The Influence Of Capital, Information Technology, and Work Experience On The Income Of Perak Smes, Celuk Village, Sukawati District

by I Gede Wahyu Indrayana

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Abstract. The Gianyar Regency area, especially the Sukawati sub-district, is considered to have become the center of silver crafts in the Bali region, which is found precisely in Celuk Village as a silver craft producing area that has existed since 1976, but in the current conditions Celuk Village is experiencing a decline in the number of established businesses. , the amount of production, and also the workforce, this condition seems to occur from year to year, thus triggering a decrease in the amount of income of business actors. The purpose of this research is to analyze the influence of capital, information technology and work experience on the income of silver SMEs in Celuk Village, Sukawati District. This research is included in the quantitative research category. The total population and sample data that supports this research is 150 respondents. The research results show that capital, information technology and work experience have a significant positive effect on the income of Perak SMEs in Celuk Village, Sukawati District. The implication obtained from this series of activities is that capital, information technology, and work experience have successfully contributed to the income of Perak SMEs. The results of this activity can be used as a guide or reference for other SMEs in supporting increased income by paying more attention to capital, information technology and work experience, because the greater the amount of income earned, the greater the ability of a business to function automatically. finance all business expenses.

Keywords : SMEs, Capital, Information Technology, Work Experience, Income.

INTRODUCTION

The growth in the economic sector in Indonesia in the current conditions appears to be very rapid, which occurs especially in the industrial sector. It is known that developments occurring in the current period appear to be occurring in the industrial sector, both large scale, small scale, medium scale and domestic scale, which is starting to make the industrial sector one of the sectors that is very popular and has also succeeded in growing very rapidly. fast. The development taking place in industry in the Bali region has the aim and objective of providing assistance and support in the development of small industries and crafts which are considered famous in the Bali region, including the business sector of the silver craft industry. Bali is considered to be one of the small scale producers of silver crafts which is very well known among foreign tourists.

District area. Gianyar has succeeded in having three sub-districts which are used as locations where silver craft industry activities are carried out, namely the sub-district area. Gianyar, Ubud, and also Sukawati. Among these three sub-district areas, it is known that the

area is Kec. Sukawati is considered the largest sub-district carrying out silver craft production activities. District area. Sukawati is also considered to have the largest number of business actors carrying out silver production activities with data of 351 companies. District area. Sukawati, precisely in Celuk Village, is the center and pioneer of silver crafts. Known as a center for silversmithing, Celuk Village is naturally a place where the skills of silversmiths can be seen in full view.

District area. Gianyar in particular the district area. Sukawati is considered to be the center of silver crafts in the Bali region, which is found in Celuk Village as a silver craft producing area that has existed since 1976. It is known that silver crafts are considered to be one of the fine arts which is considered to have developed for a very long time on the island of Bali. . Where in ancient times it was known that this craft art was used as a complement as a tool for carrying out Hindu religious ceremonies and also used it as a tool to provide services for the needs that existed in the royal palace. This form of craft has seen an emphasis on beneficial or usable functions by containing decorative designs that contain symbolic values, but also support aesthetic values. However, it is known that behind the very rapid development that has occurred in the silver industry in Celuk Village, the district area. Sukawati still found several obstacles or problems, the data of which is presented in Table 1.

Table 1: Number of companies, total production capacity, and number of silver craft workers in Celuk Village, Sukawati District

NO	Year	Number of Companies (units)	Total Production Capacity (units)	Number of Workers (people)
1	2021	241	2,254,950	1,310
2	2022	150	659,927	1,019
3	2023	150	500,156	879
	Amount	541	3,415,033	3,208

From Table 1 data, it appears that there is data that shows the emergence of obstacles or problems experienced by the silver industry, namely the decline in the amount of silver production which this condition was experienced from 2021 to 2023. The data available in 2021 and also in 2022 shows The number of silver craft production has decreased quite drastically from 2,254,950 units to 659,927 units, and for the existing data from 2022 to 2023,

the number of silver craft production has decreased from previously produced 659,927 units to 500,156 units, so that the income of silver craftsmen in the Celuk Village area has decreased.

Apart from the problems that have been explained previously, several obstacles or problems were also found that were often encountered, including the problems that befell the silver industry craftsmen in Celuk Sukawati Village, namely some internal problems, where there were limitations or lack of access in carrying out their activities. marketing activities and also limited capital used to support business development. And it was also successful to find that there were external obstacles or problems that arose, in particular the competition from similar business actors which was very tight and also many people in the community used other methods or alternatives to this jewelry by purchasing handicrafts in the form of alpaca. looks very similar to silver crafts. Alpaca is also considered to have quite high competitiveness and is also in great demand among young people compared to silver crafts, because the alpaca currently marketed is much cheaper than the price of silver. This happens because alpaca is made from materials that are much cheaper and also of lower quality than silver, which contains a mixture of zinc, copper and nickel, so that alpaca is considered to have a lustrous color similar to silver.

