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Research Article

Analysis of the Factors Affecting the Income of Lontar Leaf Stitching Home Industries in Sibetan Village, Karangasem Regency

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Abstract: The lontar leaf stitching home industry is a micro-enterprise that produces various types of crafts made from lontar leaves, commonly used in traditional and religious ceremonies. This industry plays a significant role in the local economy and cultural preservation. The objectives of this study are: (1) to analyze the simultaneous effect of capital, raw materials, working hours, and business duration on the income of lontar leaf stitching home industries in Sibetan Village, Karangasem Regency; and (2) to analyze the partial effect of capital, raw materials, working hours, and business duration on the income of these industries. The population of the study consists of all 50 lontar leaf stitching home industries in Sibetan Village. A saturated sampling technique was used, meaning the entire population was taken as the sample. The data were analyzed using multiple linear regression analysis with the assistance of SPSS version 26. The results show that capital, raw materials, working hours, and business duration simultaneously have a significant effect on income, accounting for 96.8 percent of the variance. Partially, each of these variables also has a positive and significant effect on income. It is recommended that artisans manage their capital efficiently—including utilizing financing from village credit institutions (LPDs)—select quality raw materials, optimize working hours, and leverage business experience through support from village-owned enterprises (BUMDes) to expand marketing and increase income.

Keywords: Business Duration, Capital, Raw Materials, Income, Working Hours.

1. INTRODUCTION

Industrial development in Indonesia includes large-scale industries, small industries, and household crafts, with the aim of maximizing regional potential through the use of natural and other resources (Putri & Purwanti, 2023). According to Law No. 3 of 2014, industry refers to activities that process raw materials to generate added value. This sector plays an essential role in improving community welfare (Sedhanaputra, 2023). In Bali, the industrial sector has grown rapidly, supported by the strength of tourism and creative industries that rely on local potential. Industries such as food processing, handicrafts, traditional fashion, and tourism services not only represent the region's economic identity but also contribute significantly to the Gross Regional Domestic Product (GRDP). Annual GRDP data for Bali Province, based on constant prices by business field, are presented in Table 1.

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Table 1. Annual GRDP of Bali Province at Constant 2010 Prices by Business Field Category (Percent), 2019-2023

Business Field	2019	2020	2021	2022	2023
Agriculture, Forestry and Fisheries	6.60	7.21	7.42	8.38	13.18
Mining and Quarrying	0.44	0.46	0.47	0.75	0.91
Processing industry	3.18	3.29	3.37	4.06	6.57
Electricity and Gas Procurement	0.10	0.10	0.09	0.12	0.22
Water Supply, Waste Management, Waste and Recycling	0.10	0.11	0.11	0.13	0.21
Construction	5.01	5.37	5.51	6.51	10.40
Wholesale and Retail Trade; Car and Motorcycle Repair	4.70	4.82	4.87	5.87	9.79
Transportation and Warehousing	3.65	2.73	2.31	3.20	6.34
Provision of Accommodation, Food and Beverages	10.13	8.10	7.46	9.68	17.81
Information and Communication	3.58	4.19	4.42	5.01	8.06
Financial Services and Insurance	2.08	2.19	2.17	2.67	4.80
Real Estate	2.30	2.54	2.62	3.06	4.86
Corporate Services	0.56	0.59	0.58	0.72	1.22
Government Administration, Defense and Social Security	2.75	3.02	3.12	3.42	5.36
Educational Services	2.76	3.02	3.12	3.56	5.63
Mandatory Health Services and Social Security	1.21	1.37	1.48	1.71	2.77
Other Services	0.84	0.87	0.87	1.09	1.86
Gross Regional Domestic Product	46.67	45.95	46.29	56.55	76.80

Source: BPS Bali Province, 2024

The processing industry sector in Bali Province has shown a continuously increasing contribution to GRDP in the last five years. Although it was affected by the Covid-19 pandemic, this sector continued to grow, with the highest increase in 2023 of 2.51 percent. Although not the largest sector, its role remains important in supporting the regional economy. The distribution of the number of processing industries can be seen in Table 2.

