



The Influence of Retribution, Domestic Tourist Trips Number, Hotel Occupancy Rates, and the Percentage of Poor Population on the Local Own-Source Revenue (Lor) of South Sumatra

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ABSTRACT

This study aims to analyze the impact of tourism on Local Own-source Revenue (LOR) in South Sumatra. The multiple linear regression method was used to study the impact of tourism variables represented by the number of domestic tourists, occupancy rates of star-rated and non-star-rated hotels, and retribution Local Own-source Revenue (LOR) compensation on LOR. In addition, the proportion of poor population was added as control variables. The analysis results show that all independent variables have a significant impact on Local Own-source Revenue (LOR) at the same time, with an F statistic of 163.257 and a significance of 0.000. Among them, retribution Local Own-source Revenue (LOR), the number of domestic tourists, and the occupancy rate of star-rated hotels have a significant positive impact on LOR, while the occupancy rate of non-star-rated hotels and the proportion of poor population have a negative impact. The regression model also meets all classical hypothesis tests, indicating that it is an effective and reliable model. This study proposes some strategies to improve the quality and management of tourism in a sustainable way to support the growth of Local Own-source Revenue (LOR) in South Sumatra.

Keywords: Tourism, Local Own-source Revenue (LOR), retribution, domestic tourists, hotels, poor population.

1. INTRODUCTION

The tourism sector is one of the main pillars driving the regional economy in Indonesia, including in South Sumatra Province. Tourism not only contributes to job creation and improving community welfare, but also serves as a primary source of Local Own-source Revenue (LOR) through taxes and levies received from tourist activities (Algazali, 2025). In the city of Palembang, as the provincial capital, the tourism and creative economy sectors have contributed more than 30% to the total Local Own-source Revenue (LOR) in 2023, amounting to Rp344 billion out of a target of Rp1.1 trillion (Puspita, 2024). This contribution has strengthened post-pandemic with an increase in the number of domestic tourist visits in 2023 and sustained growth in 2024.

The increase in the number of tourists is inseparable from the efforts of the Palembang City Government in promoting cultural, historical, and culinary destinations, aimed at attracting both domestic and international tourists. Additionally, the occupancy rates of star and non-star hotels in South Sumatra in March 2025 reached 31.46% and 17.13%, respectively, indicating a significant improvement after the pandemic (BPS Sumsel, 2025). BPS data also recorded the number of domestic tourist trips to South Sumatra at the beginning of 2025 reaching over 4 million, an increase of 44.43% compared to the previous period, proving that this sector is starting to recover and has great potential for further development (BPS Sumsel, 2025).

The influence of the tourism sector on Local Own-source Revenue (LOR) is not only direct through the receipt of taxes from hotels, restaurants, entertainment, and advertising, but also indirect through the multiplier effect on other sectors such as transportation, trade, and local micro, small, and medium enterprises (MSMEs) (Nafiisah, 2025). Yusdy Patendeng's study (2025) in North Toraja Regency shows that the number of tourist visits has a positive and significant impact on Local Own-source Revenue (LOR), while the number of restaurants also contributes positively, although the number of hotels does not always directly affect regional revenue. This shows that the components supporting tourism must be developed holistically in order to provide optimal benefits for Local Own-source Revenue (LOR).

Furthermore, the tourism sector can be a driving force for regional economic growth through increased infrastructure investment, job creation, and enhanced purchasing power of the community (Sarif, 2023). A study by Christina (2023) also shows that tourism has a strong relationship with regional income, thereby supporting the TLGH hypothesis. Thus, the planned and sustainable development of the tourism sector will have a positive impact on both economic growth and Local Own-source Revenue (LOR).

In South Sumatra, this potential is increasingly evident with various flagship tourist attractions such as the Sumatra version of Borobudur Temple, namely Muara Takus Temple, the historical site of the Srivijaya Kingdom, Lake Ranau, and cultural events like the Sriwijaya Festival which is held annually. The presence of Sultan Mahmud Badaruddin II Airport and the development of supporting infrastructure also enhance tourist accessibility, which in turn boosts consumption and economic transactions in the region (Farid & Utomo, 2024).

