

The Analysis of Capital Factor, Time Experienced, and Level of Education on Income of Broiler Farmers in Jember Regency

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Abstract—Business farm having an important role in the national economy especially in providing jobs. The success of a business can be seen from the level of income. Capital, the level of education and long effort were influence into an establishment of income for farmers in Jember. This research is to find out the effects of the capital, time experienced, and the level of education farmers in a partial and simultaneous for income of broiler farmer. The method of sampling in this research is purposive sampling. Thirty of respondents obtained based on a calculation proportionally and thought to represent the population. The results of the research the capital (X1) partially has a significant effect on the income of broiler breeders in Jember Regency (Y). Time experienced (X2) partially has no significant effect on the Variable level of education (X3) partially has a significant effect on the income (Y). Capital Variables (X1), time experienced (X2) and education level (X3) simultaneously or simultaneously have a significant effect on the income of broiler breeders in Jember Regency (Y). The smallest capital and generate income can occur because of the experience of increasing skills and productivity. Skills and productivity are supported by education, high education makes it easier for businesses to accept and understand innovation and apply modern technology to increase income.

Keywords—capital, time experienced, level of education, income, farmer

I. INTRODUCTION

Livestock business has an important role in the national economy, especially in the provision of employment, sources of income for farmers and animal protein sources that are of high nutritional value and as potential foreign exchange earners. Livestock business has a positive impact on the livestock economy and increased domestic livestock production. Revenue is the ultimate goal of a business. Income analysis is very important to know the benefits. Income in livestock business is the difference between total revenue and total production costs incurred by farmers during one maintenance or production period.

The main factor influencing a business is capital or cost is one of the factors that are very important for every business, whether small, medium or large [1]. Another factor that influences income is the length of business, the length of time a person runs a business will add insight and experience to the business. Knowledge of livestock business is a determining factor of business success, if a farmer has long pursued his business, knowledge in the form of experience will continue to increase and the farmer understands the business situation better. In addition to capital factors and length of business that affect broiler breeders' income, there are still other factors that influence income, namely the level of education owned by farmers. The link between the level of education and income is a person's mindset.

A rational mindset and being able to accept innovation will be able to support income. One of the factors that cause an entrepreneur to differ in terms of accepting innovation is the level of education that is owned more quickly in absorbing innovation and having a positive impact on the business runs [2]. On this basis, the researchers want to know the effect of capital, length of business and level of education on the income of broiler breeders.

Fluctuating broiler population in Jember Regency is interesting to observe. Observations are intended to find out how much the socio-economic influence of farmers on income. Factors of capital, level of education and length of business that is thought to be influential in a business that has an impact on income, this is a driving force for researchers to examine how much capital factor, length of business and level of education affect the income of broiler breeders in Jember Regency.

Capital is one very important factor for every business, both small, medium and large scale while according to [3] capital is all forms of wealth that can be used directly or indirectly in the production process to increase output. The size of the capital owned shows the ability of the business scale to be pioneered. As for its usefulness, capital in

commercial broiler chicken farms is divided into two parts, namely investment capital, and working capital. Furthermore, investment capital is the capital that will be used to finance the procurement of all infrastructure and business facilities in the form of food, drinking, heating, cages and permanent property [4]. These costs are called fixed costs. The infrastructure and facilities are used for a long period of time, can be 2 years, 5 years, or up to 15 years. The residue value of the facilities used will continue to decrease in accordance with the age of use, even the means used cannot have value at all or zero.

Time experienced factor can be interpreted as experience. The more experienced person is the more income or business profit will increase. Business experience is also a good learning information that is needed and used in decision making. Experience can be used as a reference in strategic decision making, compared to using management theory. Business duration is the length of time a farmer maintains broilers, either independently or by the partnership pattern of the company, which is stated in units of time. Experience and length of effort will provide meaningful lessons in addressing the business situation and development, experience and long trying to make a meaningful contribution to the business [5] and [6].

