Capital And Labor On The Production Quantity Of Small Industries In Ujung Bulu District, Bulukumba Regency

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Abstract
This research endeavors to delve into the intricate dynamics between capital, labor, and the production output of small-scale industries in Ujung Bulu District. The primary objectives are twofold: firstly, to ascertain the extent to which capital investment influences production quantities, and secondly, to gauge the impact of labor on the production output within the said district. To achieve these objectives, the researchers have opted for a quantitative descriptive approach, leveraging financial ratio analysis as the primary tool for investigating the relationships between independent and dependent variables. This analytical framework enables a meticulous examination of how variations in capital and labor inputs correlate with fluctuations in production quantities. The methodology employed entails rigorous statistical analysis, particularly through multiple linear regression techniques. Through this methodological lens, the study scrutinizes the intricate interplay between capital, labor, and production output, discerning both the magnitude and significance of their respective contributions. The findings of this study are expected to provide valuable insights into the drivers of production within small-scale industries in Ujung Bulu District. Specifically, the results are anticipated to elucidate the nuanced effects of capital and labor inputs on production quantities, thereby informing policy decisions and strategic interventions aimed at fostering the growth and sustainability of small-scale industries in the region. This research represents a concerted effort to deepen our understanding of the factors underpinning production dynamics in small-scale industries, with a particular focus on Ujung Bulu District. By shedding light on the intricate nexus between capital, labor, and production output, this study endeavors to contribute meaningfully to the ongoing discourse on economic development and industrial growth in the region.
Keywords: *Capital, Labor, Production Amount, Small Industry*

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I.   Intoduction

The development of small-scale industries is crucial for fostering progress, economic self-sufficiency, and the welfare of the nation's populace. Small-scale industries have evolved in tandem with the changing times, aligning with the advent of Industry 4.0. This evolution holds the promise of enhancing the self-reliance and welfare of the people, while also contributing positively to economic growth. Small-scale industries, particularly those in the manufacturing sector, play a pivotal role in job creation, fostering entrepreneurial spirit, bolstering the national economy, and attracting domestic investment. However, data from the Central Bureau of Statistics - *Badan Pusat Statistik* (BPS) of Bulukumba Regency, specifically pertaining to Ujung Bulu District, reveals a concerning trend. The manufacturing sector, which encompasses small-scale industries, has witnessed a decline in recent years. From 2018 to 2020, the manufacturing sector experienced consecutive downturns, with a 6.2% decrease in 2018, followed by declines of 6.00% in 2019 and 5.83% in 2020. Notably, Ujung Bulu District serves as a focal point for small-scale industries, boasting the highest concentration of such industries within Bulukumba Regency, totaling 43 establishments. Despite this, the decline in manufacturing activities raises pertinent questions about the underlying challenges faced by small-scale industries in the district. Addressing these challenges and revitalizing the manufacturing sector in Ujung Bulu District is imperative for reigniting economic growth, fostering entrepreneurship, and advancing the welfare of the local populace. By understanding the factors contributing to the downturn in manufacturing activities, stakeholders can devise targeted interventions and policy measures aimed at revitalizing small-scale industries, thereby unlocking their full potential as drivers of economic development and prosperity.

In Bulukumba Regency, various types of industries cater to different scales of production and employment. These include: (1) Household Craft Industries: These are enterprises engaged in processing activities typically operated by 1-4 workers; (2) Small-scale Industries: These encompass processing enterprises with a workforce ranging from 5 to 19 employees; (3) Medium-scale Industries: These refer to processing enterprises with a staff size of 20 to 99 individuals; (4) Large-scale Industries: This category comprises processing

enterprises with a workforce of 100 employees or more. It's worth noting that many entrepreneurs in these industries opt for manual machinery over automated ones, particularly the use of manual machinery over injection machines. This preference for manual equipment stems from the need for greater labor input in the production process. Consequently, these industries serve as significant sources of employment within the region, contributing to local economic development and livelihoods."

