

INFLUENCE OF CAPITAL, WORKING HOURS, PRICE AND LENGTH OF BUSINESS THROUGH INCOME LEVEL AGAINST WELFARE LEVEL BASIC FOOD TRADERS IN WRINGIN VILLAGE, WRINGIN DISTRICT, BONDOWOSO REGENCY

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ABSTRACT

This research was conducted to determine the influence of capital, working hours, price and length of business on welfare through the income of basic food traders as an intervening variable. Using a quantitative approach with the sampling technique used is a saturated sampling technique. The sample used was 42 respondents who were basic food traders in Wringin Village, Wringin District, Bondowoso Regency. In analyzing the data, this research uses the path analysis method. This research shows that (1). The variables capital, working hours and length of business do not have a significant effect on the income of basic food traders. (2). The price variable has a significant effect on the income of basic food traders. (3). The capital variable has a significant effect on the welfare of basic food traders. (4). The variables working hours, price and length of business do not have a significant effect on the welfare of basic food traders. (5). The variables capital and length of business have no effect on welfare through the income of basic food traders. (6). Working hours and price variables influence welfare through the income of basic food traders. (7). The income variable has a significant effect on the welfare of basic food traders.

Keywords: Food Traders, Income, Welfare, Intervening

INTRODUCTION

Economic development is a description of the rate of economic expansion of a country. Indonesia's economic development can be achieved through several domains, including macro and micro. Macroeconomic development can be achieved through increasing GDP (gross domestic product) both at the national and regional levels, adjusting the inflation rate, and adjusting the price level. One way of developing the micro economy is by developing Micro, Small and Medium Enterprises (MSMEs). The role of MSMEs is important in overcoming the problems and challenges faced in economic development, such as unemployment and poverty. One form of business at the micro level is the basic food trading business or what is usually called a basic food trader.

In accordance with the Regulation of the Minister of Trade of the Republic of Indonesia Number 115/MPP/Kep/2/1998, Decree of the Minister of Industry and Types of Basic Community Needs, basic needs are goods that are needed by the community, such as (1) Rice; (2) Sugar; (3) Butter and cooking oil; (4) Beef and chicken; (5) Chicken eggs; (6) Milk; (7) Corn; (8) Kerosene; and (9) Iodized salt. The basic food trading business is a type of business where the opportunities are very large because the products sold or offered are basic daily necessities needed by people from various circles. So it can be said that the basic food trading business is an important economic activity in meeting people's needs.

Wringin Village, Wringin District, is a village located about 16 km west of the capital of Bondowoso Regency. There are many micro, small and medium enterprises (MSMEs) in this area, the availability of markets also includes the many existing trading businesses such as grocery stall businesses, basic food trading businesses, tape businesses and so on. The aim of this research is to determine the influence of capital, working hours, prices and length of operation on the level of welfare of basic food traders by looking at income levels. To boost community economic growth both macro and locally, prosperity can be created through the income earned.

The introduction contains a basic and concise description (but not a summary) of the background of the study and a relevant literature review is inserted, the purpose of the study, and restrictions on the required problems.

FORMULATION OF THE PROBLEM

1. Is there an influence of capital variables, working hours, price and length of business on the income of basic food traders in Wringin Village, Wringin District, Bondowoso Regency?
2. Is there an influence of capital variables, working hours, price and length of business on the welfare of basic food traders in Wringin Village, Wringin District, Bondowoso Regency?
3. Is there an influence of capital, working hours, price and income variables on welfare through the income of basic food traders in Wringin Village, Wringin District, Bondowoso Regency?

LITERATURE REVIEW AND DEVELOPMENT HYPOTHESIS

A. Economic development

According to Subandi (2016), economic development is a series of actions taken by a country to expand its economy and increase welfare (per capita income) in the long term.

B. Regional Economics

According to Prijarsono (2007), regional economic goals include creating jobs, developing economic growth to improve people's quality of life and creating price stability.

C. Microeconomics

Microeconomics is a science that examines the process of decision making by individuals in economic activities such as households and companies in an effort to obtain prosperity (Ansar, 2017). Meanwhile, according to Sjaroni (2015), microeconomics studies and examines the behavior of economic actors, distribution channels and processes in utilizing natural resources to become necessary goods and services.

