

THE EFFECT OF THE NUMBER OF FOREIGN TOURIST VISITS AND THE NUMBER OF HOTEL OCCUPATIONS ON RECEIPT OF THE TOURISM INDUSTRY PDRB SUB SECTOR IN JEMBER DISTRICT 2005-2018

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ABSTRACT

This study aims to determine how much influence the number of tourist arrivals and hotel occupancy on the acceptance of the PDRB sectors of the tourism industry in Jember Regency 2004-2013. The data used is a time series data of the Central Bureau of Statistics and the Department of tourism. This study used quantitative research methods and using partial adjustment model using time series processor. In this study, the independent variables are foreign tourists (W_1) and hotel (H_2) while the dependent variable is the PDRB (R). Results of the research by using multiple regression analysis known and simultaneous regression test (Test F) note that F-stat 59.69 confident below 1 percent showed that foreign tourists and hotels a significant effect on the PDRB in the Jember Regency. Partial regression test (t test) showed that the variables of foreign tourists and the hotel had a significant effect on the PDRB of Jember Regency. The magnitude of the effect that the (R^2) of 0.95. So, that's to be mean of PDRB as the dependent variable is able to be explained by the independent variables namely foreign tourists and hotels amounted to 95% and the remaining 5% is explained by variables - other variables outside the research.

Keyword: foreign tourists, Hotel, PDRB Jember.

1. INTRODUCTION

Indonesia is a country that is famous for its natural beauty. The flora and fauna found around 17,503 (5,707 already have names) islands scattered in the emerald of the equator exude a very strong aura and attraction for both local and foreign tourists. Tourism in Indonesia in this decade has begun to show development and growth into an independent industry. In addition, Indonesia is a country that has cultural diversity and has high historical value (Yuwana, 2010). Tourism itself is a service industry that has a complex regulatory mechanism because it includes regulating the movement of tourists from the region or country of origin, to tourist destinations, to returning to their home countries involving various components such as travel agencies, tour guides (guides), tour operators, accommodation, restaurant, artshop, moneychanger, transportation and others. Tourism also offers various types of products and tours, ranging from natural tourism, cultural tourism, historical tourism, artificial tourism, to various special interest tours (Hutasoit, 2017). According to Salah Wahab in his book "Tourism Management" tourism is a new type of industry that is able to generate rapid economic growth in providing employment, living standards and stimulating other productivity sectors. Furthermore, as a complex sector, it also includes the actual classic industries such as the handicraft and souvenir industry. Lodging and transportation are also economically seen as industries (Salah, 2003). Jember Regency is one of the regencies in East Java that has a strategic and potential tourism sector to be managed and marketed apart from being an agricultural and trading area that is able to absorb a lot of labor and make a major contribution to PDRB. The success of the development of the tourism sector will increase its role in regional revenue and revenue from the PDRB sector of Jember Regency. The following is a table of the number of foreign tourist visitors in Jember Regency in 2005-2018:

Table 1. Data on the Number of Foreign Tourist Visitors in Jember Regency

No	Years	Number of Foreign Tourists	Amount Occupancy	PDRB (million)
1	2005	707	326	127.181,71
2	2006	269	261	139.757,40
3	2007	286	475	160.618,56
4	2008	417	1.190	197.015,40
5	2009	559	40	139.992,33
6	2010	628	96	161.371,26

7	2011	1.012	44	189.003,90
8	2012	1.682	53	218.972,07
9	2013	1.869	58	256.586,45
10	2014	2.672	332	279.993,10
11	2015	3.017	345	308.133,40
12	2016	2.751	220	356.483,00
13	2017	3.178	375	403.375,70
14	2018	3.058	408	462.461,80

Source: BPS and Department of Tourism

From the table above, we can see an increase in foreign tourist visits to Jember Regency every year. The increase in foreign tourist arrivals could be due to good natural factors, adequate tourist sites, beautiful tourist attractions, and also driven by complete tourist facilities. In 2005 the number of foreign tourists who came to Jember Regency was 707 people, while in 2018 the number of foreign tourist visits to Jember Regency had reached 3,058. That means that the increasing number of foreign tourists every year will have a positive impact on GDP and the development and development of tourism in Jember Regency. The increase in the number of foreign tourist visits greatly affects the hotel occupancy rate.