However, there are still several challenges in optimizing tax and retribution management from the tourism sector, especially from non-star hotels and homestays that have not yet been fully recorded and monitored effectively (Haki, 2018). Therefore, the importance of supportive regulations, digital promotion, and the improvement of service quality in the tourism sector is crucial to maximize its contribution to Local Own-source Revenue (LOR). Considering the positive trends in the tourism sector and the available empirical data, analyzing the impact of the tourism sector on the Local Own-source Revenue (LOR) of South Sumatra Province becomes relevant (Suprani, 2019). This research aims to identify the key variables in the tourism sector that have the most significant impact on Local Own-source Revenue (LOR), as well as to provide policy recommendations for sustainable and productive tourism development.

This research will answer two questions, namely the extent of the contribution of the tourism sector, measured through the number of domestic tourist trips, the occupancy rates of star and non-star hotels, and regional levies, to the Local Own-source Revenue (LOR) of South Sumatra Province, and how the macroeconomic conditions of Palembang City affect the relationship between the development of the tourism sector and the increase in LOR of South Sumatra Province.

2. METHODOLOGY

This study aims to analyze the impact of the tourism sector on the Local Own-source Revenue (LOR) of South Sumatra Province. The variables used in this study consist of Regional Revenue from Retribution, the Number of Domestic Tourist Trips, the Occupancy Rate of Star and Non-Star Hotels, and the Percentage of the Poor Population. The results of the data processing were conducted using multiple linear regression supported by classical assumption tests as well as macroeconomic data from the city of Palembang.

To strengthen the interpretation of LOR dynamics in South Sumatra, particularly the influence of the tourism sector, macroeconomic data from the city of Palembang is also used. This city is the center of economic, tourism, and provincial government activities.

Table 1. Macroeconomic Indicators of Palembang City 2020–2023

Tahun	Jumlah Penduduk	PDRB (Rp Juta)	IHK
2020	±1.662.000	±104.376	103,89
2021	±1.668.000	±104.606	105,52
2022	±1.683.000	±106.900	109,33
2023	.740.000	±116.099	116,53

From the table above, it can be observed that during the period 2020–2023, there is a trend of population growth, GDP, and CPI in the city of Palembang. The increase in the population indicates a growing domestic market potential. The increase in GDP reflects

the growing economic activity, including contributions from the tourism and service sectors. Meanwhile, the rise in the Consumer Price Index (CPI) indicates inflation that can be triggered by consumption growth, including by tourists.

This trend is consistent with regression results that show the increase in the tourism sector drives the rise in LOR. The city of Palembang, as the epicenter of tourism activities, has a strong relationship between high tourist mobility, hotel occupancy, and local economic activity reflected in the CPI and GDP.

3. FINDINGS AND DISCUSSION

Table 2. Regression Results

Dependent Variable: Y Method: Least Squares Sample: 2020M01 2023M12 Included observations: 48				
Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	1.19E+10	1.14E+09	10.51413	0.0000
X1	101.0394	14.47303	6.981219	0.0000
X2	647.3527	182.8387	3.540567	0.0010
X3	20653719	4050405.	5.099173	0.0000
X4	-73626002	8796816.	-8.369619	0.0000
X5	-7.14E+08	78038680	-9.152923	0.0000
R-squared	0.951065	Mean dependent var		3.92E+09
Adjusted R-squared	0.945240	S.D. dependent var		6.63E+08
S.E. of regression	1.55E+08	Akaike info criterion		40.67557
Sum squared resid	1.01E+18	Schwarz criterion		40.90947
Log likelihood	-970.2136	Hannan-Quinn criter.		40.76396
F-statistic	163.2570	Durbin-Watson stat		1.365465
Prob(F-statistic)	0.000000			

Regression analysis is a statistical technique used to understand the relationship between one or more independent variables and one dependent variable (Alamsyah, 2022). The results of the multiple linear regression indicate that all independent variables have a significant impact on the LOR of South Sumatra. The F-statistic value of 163.257 with a significance of 0.000 (<0.05) indicates a strong simultaneous influence. The Adjusted R-squared value of 0.9452 indicates that 94.52% of the LOR variation can be explained by these five variables. Partially, the LOR Retribution coefficient (X1) of 101.03 and significant at 0.000 indicates that an increase in regional retribution will enhance LOR. The number of tourist trips (X2) has a positive effect with a coefficient of 647.35 ($p = 0.001$), indicating that an increase in the number of tourists directly impacts the increase in LOR.