D. Micro, Small and Medium Enterprises (MSMEs)

According to Law of the Republic of Indonesia Number 20 of 2008 concerning Micro, Small and Medium Enterprises, the meaning is as follows:

1. Microenterprises are profitable enterprises run by individuals, sole proprietorships, or both.
2. Small businesses are independent and profitable businesses. If this firm is run by an individual-owned business entity that meets the requirements stipulated in this law and is not a subsidiary of an individual either directly or indirectly.
3. Medium-sized businesses are profitable economic businesses managed by non-individually owned companies that have branches that are directly or indirectly controlled by the amount of annual net sales determined by the standards set out in these laws and regulations.

E. Capital

The main resource used to run a company is capital, which is usually represented by finance or money (Purwati, 2021). Alternatively, capital can be defined as a sum of money that is the basis for carrying out trading, closing a company, and other activities (Ernida, 2021).

F. Working hours

Working hours are determined by Law Number 25 of 1997 concerning Employment and can be done during the day or at night. (1). Between 06.00 to 18.00 during the day. (2). In the afternoon, from 06.00 to 07.00. and (3).Seven days a week.

G. Price

The nominal amount of money set for a product which is used as an exchange value in transactions with customers is called price. Pricing is critical to business operations because it determines the revenues and profits a company needs to survive. An imbalance in supply and demand can cause an increase in prices (demand). Pricing can be done to bring a product to a fixed market price, maximize revenue or profits, increase the competitiveness of traders, and not have a negative impact on customers.

H. Length of Business

Length of business refers to the amount of time a businessperson spends conducting operations or interacting with metrics such as revenue or positions held. The length of a trader's business may influence the level of income. According to Anggraini in Alkumairoh

(2022), the longer someone persists in business activities, the more income they earn, the higher the company's standards.

I. Income

The difference between total income and total costs is called revenue. Both fixed costs and variable costs are included in total costs. According to Hamsiah (2023), income is the total amount of money obtained from commercial activities within a certain period of time, whether daily, weekly, monthly or annually.

J. Well-being

A person is said to be in a prosperous condition if he is able to fulfill his basic needs which include clothing, shelter and food (Ningsi, 2021). Meanwhile, according to Sugiharto (2007), there are eight factors that can be used to measure welfare, which include: income, household consumption or expenditure, housing facilities, family health, access to health facilities, access to educational facilities, and access to transportation.

HYPOTHESIS

1. It is suspected that there is an influence of capital variables, working hours, price and length of business on the income of basic food traders in Wringin Village, Wringin District, Bondowoso Regency.
2. It is suspected that there is an influence of capital variables, working hours, price and length of business on the welfare of basic food traders in Wringin Village, Wringin District, Bondowoso Regency.
3. It is suspected that there is an influence of capital variables, working hours, price and length of business on welfare through the income of basic food traders in Wringin Village, Wringin District, Bondowoso Regency.

RESEARCH METHODS

Types of research

The quantitative description method used in this research is a technique that uses data from samples taken from the population that is the research subject to characterize a phenomenon in terms of beliefs, opinions, traits, behavior and correlation between variables.

Primary data is the data source used. Primary data is a collection of information that researchers collect directly from respondents using information collection methods based on the factors studied.

Research Location and Time

The research location regarding the influence of capital, working hours, prices and length of business on welfare through the income of basic food traders was carried out in Wringin Village, Wringin District, which is spread across 8 hamlets including Wringin Pasar Hamlet, West Wringin Hamlet, Tengah Hamlet, North Wringin Hamlet, Dusun Wringin Krajan, Plenggihan Hamlet, Palongan Hamlet and West Palongan Hamlet. This research was conducted between November 2023 and January 2024.

Sample Determination Method

The research target population was basic food traders in Wringin Village, Wringin District with a total of 42 people. The sampling method or in this research used a saturated sampling technique (Sugiyono, 2018). When conducting research, a saturated sampling approach is used to sample a population with less than 100 respondents.

Method of collecting data

Because data collection is the main goal of research, the data collection method is the most basic and important step (Sugiyono, 2018). Researchers will not obtain sufficient data to fulfill the requirements that have been set if they do not understand and use data collection methods. To collect data for this research, researchers used methods such as observation, questionnaires, interviews and documentation.

Data analysis method

In analyzing the data obtained, several tests are required, such as (1) Instrument tests including validity and reliability tests, (2) classical assumption tests including normality tests, multicollinearity tests, and heteroscedasticity tests, (3) *path analysis tests* , (4) hypothesis test (t test) and (5) Sobel test.

