

Analysis of Factors That Influence the Income of Gambir Farmers in Nagari Simpang Kapuak, Mungka District

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Abstract

This study investigates the factors influencing the income of gambir farmers in Nagari Simpang Kapuak, Mungka District. The research focuses on the impact of capital, labor, and price variables on the income of gambir farmers. The study employs field research methods, including interviews, questionnaires, and direct observations, with a sample of 50 gambir farmers selected through a field survey. The data is analyzed using multiple linear regression. The findings reveal that the capital variable has a positive and significant effect on the income of gambir farmers, as evidenced by a t-value of 6.874 with a significance level of $0.000 < 0.005$. However, the labor and price variables show no significant positive impact on the income of gambir farmers in Nagari Simpang Kapuak, with t-values of 0.240 (sig. 0.810) and 0.646 (sig. 0.522), respectively. The study's regression model, represented by $Y = 0.646 + 390X_1 - 0.024X_2 + 0.308X_3 + e$, indicates that capital has a substantial positive influence on income. The model's Adjusted R Square value of 0.762 suggests that 76.2% of the income variation can be explained by the capital, labor, and price variables. In conclusion, capital significantly contributes to the income of gambir farmers in Nagari Simpang Kapuak, while labor and price variables do not exhibit a significant impact. The study recommends that farmers focus on enhancing the quality of gambir production to address the income fluctuation issue associated with the volatile gambir market prices.

1. Introduction

Plantation is a vital subsector in agriculture, encompassing various commodities with great diversity. Most plantation products are oriented towards export, contributing significantly to international trade and serving as a source of foreign exchange. Some plantations cater to domestic industries, absorbing a considerable workforce.

Gambier, a dried sap extracted from the leaves and twigs of the gambier plant, holds versatile applications. In Indonesia, it is commonly used with betel nut, serves as a material for tanning leather and dye, and contains the antioxidant catechin. Indonesia stands as the world's largest exporter of gambier, meeting about 80% of the global demand. West Sumatra, particularly Limapuluh Kota Regency, serves as a major production center, contributing around 70.39% to 90% of the national production.

Cultivated by farmers in hereditary gardens, gambier has become a crucial source of livelihood for these individuals. Farmers work diligently to fulfill the needs of their families,

striving for financial prosperity through the processing of their own produce or by engaging in collaborative efforts. According to BPS data from Limapuluh Kota Regency in 2020, the sub-district with the largest cultivated area for gambier is Chalk IX, covering approximately 7751 hectares and yielding a production of 3439.35 tons. Conversely, Subdistrict Maybe has an estimated land area of 925 hectares and a total production of 60.00 tons.

Gambier, as an agricultural commodity, is not without risks and challenges. Fluctuations in gambier prices pose uncertainties, as observed in recent times where prices surged to Rp. 52,000/kg–Rp. 57,000/kg compared to the previous range of IDR 16,000/kg - IDR. 25,000/kg. This dynamic nature of gambier prices forms an intriguing topic for an in-depth analysis of its impact on the income of gambier farmers in Nagari Simpang Kapuak, Mungka District.

In conclusion, this study sheds light on the significant role of gambier in Indonesia's agricultural landscape. The challenges faced by farmers, especially concerning price

fluctuations, warrant thorough investigation and analysis to understand their implications on the income of gambier farmers in Nagari Simpang Kapuak, Mungka District.

2. Literature review

2.1. Draft Revenue (Y)

The variable bound, or the dependent variable, is the influenced variable that exists as a consequence of one or more independent variables. In this study, the variable dependent is income, often denoted as Y.

a. According to Accounting Knowledge:

Draft income can be explored from two angles:

1. A view that emphasizes the growth or enhancement of the amount of assets that arise as a result of the company's operational activities. This approach centralizes attention on current inflows or the entering of assets.
2. An emphasizing view focuses on the creation of goods and services by the company, as well as the submission of goods and services or outflows.

b. According to Economics:

Income is the maximum amount that can be consumed by someone in a specific period with the expectation of reaching the same state at the end of the period. This understanding in economics focuses on the quantitative total expenditure for consumption during one period.

2.2 Definition Income

According to Nazir (2010), income refers to the results received by an individual or household from business processes or work. In the context of the economy, income is interpreted as the maximum amount that someone can consume in one period, given the same circumstances. As income increases, the level of consumption tends to rise, leading to an increased demand for goods and services.

Income serves as a source of a person's earnings to meet daily needs, whether obtained directly or indirectly. These earnings can be in the form of money or goods received from other parties or the production of high-value industrial products. The amount of money received is based on the assets in effect at that particular time (Suroto, 2000).