Hotel is a place provided for tourists to stay during their visit or a place to carry out tourist activities. In addition, before making a tour, a tourist needs information about the area to be visited and its facilities. The progress of the hospitality industry can be followed by its development through several indicators such as the number of hotels/accommodations, room occupancy rates, the number of rooms sold and the average length of stay (Hutasoit, 2017).

The number of hotel occupancy for foreign tourists fluctuates from year to year. In 2005 there were 326 rooms. In 2008 it increased sharply to 1,190 then in 2018 it fell again to 408 rooms. Both of these factors, both the number of foreign tourists and the number of hotel occupancy, are believed by the government to be very influential on the acceptance of the PDRB sub-sector of the tourism industry in Jember Regency. This study aims to see whether these two factors have a very large influence or not on the acceptance of the PDRB sector of the tourism industry other than in Jember Regency. The formulation of the problem in this research is:

- How is the influence of the number of foreign tourist visits on the revenue of the tourism industry PDRB sub-sector in Jember Regency?
- How does the number of hotel occupancy affect the revenue of the tourism industry PDRB sub-sector in Jember Regency?

Based on the formulation of the problem above, the research objectives can then be written as follows:

- To find out how much influence the number of foreign tourist arrivals has on the revenue of the tourism industry PDRB sector in Jember Regency.
- To find out how much influence the number of hotel occupancy has on the revenue of the PDRB sector of the tourism industry in Jember Regency.

2. LITERATURE REVIEW AND HYPOTHESIS

2.1 Definition of Tourism

In Law No. 10 of 2009, tourism is a variety of tourism activities and is supported by various facilities and services provided by the community, businessmen, government and local governments (Suryadana and Octaviany, 2015). Tourism is a journey from one place to another, temporary in nature, carried out individually or in groups, as an effort to find balance or harmony and happiness with the environment in the social, cultural, natural and scientific dimensions (Spillane, 2009). In Kusumanegara (2009:3), the types of tourism are classified as follows: (a) Ethnic Tourism, (b) Cultural Tourism, (3) Recreational Tourism, (4) Nature Tourism, (5) City Tourism, (6) Resort City, (7) Agro Tourism.

Tourism Economy

a. Economic Aspects of Tourism

In his book entitled *Tourism Economy*, Spillane J. James in Tanjung (2011) says that tourism aspects are divided into: (1) The location of the tourism industry, (2) The special nature of tourism, (3) Aspects of tourism offerings, (4) Aspects of tourism industry demand, (4) Tourism industry market

b. Tourism Advantages and Disadvantages

According to Spillane J. James in Tanjung (2011), tourism does not only have a positive impact, but there are also negative values. For more details can be seen the advantages and disadvantages caused by tourism. The benefits of tourism are influenced by: (1) opening up job opportunities, (2) increasing the income or income of local people, (3) increasing the country's foreign exchange, (4) stimulating the growth of indigenous culture, (5) supporting regional development movements. The disadvantages of tourism include: (1) Tourism can damage the environment, (2) Theft of ancient or historic objects, (3) Changes in the purpose of traditional arts or ceremonies, (4) Deteriorating quality of handicrafts, and (5) The emergence of the sex industry.

2.2 Definition of Hotel

The hotel industry is included in the service industry that offers services that are managed commercially (Wiyasha, 2007). Hotels are one of the main supporting facilities that support business in the tourism sector. Existing hotels will compete to obtain occupancy rates according to their respective classes.

The main function of the hotel business is to provide services to guests in the form of a place to stay, or a temporary place to stay. Foreign tourists need lodging accommodation services, consumption, hospitality, creative industries and other related supporting industries, so the hotel business and other business chains will continue to develop in line with the growth of the tourism sector. Understanding the occupancy ratio is a measure of the success of a hotel in selling its main product, namely rooms (Hutasoit, 2017).