Decision making in carrying out business activities focusing on past experience, which is useful as a benchmark in taking a stand in an effort to develop business in a more advanced and sustainable direction. Furthermore [6] reported that the longer the experience means they are more knowledgeable about probability as a consequence of the decisions taken. The higher business experience enables these businesses to be able to take into account the risks in their business decisions so that unfavorable risks can be avoided.

Educated workers have higher work productivity than those who are not educated, education can make business conditions better. Furthermore [7] reported that human resources are able to improve the quality of life through a process of education, training, and development that will ensure increased work productivity. The level of education also guarantees adequate income and improves the welfare of life. Education is a means to increase intelligence and skills so that higher levels of education will have a positive influence on productivity and will have an impact on the high income that will be obtained.

Income is the result of the sale of the factors of production he has in the production sector. Income is the result of money or other material that can be achieved through the use of factors of production. Household income is the total income of each household member in the form of money or nature obtained either as a salary or wage for a household business or other source. A person's business condition can be measured by using an income concept that shows the amount of all money received by a person or household during a certain period of time [8] and [9] reported income is the sale of products or business goods, income or services provided by the service company, the benefits obtained from the use of assets or economic resources by other parties, and the sale of goods other than products or business goods. Another definition of income is

the amount of income derived from work results and usually, a person's income is calculated every year or every month.

II. RESEARCH METHODS

The population observed was broiler breeders in Jember Regency. Based on data from the local Directorate of Livestock Service, the number of broiler breeders registered was 84 farmers. The sampling method used in this study is purposive sampling, namely, sampling is done intentionally and the determination of the sample is determined by the researcher. The sample used is 30 respondents, the sample results are obtained based on proportional calculations and are considered to represent the existing population.

The variables measured are three such as capital (X1), time experienced (X2), and level of education (X3) as independent variables and income (Y) as dependent variables.

Capital is a residual right on assets held after deducting all liabilities. The indicators to measure the number of capital, whether the number of capital influences the business being carried out, the source of capital, is the origin used to run the business and the number of livestock.

Time experienced business is in a unit of time, in which case the researcher can find out how long this business is run and what is the experience in this business and how the plan for the future is expected by the farmer. The indicators used to measure such as experience, a lesson learned from previous events, work discipline, responsibility for work and business plan, is a way of thinking and problem solving and future business development.

The level of education is formal education which is the background of entrepreneurs (elementary, junior high, high school and high school). The indicators used to measure is knowledge, is to have insight into the business carried out, both technically and managerially, business opportunities, is the ability to respond to the potential of the business involved and communication, how to convey what the purpose and purpose to be achieved.

Income is the amount of profit obtained in units and also the payment obligations related to the continuity of the business. The indicators used to measure are profit, is the net profit or yield obtained after deducting production costs and cost, is an absolute requirement that must be fulfilled for the smooth running of the business.

The data collection procedure in this study uses primary data. There are three data collection techniques used in obtaining primary data, including interview and questionnaire.

This study uses validity tests to determine the data collected so as not to deviate from the description of the variables studied. Validity test is done by correlating the score of each item with the total score.

Reliability test used in this research is consistency or rigidity to measure an object under study. A research instrument is said to have a high-reliability value when the measurements made have consistent results in measuring what they want to measure. The instrument is said to be

reliable is an instrument that if used several times at different times to measure the same object will produce the same data.

Multiple linear regression analysis methods are used to determine the significant or insignificant influence of capital variables, length of business and level of education on income both simultaneously and partially.

III. RESULTS AND DISCUSSION

The correlation coefficient was instrument has a calculated r value greater than r table 0.361. Based on the criteria of validity if r count is greater than r table or equal to r table at a significant level of 0.05 (5%) means that the instrument meets the criteria for validity 0.866 greater than 0.361. From this value shows that all question items from independent and bound variables were reliable.

