

Factors That Influence the Income of Shallot Farmers in Tampo Village, Anggeraja District, Enrekang Regency

Andi Jam'an¹, Asdar², Muhammad Ikram Idrus³, Kismawati⁴

Muhammadiyah University of Makassar

Email: asdar@unismuh.ac.id

Keywords:**Abstract**

Land Areas,
Production,
Price,
Income

This study aims to determine the effect of land area, production, price on the income of shallot farmers in Tampo Village, Anggeraja District, Enrekang Regency. This study uses a type of quantitative research. The research data were obtained from distributing questionnaires (primary) and several observations and direct interviews with related parties, namely farmers in Tampo Village, Anggeraja District, Enrekang Regency. The data analysis techniques used is multiple linear regression analysis. The results showed that production and prices simultaneously had a significant effect on the income of farmers in Rock Noni Village, Anggeraja District, Enrekang Regency. Partially, it shows that land areas has a positive and significant effect on shallot farmer income, production has a positive and significant effect on shallot farmer income and price has a positive and significant effect on shallot farmer income in Tampo Village, Anggeraja District, Enrekang Regency.

1. Introduction

Indonesia is known as an agrarian country where a significant part of the population relies on the agricultural sector for national development. Prioritizing the economy, the government consistently implements policies to increase agricultural production. Given that a considerable portion of the population resides in rural areas, predominantly engaged in farming, efforts are directed towards improving public life in these regions, especially among low-income groups like farmers (Icshan, 2018).

Shallots are annual plants forming clumps with tubers formed from layers of leaves that enlarge and unite. Red onions fall under the horticultural commodity category, serving as both a spice and flavoring in cooking. Beyond culinary uses, red onions also hold economic value due to their high market demand (Listiono, 2016). The southern part of Sulawesi, particularly South Sulawesi Province, boasts abundant natural resources, making agribusiness a key sector for regional advancement and public prosperity.

Tampo Village, situated in the Anggeraja District of Enrekang Regency, stands out as an

area in South Sulawesi with red onions as its mainstay commodity. Rapid population growth, increasing market demands, and high selling prices act as factors attracting farmers to enhance agricultural production, specifically in red onion cultivation. Red onions have indeed become a vital crop in Tampo Village, contributing to both quantity and quality, thus increasing farmers' income.

Income serves as a crucial economic indicator, signifying progress in economic development aimed at elevating public income. Increased productivity in red onion farming is essential for achieving this goal. Despite these aspirations, farmers in Tampo Village face various challenges, including limited land, fluctuating production yields, and low selling prices for agricultural products. Government and societal attention is imperative to support increased red onion income, ultimately leading to the prosperity of local farmers.

The annual expansion of production land in Tampo Village directly influences red onion production. Changes in production levels correspondingly impact farmers' income – higher production amounts result in larger incomes,

while reduced production leads to diminished earnings. However, the high production volume per unit of land does not guarantee increased income for shallot farmers. Income is also influenced by the prices accepted by farmers and the costs of input resources. The size of production alone does not guarantee a high income level, as the quality of red onions significantly affects market prices and, consequently, farmers' income in Tampo Village.

Considering the multifaceted challenges faced by red onion farmers, particularly in Tampo Village, Anggeraja District, Enrekang Regency, the author aims to explore the "Factors Influencing the Income of Red Onion Farmers in Tampo Village."

2. Review References

Income, as defined in the big Indonesian dictionary, refers to the result of work, encompassing various economic activities. In a managerial context, income represents the money received by individuals, companies, and organizations in the form of wages, salaries, rent, interest, commission fees, and profits (Alling, 2019). Three methods can be employed to calculate income: the expenditure method, production method, and income method. Income per capita signifies the average income of residents in a country or area, reflecting the prosperity of that region. The level of income is determined by factors influencing the production of goods or services, and the ability to generate income increases with the magnitude of these factors.