Even though SMEs have great potential in the national economy, there are still problems in their development. The main problem in small companies is capital problems. It is known that the role of capital is considered very important for a company, because with sufficient capital it can be used to maintain the company's survival. The company's working capital will continue to circulate as long as the company runs. Apart from capital problems, the silver UKM industry has not yet maximized information technology and the employees needed in this silver UKM certainly already have work experience.

Capital, information technology and work experience are considered to be very important aspects to support business sustainability in the silver crafts industry, because to advance a business really requires the availability of adequate capital and also supported by a competent workforce, in the current era. It is very important to use sophisticated technological information and it is also mandatory that the craftsmen have adequate skills or expertise in carrying out the production process, which directly has an impact on profits or the amount of income earned by silver craftsmen.

Looking at the explanation of the problems in this research, the researchers succeeded in finding the proposed hypothesis, namely (1) Capital, Information Technology, and also

Work Experience with the results simultaneously influencing the income of Perak SMEs in Celuk Village, District. Sukawati. (2) Capital has a partial positive effect on the income of Perak SMEs in Celuk Village, Kec. Sukawati. (3) Information Technology has the result of having a partial positive effect on the income of Perak SMEs in Celuk Village, Kec. Sukawati. (4) Work experience has had a partial positive effect on the income of Perak SMEs in Celuk Village, Kec. Sukawati.

RESEARCH METHODS

In this series of research, the researchers applied a multiple linear regression analysis method using capital, information technology and work experience as the independent variables, and income as the dependent variable. The population was 150 Perak SMEs, of which 150 people were sampled using the *total sampling method* . The type of data is quantitative, the source of which is obtained through primary data by distributing questionnaires and interviews regarding research subjects. The method applied is multiple linear regression analysis which includes carrying out the classical assumption test process, normality test, multicollinearity test, heteroscedasticity test and F test as well as the t test.

RESULTS AND DISCUSSION

Referring to the description results in each variable, descriptive analysis was used, the results of which are in Table 2 .

Table 2 : Descriptive Statistics Results

Variable	Minimum	Maximum	Mean	Std. Deviation
Capital	2000000	60000000	21306666.67	9365757.039
Information Technology	0	1	0.97	0.162
Work experience	1	3	2.90	0.362
Income	5000000	120000000	17100000.00	14142016.981

Source: Attachment 4 data processed in 2024

Table 2 presents data using 150 units. The capital variable produces a minimum value whose number appears to reach 2000000 and a maximum value which the number appears to reach 60000000 . Furthermore, the average value generated by capital appears to have reached

21306666.67 with the standard deviation value obtained which appears to reach 9365757.039. The information technology variable produces a minimum value where the number appears to reach 0 and a maximum value which the number appears to reach 1. Furthermore, the average value produced by information technology appears to be reaching 0.97. with the standard deviation value obtained which appears to reach 0.162. Work experience variable produces the minimum value that the number appears to reach 1 and the maximum value that the number appears to reach 3 . Furthermore, the average value generated by income appears to have reached 2.90 with a standard deviation value that appears to reach 0.362. The income variable produces a minimum value that the figure appears to reach 5000000 and the maximum value that the number appears to reach 120000000 . Furthermore, the average value generated by income appears to have reached 17100000.00 with the standard deviation value obtained which appears to reach 14142016.981.

Table 3: Summary of Multiple Linear Regression Analysis Results

Variable	Unstandardized Coefficients		Standardized Coefficients	t	Sig
	B	Std. Error	Beta		
(Constant)	4,924	1,107		4,449	0,000
Capital	0.768	0.066	0.656	11,594	0,000
Information Technology	0.459	0.220	0.123	2,085	0.039
Work experience	0.618	0.097	0.372	6,387	0,000
R^2	: 0.550				
F Statistics	: 59.485				
Sig F	: 0.000				

Source: Attachment 5 data processed in 2024

multiple linear regression equation as follows.

$$Y = 4.924 + 0.768 X_1 + 0.459 X_2 + 0.618 X_3 + e$$

Where :

Y = Income

X_1 = Capital

X_2 = information technology

X_3 = Work experience

equation in Table 2 successfully shows the direction of each variable X to variable Y with the following description:

(1) The resulting constant value is 4.924, so automatically this result shows that if capital, information technology and work experience are equal or equal to 0 (zero), then automatically the income of Perak SMEs in the Celuk Village area, Kec. . Sukawati is worth 4,924 . (2) The Regression Coefficient Sukawati, this gives rise to the meaning that if capital conditions increase, then income will also appear to be in an increase condition. (3) The Regression Coefficient Sukawati, this gives rise to the meaning that if information technology increases, then income will also appear to be in a condition of increasing. (3) Regression coefficient Sukawati, this gives rise to the meaning of work experience increases, then income will also appear to be in a condition of increasing.