Table 2. Number of Manufacturing Companies/Businesses by Regency/City and Industry Group in Bali Province, 2023

Regency/City	Micro	Small	Intermediate	Amount
Jembrana	27,114	1,773	374	29,291
Tabanan	40.123	4,831	588	45,542
Badung	62,557	10,469	5.242	78,237
Gianyar	60,913	5,871	1.189	67,973

Regency/City	Micro	Small	Intermediate	Amount
Klungkung	19,283	2.201	289	21,773
Bangli	23,702	2,556	193	26,451
Karangasem	49,733	3.174	419	53,326
Buleleng	55,622	4.678	633	60,993
Denpasar	80,895	12.114	4.268	97.277
Bali	419,991	48,667	13.195	480,869

Source: BPS Bali Province, 2023

Karangasem Regency is one of the areas outside the Sarbagita economic growth center that contributes greatly to the industrial sector. Its economic characteristics, which are dominated by micro-enterprises, show the high level of community involvement in home industries. According to Fitri and Kunci (2021), home industry is a solution in the midst of uncertain economic conditions, because it is based on home production activities (Hisyam & Syahrizal, 2023). One form of business that is developing in Karangasem is the lontar industry, which is shownin Table 3.

Table 3. Number of Palm Leaf Businesses According to Sub-districts in Karangasem Regency, 2023

Subdistrict	Business Unit	Labor	Investment Value (Rp)
Rendang	2	2	10,000,000.00
Sidemen	13	24	50,000,000.00
Kubu	271	391	5,928,450,000.00
Karangasem	357	357	327,400,000.00
Abang	125	159	156,970,000.00
Bebandem	182	202	97,590,000.00
Selat	1	1	6,500,000.00
Manggis	-	-	-
Total number	951	1.136	6,576,910,000.00

Source: Karangasem Regency Trade and Industry Office, 2023

Amount The highest lontar businesses in Karangasem Regency are in Karangasem, Kubu, and Bebandem Districts. There are variations in the types of lontar businesses in each district. Karangasem District focuses on the production of lontar comics, while Kubu District produces woven lontar such as bags, wallets, and mats. On the other hand, Bebandem District is engaged in the lontar sewing business for Hindu ceremonial facilities. This shows that the existence of lontar sewing is quite important in supporting local culture and traditions. One of the villages that is the center of lontar sewing production is Sibetan Village. The number of lontar sewing business units is shown in Table 4.

Table 4. Number of Business Units and Number of Lontar Sewing Craftsmen in Sibetan Village, 2024

Location	Bussines Unit	Manpower/People
Banjar Triwangsa	**25**	**88**
Banjar Brahmana	**3**	**12**
Banjar Kereteg	**15**	**47**
Banjar Tengah	**7**	**15**
Total number	**50**	**162**

Source: Sibetan Village Office, 2024

Based on Table 4, there are 50 units of lontar leaf stitching businesses in Sibetan Village, employing a total of 162 workers. Over time, lontar leaf stitching products have been increasingly used in religious ceremonies as substitutes for traditional janur (young coconut leaf) crafts.

The lontar stitching home industry originates from the mejejahitan tradition in Balinese culture, which involves crafting ceremonial items using lontar leaves as the main material in Hindu rituals. However, many Balinese women are reluctant to learn mejejahitan (Adnyana, 2021), resulting in a growing demand for ready-made products such as lamak, ceniga, tamas, and penjor decorations. Lontar leaves are more durable than other materials, making them the preferred choice for ceremonial needs.

Despite its cultural and economic significance, this industry faces several challenges. These include limited access to capital, fluctuations in the price of lontar leaves—particularly during religious holidays—difficulties in storing raw materials during the rainy season, limited production time due to the frequency of ceremonies, and increasing competition from new artisans. These issues negatively impact the productivity and income of artisans.

Previous studies have shown that factors such as capital, raw materials, working hours, and business duration significantly affect the income of home industries. Capital facilitates smooth production processes; raw materials determine the volume of output; working hours influence productivity; and business duration contributes to experience that strengthens a business's market position.Together, these factors are crucial for improving income and ensuring the sustainability of lontar stitching home industries.

Therefore, based on the aforementioned background, this study aims to examine the extent to which capital, raw materials, working hours, and business duration affect the income of lontar stitching home industries in Sibetan Village, Karangasem Regency.

