



Factor affecting street vendor income at Ampenan Beach Mataram City

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Abstract

This study aims to partially and simultaneously analyze capital, length of business, working hours, level of education and gender on the income of street vendors in Ampenan Beach, Mataram City. This research is a type of quantitative research. In particular, this type of research is a comparative causal relationship. The sample of this study were 47 respondents who were street vendors at Ampenan Beach, Mataram City. The sampling technique in this study used a simple random sampling technique using the slovin theory. This study used primary data from interviews and questionnaires. This study uses multiple linear regression analysis with dummy variables. The results of this study indicate that partially capital, length of business and working hours have a significant effect on the income of street vendors in Ampenan Beach with a significant level of $\alpha = 5\%$ and simultaneously capital, length of business, working hours, level of education and gender have an effect significantly to the income of street vendors in Ampenan Beach with a significant level of $\alpha = 5\%$. While partially the level of education and gender have no effect on the buyers of street vendors in Ampenan Beach at a significant level $\alpha = 5\%$.

Keywords: Capital, Length of Business, Hours of Work, Level of Education, Gender and Income

Introduction

The informal sector is much sought after to create jobs, because judging from the organizational structure of the informal sector which is more relaxed, not organized with the average number of business units it owns, business ownership is usually owned by families or individuals (Sari, 2021) ^[15]. In the informal sector itself, it prioritizes tenacity, patience and skill or expertise compared to educational background and work experience. This is inversely proportional where the formal sector prioritizes a reliable, professional, well-educated workforce to improve the performance of its employees (Hanum (2017) in Yuniarti (2019) ^[20]). In the informal sector, the income earned is independent of the government's responsibility, which means that it is not based on the District/City Minimum Wage (UMK) but rather from their own sales.

The informal sector consists of small-scale business units that produce and distribute goods and services with the main objective of creating jobs and income for themselves (Chandrakirana (1995) in Sinollah (2016) ^[16]). However, it cannot be denied that there are several factors or obstacles that become obstacles such as capital, physical factors, knowledge factors and skills factors of workers in this informal sector. One form of the informal sector that will be studied further is street vendors. According to Manning and Effendi (1991) in Sinollah (2016) ^[16], street vendors are categorized as a relatively "typical" type of work in the informal sector, especially as small businesses that are less organized. The term street vendor itself refers to business actors who sell using mats on the side of the road, or on the terraces of shops that are considered strategic. In addition there are other traders who sell using tables, strollers, and small stalls. Therefore, according to Kartono (1980) in Sinollah (2016) ^[16], "people often call them street vendors".

In general, we can see that the main goal of traders is to earn income. Income is the sum of all income or receipts obtained either in the form of salaries or wages or income from business and other income during a month (Sartika, *et al.*, (2004) in Sari (2021) ^[15].

To earn income street vendors need to have capital. Capital is very important in starting a business, without capital economic activity will not run. The capital normally used by street vendors is relatively small, because street vendors usually use their own capital or borrowed capital. The loan capital provided by creditors is also small because the business they are running is still small.

In addition to capital, length of business will also be a factor to increase income. The longer they have been in their business, the more opportunities they have to get customers than those who have just started their business (Soetomo, *et al.* (1995) in Sari (2021) ^[15]). The length of the street vendors' business varies. Some are old, some are new.

Furthermore, income is also related to working hours, usually street vendors have their own working hours, some are from morning to evening or from evening to night. So the length of time they trade affects the income generated.

In addition to working hours, education level also affects income. According to the Big Indonesian Dictionary, (2002) "education is the process of changing attitudes and behavior of a person or group of people in an effort to mature humans through teaching and training efforts". It can be concluded that education is a conscious effort to develop knowledge and skills through learning efforts.

The higher a person's education level, the higher a person's expertise or skills. When viewed from work productivity, education and one's income have a very close relationship (Handayani, 2013) ^[4].

Gender also affects income. Gender can show the productivity of workers. Gender is related to physical endurance, communication, and agility in offering something to consumers. Universally, the productivity level of men is higher than that of women. This is influenced by factors that are owned by women such as being physically less strong, in work tending to use feelings or biological factors such as having to take time off when giving birth. However, in certain circumstances, sometimes the productivity of women is higher than that of men, for example work that requires thoroughness and patience. In jobs that require a production process, women are usually more thorough and patient (Herawati, 2013).

The facts show that this business is an alternative choice because of the ease of running a business despite the high level of competition and also the relatively affordable capital. The researcher also wanted to know whether the effect of capital, length of business, working hours, level of education and gender on the income of street vendors.