2.3 Capital

In the field of economics, the term "capital" is a concept that has varying meanings, depending on the context in which it is used and the underlying thoughts associated with it. Throughout history, the concept of capital has undergone changes and developments. The term "capital," commonly used in the 16th and 17th centuries, reflects two primary understandings. First, internal capital refers to the stock of money used to purchase items for resale to generate a profit in trade. Second, capital is described as supplies in the form of goods.

According to economic experts, capital in the context of the economy represents the wealth of companies that can be utilized for production activities. Businessmen view capital as a valuable asset. In the initiation of a business, capital stands out as a crucial factor alongside other elements. A business cannot commence or operate without the availability of capital. This underscores the significance of capital as the primary and determining factor in business activities (Neti, 2009).

Capital can be defined as the product or wealth used to generate further results. Working capital, in essence, is the continuous amount that is consistently involved in the cycle of obtaining materials or services and receiving payment upon sale. The adequacy of capital influences the timing and dosage of input utilization. A lack of capital results in insufficient inputs, giving rise to the risk of failure or reduced acceptance in the market.

2.4 Labor

Labor is a crucial factor in farming, particularly the labor provided by the family



members, including the head of the family. If the farming activities can still be carried out by the family's labor alone, without the need to hire external labor, the cost efficiency can lead to a significant income for the farming family (Suratiyah, 2008:145).

The importance of labor in the production process cannot be overstated, and it needs to be carefully considered not only in terms of availability but also in terms of quality and diversity. The determination of wages for labor, whether big or small, is influenced by market mechanisms, the quality of labor, and the age of the labor force (Soekartawi, 2003:54).

2.5 Price

According to Daniel (2004), price is one of the most challenging factors to control in the economy. Despite various efforts by the government to manage prices, it remains a persistent problem, especially for farmers, including gambier farmers. Generally, the price is crucial for buyers as it determines their decision to purchase goods and services.

As per Ekhterina (2008), the price is the value assigned to a product in monetary or monetary units. The pricing of a product is a decisive factor in market demand for that specific good or product. Prices play a significant role in determining a company's competitive position and market share. To ensure price stability, preventing one-sided benefits or detriments, government intervention is deemed essential in this matter.

3. Method Study

The study utilizes a field research method with a descriptive quantitative approach. The researcher conducted the study in Nagari Simpang Kapuak, District Mungka, focusing on the areas of land agriculture for gambier, capital, labor, and the selling price of gambier. The research commenced in January 2023. The data used in the study are divided into two types: primary data and secondary data.

Primary data were directly obtained through field surveys using methods such as observation, interviews, focused discussions,

and the distribution of questionnaires. The population of the study includes all gambier farmers in Nagari Simpang Kapuak, with a temporary sample size of 50 individuals selected using probability sampling methods.

The variables in the study consist of the dependent variable, which is the income of gambier farmers, and independent variables, namely capital, labor, and the selling price of gambier. The analytical method employed is descriptive quantitative with a multiple linear regression approach. The regression tests are conducted using the Ordinary Least Square (OLS) method.

The testing instruments, in the form of questionnaires, underwent validity testing, reliability testing, and normality testing. The regression analysis includes hypothesis testing (t-test), simultaneous testing (F-test), and coefficient determination (R²) to evaluate how well the model explains the variation in the income of gambier farmers.

Furthermore, classic assumption tests, such as normality tests, heteroscedasticity tests, and multicollinearity tests, were also conducted. Conclusions drawn from the analysis of the processed data provide a description of the influencing factors on the income of gambier farmers in the study area.

4. Results and Discussion

4.1 Validity Test Results

A validity test is employed to assess the validity of a questionnaire used by researchers in measuring and obtaining research data from respondents. In this study, the validity test is conducted to determine the validity of variables. The criterion for validity is based on significance levels:

- If the significance level is less than 0.05, it is considered valid.
- If the significance level is greater than 0.05, it is considered invalid.

The validity tests were conducted on the variables, including Capital, Labor, and Price, with Income of gambier farmers as the

dependent variable. The results of the validity tests indicate that each variable has a significance level smaller than 0.05. Therefore, it can be concluded that each indicator variable is valid, as each question related to these variables is considered valid.

a. Reliability Test

Reliability test with using the SPSS application program. Basic deep taking from the validity test is as following:

First step with compare calculated r value with r table:

- $R_{count} > R_{table} = \text{valid}$
- $R_{count} < R_{table} = \text{valid}$

Second step with see mark significance (Sig). If mark aim For see is questionnaire own consistency. If measurement done with questionnaire the Where done in a way repetitive. Basic deep taking the Cronbach Alpha reliability test according to (Sujarweni

VW, 2014) questionnaire said reliable if Cronbach Alpha > 0.6 .