ANALYSIS RESULTS

Instrument Test

1. Validity test

Based on the results of validity testing, it can be concluded that all question/statement instruments used in the variables Capital (X1), Working Hours (X2), Price (X3), Length of Business (X4) and Income (Z) and Welfare (Y) show the value $r_{count} > r_{table}$ which can mean that this test is valid.

2. Reliability Test

Based on the results of reliability testing on the variables Capital (X1), Working Hours (X2), Price (X3), Length of Business (X4) and Income (Z) and Welfare (Y), the *Cronbach's Alpha value* is > 0.60 . It can be explained in detail, that the capital variable is 0.772, working hours is 0.882, price is 0.816, length of business is 0.820 and income is 0.813 and welfare is 0.814.

Classic assumption test

1. Normality test

Table 1 Normality Test Results

<i>Asymp Sig .</i>	Normality Standards	Information
0.200	0.05	Distributed Normality

Source: SPSS output

From the results of table 1 it can be concluded that in this study the distribution of variables was normal.

2. Multicollinearity Test

Table 2 Multicollinearity Test Results

Variable	Tolerance	VIF	Information
X1	0.777	1,286	There was no multicollinearity
X2	0.616	1,623	There was no multicollinearity
X3	0.331	3,022	There was no multicollinearity
X4	0.769	1,301	There was no multicollinearity
Z	0.556	1,799	There was no multicollinearity

Source: SPSS output

Table 2 data shows that the variables used in this study did not experience multicollinearity.

3. Heteroscedasticity Test

Table 3 Heteroscedasticity Test Results

Variable	Sig.	Standard	Information
X1	0.158	0.05	Heteroscedasticity does not occur
X2	0.931	0.05	Heteroscedasticity does not occur
X3	0.772	0.05	Heteroscedasticity does not occur
X4	0.739	0.05	Heteroscedasticity does not occur
Z	0.400	0.05	Heteroscedasticity does not occur

Table 3 data shows that the variables used in this research do not experience heteroscedasticity.

Test Path Analysis

1. Model I Regression Coefficients

Table 4. Model I Regression Coefficient Results
Coefficients ^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	2,055	5,415		,380	.706
	X1	.018	.341	.007	.052	.959
	X2	.063	.166	.060	.383	.704
	X3	.630	.174	.664	3.628	.001
	X4	-.200	.247	-.112	-.808	.424

a. Dependent Variable: Z
Sumber : Output SPSS

Based on table 4, it can be explained that the significance value of the capital variable (X1) is 0.959, working hours (X2) is 0.704, price (X3) is 0.001 and length of business (X4) is 0.424. This data shows that price (X3) has a significant influence on income (Z). while capital (X1), working hours (X2) and length of business (X3) do not have a significant effect on income (Z).

Table 5. Results of R Square Regression Model I

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,667 ^a	,444	,384	1.54530

a. Predictors: (Constant), X4, X1, X2, X3
Source: SPSS output

Based on the findings of Table 5, it can be concluded that the income variable (Z) of basic food traders in Wringin Hamlet, Wringin District, Bondowoso Regency is 0.384 or 38.4% depending on the variables capital (X1), working hours (X2), price (X3), and length of time operation (X4). There are other variables that influence the remaining 61.6%. Meanwhile, the following formula can be used to get the value ϵ_1 :

$$\epsilon_1 = \sqrt{1 - 0.384}$$

$$\epsilon_1 = \sqrt{0.616}$$

$$\epsilon_1 = 0.784$$

2. Model II Regression Coefficients

Table 6. Model II Regression Coefficient Results Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	1.377	6.064		.227	.822
	X1	.880	.381	.308	2.311	.027
	X2	.062	.186	.050	.332	.742
	X3	.106	.226	.096	.471	.641
	X4	.032	.279	.015	.114	.910
	Z	.509	.184	.436	2.769	.009

a. Dependent Variable: Y
Source: SPSS output

Based on table 6, it can be explained that the significance value of the capital variable (X1) is 0.027, working hours (X2) is 0.742, price (X3) is 0.641 and length of business (X4) is 0.910 and welfare (Y) is 0.009. This data shows that capital (X1) and income (Z) have a significant influence on welfare (Y). while capital (X1), working hours (X2) and length of business (X3) do not have a significant effect on income (Z).