Formulation of the problem

Referring to the background description regarding the street vendors in Pante Ampenan, the following conclusions can be drawn:

"what are the factors that affect the income of street vendors in the Pante Ampenan Mataram city".

Research Objectives

To analyze partially and simultaneously the effect of capital, length of business, working hours, level of education and gender on the income of street vendors in Ampenan Beach, Mataram City.

Literature Review

Income

The theory of income was put forward by J.M. Keynes in

Nining (2021) ^[11], is also called the theory of Liquidity Preference. The theory of liquidity preference is the factors that determine the amount of money that individuals or society want to save. According to this theory, people like to hold cash because they are driven by three motives, namely: for transactions, for precaution and for speculation.

In simple terms, income is income received by workers, laborers or households in the form of material or non-material. With the main goal of workers, namely to earn enough income for him, so that the needs of life or his household will be achieved and also fulfilled.

1. The Effect of Business Capital on Street Vendor Income

The effect of venture capital is related to the Neo-Classical Theory which was initiated by George H. Bort in Andri (2021) prioritizing his analysis of Neo-Classical economics. Then there are several factors that influence the neoclassical theory, namely technological developments, labor, economic growth and capital. Business capital is an important factor for street vendors to establish a business and increase sales results.

When using small capital, you will get relatively small profits too, while using large capital, you will get maximum profits. With this theory, small capital will minimize production results which cause minimal income. Unlike the capital which is quite large, the results of production and income will be maximized.

2. Effect of Business Length on PKL Income

There is a theory about the length of time put forward by Moenir AS (2008) in Polandos, *et al.* (2019) ^[10] which states that the longer a person has been in business, the more experienced, mature and proficient the business he is doing. Theoretically, length of business shows a positive effect on increasing income. Other estimates show that the longer one's business, the higher one's work productivity and produce satisfactory production.

3. The Effect of Working Hours on Street vendors' Income

Analysis of working hours is part of microeconomic theory, especially in the theory of labor supply, namely the willingness of everyone to work in the hope of earning income or not working and sacrificing the income that should be earned. Willingness to work long or short hours is the decision of everyone who does it (Nicholson, 1987 in Kartiningsih, 2016) ^[9]. Working hours in this study are the length of time used to sell or open a business to serve consumers every day.

4. Effect of Education Level on Street vendors' income

Education is a process that aims to increase knowledge, skills and increase independence as well as the formation of one's personality. Improving the quality of human resources is one of the factors of education. With the higher quality of resources, productivity will also increase and in the end can increase one's income. According to the basic assumptions of Human Capital theory, one can increase one's income through education. Development of Human Capital is associated with investment in humans and their development as a creative and productive resource (F.H. Harbison).

5. The Effect of Gender on Street Vendor Income

According to Mahendra & Adya (2014), the gender of the workforce is no less important in improving the performance of workers. Gender can indicate a person's level of

productivity. The high level of productivity of men than women, causes men to have higher opportunities to earn income than women.

Simultaneous Influence (together) Capital, Length of Business, Working Hours, Education Level and Gender on Street Vendor Income

This research is supported by Galuh (2021) ^[15] who stated that from the results of his research, business capital, length of business, working hours, level of education and gender have a simultaneous (together) effect on income.

Research Methods

Types of research

This type of research is a quantitative research. In particular, this type of research is a causal comparative relationship or it can also be called ex post facto research. According to Sukardi (2003) in Fauzan (2017) ^[1] comparative causal research is a research activity that seeks to find information about why there is a relationship between the dependent (dependent) variable and the independent (independent) variable, by observing the consequences and then retracing the possible factors. be the cause through a particular data.

Location and Time of Research

This research will take place or research location in Ampenan Beach, Mataram City. This research was conducted from November 2022-December 2022 at Ampenan Beach, Mataram City.

Method of collecting data

In this study using primary data. Researchers distributed questionnaires and conducted brief interviews with street vendors in Ampenan Beach to obtain the required data or information. Then the data is processed with Statistical Product and Service Solution 25 (SPSS 25) so that results are obtained according to the conditions and reality of street vendors (street vendors) at Ampenan Beach, Mataram City.

Population And Sample

The population in this study were all street vendors operating on Ampenan Beach, Mataram City. The total number of street vendors on Ampenan Beach is 88 traders. The sampling technique in this study used the Simple Random Sampling technique. According to Sugiyono (2018) the Simple Random Sampling technique is a simple technique because the sample members from the population are taken randomly without looking at and paying attention to the similarities or strata in the population, meaning that all populations have the same opportunity to be selected as a sample based on the number of street vendors Five of them are on Ampenan Beach, Mataram City.