The occupancy rate of star-rated hotels (X3) also has a positive and significant impact, with a coefficient of 20,653,719 ($p = 0.000$), meaning that an increase in the occupancy of star-rated hotels drives regional revenue. Conversely, the occupancy of non-star-rated hotels (X4) has a significant negative impact (coefficient -73,626,002), indicating that the growth of this sector is not yet productive enough in contributing to LOR. Lastly, the percentage of the poor population (X5) also has a negative impact (coefficient -714 million), showing that the higher the poverty rate, the lower the LOR generated.

3.1 The Influence of Retribution LOR on LOR

Retribution LOR significantly affects LOR, as evidenced by a significance value of 0.000, which is less than 0.05. The coefficient value is 101.03, indicating a positive influence, meaning that the higher the retribution LOR, the higher the LOR, and conversely, the lower the retribution LOR, the lower the LOR. This also shows an increase in LOR of 101.03 units for every one-unit increase in retribution LOR.

3.2 The influence of the number of domestic tourist trips in South Sumatra on LOR

The number of domestic tourist trips in South Sumatra significantly affects the Regional Revenue (LOR), as evidenced by a significance value of 0.001, which is less than 0.05. The coefficient value is 647.35, indicating a positive influence, meaning that the higher the number of domestic tourist trips in South Sumatra, the higher the LOR will be, and conversely, the lower the number of domestic tourist trips in South Sumatra, the lower the LOR will be. This also shows an increase in LOR by 647.35 units for every unit increase in the number of domestic tourist trips in South Sumatra.

3.3 The occupancy rate of star-rated hotel rooms significantly affects LOR

The occupancy rate of star-rated hotel rooms has a significant impact on LOR, as evidenced by a significance value of 0.000, which is less than 0.05. The coefficient value is 20,653,719.0, indicating a positive influence, meaning that the higher the occupancy rate of star-rated hotel rooms, the higher the LOR, and vice versa, the lower the occupancy rate of star-rated hotel rooms, the lower the LOR. This also shows an increase in LOR of 20,653,719.0 units for every one-unit increase in the occupancy rate of star-rated hotel rooms.

3.4 The occupancy rate of non-starred hotel rooms in relation to LOR

The occupancy rate of non-starred hotel rooms has a significant impact on LOR, as evidenced by a significance value of 0.000, which is less than 0.05. The coefficient value is -73626002.0, indicating a negative influence, meaning that the higher the occupancy rate of non-starred hotel rooms, the lower the LOR, and vice versa, the lower the occupancy rate of non-starred hotel rooms, the higher the LOR will be. This also shows a decrease in LOR by 73626002.0 units for every one-unit increase in the occupancy rate of non-starred hotel rooms.

3.5 The influence of the percentage of the poor population on LOR

The percentage of the poor population has a significant impact on LOR, as evidenced by a significance value of 0.000, which is less than 0.05. The coefficient value is -7.14×10^8 , indicating a negative influence, meaning that the higher the percentage of the poor population, the lower the LOR, and vice versa, the lower the percentage of the poor population, the higher the LOR. This also shows a decrease in LOR of -7.14×10^8 units for every one-unit increase in the percentage of the poor population.

3.6 Simultaneous Test

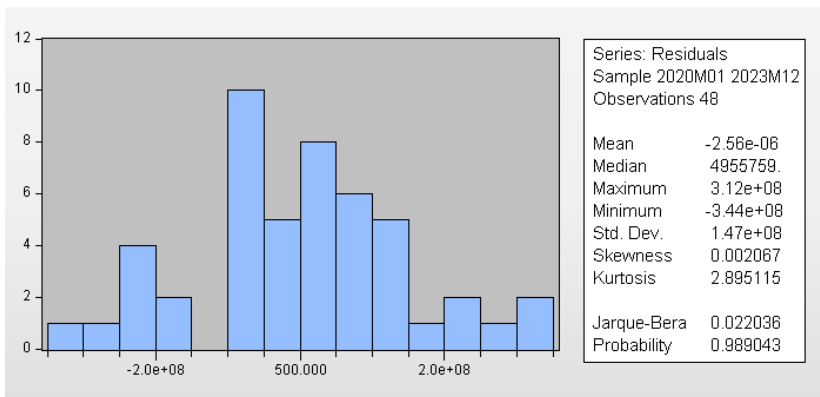
There is a significant simultaneous influence from the LOR retribution variable, the number of domestic tourist trips in South Sumatra, the occupancy rate of star-rated hotel rooms, the occupancy rate of non-star-rated hotel rooms, and the percentage of the poor population on LOR, as evidenced by the significance value of F, which is 0.000, thus it is less than 0.05.