The magnitude of capital investment also plays a pivotal role in determining the volume of raw materials purchased for the production process. As both capital and labor inputs increase, the production output tends to correspondingly rise. However, it's crucial to note that the factors influencing small-scale industrial production quantities are multifaceted and subject to variability over time. The aforementioned factors represent just a fraction of the complex interplay affecting small-scale industrial production. Given the dynamic nature of these influences, further research is warranted to gain deeper insights into the determinants of production quantities within small-scale industries in Ujung Bulu District. This research is particularly pertinent considering the district's significant contribution to job creation through its 43 small-scale industrial units. By conducting a comprehensive investigation into the factors shaping production quantities, policymakers and stakeholders can devise targeted strategies to enhance the productivity and sustainability of these industries, thereby fostering continued employment opportunities and economic growth within the region.

Theoritical
Industry
Parlin Sitorus (1996) delineates two broad conceptualizations of industry: the broader and narrower definitions. In the broader sense, industry refers to a collective of enterprises producing goods with close substitutability and exhibiting relatively high positive demand elasticity. Conversely, in the narrower sense, industry pertains to a group of companies manufacturing homogeneous goods and services. Expanding on this notion, Kartasapoetra (2018) defines industry as an economic activity involving the processing of raw materials, semi-finished goods, or finished products into items of higher value and utility. This definition encompasses not only the manufacturing process but also encompasses industrial design and engineering activities. These perspectives underscore the multifaceted nature of the industrial landscape, encompassing diverse sectors and activities aimed at enhancing the value and utility of goods and services.

Capital
The most influential factor affecting business income is capital. According to Sadono (2006), capital refers to assets that can be utilized for the exchange of goods, either indirectly or directly. In the context of augmenting cash, capital specifically denotes goods intended for future use. Capital encompasses the financial resources available within a company for the procurement of machinery and other production factors.

Meanwhile, Mankiw (2003) defines capital as a set of tools utilized by workers. Schwiedlend, as cited in Riyanto (2001), elaborates that capital encompasses both monetary assets and tangible goods. Weston and Copeland (1992) in Pitaloka (2009) provide a definition of capital structure as permanent financing consisting of long-term debt, preferred stock, and shareholder equity. The book value of shareholder equity comprises common stock, paid-in capital or surplus, and retained earnings. If a company issues preferred stock, it is added to shareholder equity.

According to Riyanto (1997), capital structure represents the permanent financing that reflects the consideration or comparison between long-term debt and equity. The capital structure indicates the proportion of debt used to finance investments, allowing investors to discern the balance between risk and return on their investments.

Labors
Labor plays a crucial role in business activities as an active factor in processing and organizing other production factors. It is an essential production factor that warrants consideration in every production process. Adequate labor is not only assessed based on its availability but also on the quality and types of labor employed.

As per the Labor Law of 2003, Article 1 defines labor as any individual capable of performing work, whether within or outside of an employment relationship, to produce goods and services to meet societal needs. Labor comprises workers engaged in activities within the production process.

Labor encompasses individuals who are currently employed, actively seeking employment, or engaged in other activities such as education and household management (Simanjuntak, 1985). Manpower or labor consists of the workforce and non-workforce. The workforce, also known as the labor force, comprises individuals who are willing and able to produce goods and services. It includes both the employed and unemployed individuals actively seeking employment. The non-workforce group includes individuals engaged in schooling, household management, and other income-receiving activities. These groups within the non-workforce category may offer their services for employment at any given time, hence often referred to as the potential labor force (Simanjuntak,

1985).