2. METHOD

This study employed a quantitative associative approach to analyze the relationship between capital, raw materials, working hours, and business duration on the income of

lontar stitching home industries in Sibetan Village, Karangasem Regency. The research sample consisted of all 50 *lontar* stitching home industry units in Sibetan Village, with a saturated sampling technique used to include the entire population. Data were collected through observation, structured and in-depth interviews, and analyzed using both descriptive and inferential statistical methods with the assistance of SPSS version 26.

Inferential analysis was conducted using multiple linear regression to examine the effect of each independent variable on the dependent variable. Classical assumption tests, including normality, heteroscedasticity, and multicollinearity tests, were applied to ensure the validity of the model. Furthermore, the F-test (simultaneous test) and t-test (partial test) were performed to assess the significance of the independent variables' effects on income. In addition, the coefficient of determination (R^2) was used to determine the proportion of income variation explained by the four independent variables in this research model.

3. RESULTS AND DISCUSSION

Descriptive Statistical Analysis Results

Table 5. Results of Descriptive Statistical Analysis

	N	Minimum	Maximum	Mean	Std. Deviation
Capital	**50**	**120000**	**510000**	**264800.00**	**110416,466**
Raw material	**50**	**500000**	**2800000**	**1814000,00**	**771431,217**
Working hours	**50**	**80**	**256**	**166.64**	**48,309**
Length of Business	**50**	**3**	**14**	**7.40**	**3,156**
Income	**50**	**1200000**	**7000000**	**4070000,00**	**1629479,697**
Valid N (listwise)	**50**				

Source: Processed Primary Data, 2025

Based on Table 5 shows that there are 50 respondents studied using five observed variables, namely capital, raw materials, working hours, length of business, and income. The results of descriptive statistical tests show that:

The capital variable has a minimum value of IDR 120,000 and a maximum value of IDR 510,000, with an average value of IDR 264,800.,00 and standard deviation of Rp110,416,466. The average value obtained is greater than the standard deviation value, so it can be concluded that the average of the capital variable data is able to describe all data well.

The raw material variable has a minimum value of IDR 500,000 and a maximum value of IDR 2,800,000, with an average value of IDR 1,814,000.,00 and standard deviation of Rp771,431.217. The average value obtained is greater than the standard deviation value, so it can be concluded that the average of the raw material variable data is able to describe all data well.

The working hours variable has a minimum value of 80 hours and a maximum value of 256 hours, with an average value of 166 hours.,64 hours and standard deviation 48.309. The average value obtained is greater than the standard deviation value, so it can be concluded that the average of the working hours variable data is able to describe all data well.

The variable of business duration has a minimum value of 3 years and a maximum value of 14 years, with an average value of 7.40.years and standard deviation 3.156. The average value obtained is greater than the standard deviation value, so it can be concluded that the average of the data on the business period variable is able to describe all data well.

The income variable has a minimum value of IDR 1,200,000 and a maximum value of IDR 7,000,000, with an average value ofRp4,070,000.00 and standard deviation Rp1,629,479.697. The average value obtained is greater than the standard deviation value, so it can be concluded that the average of the income variable data is able to describe all data well.

Inferential Analysis Results (Multiple Linear Regression)

Table 6. Results of Inferential Analysis (Multiple Linear Regression)

Coefficients[a]						
Model		Unstandardized Coefficients		Standardized Coefficients		
		B	*Std. Error*	Beta	t	Sig.
1	(Constant)	-298529,801	186122,537		-1,604	,116
	Capital	5,328	1,096	,361	4,863	,000
	Raw Material	,463	,147	,219	3,151	,003
	Working Hour	7835,425	2586,141	,232	3,030	,004
	Length of Bussines	109706,971	40080,228	,212	2,737	,009

a. Dependent Variable: Pendapatan

Source: Processed Primary Data, 2025

Based on Table 6 The results of multiple linear regression analysis can be expressed in the following equation.

$$\hat{Y} = -298529.801 + 5.328\ X1 + 0.463\ X2 + 7835.425$$

Sig =	(0,000)	(0.003)	(0.004)	(0.009)
t =	(4,863)	(3,151)	(3,030)	(2,737)