Reliability Test Table

Reliability Statistics	
Cronbach's Alpha	N of Items
,765	4

After the questionnaire data processed through the SPSS program, data such as: table on with Cronbach's Alpha value of 0.765 all questions on the questionnaire. On research This can said reliable.

b. Normality test

Normality test study This use analysis Kolmogorov-Smirnov with see mark its significance. If value significance more big than 0.05 then the data is said to be normally distributed. Likewise on the contrary If small than 0.05 then the data is said to be No distribute normally.

One-Sample Kolmogorov-Smirnov Test		
		Unstandardized Residuals
N		50
Normal Parameters ^{a, b}	Mean	.0000000
	Std. Deviation	.03827987
Most Extreme Differences	Absolute	.059
	Positive	.059
	Negative	-.048
Statistical Tests		.059
Asymp. Sig. (2-tailed)		.200 ^{c, d}
a. Test distribution is Normal.		
b. Calculated from data.		
c. Lilliefors Significance Correction.		
d. This is a lower bound of the true significance.		

Based on table on is known normality test results with see mark its significance that is obtained results of 0.200, then the data can be said distribute normally because mark significance > 0.05 .

4.2 Test Assumptions Classic

a. Heteroscedasticity Test

The heteroscedasticity test, conducted using the Glejser method, indicates that there is no occurrence of heteroscedasticity in the

regression model. This conclusion is drawn from examining the significance levels of variables, where each variable, including Capital (with a significance level of 0.154), Labor (with a significance level of 0.789), and Price (with a significance level of 0.355), has a significance level greater than 0.05.

Therefore, it can be concluded that there is no symptom of heteroscedasticity in the models used for the study. Heteroscedasticity refers to the situation where the variability of

the error term in a regression model is not constant across levels of the independent

variables. The absence of heteroscedasticity is an important assumption in regression analysis.

c. Multicollinearity Test

Multicollinearity Test Table

Model		Unstandardized Coefficients		Standardized Coefficients	Collinearity Statistics	
		B	Std. Error	Beta	Tolerance	VIF
1	(Constant)	,646	2,199			
	log_modal	,390	,057	,857	,313	3,198
	workforce_log	.024	,098	.031	,285	3,511
	log_price	,308	,477	,051	,790	1,265

a. Dependent Variable: log_income

Viewed from VIF value, value VIF on variable capital of 3,198, variable power Work with VIF value 3.511, variable price with VIF value is 1.265. If seen from VIF value can also

be concluded that in each variable free own value ≤ 10 , so can said that in the regression model formed No there is problem multicollinearity.

**Analysis Regression Multiple
Table Analysis Regression Multiple**

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	Q	Sig.
		B	Std. Error	Beta		
1	(Constant)	,646	2,199		,294	,770
	log_modal	,390	,057	,857	6,874	,000
	workforce_log	.024	,098	.031	,240	,811
	log_price	,308	,477	,051	,646	,522

a. Dependent Variable: log_income

Based on results processing the above data can be seen through equality following :

$$Y = 0.646 + 390X_1 - 0.024X_2 + 0.308X_3 + e$$

Y = Income

α = Constant

$\beta_1, \beta_2, \beta_3, \beta_4, \beta_5$ = Coefficient Regression

X₁ = Capital

X₂ = Labor

X₃ = Price

e = Error

Certainly! Here are the interpretations without bold:

- Constant (0.646): The constant term of 0.646 is statistically significant. If all independent variables are considered constant, the income of gambier farmers is expected to be 0.646.
- Coefficient for X₁ (Capital) (390): The coefficient for Capital (X₁) is 390. This

means that, holding other variables constant, a one-unit increase in capital is associated with an increase in the income of gambier farmers by 390 units. The positive coefficient indicates a positive relationship, suggesting that an increase in capital tends to lead to an increase in income.

- Coefficient for X₂ (Labor) (0.024): The coefficient for Labor (X₂) is 0.024. This implies that, with other variables held constant, a one-unit increase in labor is associated with a 0.024 unit increase in the income of gambier farmers. The positive coefficient suggests a positive relationship, indicating that an increase in labor tends to lead to an increase in income.
- Coefficient for X₃ (Price) (0.308): The coefficient for Price (X₃) is 0.308. This means that, keeping other variables

constant, a one-unit increase in the price of gambier is associated with a 0.308 unit increase in the income of gambier farmers. The positive coefficient implies a positive relationship, indicating that an increase in the price of gambier tends to lead to an increase in income.

e. These interpretations are made under the assumption that other variables are held constant, and the relationships are observed "ceteris paribus" (all else being equal).