Costs in agriculture can be categorized into fixed costs, such as taxes and agricultural equipment, and variable costs, including seedlings, fertilizers, drugs, power, and raffia rope. The variable costs are directly related to the production process and have a significant impact on the income of red onion farmers. In the context of Indonesian agriculture, red onions play a crucial role, being one of the country's largest commodity exports. Red onion cultivation

contributes significantly to the national economy, and its development aligns with the country's goals of increasing agricultural productivity and utilizing available natural resources sustainably (Melisa, 2020).

Agricultural techniques are vital for red onion cultivation, influencing output quantity and quality. Techniques involve understanding the land, regular maintenance, pest and disease control, and post-harvest drying processes. The success of red onion farming in Tampo Village, Anggeraja District, Regency Enrekang, relies on these techniques (Aspa, 2013). Various factors influence the income of red onion farmers, including the land area, production output, and market prices. The size of the land directly impacts the scale of the agricultural business, subsequently affecting the volume of production and, consequently, the farmer's income.

Additionally, the quantity and quality of the production generated, along with market prices, play pivotal roles in determining the income of red onion farmers. The fluctuations in red onion prices, influenced by market conditions, contribute to the complexity of income generation in this agricultural sector. In conclusion, understanding income, the components of costs, and the intricate factors influencing red onion farming is essential for sustainable agricultural practices and the economic well-being of farmers in Tampo Village, Anggeraja District, Regency Enrekang.

3. Method Study

This research is a quantitative study conducted for approximately 2 months, from February to March 2023, in Tampo Village, Anggeraja District, Enrekang Regency. The research population consisted of 68 shallot farmers in Tampo Village. In this study, the entire population (68 people) was used as a sample, by applying the saturated sample method. The variables studied consist of independent variables and dependent variables. Independent variables include land area, which measures the

size of land used by farmers during one planting period, and price, which reflects the exchange value of shallot goods or services.

Meanwhile, the dependent variable is income, which indicates the sales of shallots in one planting period. Data collection techniques involve observation, interviews, documentation, and the use of questionnaires containing questions about the income of shallot farmers in one planting season. Data analysis was carried out using a quantitative approach and using SPSS statistical software. The analysis process includes classical assumption tests, such as normality tests, multicollinearity tests, autocorrelation tests, and heteroscedasticity tests.

Furthermore, this research applies multiple linear regression analysis to evaluate the relationship between the independent variables (land area and price) and the dependent variable (income) using the regression formula. To test the hypothesis, the research uses a partial test (t test) to evaluate the impact of each independent variable individually, a simultaneous test (F test) to test the joint influence of the independent variables on the dependent variable, and a coefficient of determination test (R² test) to assess the extent where the independent variable influences the

dependent variable. Overall, this research adopts a quantitative approach to analyze the influence of land area and price on the income of shallot farmers in Tampo Village, Anggeraja District, Enrekang Regency. Data was collected through various methods, analyzed using SPSS, and the results were assessed through hypothesis testing.

4. Results and Discussion

4.1 Result

a. Test Assumption Classic

The test analysis in this research uses the classic assumption test as one of the conditions for using regression analysis the test can shared in a number of stage testing that is:

1) Test Normality

Test normality that is For see is mark residual distributed normal or No. Capital regression Which Good is own mark residuals Which distributed normal. So test normality No carried out on each variable but on the residual value. Often happen error done on each variable. Base taking decision:

- a) If mark significant > 0.05 so mark residuals distributenormal
- b) If mark significant < 0.05 so mark residuals No distributenormal

Table 4.8 Results Test Normality

| One-Sample Kolmogorov-Smirnov Test | | |
|--|----------------|-------------------------|
| | | Unstandardized Residual |
| N | | 48 |
| Normal Parameters a, b | Mean | ,0000000 |
| | Std. Deviation | 1413228.87400000 |
| Most Extreme Differences | Absolute | ,102 |
| | Positive | ,102 |
| | Negative | -,065 |
| Test Statistics | | ,102 |
| Asymp. Sig. (2-tailed) | | ,200 c,d |
| a. Test distribution is Normal. | | |
| b. Calculated from data. | | |
| c. Lilliefors Significance Corrections. | | |
| d. This is a lower bound of the true significance. | | |

