

## COMPARATIVE INCOME ANALYSIS OF WAGE SYSTEM EMPING CRAFTSMAN WITH INDEPENDENT BUSINESS IN PEUKAN BARO SUB-DISTRICT, PIDIE REGENCY

Hamdani<sup>1</sup>, Safrika<sup>2</sup>, Julia<sup>1</sup>, Bagio<sup>2</sup>

<sup>1</sup>Program Studi Agribisnis, Fakultas Pertanian, Universitas Jabal Ghafur

<sup>2</sup>Program Studi Agribisnis, Fakultas Pertanian, Universitas Teuku Umar

Emails: <sup>1)</sup>[hamdanif@gmail.com](mailto:hamdanif@gmail.com), <sup>2)</sup>[safrikarika25@gmail.com](mailto:safrikarika25@gmail.com), <sup>1)</sup>[juliahaskellah@gmail.com](mailto:juliahaskellah@gmail.com)  
<sup>2)</sup>[bagio@utu.ac.id](mailto:bagio@utu.ac.id)

### Abstract

This study aims to determine the comparison of wage system emping craftsmen's income with independent businesses in Peukan Baro District, Pidie Regency. This research was conducted in Peukan Baro District, Pidie Regency, from March to May 2022. Most of the Pidie people use melinjo chips as a business, especially Peukan Baro District. All emping melinjo craftsmen are housewives who work to help the family's economy. Based on the criteria, emping craftsmen are divided into two systems, namely the wage system and the independent business system. From the two business systems, the problem is the comparison of the average income of emping craftsmen with the wage system and independent businesses. The samples of this study were 40 respondents using the wage system for chips craftsmen and 40 respondents using the self-employment system. The method in this study uses a quantitative descriptive analysis. Acceptance of emping craftsmen with a wage system of Rp. 318,500/week with a total production cost of Rp. 19,137/week. In the independent business system, the acceptance of chips craftsmen is Rp. 679,350/week and a production cost of Rp. 491,487/week. The results of the study show that there is a difference in the average income of wage system emping craftsmen and independent businesses. This can be seen from the results of the wage system emping craftsmen's income, which is Rp. 299,363/week, while in the independent business system the income is Rp. 187,863/week. It can be concluded that the income of emping craftsmen using the wage system is more profitable than the independent business system in Peukan Baro District, Pidie Regency. To see a significant difference, a table test was performed using SPSS V.21. Based on the results of the independent sample test output table test, it is known that there is a difference in the average income of wage system emping craftsmen with independent businesses seen from the Sig value. (2-tailed) of 0.00. This means that the value of Sig. (2-tailed) smaller than 0.05. This means that the value of Sig. (2-tailed) smaller than 0.05. This means that the value of Sig. (2-tailed) smaller than 0.05.

Keywords: *Comparative, Income, Wages System, Independent Business System*

### 1. INTRODUCTION

Emping melinjo is a processed agricultural product that resembles chips. In Aceh, chips are used as a complement to foods such as Mie Aceh, Nasi Goreng, and so on. Emping is popular with many people because it has a savory and delicious taste and contains lots of nutritional content. Emping melinjo is mostly used as a business by the people of Pidie Regency. How could it not be, Pidie is known by the public as City of Emping, because there are many housewives who can make emping melinjo using only simple tools and can market the processed chips to help the family's

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economy. Chip manufacturers in Pidie Regency or companies that market chips outside Java and even abroad. Everyone who visits Pidie will definitely buy chips as a special souvenir.

Pidie Regency consists of 23 Districts, almost all of the Districts in Pidie Regency are craftsmen or chip makers. One of them is Peukan Baro District. In general, Peukan Baro District still has a lot of land planted with melinjo trees which are the raw material for making chips, so Peukan Baro District is also known as a place for craftsmen or chips producers.

All emping melinjo craftsmen are housewives who work to help the family's economy. There are many factors that cause them to have to work, one of which is because the prices of basic necessities have increased, making it difficult for them to meet their basic needs. This condition has encouraged housewives who previously only worked in the domestic sector to join the public sector.

Based on the criteria, emping melinjo craftsmen are divided into two systems, namely the wage system and the independent business system. The wage system is that the emping craftsmen receive wages from their work processing melinjo into chips according to a set price. The price offered usually ranges from Rp. 13,000 - Rp. 15,000. Usually they receive melinjo to be processed from local people or companies.

The wage system looks very practical because the craftsmen no longer need to look for raw materials and market processed products because they are only tasked with processing but the income they get is very limited. The income they get also depends on their performance in processing melinjo into chips every day.

Meanwhile, the independent business system is different from the wage system because in the independent business system they must first spend capital to buy raw materials. Emping craftsmen buy raw materials from collecting agents or from melinjo farmers and some from private land. After the processed process is complete they have to market the emping. There are many marketing processes that occur including direct marketing from producers-consumers, or producers-consumer-collecting agents.