4.3 Hypothesis testing

a. T Test (Partial)

T Test Table

Coefficients ^a						
Model	Unstandardized Coefficients			Standardized Coefficients	Q	Sig.
	B		Std. Error	Beta		
1	(Constant)	,646	2,199		,294	,770
	log_modal	,390	,057	,857	6,874	,000
	workforce_log	.024	,098	.031	,240	,811
	log_price	,308	,477	,051	,646	,522
a. Dependent Variable: log_income						

- a. The influence of capital on the income of gambier farmers in Nagari Simpang Kapuak, Subdistrict Mungka. Based on the table above, it can be determined that, when considering its significance level, capital has a significant influence, as evidenced by a significance level of $0.000 < 0.05$. The results of this study indicate that capital has a positive and statistically significant partial effect on the income of gambier farmers in Nagari Simpang Kapuak, Subdistrict Mungka.
- b. The influence of labor on the income of gambier farmers in Nagari Simpang Kapuak, Subdistrict Mungka. Based on the table, it is observed that, considering its significance level, labor does not have a significant influence, as evidenced by a significance level of $0.810 > 0.05$. The study results show

that labor has no statistically significant partial effect on the income of gambier farmers in Nagari Simpang Kapuak, Subdistrict Mungka.

- c. The influence of the selling price of gambier on the income of gambier farmers in Nagari Simpang Kapuak, Subdistrict Mungka. Based on the table, it is evident that, considering its significance level, the price does not have a significant influence, as proven by a significance level of $0.522 > 0.05$. The study results indicate that the price has no statistically significant partial effect on the income of gambier farmers in Nagari Simpang Kapuak, Subdistrict Mungka..

2. Coefficient Determination (R²)

Coefficient Determination

Model Summary ^b				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,881 ^a	,777	,762	.03951
a. Predictors: (Constant), log_price, log_capital, log_labor				
b. Dependent Variable: log_income				

Based on results from table on can is known that the resulting Adjusted R Square value from data processing in research based on amount samples and quantities all over variables used _in coefficient Adjusted R Square determination where variables X and Y are 0.762 , meaning obtained the figure is 76.2% which is meaningful that variable capital,

energy work and price sell gambier influential to income farmer gambier in Nagari Simpang Kapuak Subdistrict Mungka. In study This amounted to 76.2% whereas another 23.8 % influenced by other variables that are not including in study This.

3. F Test (Simultaneous Test)

ANOVA ^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	,250	3	,083	53,299	,000 ^b
	Residual	,072	46	,002		
	Total	,321	49			
a. Dependent Variable: log_income						
b. Predictors: (Constant), log_price , log_capital , log_labor						

Testing is done with a significance level ($\alpha = 0.05$) determined as follows:

- If F count > F table or the significance level is < 0.05, then H₀ is rejected, and H_a is accepted. This means that each independent variable, taken together, has an influence on the dependent variable.
- If F count < F table or the significance level is > 0.05, then H_a is rejected. This means that each independent variable, taken together, does not have an influence on the dependent variable.

The computed F-statistic is 46.372 with a significance level of 0.000 < 0.05. Therefore, it can be concluded that the independent variables, namely capital (X₁), labor (X₂), and price (X₃), together have a significant influence on the dependent variable, which is the income of gambier farmers (Y) in Nagari Simpang Kapuak, Subdistrict Mungka.

5. Closing

5.1 Conclusion

In conclusion, the research findings can be summarized as follows:

- The variables considered in this study are Income Farmer Gambir (Y), Business

Capital (X₁), Labor (X₂), and Selling Price (X₃).

- The adjusted R-square value of 76.2% indicates that the combined influence of business capital, labor, and selling price of Gambier accounts for 76.2% of the variation in income, while the remaining 23.8% is influenced by other variables not included in the study.
- Capital (X₁) has a significant positive influence on the income of gambier farmers in Nagari Simpang Kapuak, Subdistrict Mungka, as indicated by the small significance value of 0.000 (< 0.05).
- Labor (X₂) does not have a significant partial influence on the income of gambier farmers, with a significance value of 0.810 (> 0.05).
- Selling Price (X₃) also does not have a significant partial influence on the income of gambier farmers, with a significance value of 0.522 (> 0.05).
- These findings provide insights into the factors affecting the income of gambier farmers in the study area and emphasize the significant role of capital in influencing their income.

5.2 Suggestion

Based on results study so recommended to farmers gambier in Nagari Simpang Kapuak Subdistrict Mungka, so more increase quality production gambirnya for income farmer gambier in Nagari Simpang Kapuak Subdistrict Maybe equally. Because it's frequent become problem in business gambier This is price gambier That itself which fluctuates and tends down so that cause income farmer gambier No equally every the year .

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