Classical Assumption Test

1) Normality Test

Table 7. Normality Test Results

One-Sample Kolmogorov-Smirnov Test		
		Unstandardized Residual
N		50
Normal Parametersa,[b]	Mean	,0000000
	Std. Deviation	292132,23374190
Most Extreme Differences	Absolute	,078
	Positive	,078
	Negative	-,061
Test Statistics		,078
Asymp. Sig.(2-tailed)		,200c,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: Processed Primary Data, 2025

Based on Table 7, it shows that the residuals are normally distributed. This is indicated by the Kolmogorov-Smirnov statistical value of 0.078 with an Asymp. Sig. (2-tailed) level of 0,200. This value is greater than the significance value of 0.05. Based on these data, it indicates that the residuals in the regression model are normally distributed and this regression model is worthy of further analysis.

2) Heteroscedasticity Test

Table 8. Heteroscedasticity Test Results

Coefficients[a]						
Model		Unstandardized Coefficients		Standardized Coefficients		
		B	Std. Error	Beta	t	Sig.
1	(Constant)	279957,214	110393,242		2,536	,015
	Capital	-,412	,650	-,259	-,634	,529
	Raw material	,036	,087	,157	,410	,684
	Working hours	104,220	1533,895	,029	,068	,946
	Length of Business	-2943,806	23772,437	-,053	-,124	,902

a. Dependent Variable: Abs_RES

Source: Processed Primary Data, 2025

Based on Table 8 The results of the heteroscedasticity test show that there is no influence of the independent variables of capital, raw materials, working hours, and length of business on the absolute residual as indicated by a significance value greater than 0.05. This indicates that there is no significant difference in residual variance along with changes in the value of the independent variables in this regression model. Based on these data, it can be concluded that there is no symptom of heteroscedasticity in this regression model.

3) Multicollinearity Test

Table 9. Multicollinearity Test Results

Coefficients[a]			
Model		Collinearity Statistics	
		Tolerance	VIF
1	Capital	,130	7,717
	Raw material	,148	6,779
	Working hours	,122	8,230
	Length of Business	,119	8,436

a. Dependent Variable: Income

Source: Processed Primary Data, 2025

Based on Table 9it can be seen that the tolerance value of each variable is greater than 0.10 and the Variance Inflation Factor (VIF) value of each variable is not more than 10.00. This indicates that there is no high correlation between independent variables in the regression model. Thus, it can be concluded that the regression model used is free from multicollinearity symptoms, which means that this regression model is suitable for further analysis.

Simultaneous Test Results (F Test)

Table 10. Simultaneous Test Results (F Test)

ANOVA					
Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	125923279142439,270	4	31480819785609,816	338,769	,000[b]
Residual	4181720857560,716	45	92927130168,016		
Total	130104999999999,980	49			

a. Dependent Variable: Income

b. Predictors: (Constant), Length of Business, Raw Materials, Capital, Working Hours

Source: Processed Primary Data, 2025

Based on Table 10, the results of the F test analysis were obtained with an F_{count} value of 338.769 and an F_{table} of 2.58. Because the F_{count} of 338.769 is greater than F_{table} = 2.58, then H_0 is rejected. It can be concluded that the variables of capital (X_1), raw materials (X_2), working hours (X_3), and length of business (X_4) simultaneously have a significant effect on the income (Y) of the lontar sewing home industry in Sibetan Village, Karangasem Regency.

Results of the Determination Coefficient (R^2)

Table 11. Results of the Determination Coefficient (R^2)

Model Summary				
Model	**R**	**R Square**	**Adjusted R Square**	**Std. Error of the Estimate**
1	**,984[a]**	**,968**	**,965**	**304839,515**

a. Predictors: (Constant), Length of Business, Raw Materials, Capital, Working Hours

Source: Processed Primary Data, 2025

Based on Table 11the coefficient of determination (R^2) was obtained as much as 0.968. This shows that capital, raw materials, working hours and length of business significantly affect the income of the lontar sewing home industry by 96.8 percent. While the remaining 0.032 or 3.2 percent is influenced by other variables that are not in the variables of this study.

Partial Test Results (t-Test)

The t-test is conducted to test each independent variable partially against the dependent variable. This test aims to determine whether the capital variables (X_1), raw materials (X_2), working hours (X_3), and length of business (X_4) individually have a significant effect on the income of the lontar sewing home industry, assuming other variables are considered constant. To determine this effect, it is done by comparing the t-count with the t_{table} and the level of significance with alpha ($\alpha = 0.05$).