Determining the number of samples that will be used as respondents in this study is to use the Slovin Theory (Citra, 2013).

Formula

$$n = N/1 + N(e)^2$$

Information

n = Number of Samples

N = Total Population

E = Maximum tolerance limit of error in the sample (10%)

So,

$$n = 88 / 1 + 88 (0,1)^2$$

$$= 88 / 1 + 88 (0,01)$$

$$= 88 / 1 + 0,88$$

$$= 88 / 1,88$$

$$= 46,80 / 47$$

Based on the above calculations, the sample in this study was 46.80 rounded up to 47 respondents. The written sample was done randomly.

Research variable

- Income (Y) is the net income earned by street vendors in Ampenan Beach, Mataram City in a month. This variable is measured in Rupiah units.
- Business capital (X1) is working capital issued every month to buy merchandise. This variable is measured in Rupiah units.
- Length of Business (X2) is the length of time the street vendor has been in business since opening the business until now. This variable is measured in months.
- The length of working hours (X3) is the length of business time spent by street vendors working every day. This variable is measured in hours.
- Education level (X4) is the last education taken by street vendors. This variable is measured in years.
- Gender (D1) is a biologically and anatomically determined sexual division expressed in male and female gender. This variable is measured by a nominal scale which is categorized as:

D = 0 if male

D = 1 if female

Data analysis method

The method used by researchers is multiple analysis, namely a technique that analyzes data in discussing the relationship between the dependent variable and the independent variable. Multiple linear regression is a regression in which the dependent variable (income (Y)) is associated with more than one independent variable (business capital (X1), length of business (X2), length of working hours (X3), level of education (X4), and gender (D1)). This technique is used to test hypotheses that suspect that there is an influence between the dependent variable and the independent variable. The form of the equation is as follows:

$$Y = \alpha + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + \beta_4 X_4 + \beta_5 D_1 + e$$

The above model is transformed into a multiple linear logarithmic equation (Log), this is done because there are differences in units and variable magnitudes in the equation. So to standardize the data, the regression equation above is transformed into a multiple linear logarithmic model (Galuh 2021) ^[15]. The model equation is as follows:

The above model is transformed into a multiple linear logarithmic equation (Log), this is done because there are differences in units and variable magnitudes in the equation. So to standardize the data, the regression equation above is transformed into a multiple linear logarithmic model (Galuh 2021) ^[15]. The model equation is as follows:

$$\text{Log}(Y) = \alpha + \beta_1 \log X_1 + \beta_2 \log X_2 + \beta_3 \log X_3 + \beta_4 \log X_4 + \beta_5 D_1 + e$$

Information

Y = Income

Log = Logarithm

α = Constant Coefficient

X1 = Capital

X2 = Length of Business

X3 = Working Hours
 X4 = Education Level
 D1 = Dummy Variable Gender, where:
 0: Male
 1: Female
 e = Error terms

Results and Discussion

1. Characteristics of Respondents Based on Business Capital
 Based on the research results, data were obtained about the respondents' business capital which can be seen in the following table:

Table 1: Characteristics of Respondents Based on Business Capital

Modal Usaha	Responden	Prsentasi (%)
Rp. 500.000	7	14,9
Rp. 600.000	1	2,1
Rp. 700.000	1	2,1
Rp. 750.000	1	2,1
Rp. 800.000	2	4,3
Rp. 1.000.000	6	12,8
Rp. 1.200.000	3	6,4
Rp. 1.500.000	2	4,3
Rp. 2.000.000	3	6,4
Rp. 2.250.000	1	2,1
Rp. 3.000.000	8	17,0
Rp. 4.000.000	1	2,1
Rp. 4.500.000	4	8,5
Rp. 6.000.000	2	4,3
Rp. 7.500.000	2	4,3
Rp. 9.000.000	3	6,4
Total	47	100,0

Source: Results of Data Processing with SPSS

Table 1. shows the highest business capital for street vendors in Ampenan Beach, Mataram City, based on the sample used, is Rp. 9,000,000 with 3 respondents or 6.4% of the total respondents. While the most respondents were 8 respondents with the majority or most used working capital of IDR 3,000,000 or 17% of the total respondents.

