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Factors Affecting the Income of Small and Medium Industries: The Case of Teak Wood Handicrafts in Ngawi Regency

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ABSTRACT
Industrialization plays an important role in achieving prosperity of a country, and people in Ngawi Regency, East Java, utilize the vast natural resources and forest potential to be engaged in teak wood handicraft industry. This study aimed to estimate the effect of capital, business age, labor, decorations, spruce tree properties, animal statues, and government funds on the income of 26 teak waste handicraft industries in Ngawi Regency in 2021 using *Ordinary Least Squares (OLS)* regression analysis with *cross section data*. The results showed that capital, labor, and government funds had a positive effect on income, while the age of the business and decorations negatively affected income. Meanwhile, the property of spruce trees and animal statues had no effect on income. To increase income, the government is expected to increase and equally distribute capital assistance and provide training in the development of product innovation and performance to teak wood entrepreneurs.

Keywords: income, capital, labor, government funds, bussines age, decorations, spruce tree properties, animal statues, Ngawi Regency, Ordinary Least Squares

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INTRODUCTION

The role of industrialization in a country's prosperity cannot be separated, especially for emerging countries. Indonesia is among the developing countries with vast natural resource potential that can be used by the community to do business, particularly small and medium-sized firms. The goal of national industrialization is to produce wealth and raise the standard of life for all people, in the sense that the need for products and services is met, since a respectable income is accompanied by high productivity, and science and technology develop in a fair and equitable manner. Industrialization entails strengthening the national economy so that sovereignty as a nation-state can be realized (Damayanthi, 2008).

Ngawi Regency is one of the East Java areas with a high potential for natural resources, particularly in the agricultural and forestry industries. The community makes use of the existing potential as a source of revenue. The industrial sector in Ngawi Regency is dominated by small and medium-sized businesses that use rudimentary technologies and employ a large number of people. Small and Medium Enterprises (SMEs) play a vital role in Ngawi Regency as the primary source of employment and income.

Manufacturing is one of the industries that employs the most people in Ngawi Regency. According to the Ngawi Regency Central Bureau of Statistics (BPS), from 2016 to 2020, the industrial sector will employ an average of 16% of the workforce. However, the industrial sector's contribution to Ngawi Regency's GRDP remains relatively modest, at 8 to 9 percent on average.The woodcraft business is one among the emerging sectors in Ngawi Regency. Wood crafts are included in the processing industry category because they are handcrafted or works of art manufactured from wood waste raw materials and processed into completed goods such as animal figurines, spruce tree props, and ornamental characteristics.

In 2021, the majority of the woodworking industry in Ngawi Regency is categorised as small. This is based on the definition of small industries as defined by the Micro, Small, and Medium Enterprises Act of 2008. (MSMEs). According to data from the Ministry of Cooperatives and SMEs, SMEs and small industries account for more than 95 percent of business units and labor in Indonesia. As a result, MSMEs are critical to the growth of the people's economy. In some nations, the basic capital for success in efforts to promote MSMEs is inventiveness in industrialization. Business actors putting out copyrighted works capable of penetrating economic rivalry, particularly in the field of entrepreneurship, contribute to the growth of innovation (Wilantara & Susilawati, 2016).

Ngawi Regency has a significant natural resource potential and huge agricultural and forestry holdings. People make a living off of the possibility that exists. Several prominent industrial sectors in Ngawi Regency include the tempe/tempe chips industry, plastic bags, unique wood, convection, and written batik. According to BPS Ngawi Regency data, the unique wood industry sub-sector ranks third as a leading industry in terms of the number of firms and personnel from 2017 to 2021. From 2017 to 2021, the wood goods and related industry sub-sector has the highest production value after the food, beverage, and tobacco industries.