## **2. LITERATURE REVIEW**

### **2.1. Emping Melinjo**

Emping melinjo is a type of snack made from old melinjo fruit and has a flat, round shape. Emping is not a foreign food for the Indonesian population, especially the people in Aceh. Usually chips are used as a complement to food. The process of making emping melinjo is also very easy and simple, namely by roasting the melinjo seeds then the roasted melinjo seeds are beaten until they are thin and dried in the sun to dry. Usually emping melinjo is marketed raw (Alqadrie, 2009).

In general, the process of making emping melinjo uses the method of frying *sangan*. Equipped with sand, the melinjo seeds that are deep fried will be able to cook evenly because the sand is quick to receive heat (from the fire of a furnace or stove) and by mixing the melinjo seeds with the hot sand while turning it back and forth, the seeds ripen. melinjo can be evenly distributed. In addition, by roasting it, the aroma and substances contained in the melinjo seeds are not lost, so you get emping melinjo that tastes delicious. It's different if you boil it, the aroma and substances contained in the melinjo seeds will dissolve in the cooking water. As a result, the emping tastes less delicious and the distinctive aroma is much reduced (Sunanto, 2010).

### **2.2. Production Theory**

Production is an activity to add to the usefulness of an object or create a new object so that it is more useful in meeting needs. Factors of production are all the sacrifices given to the business so that the business is able to grow and produce well. The factors that affect production are products, labor, capital, management, and socio-economic factors of producers (Soekartawi, 2016).



### 2.3. Income Theory

Receipt (revenue) is the amount of payment received by the company from the sale of goods or services. Revenue is calculated by multiplying the quantity of goods sold by the unit price. At the start of operations, production facilities are generally not pushed to full production, but increase slowly until everything is ready to reach full capacity. Therefore, planning the amount of revenue must be adjusted to this pattern (Soeharto, 2011).

Revenue is divided into gross income and net income. Gross income is a measure of the productivity of the resources produced, while net income is gross income minus the total business costs incurred (Soekartawi, 2016). The profit (profit) or loss of a business will be known after the receipt of the proceeds from product sales is deducted by product prices, marketing costs and general expenses.

## 3. RESEARCH METHOD

### 3.1. Research Time and Place

The implementation of this research was carried out from March to May 2022. The object of this research was limited to wage system emping craftsmen with independent businesses. In this study the location used as the research site was in Peukan Baro District, Pidie Regency. The reason for choosing a research location in this area is because this sub-district is one of the emping producers in Pidie Regency.

### 3.2. Research Design

Primary data collection using a questionnaire given or read to the respondent. The collection method is structured and open, meaning that respondents are informed about the research objectives so that they can provide answers in accordance with the research objectives and do not deviate which could lead to biased research results.

Secondary data collection is done by identifying the need for secondary data in this study. Secondary data in question is information that supports the profile of the research area, as well as data related to research. After these data, the next action is to filter to select which data is in accordance with the research objectives and then evaluate it so that it can be used to answer the formulation of research problems.

### 3.3. Determination of Population and Sample

#### Population Determination

In this study the authors used an infinite population, because the total population is unknown. The population in this study were all wage system emping craftsmen with an independent business system in Peukan Baro District, Pidie Regency.

#### sampling

In drawing the size of the sample size, if the population is not known with certainty (accidental sampling), a technique or formula is used according to Malhotra's theory (2016) which must be at least four or five times the number of questions. In this study there were 10 question items. So the number of samples taken in this study is 40 samples (10 question items x 4). The areas to be used in this research are the Bambi Settlement and the Baro Mosque Settlement because these settlements have many emping craftsmen.

### 3.4. Data Analysis Technique

Data analysis according to Maleong (2016) is the process of organizing and sorting data into patterns, categories, and basic descriptive units so that themes can be found and can be formulated in working hypotheses as suggested by the data. Data analysis can take the form of quantitative analysis and qualitative analysis. Receipt or income is the product of the total product with the product price per unit which is formulated as follows:

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TR = YxPy.....(Sharif, 2011) . Business profit or net income is the amount of revenue after deducting the costs incurred for the production process, both fixed and not fixed, which is formulated as follows:

$\pi = TR - TC$  ..... (Sharif, 2011). To compare business income, the t-test hypothesis test (t test) is used using the formula (Sudhana, 2015).

$$t_{count} = \frac{\bar{X}_1 - \bar{X}_2}{\sqrt{\frac{S_1^2}{n_1} + \frac{S_2^2}{n_2}}}$$