1. Characteristics of Respondents Based on Length of Business

Based on the results of the research, data were obtained about the length of the respondent's business which can be seen in the following table:

Table 2: Characteristics of Respondents Based on Length of Business

Length of Business	Respondent	Percentage (%)
3	1	2,1
4	3	6,4
5	8	17
5,5	1	2,1
6	4	8,5
6,5	4	8,5
7	4	8,5
8	2	4,3
10	3	6,4
12	1	2,1
13	2	4,3
15	5	10,6
18	6	12,8
20	3	6,4
Total	47	100

Source: Results of Data Processing with SPSS

Table 2. Shows the longest business length of street vendors in Ampenan Beach based on the sample used is 20 years with 3 respondents or 6.4% of the total respondents. While the longest number of respondents were 8 respondents with the majority of business length of 5 years or 17% of the total respondents.

2. Characteristics of Respondents Based on Working Hours

Based on the results of the research, data were obtained regarding the working hours of the respondents which can be seen in the following table:

Table 3: Characteristics of Respondents Based on Working Hours

Working hours	Respondent	Prosentage (%)
5	3	6,4
6	9	19,1
7	11	23,4
8	12	25,5
9	4	8,5
10	8	17,0
Total	47	100,0

Source: Results of Data Processing with SPSS

Table 3. Shows the longest working hours of street vendors

in Ampenan Beach based on the sample used, which is 10 hours/day with 8 or 17% of the total respondents. While the most respondents were 12 respondents with the majority working hours having working hours/day for 8 hours/day or 25.5% of the total respondents.

3. Characteristics of Respondents Based on Education Level Based on the research results, data were obtained about the education level of the respondents which can be seen in the following table:

Table 4: Characteristics of Respondents Based on Education

Tingkat Pendidikan	Respondent	Prosentage (%)
SD	12	25,5
SMP	20	42,6

Descriptive Research Variables

The descriptive variables of this study aim to find out the description of each research variable which is presented with descriptive statistics which can be seen in the following table:

Table 5: Descriptive Statistics Test

Keterangan	Minimum	Maximum	Mean	Std.Deviasi
Modal usaha (Rupiah)	500.000	9.000.000	2.557.447	2.274.432
Lama usaha (Bulan)	36	240	119	65,37
Jam kerja (Jam/bulan)	150	300	222	38,90
Tingkat Pendidikan (Tahun)	6	16	9,28	2,47
Jenis Kelamin (L/P)	0	1	0,87	0,337
Pendapatan (Rupiah)	750.000	15.000.000	3.859.575	2.823.843

Source: Results of Data Processing with SPSS

Table 5. is a descriptive statistic showing the minimum value, maximum value, average, and standard deviation of 47 street vendor respondents in Ampenan Beach.

Analysis and Research Results

Multiple Linear Regression Analysis

The analysis used in this study is multiple linear regression analysis which is transformed into multiple linear logarithmic equations (Log10) to get an idea of how much influence the independent variable (x) consists of business mode (X1), length of business (X2), hours work (X3), education level (X4) and gender (X5) to the dependent variable (Y), namely income.

Table 6: Multiple Linear Regression Test Test Regression Multiple Linear

Model	Unstandardized Coefficients		T	Sig
	B	Std.Error		
Constant	0,296	0,736	0,402	0,708
Modal Usaha	0,629	0,060	10,454	0,000
Lama Usaha	0,304	0,107	2,834	0,007
Jam Kerja	0,663	0,267	2,485	0,017
Tingkat Pendidikan	0,083	0,188	0,443	0,660
Dummy Jenis Kelamin	0,008	0,069	0,910	0,910

Source: Results of Data Processing with SPSS

Based on table 6, it can be formulated that the multiple linear logarithmic equation model in this study is as follows:

$$\log(Y) = \alpha + \beta_1 \log X_1 + \beta_2 \log X_2 + \beta_3 \log X_3 + \beta_4 \log X_4 + \beta_5 \log X_5 + e$$

$$\log(y) = 0,296 + 0,629 \log X_1 + 0,304 \log X_2 + 0,663 \log X_3 + 0,083 \log X_4 + 0,008 \log X_5 + e$$

The interpretation of the regression equation model above is as follows:

1. A constant of 0.296 states that if the business capital, length of business, working hours, education level and gender are equal to zero (0), then the income level of street vendors (y) is 0.296.
2. The regression coefficient of working capital (X1) is 0.629. The point is that every increase in business capital by 1 unit, income will increase by 0.629. Vice versa, if

business capital decreases by 1 unit, income will decrease by 0.629.