Source: data primary processed data SPSS ,2023

Based on Table 4.8 one-sample kolmogrov-smirnov Test Unstandardized residuals can seen from Asymp.Sig. (2-tailed) the value is $0.200 > 0.05$, meaning the significant value is smaller than 0.05 so data concluded that mark residuals distribute normal.

2) Test Multicollinearity

Test multicollinearity aim For know is in the regression model formed there is a high

correlation between independent variable or not. If the model test results have a high correlation between The independent variable is then declared to contain symptoms of multicollinearity in study This, test multicollinear done with see mark tolerance And VIF (variance inflation factors) from each dependent variable if the VIF value < 10 and tolerance value > 0.10 so stated No there is symptoms of multicollinearity.

Table 4.9
Results Test Multicollinearity

| Coefficients ^a | | | | | | | |
|---------------------------|-----------------------------|-------------|---------------------------|---------|------|-------------------------|-------|
| Model | Unstandardized Coefficients | | Standardized Coefficients | Q | Sig. | Collinearity Statistics | |
| | B | Std. Error | Beta | | | Tolerance | VIF |
| (Constant) | -31935586.150 | 2339149,567 | | -13,653 | ,000 | | |
| land areax1 | 44173,790 | 16263,520 | ,041 | 2,716 | ,009 | ,220 | 4,555 |
| productionx2 | 12464,424 | 209,537 | ,928 | 59,486 | ,000 | ,206 | 4,863 |
| pricex3 | 2478,094 | 190,160 | ,099 | 13,032 | ,000 | ,872 | 1,147 |

a. Dependent Variable: income

Data source primary processed SPSS, 2023

Based on table 4.9, so can is known VIF For each variable free to variables bound. Can concluded :

1. Mark tolerance variable X1 $0.220 > 0.10$ And mark VIF $5,555 > 10$ so that variable wide land there is no symptom multicollinearity
2. Mark tolerance variable X2 $0.206 > 0.10$ And mark VIF $4,863 > 10$ so that variable production there is no symptoms of multicollinearity
3. Mark tolerance variable X3 $0.872 > 0.10$ And mark VIF $1,147 > 10$ so that variable price no

there is symptom multicollinearity.

3) Test Autocorrelation

Wrong One method analysis For detect There is or not autocorrelation by testing the Durbin waston value (DW test). If the DW value is greater than the upper limit (du) and less than the amount variable independent, so can concluded that No There is autocorrelation.anyway results test autocorrelation can seen on table following:

Table 4.10 Autocorrelation Test

| Model Summary ^b | | | | | |
|----------------------------|--------|----------|-------------------|----------------------------|---------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
| 1 | ,999 a | ,998 | ,998 | 1460612,768 | 2,145 |

a. Predictors: (Constant), pricex3, land areax1, productionx2

b. Dependent Variable: income

Data source promer processed SPSS, 2023

Based on table 4.10, Durbin Watson's value is 2.145, which is in between mark du And 4-dl that is $1.6708 < 2,145 < 2.5936$ so that can concluded that there is no autocorrelation.