Production Quantity

Production entails the creation, generation, and fabrication of goods. Such activities cannot transpire without materials facilitating the production process itself. To engage in production, individuals require human labor, natural resources, capital in various forms, and expertise. These elements collectively constitute the factors of production. The production function delineates the inherent relationship between the factors of production and the resultant level of production. It is typically expressed in a formula such as the following (Sukirno, 1997;

$Q = f (K, L, R, T)$

Where K represents the stock of capital, L denotes the labor force encompassing various types of labor and entrepreneurial skills, R signifies natural resources, and T denotes the level of technology employed. Meanwhile, Q signifies the quantity of production generated by these various factors, which are collectively employed to manufacture the goods under analysis for their production characteristics. This equation is a mathematical statement that fundamentally asserts that the level of production of a good is contingent upon the quantity of capital, labor, natural resources, and the level of technology employed.

II.   Methods

In this research, the authors employ a quantitative research method. The study location is small-scale industries in Ujung Bulu District, Bulukumba Regency, with a duration of approximately one month from January to February 2022. The data used consist of quantitative data obtained from companies through both oral and written information, as well as quantitative data collected through documentation and interviews. The population in this study comprises 43 small-scale industries in Ujung Bulu District, Bulukumba Regency. Sampling is conducted using non-probabilistic sampling techniques, encompassing all small-scale industries in the area.

The data analysis method used is quantitative descriptive analysis Arifin, A., *et. al.,* (2023). This involves tests for data normality, multicollinearity, and autocorrelation due to the data being collected over multiple years. For hypothesis testing, the researchers employ multiple linear regression analysis to determine the influence of independent variables (capital and labor) on the dependent variable (production quantity). Additionally, tests for the coefficient of determination (R^2) and t-tests (partial) are conducted to assess the significance of each variable.

Operational definitions and variable measurements are as follows: Capital is measured as the funds required to purchase production factors, labor is measured as the number of workers involved in the production process, and production quantity is measured as the outcome of the production process transforming input factors into products or services. With this systematic approach, it is expected that this research will provide a deeper understanding of the factors influencing small-scale industrial production in Ujung Bulu District, Bulukumba Regency.

III.   Result

The subjects of this research are the small-scale industries in Ujung Bulu District, Bulukumba Regency, totaling 43 industries. Questionnaires were distributed to collect data for this study. The data were obtained by directly distributing questionnaires to respondents who are small-scale industries located in Ujung Bulu District, Bulukumba Regency.

Validity and Reliability Test

Table 1 Table of Validity Test Results

Variables	Indicators	R_{result}	R_{table}	Cronbach Alpha	Desc.
Capital	X1.1	0,791	0.3008	**0.809**	**Valid and Reliable**
	X1.2	0,761			
	X1.3	0,811			
	X1.4	0,699			
	X1.5	0,701			
Labor	X2.1	0,723	0.3008	**0.729**	**Valid and Reliable**
	X2.2	0,827			
	X2.3	0,849			
	X2.4	0,561			
Production Quantity	Y1	0,587	0.3008	**0.767**	**Valid and Reliable**
	Y2	0,657			
	Y3	0,692			
	Y4	0,741			
	Y5	0,741			
	Y6	0,653			

Source: Primary data processed in 2022

Based on the Validity Test results, it is evident that all items in the questionnaire demonstrate the variables Capital (X1), Labor (X2), and Production Quantity (Y) are valid, as all index values of the calculated R are greater than the table value of 0.3008. Furthermore, Based on the table above, it can be observed that the reliability test for each variable yields a Cronbach's Alpha value greater than 0.60. Thus, it can be concluded that the statements within the questionnaire distributed to respondents exhibit good reliability, rendering the questionnaire questions suitable as research instruments.

The classic assumption test
Normality Test Result
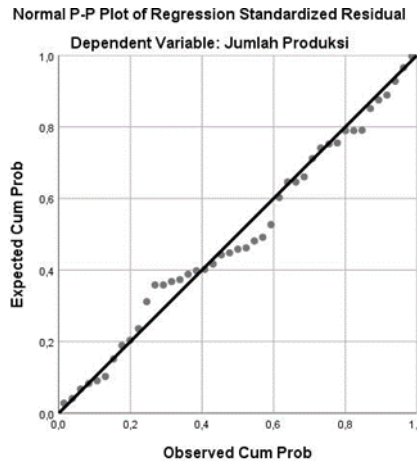
Figure 1 Normality Test

Upon examination of the scatterplot depicted above, it is apparent that the data points are distributed in close proximity to the diagonal line, and their dispersion aligns closely with the orientation of the diagonal line. This observation suggests that the regression model is deemed appropriate for utilization, as it adheres to the assumption of normality.

