qualitative data. The data source in this research is secondary data. The data collection method in this research is the questionnaire method, interviews. This research uses a multiple linear regression model.

III. RESULTS AND DISCUSSION

Table. Descriptive Analysis Results

	N	Minimum	Maximum	Mean	Std. Deviation
pendapatan	100	1000000.00	9000000.00	3877800.0000	1767097.90620
harga komoditi	100	800000.00	9000000.00	4396000.0000	2172087.39151
biaya operasional	100	100000.00	2500000.00	989350.0000	468217.02158
pengalaman kerja	100	10.00	31.00	12.4900	3.34693
Valid N (listwise)	100				

Based on the results of the descriptive statistical tests above, the distribution of data produced by researchers in this study can be described as:

1. Commodity Price Variable (X1) from the data obtained from this research, it can be described that the minimum value for commodity prices is IDR 8,000,000.00 and the maximum value for commodity prices is IDR 9,000,000.00 and the average value the commodity price variable is IDR 4,396,000.00 with a standard deviation of IDR 21,720,873.00.
2. Operational Cost Variable (X2) from the data obtained from this research, it can be described that the minimum value of operational costs is IDR 1,000,000.00, then the maximum value for operational costs is IDR 2,500,000.00 and the average value on operational costs of IDR 9,893,500.00 with a standard deviation of IDR 4,682,170.00
3. Work Experience Variable (X3) from the data obtained in this study, it can be described that the minimum length of work experience of respondents in this study was 10 years, and the maximum length of work experience of respondents in this study was 32 years, and the average The length of time respondents worked in this study was 12 years with a standard deviation of 3.3.
4. Income Variable (Y) from the data obtained in this study, it can be described that the minimum income of respondents in this study is IDR 1,000,000.00, and the maximum income of respondents in this study is IDR 9,000,000.00 and the average The average amount of income is 3,877,800.00 and the standard deviation of the income variable is 1,767,097.00

Table. Kolmogorov-Smirnov Normality Test Results

	N	Minimum	Maximum	Mean	Std. Deviation
pendapatan	100	1000000.00	9000000.00	3877800.0000	1767097.90620
harga komoditi	100	800000.00	9000000.00	4396000.0000	2172087.39151
biaya operasional	100	100000.00	2500000.00	989350.0000	468217.02158
pengalaman kerja	100	10.00	31.00	12.4900	3.34693
Valid N (listwise)	100				

The condition for output to pass the normality test using the Kolmogorov-Smirnov method is if the resulting output is greater than 0.05. So, in this study in Table 4.2 it can be seen that the significance value is 0.101 which is greater than 0.005, which means that the data in this study is normally distributed based on the Kolmogorov-Smirnov test.

Analysis of Influencing Factors Fishermen's Income in Kusamba Village Dawan District, Klungkung District

Table. Multicollinearity Test Results

Model		Collinearity Statistics	
		Tolerance	VIF
1	Harga komoditi	.969	1.032
	Biaya Oprasional	1.000	1.000
	Pengalaman Bekerja	.969	1.032

a. Dependent Variable: YTT

Based on Table presented, it can be seen in the table that the VIF output for variables X1, So, from the results of the multicollinearity test that has been carried out, it can be concluded that in this study there was no multicollinearity.

Table. Heteroscedasticity Test Results

Coefficients^a

Model		Unstandardized Coefficients		Standardized	t	Sig.	Collinearity Statistics	
		B	Std. Error	Coefficients			Tolerance	VIF
1	(Constant)	1136963.341	597758.592		1.902	.060		
	X1	.472	.061	.580	7.733	.000	.969	1.032
	X2	-.831	.279	-.220	-2.981	.004	1.000	1.000
	X3	119164.888	39599.743	.226	3.009	.003	.969	1.032

a. Dependent Variable: Y

The way to find out whether there are symptoms of heteroscedasticity or not in a study is to look at the significance value produced in the heteroscedasticity test. If the resulting output is higher than 0.05, then it can be concluded that there are no symptoms of heteroscedasticity occurring in the regression model, but if the significance value is smaller than 0.05, then it can be concluded that there are no symptoms of heteroscedasticity occurring in the model the regression. So, based on these conditions, it can be concluded that in this study there were no symptoms of heteroscedasticity, because all outputs from the heteroscedasticity test for variables X1, X2, and X3 all produced outputs higher than 0.05.