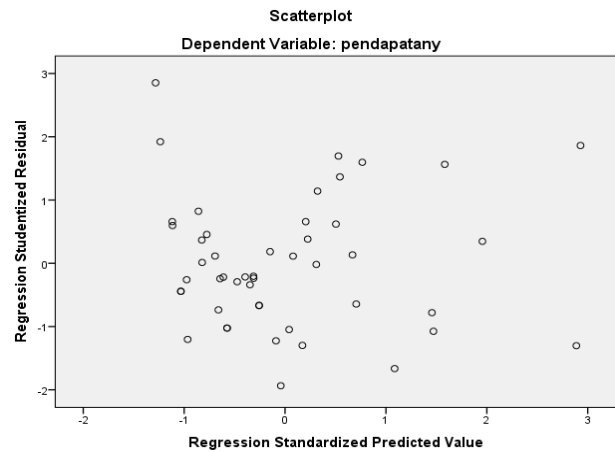
4) Test Heteroscedasticity

Chart scartterplot between mark predictions variable dependent that is ZPRED with the residual SRESID, where the y axis is y which has been predicted and the x-axis is the residual (predicted y – actual y) who have been studentized. Detect whether there is heteroscedasticity or not done as following:

- a. ika There is pattern certain, like dot, dot, dot Which There is form a certain pattern is regular, then it is identified as having occurred heteroscedasticity.
- b. If There is pattern Which clear, sera dots spread in on Andunder number 0 on axis y, so No happen heteroscedasticity.

As for results picture test heteroscedasticity use SPSS, got it seen on picture following :

Data source promer processed SPSS, 2023



Picture 4.2
Results Test Heteroscedasticity

The heteroscedasticity test is carried out to find out whether there is variance from the residuals of one observation to another observationother.based picture on can seen that scatterplotspread on And under number 0 And axis Y so that can concluded that not occur heteroscedasticity.

b. Analysis Regression Linear Multiple

Table 4.11
Multiple Linear Regression Test Calculation ResultsCoefficients ^a

| Model | Unstandardized Coefficients | | StandardizedCoefficients | Q | Sig. |
|--------------|-----------------------------|-------------|--------------------------|---------|------|
| | B | Std. Error | Beta | | |
| 1 (Constant) | -31935586.150 | 2339149,567 | | -13,653 | ,000 |
| land areax1 | 44173,790 | 16263,520 | ,041 | 2,716 | ,009 |
| productionx2 | 12464,424 | 209,537 | ,928 | 59,486 | ,000 |
| pricex3 | 2478,094 | 190,160 | ,099 | 13,032 | ,000 |

a. Dependent Variables: income

Data source primary processed SPSS, 2023

$$Y = a + b_1 X_1 + b_2 X_2 + b_3 X_3 + e$$

$$Y = -31935586.150 + 44173,790x_1 + 12464.424x_2 + 247.094x_3 + e$$

Based on equality on can concluded:

- a) Constant value (α) The constant value is - 31935586.150, which means if wide land, production, and prices are fixed then income

is - 31935586,150

- b) Wide land (X 1) Mark coefficient variable wide land is 44173,790. If the land area variable increases by 1% then income increases as much 44173,790.
- c) Production (X 2) The coefficient value of the production variable is 12464.424. If variable wide land go on 1% so income go on as much

12464,424.

- d) Price (X 3) The coefficient value of the price variable is 247.094. If variable price go on 1% so income go on as much 247,094.

c. Test Hypothesis

1) Test t

The t test is used to determine whether there is an effect of each independent variable individually. A t test was performed taking into account the significant value of t which must be smaller than $\alpha = 5\%$ (0.05). The values from the t test results can be seen in the table following:

Table 4.12
Results Test Partial (Test t)
Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients | Q | Sig. |
|-------|--------------|-----------------------------|-------------|---------------------------|---------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | -31935586.150 | 2339149,567 | | -13,653 | ,000 |
| | land areax1 | 44173,790 | 16263,520 | ,041 | 2,716 | ,009 |
| | productionx2 | 12464,424 | 209,537 | ,928 | 59,486 | ,000 |
| | pricex3 | 2478,094 | 190,160 | ,099 | 13,032 | ,000 |

a. Dependent Variable: IncomeY Data source Primary Processed SPSS, 2023

Based on table 4.12 so For testing hypothesis variable independent, namely land area (x1), production (x2), and price (x3) against The dependent variable is income (Y) of shallot farmers in the village Tampo Subdistrict Anggeraja Regency Enrekang is as following:

a) Testing hypothesis wide land (x1)

