



## The Influence of Entrepreneurship Education with in the Family and Business Capital on the Income of Handwoven Fabric Artisans in Sumber Harapan Village, Sambas District

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### ABSTRACT

This study aims to analyze: 1) The impact of entrepreneurial education in the family on the income of the manufacturer of fabrics in the village of Hope Branch of Sambas. 2) The effect of the capital of the enterprise on the revenue of the supplier of the fabrics of the village. The method used in this research is a method of quantitative research. The analysis technique in this study is double regression analysis. The sample in this study was a craftsman as well as a weaving business manager in the village of Hope Source of Sambas district with a total of 30 respondents. The data collection tool uses a list or a questionnaire. The results of the study showed that: 1) Education of entrepreneurship in the family against the income of the craftsmen of the fabrics in the village of the source of hope of the district of Sambas has a significant influence. 2) Capital of the enterprise against the revenue of the manufacturers of fabrics of the village, while there are still 59.4% other determined of other factors not discussed in this study. Based on the results of the research, we expect fabric craftsmen to be able to improve entrepreneurial education in the family optimally and structured, the government and institutions are able to provide support in the form of additional capital of a larger enterprise so that the enterprise continues to go well and increases the income of fabric entrepreneurs.

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## INTRODUCTION

Handwoven craft industries represent an intangible cultural heritage that has the potential to develop the creative economy in Indonesia. Weaving has long been an inseparable part of community life. Weaving artisans, as heirs of ancestral traditions, preserve Indonesia's rich cultural heritage, which is full of colors and meanings. Each piece of fabric produced by these artisans is not merely a craft product but an artwork that embodies deep aesthetic value and philosophy. The tradition of weaving not only preserves culture but also serves as a promising source of income. Income is an indicator for measuring the level of living welfare, so the amount of income reflects

economic progress. Community efforts to increase income include establishing and managing home industries that sell creative ideas through the art of weaving. The income of handwoven fabric artisans varies depending on the number of orders and the quantity of woven fabric completed.

In this fast-paced era of globalization, handwoven fabric artisans face various challenges. Competition from mass-produced products in the modern textile industry is becoming increasingly fierce, as they continuously innovate to keep up with changing fashion trends and consumer preferences. Additionally, limited knowledge of business management and capital constraints pose significant obstacles to the development of handwoven fabric artisans' enterprises.

In line with the bricolage entrepreneurship theory (Purnomo, 2019:2) proposed by Claude Lévi-Strauss, it reveals that entrepreneurs utilize the resources available in their environment across different domains, such as physical inputs, human resources, markets, human capital, and institutional resources.

Entrepreneurs must possess skills in entrepreneurship, making entrepreneurship education within the family and access to business capital two key factors in increasing income and ensuring business sustainability. With the entrepreneurial knowledge provided by parents, they can develop innovative products, reach a broader market, and improve quality of life. Entrepreneurship education in the family plays an important role in transferring the knowledge and skills needed to develop a business, from production planning to marketing.

This research supports the opinion expressed by Devi (2021), stating that business capital is a key component in running a business or enterprise to generate profit. Business capital is the amount of money used to operate the business.

Business capital sourced from both personal funds and loans (Sumirah, 2023). In this study, the business capital referred to is the capital used by artisans who also manage weaving businesses in the small and medium industry located in Sumber Harapan Village, Sambas District.

Although many experts have discussed research related to income, this study shares some similarities with previous research in terms of variables and research methods. However, the researcher will emphasize the differences in the variables of this study compared to prior research. First, the difference lies in the variable of entrepreneurship education within the family and business capital, as there has been no in-depth research on these two variables. Second, the location chosen by the researcher is different from that of previous studies.

## **RESEARCH METHODE**

According to Yusuf (2021), quantitative research is a research method used to test a predetermined theory by examining the relationships between research variables. This

study employs a survey method to produce generalizations from observations that are not in-depth, but generalizations made with a representative sample can be more accurate (Sugiyono, 2019). The type of research used is causal research to analyze the effect between the cause variables (entrepreneurship education within the family and business capital) and the effect variable (income of handwoven fabric artisans).

The population in this study consists of artisans who also manage weaving businesses in Sumber Harapan Village, Sambas District, totaling 30 individuals from 3 hamlets: Semberang I, Semberang II, and Solor Medan. This study uses a population research method. The technique employed in this research is Saturated Sampling or Total Sampling. According to Neolaka (2016:97), saturated sampling is a sample that represents the entire population, usually conducted when the population is considered small or less than 100. The reason the researcher uses this sampling technique is that the population being studied consists of 30 artisans who also play a role as managers of weaving businesses in Sumber Harapan Village, Sambas District. The data collection techniques used are indirect communication and documentary studies. The data analysis technique employed is multiple linear regression.

## **RESULT AND DISCUSSION**

This research focuses on analyzing the income of handwoven fabric artisans resulting from entrepreneurship education within the family and business capital. The author presents previous research along with a comparison to this study.