Table 1 Teak Wood Craft Industry Business in Ngawi Regency in 2021

Business Name	Business Age/Year	Business Address
UD Sumber Rejeki	6	Banjarbanggi Village, Pitu District
UD Bintang Perkasa	9	Banjarbanggi Village, Pitu District

Business Name	Business Age/Year	Business Address
UD Java Alam Esa	14	Banjarbanggi Village, Pitu District
UD Akar Jati Ngawi	12	Banjarbanggi Village, Pitu District
UD Afkariyo Jati	10	Banjarbanggi Village, Pitu District
UD Kusuma Jati	15	Banjarbanggi Village, Pitu District
UD Sugeng Craft	10	Banjarbanggi Village, Pitu District
UD Bola Besar	14	Banjarbanggi Village, Pitu District
Ivana Craft	4	Banjarbanggi Village, Pitu District
Rumah Jati Exotic	6	Banjarbanggi Village, Pitu District
UD Jati Aji	24	Bangunrejo Kidul Village, Kedunggalar District
UD Amalia Rustic	11	Bangunrejo Kidul Village, Kedunggalar District
UD Ara Collection	10	Bangunrejo Kidul Village, Kedunggalar District
UD Naldo Craft	4	Bangunrejo Kidul Village, Kedunggalar District
UD Sadewo Jagat	12	Bangunrejo Kidul Village, Kedunggalar District
UD Kreasi Akar Jati	11	Bangunrejo Kidul Village, Kedunggalar District
UD Cahaya Jati	4	Bangunrejo Kidul Village, Kedunggalar District
UD Jati Rejeki	10	Bangunrejo Kidul Village, Kedunggalar District
UD Bangun Karya Lestari	19	Bangunrejo Kidul Village, Kedunggalar District
UD Karebet Jati Abadi	5	Bangunrejo Kidul Village, Kedunggalar District
UD Jati Wulan	7	Bangunrejo Kidul Village, Kedunggalar District
UD Wuri Lestari	25	Jenggrik Village, Kedunggalar District
UD Anisa Mulya	10	Jenggrik Village, Kedunggalar District
Andana Home Deco	7	Jenggrik Village, Kedunggalar District
Romanza Jati	27	Jenggrik Village, Kedunggalar District
Ristla Teak	7	Banjarbanggi Village, Pitu District

Source: Primary data, 2022

According to Table 1, there are 26 craft businesses manufactured from teak wood waste dispersed throughout Pitu District (11 craftspeople) and Kedunggalar District (15 craftsmen). Most industries have been around for longer than five years. This demonstrates that wood crafts have the capacity to benefit society as both workers and commercial players.

Table 2 Capital and Income of the Teak Wood Craft Industry in 2021

Business Name	Capital/Rp	Income/Rp
UD Sumber Rejeki	30.500.000	46.700.000
UD Bintang Perkasa	235.000.000	435.500.000
UD Java Alam Esa	173.700.000	356.750.000
UD Akar Jati Ngawi	35.460.000	69.830.000
UD Afkariyo Jati	41.500.000	110.250.000
UD Kusuma Jati	707.000.000	1.586.500.000
UD Sugeng Craft	2.005.054.000	4.157.150.000
UD Bola Besar	204.000.000	412.625.000
Ivana Craft	372.250.000	705.000.000
Rumah Jati Exotic	98.000.000	294.000.000
UD Jati Aji	381.250.000	632.500.000
UD Amalia Rustic	360.000.000	810.000.000
UD Ara Collection	106.800.000	211.200.000
UD Naldo Craft	191.000.000	263.500.000
UD Sadewo Jagat	268.750.000	376.250.000
UD Kreasi Akar Jati	103.250.000	227.500.000
UD Cahaya Jati	116.000.000	201.250.000

Business Name	Capital/Rp	Income/Rp
UD Jati Rejeki	115.700.000	219.750.000
UD Bangun Karya Lestari	81.200.000	186.000.000
UD Karebet Jati Abadi	299.750.000	512.000.000
UD Jati Wulan	144.500.000	222.500.000
UD Wuri Lestari	720.000.000	960.000.000
UD Anisa Mulya	108.900.000	216.875.000
Andana Home Deco	31.430.000	110.900.000
Romanza Jati	36.540.000	162.200.000
Ristla Teak	296.250.000	518.750.000