Table 7. Results of R Square Regression Model II

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,709 ^a	,503	,434	1.72733

a. Predictors: (Constant), Z, X4, X1, X2, X3
Source: SPSS output

Based on the findings of Table 7, it can be concluded that the welfare variable (Y) of basic food traders in Wringin Village, Wringin District, Bondowoso Regency is 0.434 or 43.4% depending on the variables capital (X1), working hours (X2), price (X3), length of business (X4), and income (Z). The remaining 56.6% is influenced by other factors. Temporarily, the value of ϵ^2 can be found using the following formula:

$$\epsilon^2 = \sqrt{1 - 0.434}$$

$$\epsilon^2 = \sqrt{0.566}$$

$$\epsilon^2 = 0.752$$

The path test results in this research are as follows:

Direct Influence (Direct Effect)

1. Influence of capital variables (X1) on income (Z)

$$De_{zx1} = X1 \rightarrow Z = 0.007$$

This can be explained because the capital variable (X1) whose value is 0 – 0.25 has a very small influence on income (Z).

2. The influence of the working hours variable (X2) on income (Z)

$$De_{zx2} = X2 \rightarrow Z = 0.060$$

This can be explained because the working hours variable (X2) has a value of 0 – 0.25 and has a very small influence on income (Z).

3. Effect of price variable (X3) on income (Z)

$$De_{zx3} = X3 \rightarrow Z = 0.664$$

This can be explained because the price variable (X3) has a value in the range > 0.5 - 0.75 which has a strong influence on income (Z).

4. The influence of the variable length of business (X4) on income (Z)

$$De_{zx4} = X4 \rightarrow Z = -0.112$$

This can be explained by the variable length of business (X4) which has a value ranging from 0 - 0.25 has a very small influence on income (Z).

5. The influence of capital variables (X1) on well-being (Y)

$$De_{Yx1} = X1 \rightarrow Y = 0.308$$

This can be explained because well-being (Y) is strongly influenced by the capital variable (X1) which has a value > 0.25 - 0.5.

6. The influence of the working hours variable (X2) on well-being (Y)

$$De_{Yx2} = X2 \rightarrow Y = 0.050$$

This can be explained because welfare (Y) is very weakly influenced by the working hours variable (X2) whose value ranges from 0 – 0.25.

7. The influence of the price variable (X3) on welfare (Y)

$$De_{Yx3} = X3 \rightarrow Y = 0.096$$

This can be explained because welfare (Y) is very weakly influenced by the price variable (X3) whose value ranges from 0 – 0.25.

8. The influence of the length of business variable (X4) on welfare (Y)

$$De_{Yx4} = X4 \rightarrow Y = 0.015$$

This can be explained because welfare (Y) is very weakly influenced by the length of business variable (X4) whose value ranges from 0 – 0.25.

9. The influence of the income variable (Z) on welfare (Y)

$$De_{YZ} = Z \rightarrow Y = 0.436$$

This can be explained by the fact that welfare (Y) is quite strongly influenced by the income variable (Z), with its value ranging from 0.25 – 0.5.

Indirect Effect (*Indirect Effect*)

1. The influence of capital variables (X1) on welfare (Y) through income (Z)

Based on the results of the path analysis test, it produces an influence of 0.959 for variable indirectly X1 to Y through Z. The multiplication findings show that because capital (X1) has a value in the range $> 0 - 0.25$, it is assumed to have a very weak influence on welfare (Y) through income (Z).

2. The influence of the working hours variable (X2) on welfare (Y) through income (Z)

Based on the results of the path analysis test, it produces an influence of 0.704 for variable X2 which goes directly to Y through variable Z. The results of multiplying the beta value of variable through variable Z. The multiplication findings show that during working hours (X2) has a value in the range $> 0 - 0.25$, so the effect on welfare (Y) through income (Z) can be said to be very small.

3. The influence of the price variable (X3) on welfare (Y) through income (Z)

Based on the results of the path analysis test, it produces an influence of 0.704 for variable X3 which goes directly to Y through variable Z. Where there is an indirect influence of variable beta value of

4. The influence of the length of business variable (X4) on welfare (Y) through income (Z)

It is known that the results of the route analysis test show that variable X1 has a direct effect on variable Y through variable Z of 0.704. The product of the beta values of variables X4 and Z, with a beta value of Z to Y of $-0.112 \times 0.436 = -0.048832$, determines the indirect influence between variables (Y) through income (Z) as mediation. Since the value falls between $0 - 0.25$, the effect is very small.