**The Results of Multicollinearity Test**
Table 2 Multicollinearity Test

Coefficients[a]			
		Collinearity Statistics	
Model		Tolerance	VIF
1	Capital	,665	1,504
	Labor	,665	1,504
a. Dependent Variable: Production Quantity			

Based on the table above, it is evident that the variables Capital and Labor have tolerance values above 0.1 and VIF values less than 10. This indicates that there is no multicollinearity present in the regression equation model, allowing the data to be utilized effectively in this study.

The Results of Heteroskedasticity Test
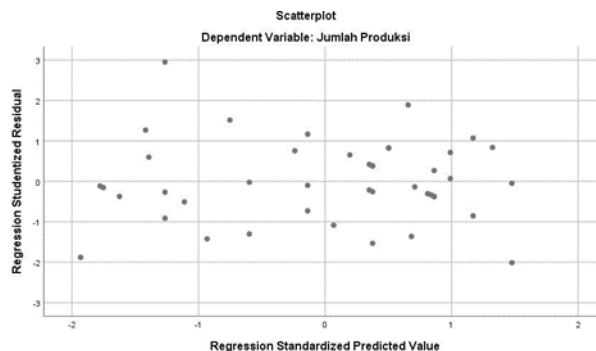
Figure 2 Heteroskedasticity Test

Upon analysis of the scatterplot graph, it is notable that the data points exhibit a scattered distribution along the Y-axis without discernible clustering or consistent trends. This lack of a clear pattern suggests that there is no evidence of heteroskedasticity within the regression model. Heteroskedasticity typically manifests as unequal variance across the range of the dependent variable, indicating potential issues with the model's predictive accuracy and reliability. However, the absence of such patterns in the scatterplot indicates that the variance of the residuals remains relatively consistent across the range of values for the dependent variable. Consequently, the regression model remains robust and suitable for predicting Production Quantity based on the influencing variables, namely Capital and Labor. This assurance allows for greater confidence in the model's ability to provide accurate predictions of production levels within the studied context.

Hypothesis Testing
Multiple Linear Regression Analysis
Table 3 The Regression Equation Model Table

		UnstandardizedCoefficients		StandardizedCoefficients		
Model		B	Std. Error	Beta	T	Sig.
1	(Constant)	,727	,364		1,997	,053
	Capital	,311	,096	,341	3,244	,002
	Labor	,540	,095	,596	5,673	,000
a. Dependent Variable: Production Quantity						

Coefficients[a]

Based on the table above, the calculation results yield the regression equation as follows: Y = 0.727 + 0.311 X1 + 0.540 X2. Here's a more detailed explanation:
1) The constant value of 0.727 indicates that when both the Capital (X1) and Labor (X2) variables are zero, the production quantity (Y) would amount to 0.727. This suggests that even in the absence of capital investment or labor input, there exists a minimal level of production.
2) The positive regression coefficient for the Capital (X1) variable, with a value of b = 0.311, implies that every unit increase in the Capital (X1) variable will result in a 0.311-unit increase in the production quantity (Y). This indicates that capital investment positively influences production quantity, as expected.
3) Similarly, a positive regression coefficient is found for the Labor (X2) variable, with a value of b = 0.540. This signifies that every unit increase in the Labor (X2) variable leads to a 0.540-unit increase in the production quantity (Y). It demonstrates that labor input also has a significant positive impact on production quantity, indicating that an increase in labor can enhance overall production.