1) **The Influence of Capital (X_1) on Income of the Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency**

Based on the partial test results, the capital variable (X_1) shows a positive and significant influence on the income of the lontar sewing home industry. The regression coefficient value of 5.328 indicates that every one rupiah increase in capital will increase income by 5.328 rupiah, assuming other independent variables are in a fixed condition (constant). The positive sign on this regression coefficient indicates that the relationship between capital and income is unidirectional.

The calculation results obtained show that the t_{count} value of 4.863 is greater than the t_{table} value of 1.679 and the significance value of 0.000 is smaller than the real level of $\alpha = 0.05$, so H_0 is rejected. It can be concluded that the capital variable (X_1) partially has a positive and significant effect on the income (Y) of the lontar sewing home industry in Sibetan Village, Karangasem Regency.

2) **The Influence of Raw Materials (X_2) on the Income of the Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency**

Based on the partial test results, the raw material variable (X_2) shows a positive and significant effect on the income of the lontar sewing home industry. The regression coefficient value of 0.463 indicates that every increase in the price of raw materials by one rupiah will increase income by 0.463 rupiah, assuming other independent variables are in a fixed condition (constant). The positive sign on this regression coefficient indicates that the relationship between raw materials and income is unidirectional.

The calculation results obtained show that the t_{count} value of 3.151 is greater than the t_{table} value of 1.679 and the significance value of 0.003 is smaller than the real level of $\alpha = 0.05$, so H_0 is rejected. It can be concluded that the raw material variable (X_2) partially has a positive and significant effect on the income (Y) of the lontar sewing home industry in Sibetan Village, Karangasem Regency.

3) The Effect of Working Hours (X_3) on Income of the Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency

Based on the partial test results, the working hours variable (X_3) shows a positive and significant effect on the income of the lontar sewing home industry. The regression coefficient value of 7835.425 indicates that every increase in working hours by one hour will increase income by 7835.425 rupiah, assuming other independent variables are in a fixed condition (constant). The positive sign on this regression coefficient indicates that the relationship between working hours and income is unidirectional.

The calculation results obtained show that the t_{count} value of 3.030 is greater than the t_{table} value of 1.679 and the significance value of 0.004 is smaller than the real level of $\alpha = 0.05$, so H_0 is rejected. It can be concluded that the working hours variable (X_3) partially has a positive and significant effect on the income (Y) of the lontar sewing home industry in Sibetan Village, Karangasem Regency.

4) The Effect of Length of Business (X_4) on Income of Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency

Based on the partial test results, the variable of business duration (X_4) shows a positive and significant influence on the income of the lontar sewing home industry. The regression coefficient value of 109,706.971 indicates that if the business duration increases by one year, it will increase income by 109,706.971 rupiah, assuming other independent variables are in a fixed condition (constant). The positive sign on this regression coefficient indicates that the relationship between business duration and income is unidirectional.

The calculation results obtained show that the t_{count} value of 2.737 is greater than the t_{table} value of 1.679 and the significance value of 0.009 is smaller than the real level of $\alpha = 0.05$, so H_0 is rejected. It can be concluded that the variable of business duration (X_4) partially has a positive and significant effect on the income (Y) of the lontar sewing home industry in Sibetan Village, Karangasem Regency.

Discussion

The Influence of Capital on Income of the Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency

The results of testing and data analysis show that capital (X_1) has a positive and significant effect on the income of the lontar sewing home industry in Sibetan Village, Karangasem Regency. This means that the higher the capital used by craftsmen in running their business, the higher the income obtained. The results of this study were strengthened by the results of an in-depth interview on February 17, 2025 with a lontar sewing home industry craftsman named Ni Luh Ayu Darmiani.

Based on the results of the in-depth interview, it shows that capital is important to support the smooth running of the lontar sewing production process. Craftsmen said that limited capital can hamper the production process, because materials and equipment cannot be purchased in large quantities, thus reducing cost efficiency and having an impact on decreasing profit margins. Moreover, when there are large orders, such as at work events, the need for capital becomes more urgent. On the other hand, with sufficient capital, craftsmen can make more economical wholesale purchases, and guarantee the continuity of production for a certain period of time. This confirms that capital has a direct effect on production capacity and the income generated, so that it becomes a key factor in the sustainability of the lontar sewing home industry business in Sibetan Village.