2.3 Definition of Tourist

People who travel on tours are called tourists. According to Soekadijo (2000: 3) tourists are people who travel from their place of residence without settling in the place they are visiting, or only temporarily staying in the place they are visiting. Those who are considered tourists are people who do pleasure. Tourists are people who carry out activities tourism (Law number 10 of 2009). According to Soekadijo (2000), tourists are visitors in the country they visit for at least 24 hours and who come based on motivation: (1) Filling their spare time or for fun, on vacation, for reasons of health, study, family, and so on. (2) Traveling for business purposes, (3) Traveling to visit meetings or as a decision (scientific, administrative, diplomatic, religious, sports and so on).

2.4 Gross Regional Domestic Product (GRDP/ PDRB)

One of the economic progress of a nation is measured by the rate of growth of national income, which is generally used the concept of GDP for national and PDRB for regions. PDRB is the sum of the results of added value and all sectors of production units in one year. These production units produce goods and services and are located in all sectors (Tarigan, 2005: 18). PDRB can be divided into 3 (three) sector groups, namely the primary sector, secondary sector, and tertiary sector. This grouping is based on input and output from the origin of the production process for each producer. The respective sectors are:

1. Primary Sector

The primary sector is a group of sectors which basically the output produced is still a basic level process. Examples of this group are the agriculture, mining, and quarrying sectors.

2. Secondary Sector

The secondary sector is a factor whose input comes directly from the primary sector. This sector consists of the industrial sector, the electricity sector, water and the building sector.

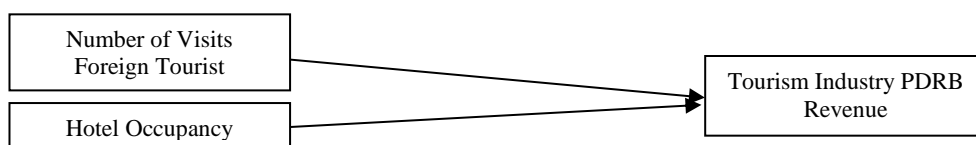
3. Tertiary Sector

The tertiary sector is a sector dominated by the service sector, where activities and outputs are not in the form of goods but in the form of services. This group consists of the trade, hotels and restaurants sector, the transportation and communication sector, the financial sector, rental and other services.

Framework

Based on the background described above, this study aims to analyze the effect of the number of foreign tourist visits and the number of hotel occupancy on the revenue of the PDRB sub-sector of the tourism industry in Jember Regency. The picture of the framework of this research is as follows:

Figure 1. Framework



Hypothesis

A hypothesis is a provisional opinion and a guideline and direction in research based on a related theory, where a hypothesis is always formulated in the form of a statement connecting two or more variables. The hypotheses in this study are:

1. The number of foreign tourist visits has a positive and significant influence on the revenue of the PDRB sector of the tourism industry in Jember Regency.
2. The number of hotel occupancy has a positive and significant influence on the revenue of the tourism industry PDRB sector in Jember Regency.

3. RESEARCH METHODS

This research was conducted in Jember Regency as one of the regencies in East Java which has a tourist destination with attractive natural and cultural wealth to be developed as a tourism area and is a potential land for investors to invest in this sector. The operational definition describes a certain method used by researchers in measuring a variable

that will be used. There are two independent variables and one dependent variable used in the analysis of the influence on the tourism industry in Jember Regency.

The variables in this study operationally can be defined as follows:

1. PDRB Sector Revenue

It is the amount of revenue from the PDRB sector in the tourism industry in Jember Regency in 2005 – 2018. The data on the amount of revenue from the PDRB sector is calculated at current prices.

2. Number of International Tourists

It is the large number of foreign tourists visiting Jember Regency. Data on the number of foreign tourist visits is calculated in units of people.

3. Number of Hotel Occupancy

Is the number of hotel occupancy (lodging) used by foreign tourists during their vacation/travel in Jember Regency. Data on the number of hotel occupancy is measured in units.

The type of data used in this research is secondary data. Secondary data is data obtained from other parties, either from literature, literature studies, or previous similar studies related to this research. The secondary data used in this study were obtained from the Central Bureau of Statistics (BPS) of Jember Regency, the Tourism Office of Jember Regency, and other literatures such as books and economic journals. The data available is annual data. The research period starts from 2005 to 2018.