3.6.1 Coefficient of Determination (Adjusted R Square)

The Adjusted R-Square value is 0.9452, which means that the variables of LOR retribution, the number of trips by domestic tourists in South Sumatra, the occupancy rate of star-rated hotel rooms, the occupancy rate of non-star-rated hotel rooms, and the percentage of the poor population together can influence LOR by 94.52%.

Normality Test

Table 3. Normality Test



The results of the normality test of the residual values show a significance of 0.989, which is above 0.05. Therefore, it can be said that the data in this study are normally distributed.

3.6.2 Multicollinearity Test with Variance Inflation Factor (VIF) Value

Table 4. VIF Value

Variance Inflation Factors
Sample: 2020M01 2023M12
Included observations: 48

Variable	Coefficient Variance	Uncentered VIF	Centered VIF
C	1.29E+18	2566.268	NA
X1	209.4687	47.22681	1.739741
X2	33429.99	32.80463	2.951930
X3	1.64E+13	81.60520	2.854810
X4	7.74E+13	71.68850	1.249357
X5	6.09E+15	1905.404	2.263237

The multicollinearity test aims to examine whether one independent variable has a direct relationship (correlation) with another independent variable. Multicollinearity can be seen from the VIF (Variance Inflation Factor) and Tolerance values. The VIF values for each independent variable are below 10, indicating that there is no multicollinearity.

3.6.3 Heteroskedasticity Test

Table 5. Heteroskedasticity Test

Heteroskedasticity Test: White

F-statistic	0.969111	Prob. F(5,42)	0.4477
Obs*R-squared	4.964969	Prob. Chi-Square(5)	0.4202
Scaled explained SS	3.601955	Prob. Chi-Square(5)	0.6080

Test Equation:

Dependent Variable: RESID^2

Method: Least Squares

Sample: 2020M01 2023M12

Included observations: 48

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	6.45E+16	1.13E+17	0.572492	0.5700
X1^2	-204.9006	120.6601	-1.698164	0.0969
X2^2	31740.60	20396.53	1.556177	0.1272

X3^2	-1.01E+13	7.61E+12	-1.324176	0.1926
X4^2	2.33E+13	3.69E+13	0.630912	0.5315
X5^2	-1.37E+14	6.20E+14	-0.221483	0.8258
<hr/>				
R-squared	0.103437	Mean dependent var	2.11E+16	
Adjusted R-squared	-0.003297	S.D. dependent var	2.93E+16	
S.E. of regression	2.94E+16	Akaike info criterion	78.79335	
Sum squared resid	3.63E+34	Schwarz criterion	79.02725	
Log likelihood	-1885.040	Hannan-Quinn criter.	78.88174	
F-statistic	0.969111	Durbin-Watson stat	1.865943	
Prob(F-statistic)	0.447668			

The heteroskedasticity test is an examination aimed at testing whether there is a difference in variance of the residuals from one observation to another in a regression model. The result above obtained a significance value of 0.4202, which is greater than 0.05, indicating that there is no heteroscedasticity.

3.6.4 Autocorrelation Test

Table 6. Autocorrelation Test

Breusch-Godfrey Serial Correlation LM Test:

F-statistic	2.400065	Prob. F(2,39)	0.1040
Obs*R-squared	5.150810	Prob. Chi-Square(2)	0.0761

Test Equation:

Dependent Variable: RESID

Method: Least Squares

Sample: 2020M01 2023M12

Included observations: 48

Presample missing value lagged residuals set to zero.

Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	25153457	40960754	0.614087	0.5427
X1	-1.086772	2.462641	-0.441303	0.6614
X2	-3.582122	25.30965	-0.141532	0.8882
X3	-423676.3	620208.9	-0.683119	0.4986
X4	401469.8	1356386.	0.295985	0.7688
D(X5)	-23864238	80117287	-0.297866	0.7674
RESID(-1)	0.196611	0.164094	1.198157	0.2381
RESID(-2)	0.290850	0.177021	1.643032	0.1084
<hr/>				
R-squared	0.109592	Mean dependent var	-1.24E-08	
Adjusted R-squared	-0.050225	S.D. dependent var	21505245	

S.E. of regression	22038682	Akaike info criterion	36.80834
Sum squared resid	1.89E+16	Schwarz criterion	37.12325
Log likelihood	-856.9959	Hannan-Quinn criter.	36.92684
F-statistic	0.685733	Durbin-Watson stat	1.795840
Prob(F-statistic)	0.683251		

The above result obtained a significance value of 0.076, which is greater than 0.05, indicating that there is no autocorrelation.