Table 4: Normality Test (One-Sample Kolmogorov-Smirnov)

One-Sample Kolmogorov-Smirnov Test	
N	150
Statistical Tests	0.072
Asymp. Sig. (2-tailed)	0.055

Source: Attachment 6 data processed in 2024

Referring to the data in Table 4, it is known that the resulting *Kolmogorov Smirnov value* reached 0.072 with *Asymptotic Significance* with a number reaching 0.055, which means this number is greater than 0.05, so the data obtained previously was in good condition. The results have a normal or good distribution.

Table 5: Multicollinearity Test

Variable	Collinearity Statistics	
	Tolerance	VIF
Capital	0.962	1,040
Information Technology	0.882	1,134
Work experience	0.911	1,098

Source: Attachment 6 data processed in 2024

Based on the data in Table 5, it can be seen that all variables provide a numerical value that is achieved in VIT is < 10 and is able to provide a value that reaches the *tolerance value* is > 0.10, then the data has been obtained at a previous time without experiencing any indication that there is a multicollinearity problem.

Table 6: Heteroskedasticity (Glesjer Test)

Variable	Sig.
Capital	0.744
Information Technology	0.127
Work experience	0.909

Source: Attachment 6 data processed in 2024

Table 6 shows that the results displayed are able to provide the value that the figure achieved is sig value . < a (0.05), then data that has been obtained at a previous time provides identification without heteroscedasticity problems arising .

Hypothesis test

F test

The F test used in this research determines the results of the simultaneous or (simultaneous) influence of all the independent variables used (capital variables, information technology) in the direction of their influence on the dependent variable (income). Looking at the results of the Anova test, it is known that F_{sig} 0.000 < 0.05 , so the resulting decision is that H_0 is rejected and H_1 is accepted. This means that the variables capital (X1), information technology (X2) and also work experience (X3) provide results with a significant effect simultaneously on the income (Y) of Perak SMEs in the Celuk Village area, Kec. Sukawati .

t test

1)   Influence of the Capital variable (X1) on Income

Referring to the results of conducting the analysis, the results are shown at a significance value whose number reaches 0.000 < 0.05, then the resulting decision is that H_0 is rejected and also H_2 is accepted, where this gives the meaning that the capital variable gives results with a positive effect significant impact on income. The Regression Coefficient Sukawati, this gives

rise to the meaning that if capital conditions increase, then income will also appear to be in an increase condition.

2)   The influence of the information technology variable (X2) on income

Referring to the results of conducting the analysis, the results are shown at a significance value which reaches $0.039 < 0.05$, so the resulting decision is that H_0 is rejected and also H_3 is accepted, where this gives the meaning that the information technology variable produces influential results. significant positive on income. The Regression Coefficient Sukawati, this gives rise to the meaning that if information technology increases, then income will also appear to be in a condition of increasing.

3)   work experience variables (X3) to Income

Referring to the results of conducting the analysis, the results are shown at a significance value whose number reaches $0.000 < 0.05$, then the resulting decision is that H_0 is rejected and also H_4 is accepted, where this gives the meaning that the work experience variable gives results with a significant positive effect on income . The Regression Coefficient Sukawati, this gives rise to the meaning that if work experience increases, then income will also appear to be in a condition of increasing.

The Influence of Capital , Information Technology and Work Experience on the Income of Perak SMEs in Celuk Village, District. Sukawati

Referring to the results of processing the SPS data, it appears that the significance value results reach $0.000 < 0.05$, giving rise to the decision that H_0 is rejected and H_1 is accepted. This means that it has been found that there is an influence between capital , information technology and work experience on the income of Perak SMEs in the Celuk Village area, Kec. Sukawati with the direction simultaneously. Capital in this case is considered as an aspect of factors whose role is considered to be very important in supporting the smooth production process, because capital is considered an aspect that must be present with adequate availability when there are business actors who have the desire to carry out business activities or are also used to develop their business. which already existed before. In conditions where there is an insufficient amount of capital available, it will be able to have an effect or impact in influencing the smooth running of the business, so that this will automatically affect the amount of income that will be obtained. In the current conditions, all types of businesses must be able to compete in any market, so it

is also mandatory to provide support for internet use in small and medium businesses, which is also considered very important to be able to compete anywhere. Through the internet, small and medium businesses are also able to support increased business transformation which is carried out through speed, accuracy and efficiency of information exchange on a large scale (Masyita, 2012). Apart from that, running a business is also supported by work experience whose role can also encourage an increase in income for SMEs. Work experience is also assessed in this case as something or an ability possessed by employees to be used to help complete all tasks given by the company. By having long and extensive experience, you will be able to increase your capacity to a greater extent than those without experience. This is supported by the findings produced by Rahmatia et al. (2019), Mahayasa & Yuliarmi (2017), Kamulalis (2021).