Hypothesis Test (T Test)

As a general rule, hypothesis testing is the process of evaluating the truth of a statement. The results of the comparison between the probabilistic values and the utilized a values are used to draw conclusions. Here are some requirements for this test:

1. It can be determined that H0 is rejected and H1.n is approved if the significance value between the independent variable and the dependent variable is less than 0.05 and the t-count is greater than the t-table. This shows that there is a significant influence between these two variables.
2. It can be concluded that H0 is accepted and H1.n is rejected if the significance value is more than 0.05 and the t-count from the t-table is smaller. This shows that there is not a large enough influence between the independent and dependent variables.

Table 8Hypothesis Test Results

Variable	Sig.	t _{count}	t _{table}	Information
X1 against Z	0.959	0.052	0.304	H ₀ is accepted H _{1.1} is rejected
X2 against Z	0.704	0.383	0.304	H ₀ is accepted H _{1.2} is rejected
X3 against Z	0.001	3,682	0.304	H ₀ is rejected H _{1.3} is accepted
X4 against Z	0.424	-0.808	0.304	H ₀ is accepted H _{1.4} is rejected
X1 against Y	0.027	2,311	0.304	H ₀ is rejected H _{1.5} accepted

Variable	Sig.	t _{count}	t _{table}	Information
X2 against Y	0.742	0.332	0.304	H ₀ is accepted H _{1.6} is rejected
X3 against Y	0.641	0.471	0.304	H ₀ is accepted H _{1.7} is rejected
X4 against Y	0.910	0.114	0.304	H ₀ is accepted H _{1.8} is rejected
Z against Y	0.009	2,769	0.304	H ₀ is rejected H _{1.13} accepted

Source: SPSS output

Sobel Test

Based on the path coefficient, the path calculation for this research data can be described as follows:

1. Calculation of capital variable sobel test (X1)

Is known:

$a = 0.018$ (unstandardized value of X1 to Z) $\rightarrow a^2 = 0.0003$

$b = 0.509$ (unstandardized value of Z to Y) $\rightarrow b^2 = 0.2590$

$S_a = 0.341$ (standard error value of X1 to Z) $\rightarrow S_a^2 = 0.1162$

$S_b = 0.184$ (standard error value of Z to Y) $\rightarrow S_b^2 = 0.0338$

$S_{ab} = b^2 S_a^2 + a^2 S_b^2 + S_a^2 S_b^2$

$S_{ab} = \sqrt{(0.2590)(0.1162) + (0.0003)(0.0338) + (0.1162)(0.0338)}$

$S_{ab} = \sqrt{(0.0300) + (0.00001) + (0.0039)}$

$S_{ab} = \sqrt{0.03391}$

$S_{ab} = 0.5823$

To calculate the indirect effect by comparing t-count and t-table, it can be explained as follows:

$t = ab/S_{ab}$

$t = (0.018 \times 0.509)/0.5823$

$t = 0.0157$

From these calculations it can be seen that t-count = 0.0157 with a t-table value = 0.304 indicating that the capital variable (X1) or t-count < t-table has no effect on welfare (Y) through income (Z). The income variable (Z) was proven unable to mediate the influence of the capital variable (X1) on the welfare (Y) of basic food traders in Wringin Village, Wringin District, and Bondowoso Regency.

2. Calculation of working hours variable sobel test (X2)

Is known:

$a = 0.063$ (unstandardized value of X2 to Z) $\rightarrow a^2 = 0.0039$

$b = 0.509$ (unstandardized value of Z to Y) $\rightarrow b^2 = 0.2590$

$S_a = 0.166$ (standard error value of X2 to Z) $\rightarrow S_a^2 = 0.0275$

$S_b = 0.184$ (standard error value of Z to Y) $\rightarrow S_b^2 = 0.0338$

$S_{ab} = b^2 S_a^2 + a^2 S_b^2 + S_a^2 S_b^2$

$S_{ab} = \sqrt{(0.2590)(0.0275) + (0.0039)(0.0338) + (0.0275)(0.0338)}$

$S_{ab} = \sqrt{(0.0071) + (0.00001) + (0.0009)}$

$S_{ab} = \sqrt{0.0080}$

$S_{ab} = 0.0894$

To determine the indirect impact it is used. The following is an explanation of the comparison between t-count and t-table:

$$t=ab/Sab$$

$$t=(0.063 \times 0.509)/0.0894$$

$$t=0.3586$$

The results of previous calculations show t-count = 0.3586 with a t-table value = 0.304 which supports the theory that welfare (Y) is influenced by the variable working hours (X2) through income (Z) if t-count > t-table. To support the conclusion that the welfare (Y) of basic food traders in Wringin Village, Wringin District may be mediated by the income variable (Z), the working hours variable (X2) was determined.