According to table 4.12, the land area variable (x1) has a value significant $0.009 < 0.05$ so it can be concluded that the variable wide land influential significant to income farmer onion red in Village Tampo Subdistrict Anggeraja Regency Enrekang.

b) Testing hypothesis production (x2)

According to table 4.12 variable production (x2) own mark significant $0.000 < 0.05$ so it can be concluded that the variable production in a way damn have influence positive to

income farmer onion red in Village Tampo Subdistrict Anggeraja Enrekang Regency.

c) Testing hypothesis price (x3)

According to table 4.12 the price variable (x3) has a significant value $0,000 < 0,05$ so that can concluded that variable price in a waydamn have influence positive to income farmer red onions in Tampo Village, Anggearaja District, Regency Enrekang.

2) Test Coefficient Determinant (Test R²)

Test coefficient determination on the main thing is measure how much Farability variables free in explained variable bound. Mark efficiency determination For third variable free determined by the adjusted R square value. Following are the results of the R² test in study This:

Table 4.13 Results Test Correlation (r)

| Model Summary ^b | | | | | |
|---|--------|----------|------------------|---------------------------|---------------|
| Model | R | R Square | Adjusted RSquare | Std. Error of theEstimate | Durbin-Watson |
| 1 | ,999 a | ,998 | ,998 | 1460612,768 | 2,145 |
| a. Predictors: (Constant), pricex3, land areax1, productionx2 | | | | | |
| b. Dependent Variable: income | | | | | |

Data source Primary Processed SPSS, 2023

Results calculation on table 4.13 obtained mark R square on model regression study This as big as 0.998. It means, variable wide land, production, price can explain income farmer as big as 99.8%. Meanwhile, the remaining 1.2% is explained by other variables No entered in model study This.

2) Test Simulation (Test F)

Table 4.14
Results Test Simultaneous (Test f)

| ANOVA ^a | | | | | | |
|---|------------|----------------------|----|----------------------|----------|-------------------|
| | Model | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 4252900086000000,000 | 3 | 1417633362000000,000 | 6644,981 | ,000 ^b |
| | Residual | 9386914500000,000 | 44 | 2133389659000,000 | | |
| | Total | 4262287000000000,000 | 47 | | | |
| a. Dependent Variable: income | | | | | | |
| b. Predictors: (Constant), pricex3, land areax1, productionx2 | | | | | | |

Data source primary processed SPSS, 2023

Based on table 4.14 show influence wide land (x1), production (x2), And price (x3), influential to income farmer (Y), This shows that the three variables are independent simultaneously influential significant to variables bound.

4.2 Discussion

Discussion in study This focused with explanation Which has been discovered and the theory that is the basis for this research model. as for discussion results analysis in study This is as following:

a. Influence Wide Land To Income Farmer Onion Red

Based on results testing is known mark t_{count} as big as 2,716 whereas mark t_{table} as big as 1,680 show that mark $t_{count} > t_{table}$ with a significance of 0.009 because the significance is smaller than 5% ($0.009 < 0.05$) it can be concluded that partially the land area (x1) has an effect positive And significant to income (Y) in Village Rock Tampo Subdistrict Anggeraja Enrekang Regency.

The F test is used to determine the effect of the independent variable simultaneously on the dependent variable. The F test is analyzed with pay attention to the significance of the F value with $\alpha = 5\%$. If significant F count smaller from 5% (0.05) so variable independent in a way simultaneous influential to variable dependent. Following results test F in this research:

Based on results study Which done proven that wide land influential to income, this is because has optimally land use carried out by Novita Sari (2008). Apart from that, in theory too It is proven that the land area is the entire area that becomes planting place, where the land area guarantees the quantity or yield farmers will get. with the area of land that farmers own, they will get producing output, with increasing land area the ability farmers to produce production will also increase and so too on the contrary. This means that the size of the farmer's land area will influence it the amount of production produced. If the land area owned by farmers is large so amount the production Also will increase. Matter ii because wide land is factor Which influential important in process business farmer onion red.