First, the research conducted by Devi titled "The Influence of Business Capital and Entrepreneurial Attitude on the Income of Small (Micro) Enterprises in the M. Said Area of Samarinda." The results of the study reveal that business capital is a key component in running a business to generate profit. Business capital is the amount of money used to operate the business. Many people believe that monetary capital is not everything in a business. Additionally, the factor of entrepreneurial attitude plays an important role for entrepreneurs in acting in certain ways in response to their business environment based on specific values.

Second, the research conducted by Arniyasa titled "The Influence of Business Capital, Labor, and E-commerce Utilization on the Income of Culinary MSMEs in Denpasar City." The findings reveal that in accordance with the Cobb-Douglas theory, business capital affects production output. This indicates that higher business capital will increase production results, as the production process requires costs for labor, raw material purchases, and equipment. High business capital can enhance production results, which in turn increases the quantity of production output. The more output produced, the more can be sold, thereby increasing income.

Third, the research conducted by Danang Faizal Furqon titled "The Influence of Business Capital, Length of Business, and Entrepreneurial Attitude on the Income of

Lanting Entrepreneurs in Lembah Duwur, Kuwarasan District, Kebumen Regency." The research findings reveal that business capital, length of business, and entrepreneurial attitude simultaneously influence the income of Lanting entrepreneurs in Lembah Duwur, Kuwarasan District, Kebumen Regency.

Based on the three previous studies, there is a common relevance regarding entrepreneurship education and business capital in relation to income. The difference is that none of the studies specifically discuss entrepreneurship education within the family.

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The hypothesis testing in this research aims to prove the simultaneous influence of entrepreneurship education within the family and business capital on the income of handwoven fabric artisans in Sumber Harapan Village, Sambas District. The data analysis conducted for hypothesis testing in this study is multiple linear regression analysis. Below are the results of the multiple linear regression analysis performed using SPSS 26 for Windows.

**Table 1.**  
**Summary of Multiple Linear Regression Analysis Results**

Variabel	Koefisien Regresi (b)	t-hitung	Sig.	Conclusion
Pendidikan Kewirausahaan dalam keluarga	-.121	-3.570	0.001	Signifikan
Modal Usaha	.604	11.457	0.000	Signifikan
Konstanta = 20.658 R <sup>2</sup> = 0.406 F hitung = 10.905				

Sumber : Data Olahan 2024

The results of hypothesis testing are explained as follows:

1. Test t (partially)

The explanation of the t-test results for each independent variable is as follows:

a. Entrepreneurship education within the family

The statistical results of the t-test for the variable of entrepreneurship education within the family show a significant value of  $0.001 < 0.05$ , which means that the variable of entrepreneurship education within the family has an effect on income. In addition to looking at the significance value to determine the influence between variables X and Y, it can also be seen based on the calculated t value of  $-3.570 < 2.051$  (t table), leading to the conclusion that the variable of entrepreneurship education within the family has a negative effect on income.

The negative calculated t value indicates that when there is entrepreneurship education within the family, the quality of production will be good, thereby influencing income, and vice versa.

b. Business capital

The statistical results of the t-test for the variable of business capital show a significance value of  $0.000 < 0.05$ , indicating that the variable of business capital has an effect on income. In addition to examining the significance value to determine the influence between variables X and Y, it can also be seen based on the calculated t value, which is known to be  $11.457 > 2.051$  (t table), leading to the conclusion that the variable of business capital has a positive effect on the income variable. This means that the positive calculated t value indicates that the larger the business capital, the greater its influence on income.

2. Test F (simultaneously)

The results of the testing show a significance value of  $0.000 < 0.05$ , allowing us to conclude that the variables of entrepreneurship education within the family and business capital simultaneously influence income. In addition to examining the significance value, to determine the influence between variables X1 and X2 simultaneously on Y, we can also look at the F value. The calculated F value is known to be  $10.905 > 3.35$  (F table), leading to the conclusion that the variables of entrepreneurship education within the family and business capital simultaneously affect income.

3. Coefficient of Determination (Adjusted R<sup>2</sup>)

The results of the coefficient of determination test show a coefficient of determination of 0.406, which means that the percentage influence of entrepreneurship education within the family and business capital simultaneously on income is 40.6%. This percentage result can be concluded that entrepreneurship education within the family and business capital simultaneously influence income, but there remains 59.4% determined by other factors not discussed in this study.

## CONCLUSION

Entrepreneurship education within the family has an impact on the income of handwoven fabric artisans in Sumber Harapan Village, Sambas District, with the indicator of raw material management being the highest. This means that handwoven fabric artisans can manage raw materials, which in turn affects their income. However, there is a financial management indicator that is the lowest, indicating that the artisans do not yet understand financial management, especially the importance of recording financial inflows and outflows. Own capital serves as the highest indicator compared to borrowed capital. Thus, business capital also plays an important role in increasing the income of handwoven fabric artisans.

The author suggests that the handwoven fabric artisans in Sumber Harapan Village, Sambas District, need to enhance their understanding of financial management and marketing management by utilizing existing technologies, such as websites, marketing through virtual reality (VR), and using online sales platforms. This way, the market share of handwoven fabrics can be broader and more accessible worldwide. Additionally, the government should provide additional business capital to develop these enterprises.

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