3. The regression coefficient of length of business is 0.304. The point is that for every increase in the length of business by 1 unit, income will increase by 0.304. Vice versa, if the length of business decreases by 1 unit, income will decrease by 0.304.
4. The regression coefficient of working hours is 0.663. The point is that every increase in working hours by 1 unit, income will increase by 0.663. Vice versa, if working hours decrease by 1 unit, income will decrease by 0.663.
5. The regression coefficient of the education level is 0.083. The point is that every increase in education level by 1 unit, income will increase by 0.083. Vice versa, if the level of education decreases by 1 unit, income will decrease by 0.083.
6. The regression coefficient of sex is 0.008. The point is that for every 1 unit increase in sex, income will increase by 0.008. Vice versa, if gender decreases by 1 unit, income will decrease by 0.008.

Hypothesis testing

t test (Partial)

The t test was conducted to determine whether or not the partial effect of each variable was significant. The value of t table can be calculated with $df = n - k$, where n is the number of samples and k is the number of independent variables and the dependent variable. Then $df = 47 - 5 = 42$, with a df value of 42 and $\alpha = 5\%$, a t table of 1.68195 is obtained. Following are the results of the t test in this study:

Table 7: t test (Partial)

Model	Unstandardized Coefficients		t	Sig
	B	Std.Error		
Constant	0,296	0,736	0,402	0,708
Modal Usaha	0,629	0,060	10,454	0,000
Lama Usaha	0,304	0,107	2,834	0,007
Jam Kerja	0,663	0,267	2,485	0,017
Tingkat Pendidikan	0,083	0,188	0,443	0,660
Jenis Kelamin	0,008	0,069	0,910	0,910

Source: Results of Data Processing with SPSS

Based on the table above, the results of the t test can be obtained as follows:

1. In the business capital variable, the calculated t value is 10.454 with a t table of 1.68195, then the t count > t table. While the significant value of the venture capital variable is 0.000 < 0.05. So it can be concluded that H1 is accepted and H0 is rejected, meaning that business capital has a significant effect on the income of street vendors in Ampenan Beach.
2. In the long business variable, the calculated t value is 2.834 with a t table of 1.68195, then the t calculated value > t table. While the significant value of the length of business variable is 0.007 < 0.05.
3. In the working hours variable, the calculated t value is 2.485 with a t table of 1.68195, then the t calculated value > t table. While the significant value of working hours variable is 0.017 > 0.05. So it can be concluded that H1 is accepted and H0 is rejected, meaning that working hours have a positive and significant effect on the income of street vendors in Ampenan Beach
4. For the education level variable, the t-count value is 0.443 with a t-table of 1.68195, so the t-count < t-table. While the significant value of the education level variable is 0.660 > 0.05. So it can be concluded that H1 is rejected and H0 is accepted, meaning that the level of education does not significantly influence the income of street vendors in Ampenan Beach.
5. In the dummy variable gender, the calculated t value is 0.114 with t table 1.68195, then the t calculated value < t table.
6. While the significant value of the gender variable is 0.910 > 0.05. So it can be concluded that H1 is rejected and H0 is accepted, meaning that the level of education does not significantly influence the income of street vendors in Ampenan Beach.

F Test (Simultaneous)

The F test was conducted to see whether there was any influence of the independent variables (business capital, length of business, working hours, level of education and gender) on the dependent variable (income) simultaneously (together). Variables are said to have an effect simultaneously if the Fcount value > Ftable and the Sig value < 0.05. The Ftable value is calculated with the provisions $df1 = k - 1$ and $df2 = n - k$, where k is the number of independent and dependent variables while n is the number of samples. $df1 = 5 - 1 = 4$ and the value of $df2 = 47 - 5 = 42$, with $df1 = 4$ and

$df2 = 42$, then the Ftable value is 2.59. The following are the results of the F test in this study:

Table 8: F Test (Simultaneous)

Model	F	Sig.
Regression	36,453	0,000

Source: Results of Data Processing with SPSS

Based on the calculation results above, it can be seen that the Fcount value is 36.453 and the sig value is 0.000. So in this study, the value of Fcount > Ftable (36.453 > 2.59) was obtained and the Sig value was 0.000 < 0.05. So it can be concluded that testing the hypothesis H2 is accepted and H0 is rejected. This explains that business capital, length of business, working hours, level of education and gender simultaneously (together) significantly influence the income of street vendors in Ampenan Beach, Mataram City.

Determination Coefficient Test (R Square)

The coefficient of determination has a function to explain how far the ability of the independent variables (business capital, length of business, working hours, level of education and gender) on the dependent variable (income) by looking at R Square. The results of the coefficient of determination can be seen in the following table:

Table 9: Test Koefisien Determinasi

Model Summary ^b			
Model	R	R Square	Adjusted R Square
			Std. Error of the Estimate

The results of data analysis on the income level variable show that R Square is 0.816 or 81.6%. This shows that the ability of the independent variables, namely business capital, length of business, working hours, level of education and gender in explaining the dependent variable, namely very good income. In other words, the independent variable is influenced by the dependent variable by 81.6%. Furthermore, the remainder of the R Square value of 18.4% is the influence of other variables not included in this study.