Source: Primary data, 2022

The data in Table 2 are gathered over a one-year period, specifically in production in 2021. The volume and type of items produced and sold are used to estimate capital and income data. According to Table 2, the majority of the woodworking industries in Ngawi Regency are classified as small and medium firms, because small business enterprises have annual sales of more than IDR 300,000,000 to IDR 2,500,000,000, as defined by law number 20 of 2008.Meanwhile, medium-sized enterprises have yearly sales ranging from IDR 2,500,000,000 to IDR 50,000,000,000. According to the information acquired, woodcraft business actors in Ngawi Regency have a net value of more than IDR 50,000,000, excluding land and structures.

According to the above description, MSMEs and Small and Medium Industries (IKM) aim to strengthen national economic resilience, particularly in Ngawi Regency. As a result, a systematic policy to enhance the welfare of MSMEs in the teak wood craft industry in Ngawi Regency is required. This study intends to evaluate the elements that influence the income of the woodcraft industry in Ngawi Regency in order to determine what needs to be maintained or developed in order to raise the income of the woodcraft industry. Thus, it is envisaged that the goal of MSMEs to raise the standard of living of individuals in the business sector, both as workers and as business players, can be realized.

Aklimawati, Soemarno, and Mawardi (2016) used Ordinary Least Squares to study the determinants of coffee industry income in Sumberwringin, Bondowoso, from August to November 2014. (OLS). It was discovered that raw materials and equipment or technology, as well as market coverage, had a favorable effect on income, however labor experience, pay, and capital sources had no effect on coffee sector income.Then, Sasmitha and Ayuningsasi (2017) conducted research on the factors affecting the income of bamboo handicraft industry craftsmen in Belega Village, Gianyar district, using Ordinary Least Squares (OLS) regression analysis, and discovered that working hours, gender, and working capital had a positive effect on income, while workers' age had a partial effect on income.

Setiaji and Khoirudin (2018) discovered that capital, labor, and work experience all had a favorable effect on the revenue of tofu entrepreneurs in Trunan Hamlet, Tidar Selatan Village, South Magelang District, Magelang City. Meanwhile, labor hours had little effect on the income of tofu entrepreneurs.Furthermore, Subrata and Damanik (2019) investigated the factors that influenced the income of the ulos weaving home industry in Pematangsiantar City, North Sumatra Province, in 2018. Working capital, product innovation, and working hours were discovered to have a favorable impact on the income of the craftsman home sector. Age has little effect on ulos weaving.

Antari and Utama (2019) estimated the factors influencing the income of seaweed farmers in Banjar Semaya, Suana Village, Nusa Penida sub-district, Klungkung Regency and discovered that the partial test of the variables capital, working hours, and land area had a positive effect on income, whereas the experience variable work had no effect on the income of seaweed farmers in Banjar Semaya, Suana Village, Nusa Penida District.

Sukawati and Arka (2021) used the Ordinary Least Squares (OLS) approach to investigate the factors that influenced the income of the pelinggih craft industry in Taro Village, Tegallalang District. According to the regression results, capital, labor, and business length all have a positive effect on income. Then, Artini, Ayuk, and Yasmita (2022) analyzed the elements influencing the revenue of woodcarving entrepreneurs in Tangeb Hamlet, Abianbase Village, Mengwi District, Badung Regency, and discovered that capital, labor, and length of operation all had a positive and substantial effect on income. woodcutter.

Maheswara, Setiawina, and Saskara (2016) employ a different analysis tool, route analysis, to investigate the determinants influencing the revenue of SMEs in the commerce sector in Denpasar City. Wages and capital were found to have a direct positive effect on sales volume, however working hours and education had no effect on sales volume.Then, wages, capital, and the quantity of sales have a beneficial effect on the revenue of SMEs in the commerce sector in Denpasar City. Working hours and education were shown to have little effect on income. Thus, wages and capital have a positive effect on income through the quantity of sales, whereas working hours and education have no effect on SME income.