The analytical tool used in this study is multiple linear regression analysis calculated using a time series processor analysis tool. The basic model in this study can be written as follows:

$$R = b_0 + b_1W_1 + b_2H_2 + e$$

Marker description:

R = PDRB Revenue from Hotel Industry Sector (rupiah)

W = Number of Foreign Tourist Visits (persons)

H = Number of Hotel Occupancy (number)

To get a good regression equation model that is actually able to provide reliable and unbiased estimates according to the BLUE (best, linear, and unbiased estimator) method, it is necessary to test the deviation of classical assumptions including: normality test, multicollinearity test, heteroscedasticity test and autocorrelation test.

a. Normality Test

Normality test is used to determine whether the data population is normally distributed or not. This test is usually used to measure data on an ordinal, interval or ratio scale. The normality test indicator is the normal probability image (GNP). The basis for decision making for the normality test is that if the normal probability image (GNP) approaches a straight line, the data distribution shows normal. If the normal probability image (GNP) does not approach a straight line, it shows that the data distribution is not normal (Gujarati, 2006).

b. Multicollinearity Test

Multicollinearity test serves to test whether the regression model found a perfect linear relationship (near perfect) between some or all of the independent variables. The method for testing the existence of multicollinearity is seen from the tolerance value or Variance Inflation Factor (VIF). If the VIF value of the independent variable is below 10 and the tolerance value is above 0.10, it can be concluded that there is no multicollinearity in the regression model so that the model is reliable as a basis for analysis (Gujarati, 2006).

c. Heteroscedasticity Test

Heteroscedasticity test was carried out to test whether in the regression model there was an inequality of variance from the residual of one observation to another observation. The basis for decision making for the heteroscedasticity test is that if a certain pattern, such as the tang point forms a certain regular pattern (wavy, fused and then narrowed), it indicates that heteroscedasticity has occurred. If there is no clear pattern and the points spread above and below the number 0 on the Y axis, then there is no heteroscedasticity (Gujarati, 2006).

d. Autocorrelation Test

Autocorrelation is a correlation between members of a series of observations ordered by time (as in time series data). Testing of autocorrelation symptoms can be done using the Durbin-Watson (DW) test, namely by comparing the statistical DW (d) with dL and dU, if the statistical DW is between dU and 4-dU, then there is no autocorrelation (Gujarati, 2006).

Multiple Linear Regression Analysis

The analytical tool used in this study is multiple linear regression analysis, with a partial adjustment model as one of the dynamic models in regression analysis. The partial adjustment model equation derived from the model in the above equation is written as follows:

$$LR = b_0 + b_1LW_1 + b_2LH_2 + b_3LR(-1) + e$$

Marker description:

LR	= Hospitality Industry Sector GRDP Revenue (rupiah)
LW1	= Number of Foreign Tourist Visits (persons)
LH2	= Number of Hotel Occupancy (number)
LR (-1)	= Inertia Variable LR
b0	= Intercept / Constant
b1	= Regression Coefficient of Number of Foreign Tourist Visits
b2	= Regression Coefficient of Hotel Occupancy
b3	= Coefficient of Inertia LR
e	= Disturbance Error (Disturbing Variable)
L	= Research data log value

From the form of the regression function of the partial adjustment model above, a long-term regression analysis is then made as follows:

$$LR = c_0 + c_1LW_1 + c_2LH_2$$

Where:

c0	= $b_0/(1 - b_3)$; intercept
c1	= $b_1 / (1 - b_3)$; long term coefficient of foreign tourists (person)
c2	= $b_2 / (1 - b_3)$; long-term coefficient of hotel occupancy (rooms)
LR	= Log of PDRB of the tourism sub-sector (Rupiah)

Hypothesis testing

a. Simultaneous Test (F Test)

This test was conducted to show whether all the independent variables included in the model have a joint effect on the dependent variable (Gujarati, 2006).

$$H_0 = b_1 = b_2 = 0$$

$$H_a = b_1 = b_2 \neq 0$$

With the following criteria:

- H_0 is accepted if $F\text{-count} < F\text{-table}$ then H_0 is accepted. This means that the independent variables as a whole have no significant effect on the dependent variable.
- H_0 is rejected if $F\text{-count} > F\text{-table}$ then H_0 is rejected. This means that the independent variables as a whole have a significant effect on the dependent variable.

b. Partial Test (t Test)

It is used to determine whether the hypothesis of each independent variable has an effect on the dependent variable, with a test level of 5%. T test can be done with the following criteria:

$$H_0 = b_1 = 0$$

$$H_i = b_1 \neq 0$$

The hypothesis in the t-test is as follows:

- if $t\text{-count} < t\text{-table}$, then H_0 is accepted and H_1 is rejected, meaning that individually the independent variable has no effect on the dependent variable.
- if $t\text{-count} > t\text{-table}$, then H_0 is rejected and H_1 is accepted, meaning that the independent variable individually affects the dependent variable.

c. Correlation Coefficient Test (R)

According to Gujarati (2006) the correlation coefficient (R) is used to analyze or determine the relationship between the independent variable and the dependent variable, so that the pure correlation value can be determined regardless of the effects of other variables.

d. Coefficient of Determination Test (R^2)

The coefficient of determination (R^2) test is testing the contribution of the influence of all independent (independent) variables together on the dependent variable (dependent), if R^2 is getting closer to 1, it is an indicator that shows the stronger influence of variable X on the dependent variable (Atmaja, 2001). To find out whether the Xi variable and Y variable have a relationship, correlation analysis is used as follows:

- $R = 1$, meaning that the relationship between variable Xi and variable Y is perfect and positive. If it is close to 1, the Xi and Y variables are very strong and positive.
- $R = -1$, meaning that the relationship between variable Xi and variable Y is perfect and negative. If it is close to 1, the Xi and Y variables are very strong and positive.
- $R = 0$, meaning that there is no relationship between variable Xi and variable Y. If it is close to 0, the relationship between variable Xi and variable Y is very weak.

4. RESEARCH RESULTS AND DISCUSSION

Based on the results of data processing using a time series processor program, the results of the regression calculation with the Partial Adjustment Model (PAM) can be seen in the following table:

Table 2. Regression Analysis Results

Date : 2 – 22 – 2019/ time 15:22
 SMPL : 2006 – 2018
 Number of Observation : 13

Variables	Coefficient	STD Error	T-Stat	2-Tail Sig
C	12.960566	4.6139288	2.8090088	0.0204
LW	0.2326440	0.0778778	2.9872947	0.0153
LH	0.0973929	0.0314737	2.9872947	0.0128
LR (-1)	0.4242618	0.1992121	2.1296990	0.0621
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R ²	= 0.952148	Mean of Dep Var	= 26.17586	
Adj R ²	= 0.936197	S.D of Dep Var	= 0.402393	
S.E of Reg	= 0.101642	Sum of S. Resid	= 0.092979	
Log Likelihood	= 13.66593	F-Statistic	= 59.69266	
Durbin Watson Stat	= 1.95	Prob (F-Stat)	= 0.000003	

Based on table 2 above, the short-term regression equation is obtained as follows:

$$LR = 12,960 + 0.233LW + 0.097LH + 0.424LR (-1)$$

Assuming that the estimation results of the partial adjustment model above resulted in the Koyek transformation, it can be stated that the value of the rate of decline, $b_3 = 0.4242$ or mean lag $(b_3 / (1 - b_3) = 0.4242 / (1 - 0.4242) = 0.7367$. This means that about 42.42 percent of the gap will be closed in one period with the LR speed in responding to changes in the independent variable is about 2.21 years. From the results of the regression above, the long-term equation can be calculated as follows:

$$K : 12.960 / (1 - 0.424) = 22.510$$

$$LW : 0.233 / (1 - 0.424) = 0.399$$

$$LH : 0.097 / (1 - 0.424) = 0.168$$

$$LR = 22.510 + 0.39LW + 0.168LH$$

Discussion

The Influence of the Number of Foreign Tourist Visits on GRDP

From the results of the regression analysis, it can be seen that the number of foreign tourist visits has a statistically significant effect on the PDRB of the Tourism Industry Sector. This can be seen from the regression coefficient of 0.339. In economic theory, it can be said that if the number of foreign tourist arrivals increases by 100 percent, it will result in an increase in the amount of PDRB revenue from the tourism industry sector in Jember Regency by 0.339 percent. The coefficient of the statistically significant positive variable can be seen from the number 2 tail of significance with a degree of confidence less than 1 percent.