Classic assumption test

Normality test

The normality test aims to test whether in the regression model the dependent and independent variables both have a normal distribution or not. In this study, the normality test was carried out by looking at histograms, graphs and the Kolmogorov Smirnov test

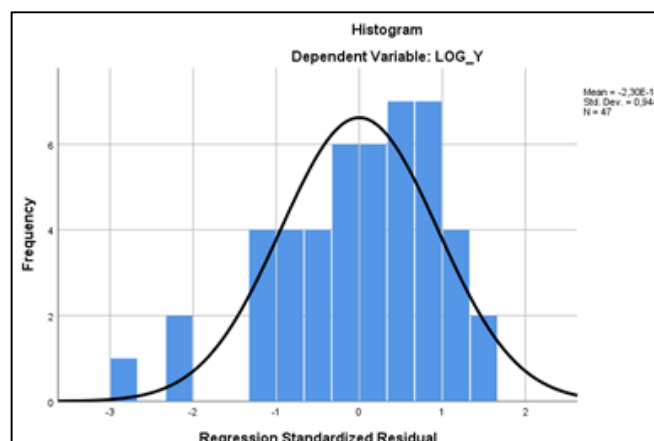


Fig 1: Normality Test Histogram Graph

Tabel 10: Uji Normalitas

One-Sample Kolmogorov-Smirnov Test		
N		47
Normal Parameters ^{a,b}	Mean	0,0000000
	Std. Deviation	,14105694
Most Extreme Differences	Absolute	0,098
	Positive	0,065
	Negative	-0,098
Test Statistic		0,098
Asymp. Sig. (2-tailed)		0,200 ^{c,d}
a. Test distribution is Normal.		
b. Calculated from data.		
c. Lilliefors Significance Correction.		
d. This is a lower bound of the true significance.		

Source: Results of Data Processing with SPSS

Based on the histogram graph, the residual data has shown a

normal curve that forms a perfect bell. Likewise, on a normal graph the P-P Plot shows that the data spreads around the diagonal line and follows the direction of the diagonal line. To further ensure that the residual data has followed the assumption of normality, the residual data is tested again using the Kolomorov Smirnov test. In table 4.11 above, it shows that the value of Asymp.Sig. (2-tailed) is greater than 0.05, namely 0.200. Thus, the residual data is normally distributed and the regression model meets the assumption of normality.

Multicollinearity Test

The multicollinearity test aims to determine whether the relationship between the independent variables has a multicollinearity problem or not. A good regression model should not have a correlation between the independent variables. The following are the results of the multicollinearity test in this study:

Table 11: Test Multikolinearitas

Model		Coefficients ^a				Collinearity Statistics		
		Unstandardized Coefficients	Standardized Coefficients	t	Sig.	Tolerance	VIF	
		B	Std. Error	Beta				
1	(Constant)	0,296	0,736		,402	0,689		
	LOG_X1	0,629	0,060	0,767	10,454	0,000	0,831	1,203
	LOG_X2	0,304	0,107	0,221	2,834	0,007	0,740	1,352
	LOG_X3	0,663	0,267	0,175	2,485	0,017	0,904	1,107
	LOG_X4	0,083	0,188	0,030	,443	0,660	0,965	1,036
	Dummy JK (L/P)	0,008	0,069	0,008	0,114	0,910	0,904	1,106

a. Dependent Variable: LOG_Y

Source: Results of Data Processing with SPSS

Based on table 4.12 above, it can be seen that the tolerance value of the independent variables (capital, length of business, working hours, education level and gender) is > 0.10 and each value is < 10, so it can be assumed that there is no multicollinearity between the independent variables in regression models.

inequality of variance in the regression. If the residual variance from one observation to another observer remains, then it is called homoscedasticity and if it is different it is called heteroscedasticity. A good regression model is one that has homoscedasticity or does not have heteroscedasticity. To detect the presence or absence of heteroscedasticity in this study, it can be seen from the scatterplot graph and the following Glejser test results:

Heteroscedasticity Test

The heteroscedasticity test aims to test whether there is an

Test Heteroskedastisitas

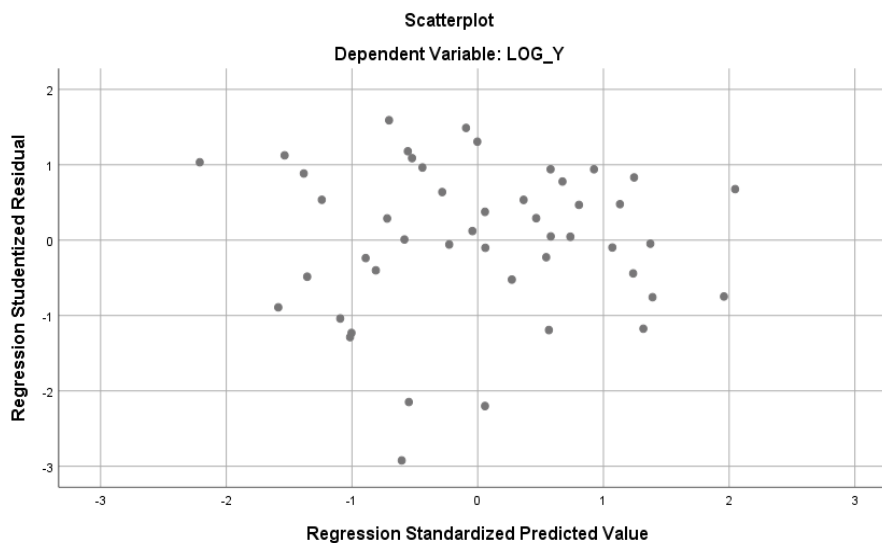


Fig 2

Based on table 6, the scatterplot image shows that the resulting points spread randomly and do not form a pattern and are scattered above and below or around the number 0 on the Y axis, this shows that there is no heteroscedasticity in

this regression model.

To be more accurate, it is tested again with the Glejser test, the Glejser test results below:

Table 12: Test *glejser*

Model		Coefficients ^a						
		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	0,237	0,409		0,578	0,567		
	LOG_X1	-0,084	0,033	-0,388	-2,517	0,061	0,831	1,203
	LOG_X2	0,024	0,060	0,066	0,405	0,687	0,740	1,352
	LOG_X3	0,073	0,148	0,072	0,491	0,626	0,904	1,107
	LOG_X4	0,130	0,105	0,177	1,238	0,223	0,965	1,036
	Dummy JK (L/P)	0,063	0,038	0,243	1,646	0,107	0,904	1,106

a. Dependent Variable: RES2

Information

- The significance value of the capital variable is 0.61 < 0.05, so there is no heteroscedasticity.
- The significance value of the length of business variable is 0.687 > 0.05, meaning there is no heteroscedasticity.
- The significance value of working hours variable is 0.626 > 0.05, so there is no heteroscedasticity.
- The significance value of the education level variable is 0.223 > 0.05, meaning there is no heteroscedasticity.
- The significance value of the sex variable is 0.107 > 0.05, meaning there is no heteroscedasticity.

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- The significance value of the sex variable is 0.107 > 0.05, meaning there is no heteroscedasticity.

Neo Classic. In addition, the results of this study are also in line with research conducted by Damayanti (2011), Utari and Putu (2014), Kartiningsih (2016) ^[9], Polandos, *et al.* (2019) ^[10], Yuniarti (2019) ^[20], Alfany (2020), Fitriani (2021), and Sari (2021) ^[15], Ugek, *et al.* (2022) which state that capital has a significant effect on the income of traders.

The Influence of Business Length on the Income of Street Vendors in Ampenan Beach

Based on this study, the results of the t test show that the t count value is 2.834 with a t table of 1.68195, with a t count > t table. While the significant value of the length of business variable is 0.007 < 0.05. So that testing the hypothesis of this study is that H1 is accepted, H0 is rejected. This explains that partially the length of business has a significant effect on traders' income. The resulting influence is positive, meaning that the longer it takes the street vendors in Ampenan Beach to start a business, the longer they start their business.

Income received is increasing

The results of this study support the theory of length of business put forward by Moenir AS (2008) in Polandos, *et al.* (2019) ^[10] which states that the longer a person has been in business, the more experienced, mature and proficient the

business he is doing. In addition, the results of this study are also in line with research conducted by Artaman, *et al.* (2015), Alfany (2020), Fitriani (2021), and Sari (2021) ^[15] which states that the length of business has a significant effect on the income of street vendors, which means that the more the longer the business, the higher the income earned and the more knowledge and experience of business, the more customers because of the experience to learn consumer tastes. The Effect of Working Hours on the Income of Street Vendors in Ampenan Beach

Based on the results of this study, the results of the t test show that the t count value is 2.485 with a t table of 1.68195, so the t count > t table. While the significant value of working hours variable is 0.017 > 0.05. So that testing the hypothesis of this study is that H1 is accepted and H0 is rejected. This explains that partially working hours have a significant effect on the income of street vendors in Ampenan Beach. The effect is positive, meaning that the longer working hours/day will have a positive effect on the income of street vendors in Ampenan Beach.