3. Calculation of price variable sobel test (X3)

Is known:

$$a = 0.631 \text{ (unstandardized value of X3 to Z)} \rightarrow a^2 = 0.3981$$

$$b = 0.509 \text{ (unstandardized value of Z to Y)} \rightarrow b^2 = 0.2590$$

$$Sa = 0.174 \text{ (standard error value X3 to Z)} \rightarrow Sa^2 = 0.0302$$

$$Sb = 0.184 \text{ (standard error value of Z to Y)} \rightarrow Sb^2 = 0.0338$$

$$Sab = b^2Sa^2 + a^2Sb^2 + Sa^2sb^2$$

$$Sab = \sqrt{(0.2590)(0.0302) + (0.3981)(0.0338) + (0.0302)(0.0338)}$$

$$Sab = \sqrt{(0.0078) + (0.0134) + (0.0102)}$$

$$Sab = \sqrt{0.0314}$$

$$Sab = 0.1772$$

To determine the indirect impact it is used. The following is an explanation of the comparison between t-count and t-table:

$$t=ab/Sab$$

$$t=(0.631 \times 0.509)/0.1772$$

$$t=1.8125$$

The calculation results above show t-count = 1.8125 and t-table = 0.304 which can be used to explain why t-count > t-table or how the price variable (X3) affects welfare (Y) through income (Z). Thus, it can be said that the welfare (Y) of basic food traders in Wringin Village, Wringin District can be said to be influenced by the price variable (X3), but the income variable (Z) can moderate this influence.

4. Calculation of the sobel test for the length of business variable (X4)

Is known:

$$a = -0.200 \text{ (unstandardized value X4 to Z)} \rightarrow a^2 = 0.04$$

$$b = 0.509 \text{ (unstandardized value of Z to Y)} \rightarrow b^2 = 0.2590$$

$$Sa = 0.247 \text{ (standard error value X4 to Z)} \rightarrow Sa^2 = 0.0610$$

$$Sb = 0.184 \text{ (standard error value of Z to Y)} \rightarrow Sb^2 = 0.0338$$

$$Sab = b^2Sa^2 + a^2Sb^2 + Sa^2sb^2$$

$$Sab = \sqrt{(0.2590)(0.0610) + (0.04)(0.0338) + (0.0610)(0.0338)}$$

$$Sab = \sqrt{(0.1579) + (0.0013) + (0.0206)}$$

$$Sab = \sqrt{0.1798}$$

$$Sab = 0.424$$

To determine the indirect impact it is used. The following is an explanation of the comparison between t-count and t-table:

$$t=ab/Sab$$

$$t=(-0.200 \times 0.509)/0.424$$

$$t=-0.2400$$

Based on the calculations above, it can be seen that $t\text{-count} = (-0.2400)$ and $t\text{-table} = 0.304$, indicating that the length of business variable (X4) or $t\text{-count} < t\text{-table}$ has no relationship to welfare (Y) through income (Z). Thus, it can be said that the welfare (Y) of basic food traders in Wringin Village, Wringin District is influenced by the length of business variable (X4), and the income variable (Z) is unable to mediate this influence.

INTERPRETATION

1. Capital variable (X1) to income (Z)

The results of the hypothesis test can be used to explain why the $t\text{-count}$ value is $0.052 < t\text{-table } 0.304$ and the significance value between the influence of the capital variable (X1) on income (Z) is $0.959 > 0.05$. Therefore, the income (Z) of basic food traders in Wringin Village cannot be significantly influenced by the capital variable (X1).

2. Variable working hours (X2) on income (Z)

The significance value between the variable working hours (X2) and income (Z) is $0.704 > 0.05$ and the $t\text{-count}$ value is $0.383 > t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Therefore, it can be said that there is no significant influence on the working hours variable (X2) on the income (Z) of basic food traders in Wringin Village.

3. Price variable (X3) to income (Z)

The significance value between the price variable (X3) and income (Z) is $0.001 < 0.05$ and the $t\text{-count}$ value is $3.682 > t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Thus, it can be said that there is a significant influence between the price variable (X3) on the income (Z) of basic food traders in Wringin Village.