4. CONCLUSION

Based on the analysis results that have been conducted, it can be concluded that the tourism sector has a significant influence on the Local Own-source Revenue (LOR) of South Sumatra Province. The variables used in this study, namely Regional Revenue from Retribution, the Number of Domestic Tourist Trips, the Occupancy Rate of Starred and Non-Starred Hotels, and the Percentage of Poor Population, simultaneously show a strong relationship with LOR. The F-statistic value of 163.257 with a significance of 0.000 (<0.05) proves the significant influence of all independent variables on LOR. Additionally, the Adjusted R-squared coefficient of 0.9452 indicates that 94.52% of the variation in LOR can be explained by these five variables, while the remaining portion is influenced by factors outside the research model.

Partially, the Number of Domestic Tourist Trips and the Occupancy Rate of Starred Hotels have a positive and significant impact on LOR, while the Occupancy Rate of Non-Starred Hotels and the Percentage of Poor Residents have a significantly negative impact. This indicates that the growth of tourists and the occupancy of star-rated hotels directly contribute to the increase in regional revenue, while the inability of the non-star hotel sector and the issue of poverty in supporting LOR pose challenges that need to be addressed promptly through more targeted policies. The results of the classical assumption test also show that the regression model used has met the BLUE (Best Linear Unbiased Estimator) assumption, making the results valid and usable as a basis for decision-making in tourism sector policies and LOR.

4.1 Hoteliers' contribution in improving LOR

Hoteliers, especially non-star hotels in South Sumatra, have to maximize their operations holistically if they are to contribute more to LOR. By implementing strategic projects like improving the quality of facilities and services, rich visitors could be drawn in, so promoting higher economic turnover. Businesses must comply with legal requirements, thus they need operational licenses including the Tax Identification Number (NPWP), the Tourism Business Registration Certificate (TDUP), and maintenance of digital and open transaction records. Following these guidelines not only helps companies in a more open tourism sector become more competitive but also satisfies tax obligations. Encouragement of small and medium-sized businesses to participate in the official tourist ecosystem depends critically on cooperation between companies and local authorities via training, corporate certification, and cooperative marketing. While non-star hotels recorded

1.13 nights in April 2025, implying that improvements in service quality may result in a rise in tourist visiting length, Wongkito.co notes that the average length of stay (ALOS) for star-rated hotels in South Sumatra was 1.33 nights.

4.2 Approach of the Provincial Government of South Sumatra to Improve Travel Income

Especially in highly populated tourist areas, the South Sumatra Provincial Government is essential in improving the contribution of tourism to LOR and in supporting management and control of non-star hotels. To prevent illegal activity, one advised cure is to improve monitoring and painstakingly compile information on non-star hotels. The government might also create incentive programs for formally registered hotels via the Tourism Bureau, tax conversion subsidies, or free management training. Real-time monitoring of hotel taxes and tourism activity depends on quick integration of the tourism industry database with the regional tax system. Local tourism-oriented poverty alleviation projects—including the empowerment of small and medium-sized businesses close to tourist sites, the training of local tour guides, and the provision of advice on reducing illegal taxation—must first take front stage in development plans. This approach will improve public administration income (LOR) and promote local economic resilience concurrently.

4.3 The part formal tourism plays in public endorsement.

The public have a great responsibility in supporting regional growth and legal tourism. One specific solution is giving legally licensed hotels top priority since they are directly controlled by government agencies and offer comfort standards and safety. Choosing illegal accommodation runs many risks, from possible criminal activity to lack of legal responsibility. Moreover, by being tax-aware visitors, the people could support the legal tourism industry since all expenses in licensed hotels and restaurants directly help LOR, which can be applied for public services and infrastructure development. Promoting service improvements and strengthening the responsibility of corporate entities depends much on public active participation using credible evidence like pictures or videos along with criticisms, suggestions, and viewpoints presented by hotel lobbies or online booking systems.

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