The number of foreign tourists is the number of tourists each year who visit a country driven by one or more needs without the intention of getting work and income at the place visited in a certain period measured in units of people. The number of foreign tourist visits to Jember Regency tends to increase, although the growth rate varies depending on the economic, social, technological, and political situation that occurs both domestically and abroad. In the development of tourism as an industry, the population of a country is always a concern, in addition to the Gross National Product (GDP) of the country concerned.

The Effect of Hotel Occupancy on GDP

From the results of the regression analysis, it can be seen that the number of hotel occupancy has a statistically significant effect on the PDRB of the Tourism Industry Sector. This can be seen from the regression coefficient of 0.168. Economically, it can be said that if the number of hotel occupancy increases by 1 percent, it will result in an increase in the amount of PDRB revenue from the tourism industry sector in Jember Regency by 0.168 percent. The coefficient of the statistically significant positive variable can be seen from the number 2 tail of significance with a confidence level of less than 1 percent.

Hotel is a temporary residence/inn used during a trip or vacation in a tourist destination. The development of the hotel is very influential on the revenue of the PDRB sector. Hotels and tourists are very closely related, where when tourists are on vacation to tourist destinations, they will look for hotels to stay temporarily. By paying attention to and improving

hotel services, it will become an attraction for tourists. The higher the demand from foreign tourists for the use of hotels each year, the higher the influence on the regional GDP.

5. CONCLUSIONS AND SUGGESTIONS

5.1 Conclusion

Based on the results of research on the effect of the number of foreign tourists and the number of hotel visits on the realization of GRDP in the tourism industry sector, the following conclusions can be drawn:

1. The variables of foreign tourists and hotels have a positive and significant effect on the revenue of the PDRB sector of the tourism industry in Jember Regency. This means that if the variables of foreign tourists and hotels increase, the PDRB of the tourism industry will also increase. This is in accordance with the research hypothesis that foreign tourists and hotels have a positive and significant impact on the acceptance of the PDRB sector of the tourism industry in Jember Regency 2005-2018. Simultaneously, the variables of foreign tourists and hotels have a significant effect on the PDRB of the tourism industry in Jember Regency. And partially, the variables of foreign tourists and hotels have a positive and significant effect on the GRDP of the tourism industry in Jember Regency in 2005 – 2018.
2. Based on the coefficient of multiple determination (R²) of 0.9521 that the variable of foreign tourists and hotels has a 95.21% influence on the PDRB of the tourism industry in Jember Regency. While the remaining 4.79% is influenced by other variables not discussed in the study.

5.2 Suggestions

From the results of the research and analysis above, the writer tries to give some suggestions, namely:

1. Jember Regency has great potential in the tourism sector. With the existence of various kinds of tourism objects such as cultural tourism, natural tourism and artificial tourism, the contribution of the tourism sector to PDRB can be increased again by considering supporting factors such as accommodation facilities (hotels and tourist lodges), restaurants, travel agencies, tourism objects, tourist attractions, tourist attraction, tourism education institutions and barriers to the tourism industry. So that it will provide greater profits, both for entrepreneurs and the government where foreign tourists who visit will spend more money for recreation.
2. The Jember Regency Tourism Office continues to increase tourism promotion abroad and explore new tourist attraction objects (ODTW) to attract foreign tourists to stay longer in Jember Regency.
3. To the Jember Regency Government, it is recommended to further encourage economic activities that can increase economic growth which is higher than the previous periods which can expand business and work opportunities, so that it will increase PDRB in an area. High PDRB is characterized by high per capita income, the greater the level of people's per capita income, the greater the community's ability to travel, which in turn has a positive effect on increasing regional revenue from the tourism sector in Jember Regency.

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