Dangin and Marhaeni (2019) used path analysis to discover that labor, production, and capital all had a beneficial effect on the revenue of leather craft artisans in Badung Regency. When compared to traditional technology, the employment of contemporary technology results in higher production. The availability of smooth raw resources generates more cash than substandard raw materials. Capital and technology had no effect on the productivity of wooden sculpture craftsmen in Ubud District, Gianyar Regency, raw materials had a negative effect, and labor quality had a favorable effect. Then, capital, raw materials, labor quality, and technology have a beneficial effect on revenue, but productivity has no effect on the income of wood sculpture craftsmen (Ulianti & Purbadharmaja, 2020).

METHOD

This study was carried out in Banjarbanggi Village, Pitu District, and Bangunrejo Village, Kidul, Kedunggalar District, Ngawi Regency. The data used is primary data, or data obtained directly from the original source without the involvement of intermediaries. Sampling employs the saturated sampling approach, which is a sampling methodology in which all members of the population are sampled and is used when the number of samples is very small (less than 30) or research seeks to generate generalizations with extremely minimal mistakes (Sihombing & Halawa, 2021). The information required for the variables in this study was gathered by observation, interviews, and the distribution of questionnaires. The purpose of this research is to estimate the impact of capital, the number of workers, the number of products produced (such as animal statues, decorative ornaments, and props for spruce trees), and government funds on the income of small and medium-sized businesses in the woodcraft industry sector. The following estimator models were employed in this study's data analysis technique:

$$PEND_i = \beta_0 + \beta_1 US_i + \beta_2 MDL_i + \beta_3 TK_i + \beta_4 PB_i + \beta_5 DK_i + \beta_6 PH_i + \beta_7 BP_i + \varepsilon_i$$

PEND	:	Small and Medium Industry Income in a year (rupiah)
US	:	Business age (years)
MDL	:	Capital (rupiah)
TK	:	Labor (people)
PB	:	Number of animal statues produced (unit)
DK	:	Number of decorations produced (units)
PH	:	Number of fir properties produced (units)
BP	:	Dummy government funds (1 if received, 0 if not received)
ε	:	Residual
β_0	:	Constant
$\beta_1 \ldots \beta_7$	:	Independent variable regression coefficient
i	:	Industry-i

To confirm the high quality of this study, a Gauss-Markov assumption test was performed, which comprised the identification of residual normality (Jarque-Bera test), heteroscedasticity (White test), autocorrelation (Breusch-Godfrey test), and multicollinearity (through Variance Inflation Factors (VIF). In addition, the F test will be performed to ensure the model's existence. After the model is known to exist, the effect of each independent variable on industrial income will be tested with the t test. The null hypothesis on the t test is that β_i = 0 (the i-independent variable has no effect on industrial income), while the alternative hypothesis is β_i> 0 (the i-independent variable has a positive effect on industrial income).

RESULTS

This study employs the Ordinary Least Squares (OLS) technique to assess the factors that influence the income of small and medium businesses (IKM) teak wood crafts in Ngawi District. Table 3 summarizes the OLS estimate and Gauss-Markov assumption test findings.

Table 3 OLS Estimation Results

$PEND_t = 33422613 - 5340315US_t + 1{,}792005MDL_t + 7939608TK_t - 82604{,}34PH_t + 138409{,}9PB_t$
(0,0688)*** (0,0000)* (0,0114)** (0,1151) (0,6441)
-29361,88DK_t + 1,77E+08BP_t
(0,0057)* (0,0038)*
R^2 = 0,993987; DW-Stat = 1,889259; F-Stat = 425,1043; Sig. F-Stat = 0,000000
Uji Diagnosis
(1) Multikolinieritas (VIF)
US = 1,400957; *MDL* = 13,47462*; TK* = 13,03921; *PH* = 8,816907; *PB* = 3,527535; *DK* = 2,301415; *BP* = 2,081596
(2) Normalitas (Uji Jarque-Bera)
$\chi^2(2)$ = 0,292873 Sig. $\chi^2(2)$ = 0,863780
(3) Autokorelasi (Uji Breusch-Godfrey)
$\chi^2(2)$ = 3,556065 Sig. $\chi^2(2)$ = 0,1690
(4) Heteroskedastisitas (Uji White)