Thus, the regression analysis results indicate that both factors, capital and labor, exert significant influences on the quantity of production in small-scale industries in Ujung Bulu District. Increases in both capital and labor are positively associated with production quantity, aligning with economic theory expectations. This provides a deeper understanding of the factors affecting the performance of small-scale industries in the area and their implications for enhancing productivity and local economic growth.

The Coefficient of Determination R^2
Tabel Model Persamaan Regresi

Model	R	R Square	Adjusted R Square	Std. Error of theEstimate
1	,841[a]	,707	,692	,26735
a. Predictors: (Constant), Capital, Labor				
b. Dependent Variable: Production Quantity				

Model Summary[b]

The coefficient of determination (R^2) value of 0.707 suggests that approximately 70.7% of the variability observed in the Production Quantity (Y) can be attributed to the combined effects of the Capital (X1) and Labor (X2) variables. This indicates a moderately strong relationship between the predictors (Capital and Labor) and the outcome (Production Quantity). However, it's essential to acknowledge that around 29.3% of the variability in Production Quantity is not accounted for by the variables included in the regression model. This unexplained variation may be attributed to other factors not considered in the analysis, such as technological advancements, market conditions, or external shocks. Therefore, while Capital and Labor significantly contribute to explaining the variance in Production Quantity, there are likely additional factors influencing production levels that warrant further investigation. This underscores the importance of considering a broader range of variables in future

research to develop a more comprehensive understanding of the factors impacting production in small-scale industries.

Hypothesis Test (t-test)
Hypothesis Testing
First Hypothesis Testing (H1):
The test indicates that the Capital (X1) variable has a significant level of 0.002, which is less than 0.05. This implies that the hypothesis is accepted, suggesting that the Capital variable significantly influences the Production Quantity variable. With a t-value of +3.244, the positive effect on the dependent variable is evident.

Second Hypothesis Testing (H2):
The test reveals that the Labor (X2) variable has a significant level of 0.000, which is less than 0.05. This indicates that the hypothesis is accepted, signifying that the Labor variable significantly influences the Production Quantity variable. With a t-value of +5.673, the positive effect on the dependent variable is pronounced.

Simultaneous Test
Tabel Hasil Uji F

ANOVAª					
Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	6,884	2	3,442	48,153	,000ᵇ
Residual	2,859	40	,071		
Total	9,743	42			
a. Dependent Variable: Production Quantity					
b. Predictors: (Constant)					

The table reveals that both the Capital (X1) and Labor (X2) variables, when considered together, have a significant influence on the Production Quantity (Y) variable, as indicated by the significance level being less than 0.05. This implies that the joint effect of capital and labor on production quantity is statistically significant. With a probability of 0.000, much smaller than the conventional significance threshold of 0.05, the regression model is deemed valid for predicting purchasing decisions. This suggests that both capital investment and labor input are crucial factors in determining production levels in small-scale industries. The findings underscore the importance of considering multiple factors simultaneously when analyzing production outcomes. By understanding the combined impact of capital and labor, businesses can make more informed decisions regarding resource allocation and operational strategies to optimize production efficiency and meet market demand.

IV.   Discussion
The Influence of Capital on Production Quantity
The results of hypothesis testing indicate that the Capital (X1) variable has a positive and significant effect on the Production Quantity (Y) variable. Higher capital investment in a business correlates with increased production output, while lower capital investment tends to have a negative impact on production levels. These findings support the first hypothesis, suggesting that Capital has a positive and significant influence on Production Quantity.

This suggests that higher levels of capital investment lead to increased production output, as production processes require funds for purchasing raw materials, equipment, and employee wages. If the available capital adequately meets all the requirements of the production process, it facilitates smooth production processes, thereby enhancing production output. Increasing capital investment by industrial entrepreneurs leads to higher production levels. With additional capital, industrial entrepreneurs can procure more raw materials to manufacture shoes and sandals, thereby expanding output capacity.