Table. Uji F

ANOVA^a

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	147398171721330.880	3	49132723907110.290	29.162	.000 ^b
	Residual	161742694278669.120	96	1684819732069.470		
	Total	309140866000000.000	99			

a. Dependent Variable: Pendapatan

b. Predictors: (Constant), Pengalaman bekerja, Biaya oprasional, Harga komoditi

Based on the output produced in the F test with the help of SPSS software, it can be seen that the calculated F value is 29.162 with a significance or probability level of $0.000 < 0.001$, so it can be concluded that there is a significant influence given by the independent variable to the dependent variable simultaneously or together. -The same.

Table. Significance Test (t Test)

Coefficients^a

Model		Unstandardized Coefficients		Standardized	T	Sig.
		B	Std. Error	Coefficients		
1	(Constant)	1136963.341	597758.592		1.902	.060
	Harga komoditi	.472	.061	.580	7.733	.000
	Biaya oprasional	-.831	.279	-.220	-2.981	.004
	Pengalaman bekerja	119164.888	39599.743	.226	3.009	.003

a. Dependent Variable: Pendapatan

Analysis of Influencing Factors Fishermen's Income in Kusamba Village Dawan District, Klungkung District

According to the output shown in Table 4.6,

1) Hypothesis Testing 1

H1: Commodity prices have a positive effect on income. Based on Table 4.6, it is known that the calculated t value for the commodity price variable (X1) is 7.733 and the significance value is 0.000, which is smaller than the significance level of 0.05. So it can be concluded that there is no significant influence between the commodity price variable (X1) on the income variable (Y), which means that H1 is accepted.

2) Hypothesis Testing 2

H2: Operational costs have a negative effect on income. Based on Table 4.6, it is known that the calculated t value for the operational cost variable (X2) has a negative value of -2,981 and a significance value of 0.004 which is smaller than the significance level of 0.05. So it can be concluded that there is a negative and significant influence between the operational cost variable (X2) on the income variable (Y), which means that H2 is rejected

3) Hypothesis Testing 3

H3: work experience has a positive effect on income. Based on Table 4.6, it is known that the calculated t value for the work experience variable (X3) has a positive value of 3,009 and a significance value of 0.003 which is smaller than the significance level of 0.05. So it can be concluded that there is a positive and significant influence between the work experience variable (X3) on the income variable (Y), which means H3 is accepted.

Table. Coefficient of Determination Test (R2)

Model Summary				
Model	R	R Square	Adjusted Square	R Std. Error of the Estimate
1	.886 ^a	.785	.778	649003.03005

a. Predictors: (Constant), Pengalaman bekerja, Biaya oprasional, Harga komoditi

Nilai R-Square pada penelitian ini adalah sebesar .028, yang dimana itu berarti bahwa variabel Harga Komoditi, Biaya Operasional, dan juga Pengalaman bekerja memberikan pengaruh sebanyak 0,785 atau 78,5 persen terhadap Pendapatan, dan 21.5 persen lainnya diberikan oleh hal lain di luar variabel independent.