$\chi^2(7)$ = 3,359146 Sig. $\chi^2(7)$ = 0,8499

Source: Primary data, processed. Description: *Significant at α = 0.01; **Significant at α = 0.05; ***Significant at α = 0.10.

The findings of multicollinearity detection (VIF) in Table 3 reveal that there is multicollinearity in the capital and labor variables. However, because the majority of the regression coefficients are demonstrated to be significant, multicollinearity is not serious and can be ignored.

The Jarque-Bera (JB) test yields a statistical probability of JB of 0.864, which is greater than 0.1, indicating that the residuals are normally distributed. The statistical probability in the Breusch-Godfrey (BG) test is then 0.169, indicating that there is no autocorrelation problem in the model. The residuals in this model are similarly homoscedastic because the probability of the White Test is 0.850.

The F test yields an F-statistic probability of 0.000, which is less than 0.05; thus, the age of the business, capital, labor, the number of animal statues produced, the number of decorative ornaments produced, the number of props produced, cypress trees, and government funds all affect the industry's income. The coefficient of determination (R2) is then 0.9940, indicating that 99.40% of the variation in industrial income is caused by variations in business age, capital, labor, the number of animal statues produced, the number of decorative ornaments produced, the number of spruce tree properties produced, and government funds, while the remaining 0.60% is caused by variables outside the model.

According to Table 3, the variables that have a substantial effect on industrial revenue are the age of the business, capital, labor, the decorations created, and government support, although the qualities of the fir trees produced and the animal sculptures made have little effect.

Table 4 Test Results t

Variabel	Coefficient	Sig. *t*	Conclusion
US	β_1 = -5340315	0,068	$\beta_1$significant on α 0,10
MDL	β_2 = 1,792005	0,000	$\beta_2$significant on α 0,01
TK	β_3 = 7939608	0,011	$\beta_3$significant on α 0,05
PH	β_4 = -82604,34	0,115	$\beta_4$not significant
PB	β_5 = 138409,9	0,644	$\beta_5$not significant
DK	β_6 = -29361,88	0,005	$\beta_6$significant on α 0,01
BP	β_7 = 1,77E+08	0,003	$\beta_7$significant on α 0,01

Source: Table 3

As demonstrated in Table 4, capital, labor, and government support had a positive influence on industrial revenue, whereas the age of the firm and decorative ornaments had a negative effect, and the properties of spruce trees and animal sculptures had no effect on industrial income. Thus, the coefficients of business age, capital, labor, decorations, and government support can be interpreted, however the coefficients of spruce trees and animal statues do not need to be interpreted because they are not significant. Working age has a regression coefficient of -5340315.This suggests that an increase in operational age of one year reduces industry income by 5,340,315 rupiah. Meanwhile, capital has a coefficient of 1.792, which means that if capital increases by one million rupiah, the industry's income will increase by 1.792 million rupiah. The workforce regression coefficient is 7939608, which

suggests that if the number of workers grows by one, industrial income will increase by 7,939,608 rupiah. Decoration has a regression coefficient of -29361.88, which suggests that increasing the amount of decorations produced by one unit decreases the industry's income by 29362 rupiah. The coefficient of government aid is then 177 million. This suggests that the average income of industries receiving government support is 177 million rupiah higher than that of industries that do not.

DISCUSSION

Business age, capital, labor, decorations, and government support all had an impact on industry revenue in 2021, whereas the properties of spruce trees and animal sculptures had no significant impact.