Reliability test is an index that shows the level of consistency of measuring devices used can be trusted or reliable. The instrument is said to be reliable is an instrument that if used several times at different times to measure the same object will produce the same data. Instruments can be trusted or reliable (reliable) if the reliability value in the Spearman-Brown formula is greater than r table in significant 0.05 (5%).

Analysis of the results of research conducted on 30 respondents in Broiler Farmers in Jember District showed the effect of independent variables on the dependent variable. The factors identified as variables in this study are: dependent variable is income (Y) and the independent variable is capital (X1), length of business (X2) and level of education (X3).

$$Y = 5,186 + 0,830 X1 + 0,437 X2 + 0,623 X3$$

The positive value constant means that if there is a capital factor (X1), length of business (X2) and level of education (X3), the income value (Y) will increase by 5.186. Whereas if the capital factor, length of business and level of education are equal to 0 (zero) then the income is equal to 5,186.

The capital showed a significant influence and had a positive relationship with the income of broiler breeders. The amount of the variable regression coefficient of the breeder capital is 0.830. This means that if the farmer's capital increases by 1% while other factors are considered fixed, then the broiler breeder's income will increase by 0.830%.

The time experienced showed a significant influence and has a positive relationship with the income of broiler breeders. The magnitude of the regression coefficient variable of the farmer's business duration is 0.437. This means that if the farmer's business duration increases by 1% while other factors are considered constant, then broiler breeder's income will increase by 0.473%.

The level of education of farmers shows a significant influence and has a positive relationship with the income of broiler breeders. The amount of the variable regression coefficient is the level of breeders education is 0.623. This means that if farmers' education increases by 1% while other factors are considered fixed, broiler breeder income will increase by 0.623%.

A. Analysis Modal on Income of Broiler Farmer

Capital is a number of goods, services and money owned to start a business in the field of animal husbandry. The amount of capital used will contribute to the operating income that is carried out, assuming the greater the capital used, the greater the income.

Based on the results of field research, capital has a positive effect, both partially and simultaneously on income. Running a business with large capital gives a high contribution to income. Capital can be classified into 2 parts, namely; business capital and reserve capital. The business capital used to run a business, the amount of business capital tends to be higher than the reserve capital. Business capital covers all business activities, namely from seed, feed, and management of the capital. The reserve capital is prepared for possible problems that have a negative impact while pursuing business. Reserve capital is also prepared to face incidental situations and conditions as long as the business takes place so that it does not hamper business and results in a decrease in income. The situation and conditions in question are if, during maintenance, chickens are attacked by disease or any problem is easy and fast to overcome. When the business capital used has been exhausted, the business actor can rely on reserve capital to finance the handling of the problem at hand. Capital is the main factor that influences a business capital plays an important role and is the backbone of livestock business [10]. Furthermore, capital will be influenced by the size of business activities or the company (production and sales), the greater the company's activities, the greater the working capital needed [11].

Capital is not a single factor affecting income, because there are other factors that support an effort to increase income. Another factor that influences income is education and length of business.

Education is a means to receive information and innovation as well as technology that continues to grow in business, while the length of the business will increase productivity and skills based on experience.

B. Analysis Time Experienced on Income of Broiler Farmer

A farmer experience will be obtained by a person based on the length of time they run a farm, the longer the business is engaged, the more experience they get, when the experience of increasing income can be increased through the experience. The length of business is the length of time a person works in a business that is currently being lived.