4. Variable length of business (X4) on income (Z)

The significance value between the length of business variable (X4) and income (Z) is $0.424 > 0.05$, and the $t\text{-count}$ value is $-0.808 < t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Thus, it can be said that there is no significant influence on the length of business variable (X4) on the income (Z) of basic food traders in Wringin Village.

5. Capital variable (X1) on welfare (Y)

The significance value between the influence of the capital variable (X1) on welfare (Y) is $0.027 < 0.05$ and the $t\text{-count}$ value is $2.311 > t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Therefore, it can be said that there is a significant influence on the capital variable (X1) on the welfare (Y) of basic food traders in Wringin Village.

6. Variable working hours (X2) on welfare (Y)

The significance value between the variable working hours (X2) and welfare (Y) is $0.742 > 0.05$ and the $t\text{-count}$ value is $0.332 > t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Thus, it can be said that there is no significant influence on the working hours variable (X2) on the welfare (Y) of basic food traders in Wringin Village.

7. Price variable (X3) on welfare (Y)

The significance value between the price variable (X3) and welfare (Y) is $0.641 > 0.05$ and the $t\text{-count}$ value is $0.471 > t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Thus, it can be said that there is no significant influence on the price variable (X3) on the welfare (Y) of basic food traders in Wringin Village.

8. Variable length of business (X4) on welfare (Y)

The significance value between the price variable (X4) and welfare (Y) is $0.910 > 0.05$ and the t-count value is $0.114 < t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Thus, there is no significant influence on the length of business variable (X4) on the welfare (Y) of basic food traders in Wringin Village, Wringin District, Bondowoso Regency.

9. Capital variable (X1) on welfare (Y) through income (Z)

The Sobel test results above show $t\text{-count} = 0.0157$ and $t\text{-table} = 0.304$. This shows that welfare (Y) through income (Z) is not influenced by the capital variable (X1) because $t\text{-count} < t\text{-table}$. Thus, the capital (X1) of basic food traders in Wringin Village cannot be mediated by the income variable (Z) on the welfare variable (Y).

10. Variable working hours (X2) on welfare (Y) through income (Z)

The t-count value = 0.3586 with the t-table value = 0.304 which is shown from the Sobel test calculation can be used to explain why $t\text{-count} > t\text{-table}$ or how the variable working hours (X2) affects welfare (Y) through income (Z). Thus, it can be concluded that the welfare (Y) of basic food traders in Wringin Village can be influenced by the working hours variable (X2), but this influence can be mediated by the income variable (Z).

11. Price variable (X3) on welfare (Y) through income (Z)

Sobel test results show $t\text{-count} = 1.8125 > t\text{-table} = 0.304$. This shows that $t\text{-count} > t\text{-table}$ or price variable (X3) influences welfare (Y) through income (Z). Thus, it can be said that the welfare (Y) of basic food traders in Wringin Village can be influenced by the price variable (X3) through the mediation of the income variable (Z).

12. Variable length of business (X4) on welfare (Y) through income (Z)

The t-count value = (-0.2400) with the t-table value = 0.304 which is shown from the Sobel test calculation which explains why welfare (Y) through income (Z) is not influenced by $t\text{-count} < t\text{-table}$, or the length of business variable (X4). Thus, it can be said that the welfare (Y) of basic food traders in Wringin Village is influenced by the length of business variable (X4), and the income variable (Z) is unable to mediate this influence.

13. Income variable (Z) on welfare (Y)

The significance value between the welfare (Y) and income (Z) variables is $0.009 < 0.05$ and the t-count value is $2.769 > t\text{-table } 0.304$ which can be explained based on the results of hypothesis testing. Thus, it can be said that there is a significant influence on the welfare (Y) of basic food traders in Wringin Village.

CONCLUSION

Based on data described in relation to research entitled "The Influence of Capital, Working Hours, Prices and Length of Business on Welfare Through Income of Grocery Traders in Wringin Village, Wringin District, Bondowoso Regency". It can be concluded that price directly affects income, while capital, working hours and length of business have no effect on income. The capital and income variables have a direct effect on welfare, while working hours, price and length of business do not have a significant effect on welfare. In the Sobel test, the variables of working hours and price influence welfare through income, while the capital and length of business variables have no influence on welfare through the income of basic food traders in Wringin Village, Wringin District, Bondowoso Regency.

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