The Influence of Capital on the Income of Perak SMEs in Celuk Village, District. Sukawati

Based on the results of SPSS data processing , the results are shown at a significance value whose number reaches $0.000 < 0.05$, so the resulting decision is that H_0 is rejected and also H_2 is accepted, where this gives the meaning that the capital variable gives results with significant positive effect on income. The Regression Coefficient Sukawati, this gives rise to the meaning that if capital conditions increase, then income will also appear to be in an increase condition. Greater capital allows SMEs to purchase more raw materials, equipment and machinery. This allows SMEs to increase the scale of production and produce more products. Greater capital also allows SMEs to invest in technology and employee training. This allows SMEs to improve product quality and attract more customers.

The Influence of Information Technology on the Income of Perak SMEs in Celuk Village, District. Sukawati

Based on the results of SPSS data processing , the results show the significance value which reaches $0.039 < 0.05$, so the resulting decision is that H_0 is rejected and H_3 is accepted, where this means that the information technology variable gives results. with a significant positive effect on income. The Regression Coefficient Sukawati, this gives rise to the meaning that if information technology increases, then income will also appear to be in a condition of increasing . The use of the Internet in the era of globalization is unlimited, it is very important

to increase SME income (Devi Gnyawali & Park, 2009). All types of businesses must be able to compete in any market, the use of the Internet in small and medium businesses is very important to be able to compete in any market. Through the Internet, small and medium businesses can also increase business transformation through speed, accuracy and efficiency of large-scale information exchange (Masyita, 2012).

The Influence of Work Experience on the Income of Perak SMEs in Celuk Village, District. Sukawati

Based on the results of processing SPSS data , the results show the significance value which reaches 0.000<0.05, so the resulting decision is that H_0 is rejected and also H_4 is accepted, where this gives the meaning that the work experience variable gives results with a significant positive effect on income . The Regression Coefficient Sukawati, this gives rise to the meaning that if work experience increases, then income will also appear to be in a condition of increasing. Work experience is also assessed in this case as something or an ability possessed by employees to be used to help complete all tasks given by the company. By having long and extensive experience, you will be able to increase your capacity to a greater extent than those without experience.

CONCLUSIONS & SUGGESTIONS

Based on the results and previous discussion, the conclusion was that it was found that there was an influence between capital , information technology, work experience on the income of Perak SMEs in the Celuk Village area, Kec. Sukawati with the direction simultaneously. These results show that if the capital, information technology and work experience possessed by Perak UKM in the Celuk Village area, Kec. If Sukawati is good and adequate , it will be able to increase the income of Perak SMEs in the Celuk Village area, Kec. Sukawati. The capital variable produces results that have a positive influence on the income of Perak SMEs in the Celuk Village area, Kec. Sukawati, this gives rise to the meaning that if the amount of capital is sufficient, it will be able to support increased income. The information technology variable produces results that have a positive influence on the income of Perak SMEs in the Celuk Village area, Kec. Sukawati, this gives rise to the meaning that if information technology is used well, it can be used to increase income. The work experience variable has a positive effect on the income of Perak SMEs in the Celuk Village area, this gives rise to the meaning that by

having long and extensive experience, you will be able to increase your capacity to a greater extent compared to those without experience.

The advice that can be given in this research is that it is hoped that Perak SMEs in Celuk Village, Sukawati District can maximize the use of capital used by adding capital so that income will increase. Using greater capital allows SMEs to purchase more raw materials, equipment and machines. This will enable SMEs to increase production scale and produce more products. In terms of information technology, it is hoped that Perak SMEs in Celuk Village, Sukawati District will continue to use information technology in their marketing processes, apart from being more efficient in using this technology, they can reach global customers and increase sales by presenting products online. SMEs can also use email marketing and social media marketing to reach customers more effectively. In terms of work experience, Perak SMEs in Celuk Village, Sukawati District, are expected to maintain their work experience because with good experience, Perak SMEs in Celuk Village, Sukawati District can increase their income. Experienced employees can work more quickly and efficiently, thereby increasing SME productivity. Work experience can also help SMEs to reduce waste and improve product quality.

The government is expected to provide access to KUR with low interest to silver SMEs in Celuk Village. The government can provide business incubation programs and funding for young entrepreneurs who want to start a business in the silver sector. The government is also expected to facilitate collaboration between silver SMEs and financial institutions to gain easier access to capital, because with additional capital, SMEs can develop their business so that they can increase SME income. The government can provide training and education on the use of IT for silver SMEs in Celuk Village and the Government is also expected to be able to assist SMEs in building *websites* and social media accounts to promote their products *online*.

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