Based on the results of the study, the length of effort or experience had no effect on broiler breeders in Jember Regency. Experience has no effect on income because broiler breeders have a firm principle. The principle is firm in the sense that farmers prefer to breed traditionally and get a little profit from their efforts is enough for them. This principle is what causes income to tend to average from period to period because there are no tips to increase income, besides the principle of business actors like this is not easy to accept innovation especially using modern technology. This situation results in the experience having

no effect on income, if the farmer has a high curiosity and accepts innovation and uses modern technology, the positive impact will be seen in the income which tends to increase. The longer the field of business is concerned, the more knowledge about the business will increase. Farmers learn from experience to be better than before. However, the breeders found in the field are not caring and do not want to make changes that are maximizing their business experience related to the courage to take risks, every entrepreneur is brave to make changes to existing conditions if it can bring profit and increase production. When businesses have the experience and courage to accept innovation and then use technology, the income will increase, as long as the business or business is running smoothly [12], [13] and [14].

Farmers who are able to accept innovation must first be able to change their attitude. The duration of a business can lead to business experience, where experience can influence one's observation of action. The change in attitude in question is that when there is a growing innovation, farmers try to accept and override the indifference towards the innovation. Innovations that are well received are then understood to be easy to utilize modern technology.

Variable length of business partially does not have a significant effect on income but simultaneously the factor of business duration gives positive or significant results on the income of broiler breeders. Experience enhancing skills and productivity

C. Effect of Broiler Carcass Quality (X2) on Consumer Purchasing Power

The low level of education of breeders has an impact on the mastery of knowledge about technology, the lack of mastery of technology will also have an impact on business development, when there is no development, the income will only focus on one factor, so it tends to inhibit the increase in farmers' income. Human resource development that relies on education is basically to increase competitiveness in entering the world of work [14]. Basically, someone works first to get capital. When you get capital, someone will set up your own business. Businesses that are established with their own capital and based on their work experience and education will run smoothly and experience development, as reported by [15] the level of education of business owners influences financing decisions. Own capital used in the business is highly considered its success because the capital must be able to return during running the business. The right return on capital can make a profit. The advantage of a business can be used to increase the business owned so that income continues to grow.

The contribution of education is closely related to the business world, especially in the field of animal husbandry, because education influences the mindset of farmers in overcoming the problems faced in running a business. Higher education is believed to be able to overcome problems easily because with the knowledge of business people can adopt technology to minimize problems. In essence, the higher the level of education, the higher the income, this is in accordance with [16] education is one of the means to increase intelligence and skills so that higher

levels of education will have a positive influence on productivity and will have an impact on will be obtained.

The level of education is a very influential factor in the business world, especially in the field of animal husbandry, because the higher the level of education, the easier it is to understand innovation and adopt modern technology, this is in accordance with [2]. The high education they have is getting faster in absorbing innovation and having a positive impact on the business they run. A good response to the development of innovation and technology has a positive impact on an effort to increase income. Based on the results of field research, the latest education for broiler breeders in Jember Regency with a high school or vocational school background was obtained. This is considered sufficient for businesses in accepting existing innovations, but still needs support and balance in adopting technology that will be used later. Business actors if they have a higher education level do not need to waste time getting guidance when they have understood and accepted the innovation, it is easy to implement it so that the income will be increased faster.

IV. CONCLUSION

Based on the results of data analysis and discussions it can be concluded that: the capital variable (X1) partially has a significant effect on the income of broiler breeders in Jember Regency (Y). Capital is the backbone of a business, which is why capital contributes and partially influences income. Variable length of business (X2) partially has no significant effect on the income of broiler breeders in Jember Regency (Y). Business duration or experience will not affect a business if there are no tips for business actors to develop their business and accept innovation and apply technology to increase income. Variable level of education (X3) partially has a significant effect on the income of broiler breeders in Jember Regency (Y). The higher the education of business actors, the easier it is for businesses to accept and understand and implement innovative technologies and technologies to increase income. Capital Variables (X1), length of business (X2) and education level (X3) simultaneously or simultaneously have a significant effect on the income of broiler breeders in Jember Regency (Y). The smallest capital and generate income as much as possible, this can occur because of the experience of increasing skills and productivity. Skills and productivity are supported by education, high education makes it easier for businesses to accept and understand innovation and apply modern technology to increase income.

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