IV. IMPLICATION OF THE RESEARCH RESULTS

1. Effect of Commodity Prices (X1) on Fishermen's Income (Y)

The commodity price variable has a significant influence on the income earned by fishermen in Kusamba village, so from this it can be said that changes in commodity prices will provide changes to the income of fishermen in Kusamba village. Fish commodity prices will be in line with developments in overall fish prices, although the magnitude will be different. The response of commodity prices can provide a signal that increases in other fish prices will follow so that inflation will increase. This is in line with several previous studies which stated that there is a significant influence of fish commodity prices on the inflation rate. This means that the fish price variable has an ups and downs effect, thus affecting fishermen's income. This is also in line with research from Manurung (2008) which examined the influence of commodity prices on the IHSG, which showed that there was a positive relationship between the IHSG movement and commodities both in terms of prices and returns. Apart from that, like previous research conducted by Furlong, F & Ingenito "Commodity Prices And Inflation" using a vector autoregression (VAR) and rolling regression approach which concluded that commodity prices have a very strong influence on commodity price inflation and can be used as a Leading Indicator of inflation. 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.

2. Effect of Operational Costs (X2) on Fishermen's Income (Y)

The operational cost variable has a negative and significant effect on the income of fishermen in Kusamba village, so from here it can be said that. This negative influence means that if operational costs increase or the costs are quite large, net profit may decrease. The results of this research support the theory put forward by (Jusuf, 2014:35) which states that the size of operational costs will affect the net profit obtained. This research supports previous research conducted by (Gusganda Suria Manda, 2018) where the results of his research revealed that operational costs partially had a significant negative effect on net profit in manufacturing companies in the chemical and basic industrial sectors listed on the BEI for the 2012-2016 period.

3. Effect of Work Experience (X3) on Fishermen's Income (Y)

Analysis of Influencing Factors Fishermen's Income in Kusamba Village Dawan District, Klungkung District

The work experience variable has a positive and significant influence on the income of fishermen in Kusamba village, so from this it can be said that the results of this research are in line with those carried out by Azrul Anhar Samosir in 2017 which stated that work experience has a positive and significant effect on employee performance. The results of this research are in accordance with the results of research from Wariati, et al. (2015) and Yunita, et al. (2016) which states that work experience has a significant influence on employee performance. The research results of Wariati, et al. (2015) stated that work experience has a positive and significant effect on employee performance at the East Barito Regency Financial and Asset Management Revenue Service. The research results of Yunita, et al (2016) state that work experience influences the performance of Bali Taman Lovina Resort & SPA employees. It can be said that the relationship between work experience has a positive and significant effect on fishermen in Kusamba Village. So the higher the fishermen's work experience, the better their performance will be.

V. CONCLUSIONS AND SUGGESTIONS

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

1. Commodity prices, operational costs and work experience simultaneously have a positive and significant effect on the income of fishermen in Kusamba Village, Dawan District, Klungkung Regency
2. The commodity price variable has a positive and significant influence on the income of fishermen in Kusamba Village, therefore it can be concluded that even though commodity prices or in this case the price of fish experience price changes, it will have an influence on the income earned by fishermen in the Village Kusamba.
3. The operational cost variable has a negative and significant influence on the income of fishermen in Kusamba Village, therefore it can be concluded that even though there are changes in operational costs, this will have an influence on the income earned by fishermen in Kusamba Village.
4. The work experience variable has a positive and significant influence on the income of fishermen in Kusamba Village, therefore it can be concluded that even though a fisherman has been sailing for a long time or has a lot of experience or a fisherman is new to sailing or does not have much experience in sailing, this will affect their income.

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

1. Based on the results of this research, commodity prices have a positive and significant effect on fishermen's income, so from these results suggestions can be given to readers, both those who are already fishermen and those who have just become fishermen, to continue to consider commodity prices or fish prices because the price of fish is getting higher eating will increase income.
2. Based on the results of this research, operational costs have a negative and significant influence on fishermen's income, so from these results, suggestions can be given to readers, both those who are already fishermen and those who have just become fishermen, so that they can better see how much operational costs will be used. because it can affect the level of income.
3. Based on the results of this research, work experience has a positive and significant influence on fishermen's income, therefore suggestions can be given to readers, whether they already have a long experience or have new experience, to deepen their work experience because it will affect fish catches and overcome problems that occur while at sea.

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Analysis of Influencing Factors Fishermen's Income in Kusamba Village Dawan District, Klungkung District

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