The results of this study support the theory of working hours which is part of microeconomic theory, especially in the theory of labor supply, namely the willingness of everyone to work in the hope of earning income or not working and sacrificing the income that should be earned. Willingness to work long or short hours is the decision of everyone who does it (Nicholson, 1987 in Kartiningsih, 2016) ^[9]. Working hours in this study are the length of time used to sell or open a business to serve consumers every day. In addition, this research is in line with the research of Damayanti (2011), Yuniarti (2019) ^[20], Desanti and Ariusni (2021), and Fitriani (2021) which states that working hours have a positive and significant effect on street vendors' income, meaning that the longer working hours, the higher income earned

The Effect of Education Level on the Income of Street Vendors in Ampenan Beach

Based on the results of this study, the results of the t test show that the t value is 0.443 and the t table is 1.68195, so the t count < t table. While the significant value of the education level variable is 0.660 > 0.05. So testing the research hypothesis is H1 is rejected and H0 is accepted. This explains that partially the level of education does not significantly affect the income of street vendors in Ampenan Beach, meaning that a person's high education does not affect income because in running a business, a trader does not fully use the knowledge gained from school or lectures.

This research is also in line with the research of Herawati

(2013), Yuniarti (2019) ^[20], Kartiningsih (2016) ^[9], Sari (2021) ^[15] which states that the level of education has no significant effect on income.

The Effect of Gender on the Income of Street Vendors in Ampenan Beach

Based on the results of this study, the results of the t test show that the value of t count is 0.114 with t table 1.68195, then the value of t count < t table. While the significant value of the gender variable is 0.910 > 0.05. So testing the research hypothesis is H1 is rejected and H0 is accepted. This explains that partially gender does not significantly influence the income of street vendors in Ampenan Beach, meaning that there is no difference in the level productivity between men and women to income.

Therefore, this study rejects the theory put forward by Mahendra & Adya (2014) which says that the gender of the workforce is no less important in improving the performance of workers. Gender can indicate a person's level of productivity. The high level of productivity of men than women, causes men to have higher opportunities to earn income than women.

In addition, this research is also in line with Mufarrohan (2015), Kadim, *et al.* (2017), Sari (2021) ^[15], Ugek, *et al.* (2022) which state that gender does not significantly influence the income of traders, meaning that street vendors are of the same gender. men will not always earn a higher income than women and vice versa.

The Simultaneous Influence of Capital, Length of Business, Working Hours, Education Level and Gender on Income of Street Vendors in Ampenan Beach

Based on the calculation results above, it can be seen that the Fcount value is 36.453 and the sig value is 0.000. So in this study, the value of Fcount > Ftable (36.453 > 2.59) was obtained and the Sig value was 0.000 < 0.05. So it can be concluded that testing the hypothesis H2 is accepted and H0 is rejected. This explains that business capital, length of business, working hours, level of education and gender simultaneously (together) significantly influence the income of street vendors in Ampenan Beach, Mataram City.

This research is in line with Sari's research (2021) ^[15] which states that from the results of his research, business capital, length of business, working hours, level of education and gender have a simultaneous (together) effect on income.

Conclusion

1. The results of testing the effect of business capital variables partially on the income of street vendors in Ampenan Beach concluded that the capital variable partially has a significant effect on the income of street vendors in Ampenan Beach.
2. The results of testing the effect of the length of business variable partially on the income of street vendors in Ampenan Beach concluded that the variable length of business partially has a significant effect on the income of street vendors in Ampenan Beach.
3. The results of testing the effect of working hours variable partially on the income of street vendors in Ampenan Beach concluded that the working hours variable partially has a significant effect on the income of street vendors in Ampenan Beach.
4. The results of testing the effect of the variable level of education partially on the income of street vendors in Ampenan Beach concluded that the variable level of education partially did not significantly influence the

income of street vendors in Ampenan Beach.

5. The results of testing the effect of gender variables partially on the income of street vendors in Ampenan Beach concluded that gender variables partially did not significantly influence the income of street vendors in Ampenan Beach.
6. The test results of the effect of the variable capital, length of business, working hours, level of education and gender simultaneously on the income of street vendors at Ampenan Beach concluded that the variables capital, length of business, working hours, level of education and gender simultaneously affect income street vendors on Ampenan Beach.

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