**4. RESULTS AND DISCUSSION**

**4.1. Characteristics of Respondents**

The gender selected in this study were all 80 respondents who were female or represented 100%. Because all emping craftsmen are female. most of the respondents in the wage system for the age of the respondents were mostly at the age level between 20-30 years and 41-50 years, namely as many as 11 people with a percentage of 27.5%. Meanwhile, in the independent business system, there are at most 16 people aged 41-50 years with a percentage of 40%. Respondents in the wage system at the education level of the respondents were mostly in high school (SMA), namely 17 people with a percentage of 42.5%. In the independent business system, there are 14 junior high school (SMP) education levels with a percentage of 35%. Respondents based on the number of family dependents, Most respondents in the wage system are those who have 1-3 family members, namely 26 with a percentage of 65%. Likewise with the independent business system, the largest number of respondents is the number of dependents of 1-3 people with a percentage of 72.5%. The length of time the respondents worked for melinjo chips in Peukan Baro District, Pidie Regency on the wage system was the most at the > 6 year level, namely 17 people with a percentage of 42.5%. Likewise with the independent business system, namely as many as 26 people at the level of > 6 years with a percentage of 65%. The length of time the respondents worked for melinjo chips in Peukan Baro District, Pidie Regency on the wage system was the most at the > 6 year level, namely 17 people with a percentage of 42.5%. Likewise with the independent business system, namely as many as 26 people at the level of > 6 years with a percentage of 65%. The length of time the respondents worked for melinjo chips in Peukan Baro District, Pidie Regency on the wage system was the most at the > 6 year level, namely 17 people with a percentage of 42.5%. Likewise with the independent business system, namely as many as 26 people at the level of > 6 years with a percentage of 65%.

**4.2. Income Analysis of Emping Craftsmen Wages System and Independent Business System**

Business income is obtained from the difference between total revenue and total costs in one calculation. The total cost in question is the costs incurred in the business of making chips. Total revenue is the multiplication of the number of products produced by the price of the product.

**Table 4.1 Analysis of Income and Feasibility of Emping Craftsmen with an Independent Business System with a Wages System**

No	Description	Wages System		Independent Business System	
		Unit	Amount	Unit	Amount
1	<b>Production</b>	Bamboo	19	Kg	11.5
2	<b>Price</b>	IDR/Bamboo	16,250	IDR/Kg	58,700
3	<b>Reception</b>	IDR/week	318,500	IDR/week	679,350
4	<b>Production cost</b>	IDR/week	19.137	IDR/week	491,487
5	<b>Income</b>	IDR/week	299,363	IDR/week	187,863



On the wage system they usually spend 18,725 bamboo/week. Wages received per bamboo of Rp. 16,250 and received Rp. 318,500/week, for production costs only Rp. 19,137/week, and the income received from the difference between revenue and production costs is Rp. 299,363/week. Based on the table above, it can be explained that the amount of chips produced per week is 11.55 kg at a price of Rp. 58,700/Kg, so that they get Rp. 679,350/ week, production costs of Rp. 491,487/week, and income of Rp. 187,863/week.

### 4.3. Comparative Analysis of Income of Emping Craftsmen Wages System with Independent Business

Comparative analysis of the wage system wage chip craftsmen's income with independent business is calculated to find out whether there is a difference between the income of chipping craftsmen from the independent business system and the wage system. to prove whether there is a significant (significant) difference or not, we need to interpret the following "Independent Sample Test" output.

Independent Samples Test										
		Levene's Test for Equality of Variances		t-test for Equality of Means						
		F	Sig.	Q	df	Sig. (2-tailed)	Mean Differences	std. Error Difference	95% Confidence Interval of the Difference	
									Lower	Upper
Income	Equal variances assumed	1,603	.209	3,663	78	.000	111500,000	30437.365	50903.862	172096.138
	Equal variances not assumed			3,663	63,327	.001	111500,000	30437.365	50681931	172318.069

Based on the output table "Independent Sample Test" in the Equal Variances Assumed section, it is known that the value of Sig. (2-tailed) of  $0.00 < 0.05$ , then as the basis for decision making in the independent sample t test it can be concluded that  $H_0$  is rejected and  $H_a$  is accepted. Thus it can be concluded that there is a significant (significant) difference between the average income of emping craftsmen with a wage system and independent businesses.

Based on the basis of decision making and the results of the analysis tests that have been carried out, it can be concluded that there are differences in the income of emping craftsmen with a wage system and independent businesses. The income from the wage system is greater than the income from the emping craftsmen from the independent business system. This is due to the high price of raw materials and the unbalanced selling price of chips.

## 5. CONCLUSIONS AND SUGGESTIONS

### 5.1. CONCLUSION

Based on the results of research on the income of wage system emping craftsmen and independent business in Peukan Baro District, Pidie Regency, it can be concluded that the income of wage system emping craftsmen is more profitable than the independent business system. This can be seen from the results of the income of the two business systems. The wage system emping craftsmen's income in Peukan Baro District, Pidie Regency is Rp. 299,363/week, while in the independent business system the income of chip maker craftsmen is Rp. 187,863/week. Based on the independent sample test output table, it is known that there is a difference in the average

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income of emping craftsmen seen from the Sig value. (2-tailed) of 0.00. This means that the value of Sig. (2-tailed) smaller than 0.05.

## 5.2. RECOMMENDATION

Based on the results of the research, suggestions that can be given are as follows:

1. It is recommended that emping melinjo craftsmen have an independent business system when the price of raw materials is expensive to switch to a wage system and continue to run their own business to increase income.
2. The government should provide assistance both for business capital and equipment, which until now still uses traditional equipment in processing melinjo chips and also pays attention to the price of chips when raw materials are expensive.
3. Future researchers should research the marketing of melinjo chips and technology to increase the selling value of chips.

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