The regression results show that capital has a favorable effect on industrial income. Capital is the finances allocated to manufacture a product desired by consumers, and the more capital allocated, the more product produced, and thus the income earned.

Similar findings were made by Laili and Setiawan (2020), who discovered that growing capital increased the diversity and number of product stocks, hence encouraging an increase in the number of sales and income. Furthermore, capital must be included in determining remuneration for woodcraft industry players in order to promote welfare and the economy.

The labor variable has a favorable impact on industrial income. Increasing the number of workers increases the amount of things produced, which has the potential to boost income. Laili and Setiawan (2020) discovered similar outcomes, where labor may support the production process such that consumer demand is met and income grows.

Furthermore, a positive influence on income was identified in the government support variable, specifically funding for increased firm capital. Wirawan, Sudibia, and Purbadharmaja (2015) discovered similar results, in which government aid through revolving funds had a favorable influence on MSME income. This means that the larger the revolving capital granted, the higher the income of MSME actors. This implies that the government's role in providing capital assistance is required since the support offered can boost income and sustain the welfare of small and medium-sized businesses..

At the age of the business, a different effect, namely a negative one, was discovered. Cardilla, Muslih, and Rahadi (2019) discovered in their research that business age has a detrimental effect on firm performance. That is, as a corporation gets older, its profit declines. Because teak wood is not a necessity, its price nearly never rises.Meanwhile, raw materials such as nails, glue, and iron are constantly rising in price. If the selling price of items derived from teak wood does not rise, the industry's income will fall regardless of the age of the firm since it will not be compensated by an increase in the selling price of the products produced.

The manufacture of decorative ornaments has a detrimental impact on industry income. That instance, as the output of decorative ornaments rises throughout a year, the industry's income tends to fall. Because the products are tiny in size and the capital is relatively low, industry participants are willing to make stock items, i.e. goods that are not only for sale but also for display preparation. This might result in a drop in the industry's income level if it continues to produce due to an excess of unsold completed goods stockpiling.

The stature of the animal produced is one of the independent factors that has been demonstrated to have no effect on income. This is most likely because the manufacture of animal sculptures takes more raw materials, therefore more capital is allocated and the selling price is higher. Because animal figurines are not a need, their sales have little impact on the industry's revenue.

The features of spruce trees in this study were likewise determined to have no effect on industrial income. This is because market demand for fir trees only surges towards the end of the year or during the Christmas holidays, therefore fir tree property production has little effect on the industry's income inside a year.

IMPLICATIONS

This research can be the basis for increasing the income of the industrial sector. This study has proven that income can improve the welfare of the industry which has an impact on the resilience of the national economy. Further research is expected to use a wider range of independent variables in order to explain the role of industrialization in East Java province through different approaches.

CONCLUSION

The role of industrialization in a country's prosperity cannot be separated, especially for emerging countries. Indonesia is among the developing countries with vast natural resource potential that can be used by the community to do business, particularly small and medium-sized firms. The purpose of this study is to estimate the effect of capital, number of workers, number of products produced (such as animal statues, decorative ornaments, and props for spruce trees), and government funds on the income of small and medium enterprises in the woodcraft industry sector. Multiple linear regression Ordinary Least Squares (OLS) was used to meet the goals of this investigation. The validity of the influence results reveal that capital, labor, and government funds all have a favorable effect on industry income. On the other hand, the age of the firm and the resulting decorations had a negative impact, whereas animal statues and spruce tree properties had no effect on industry income. According to the research findings, in order to increase the income of the woodcraft industry in Ngawi Regency, the government is expected to increase and distribute capital assistance as well as provide training, particularly in developing innovations related to products produced and performance to industry players. In addition to raising income, these activities are beneficial for preserving industrial welfare because MSMEs and Small and Medium-sized Industries (SMIs) strive to develop national economic resilience, particularly in Ngawi Regency.

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