Thus, based on these research findings, it is evident that increased production output is heavily influenced by several indicators that serve as standard measures of capital variables: (a) Capital as a Primary Requirement for Enterprises, Every business operation requires initial capital investment. This aligns with the findings of this research, which reveal that every small-scale industry in Bulukumba Regency requires initial capital to commence production. The larger the capital investment, the greater the production output. Capital is largely utilized for growth, so every business aiming to grow requires significant investment; (b) Utilization of Additional Capital, Investment is crucial for business growth once operations are underway. This is related to the goals of businesses/industries aiming for expansion. Additional capital allows for the opportunity to broaden the scope and scale of the existing business. This is evident in this research, where businesses that receive additional

capital assistance and are well-managed experience rapid growth; (c) Magnitude of Capital, Large capital investment in the business world is considered a positive aspect, but it must meet certain conditions, especially regarding management. Large capital without proper management can render the business unproductive.

The Influence of Labor on Production Quantity

The hypothesis testing results indicate that the Labor (X1) variable has a positive and significant effect on the Production Quantity (Y) variable. Better labor quality in a business correlates with improved production levels, while poorer labor quality tends to have a negative impact on production quantity. These findings support the first hypothesis, suggesting that Labor has a positive and significant influence on Production Quantity. With skilled labor, companies are expected to generate significant profits. This research aligns with a study conducted by Amelia (2017), which demonstrated that skilled labor positively impacts production quantity.

The increase in small-scale industrial efforts in Ujung Bulu District, Bulukumba Regency, as outlined above, clearly indicates that labor in every small industry in Ujung Bulu District, Bulukumba Regency significantly affects product quality and production enhancement of these businesses. In other words, the labor force in each enterprise can drive the progress of small-scale industrial businesses.

Based on this research, several indicators serving as standard measures of labor variables are satisfactorily met, including: (a) Labor Availability, The availability of labor proportional to the size of the enterprise/industry can be a key driver of industrial progress. In this regard, the number of workers must align with the scale or production targets to be achieved. The greater the production output, the more labor is required, even though in an industry, technology is one of the most influential factors in the production process, minimizing the number of workers; (b) Labor Quality, This study found that the better the labor quality used in an industry, the better the products or goods produced. This condition is a crucial consideration for any industry because maximizing the potential of the labor force reduces the burden on the industry to hire new workers; (c) Gender, Gender is a significant topic in every labor discussion. In an industry, gender differences do not significantly affect outcomes. This implies that women and men have equal potential in assuming roles and responsibilities, thus their proportions should be equal. Maximizing the potential of the workforce is essential because when all workers, regardless of gender, are maximized effectively, it impacts the increased productivity of the industry and the welfare of society as a whole; (d) Wage, Every industry has wage standards for the labor force used, based on qualifications and job risks. Wages determine how much a company appreciates the performance of its workforce. The higher the wages provided, the better it is for the welfare of the workforce. This study found that companies need to adhere to fair and equitable wage principles. Fairness means that wages should be linked to the relative value of jobs. In other words, similar jobs receive the same pay. Equity means that the wages given to employees should be comparable to those received by similar employees in other companies.

V. Conclusion And Recommendations

Conclusion

Based on the data collected and hypothesis testing using multiple linear regression analysis, the conclusions drawn from this research are as follows: (1) Capital has a positive and significant impact on Production Quantity. The higher the capital in a business, the better its impact on the business's development; (2) Labor has a positive and significant influence on both production quantity and quality. Better labor quality in a business correlates with improved business outcomes.

Recommendations

The following recommendations can be proposed for future research: (1) The sample size in this study is relatively small and limited to Small-Scale Industries in Ujung Bulu District, Bulukumba Regency. Future research should consider expanding both the geographical scope and sample size; (2) Future research should consider adding new variables in addition to those studied in this research, to better understand the various factors that can influence Production Quantity; (3) In addition to using questionnaires, future research may also benefit from conducting direct interviews with respondents; (4) Future research should pay attention to the timing of questionnaire distribution, as auditors are typically busy at the end and beginning of the year, which may affect their focus in responding to questionnaires.

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