The results of this research are in accordance with the results of research conducted by Novita Sari (2018) in her research entitled price influence, area land and production costs on the income of rubber farmers in the sub-district sure regency banyuasin Which say that wide land influential to income farmer.

b. Influence Production To Income Farmer Onion Red

Based on testing Partial (test t) mark t_{count} as big as 59,486 while the t value table 1.680 shows that the calculated t value $>$ t table value with significant t more small from 5% ($0.000 < 0.05$) can in conclude that in a way partial production (x_2) has a positive and significant effect on income shallot farmers in the village Tampo, Anggeraja District, Regency Enrekang. Based on results test can seen that if happen an increase in the amount of production means the farmer's income will also increase. However, increasing the amount of production must be taken into account also quality onion red which produced, if production onion red increases and quality which good so of course income farmer even increase.

In activity business farmer always there is output or results, that is where known with production which generated or amount production which is the quantity resulting from the combination and coordination of costs various factors during period time certain. On generally production agriculture every year always fickle. Matter this can be caused by various factors such as weather factors and other natural factors, such as rain too much or too long a dry season. other than that it's an attack pest and disease even can influence results production agriculture. So it can affect the income of onion farmers red (Laelasari, 2018). The results of this study are in accordance with the research results which done by Rico Phahlevi (2013) which conclude that production influential significant to income farmer.

c. Influence Price To Income Farmer Onion Red

Based on results testing is known mark t_{count} as big as 13,032 whereas mark t_{table} as big as 1,680 show that mark $t_{count} >$ mark t_{table} with significant as big as 0,000 because significant t more small from 5% ($0.000 < 0.05$) it can be concluded that partially the price (x_3) has a

positive effect and significant to income (Y) in Village Tampo Subdistrict Anggeraja Regency Enrekang. Wrong one matter which stimulate shallot farmers to increase their agricultural yields are prices, because if prices increase then this will have an effect to income which accepted farmer so also otherwise. Results study this in accordance with results study which done by Tuti Laelasari (2018) concluded that price has a significant effect to farmer red onion.

Price is a number money or goods service which exchanged buyer for product or service which offered seller. Price also is sacrifice economical by customer for obtain product or service. Role price in economy market is for allocate resources by supply and demand. Price attached to each product can reflect the quality of that product itself, where the price of certain types of products is not just the amount money which expended, however also reflect quality product the (Imdad, 2019)

5. Closing

5.1 Conclusion

Based on results study and discussion about factors which influence income farmer onion red in Village Tampo Subdistrict Anggeraja Regency Enrekang which supported with theories which underlying and strengthen can make conclusion as following:

1. Land area (X_1) has a positive and significant effect on income shallot farmers in Tampo Village, Anggeraja District, Regency Enrekang with mark significant more small from 0.05 ($0.09 < 0.05$).
2. Production (X_2) has a positive and significant effect on income farmer onion red (Y) in Village Tampo Subdistrict Anggeraja Regency Enrekang with mark significant more small from 0.05 ($0.000 < 0.05$).
3. Price (X_3) influential positive and significant to income farmer red onion (Y) in the Village Tampo Anggeraja District, Regency Enrekang with mark significant more small from 0.05 ($0.000 < 0.05$).

5.2 Suggestion

Need effort For empowering farming as well as counseling agriculture, To use support optimization production And finish problems so that farmers will get more income For:

- speed up all information related to economy
The government provides fertilizer and medicine subsidies for farmers For support for income farmer.
- Farmers should plant different shallots so they are commoditized what is produced is not homogeneous which can affect the price of the harvest so that influence also against income .
- The author suggests that the cultivation of shallot plants be appropriate with application technology For increase income For study furthermore in expect capable develop study What I have done is to look at other possible factors influence onion income.

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