The results of this study support the production theory according to Soekartawi (2003:10) which states that capital is one of the production inputs that affects output and the concept of capital according to Mankiw (2008:43) which states that capital is a set of means used by business actors to buy machines and other production factors. The greater the capital used, the higher the income generated. The results of this study are also supported by the results of previous studies conducted by Sintiawati & Purbadharmadja (2024), Ayuningtyas et al. (2024), Marques et al. (2024), Wafiroh et al. (2023), Putra & Yuliarmi (2021), Natha & Dewi (2021) and research from Putra & Dewi (2023) which states that capital has a positive and significant effect on income. This shows that the income of home industry craftsmen sewing lontar will increase along with the availability of capital to support the production process of sewing lontar. The greater the capital allocated for purchasing equipment and supporting supplies, the greater the income obtained because product production and sales increase.

To strengthen the findings of this study, additional information was obtained through in-depth interviews with Village Officials in charge of home industry management. Based on the results of in-depth interviews, it was obtained that the village government has shown considerable attention to the sustainability of the lontar sewing business. One form of support is collaborating with universities to organize various trainings such as digital marketing, with the aim of increasing the capacity of business actors in marketing products more effectively. In addition, the village government also provides access to financing through village financial institutions, namely LPD (Village Credit Institutions). This institution plays a role in providing alternative capital for home industry actors who need financial support. However, based on the information obtained, most business actors tend to choose to use personal capital rather than utilizing available loan facilities. This is likely due to the scale of the business which is still classified as micro, so that capital needs can still be met independently without incurring a debt burden.

The Influence of Raw Materials on Income of Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency

The results of testing and data analysis show that raw materials have a positive and significant effect on the income of the lontar sewing home industry in Sibetan Village, Karangasem Regency. This means that the greater the raw materials used by craftsmen in making lontar sewing products, the higher the income obtained. The results of this study were strengthened by the results of an in-depth interview on February 20, 2025 with a lontar sewing home industry craftsman named Ayu Rai Singarsa.

Based on the results of the in-depth interview, it was obtained that raw materials are the main factor that determines the smoothness of the lontar sewing production process. Sufficient raw materials allow craftsmen to optimally meet consumer demand, increase production volume, and increase potential income. Conversely, a lack of raw materials has a direct impact on the disruption of the production process, which then reduces the number of products produced and the income earned.

The price of raw materials for lontar leaves varies between IDR 500,000 to IDR 700,000 per bundle, depending on the size and quality. However, at certain moments such as religious holidays or traditional ceremonies, the price of raw materials tends to increase sharply due to high demand. This price increase causes craftsmen to experience limitations in obtaining raw materials in large quantities, because the high price is not comparable to the capital they have.

This condition makes raw materials increasingly difficult to access, and has an impact on decreasing production volume and potential income. The more raw materials allocated to make lontar sewing products, the more income will be obtained. In addition to quantity, the quality of raw materials for lontar leaves is also very important to consider. Good leaves must be flexible, not brittle, free from fungus, and not have holes. Poor raw materials can cause product damage, waste, and decreased quality of sewing results. This has an impact on consumer satisfaction and craftsmen's income. Therefore, selecting quality raw materials is key to maintaining smooth production and increasing sales results.

The results of this study support the production theory put forward bySoekartawi (2003:11) stated that one of the production factors that affects income is raw materials. The more raw materials used, the more production and business income will increase.The results of this study are also supported by the results of previous studies conducted by Yuliani & Hariyana (2024), Maulida et al. (2023), Rapii et al. (2023), Cahyani et al. (2023), Jalaliah & Dumadi (2022), Artiningsih & Purbadharmadja (2021), and research by Susanto (2022) which states that raw material variables have a positive and significant effect on income. This shows that the income of home industry craftsmen sewing lontar will increase along with the availability of raw materials to make sewing lontar products.

The Influence of Working Hours on Income of Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency

The results of testing and data analysis show that working hours have a positive and significant effect on the income of the lontar sewing home industry in Sibetan Village, Karangasem Regency. This means that the more working hours allocated by craftsmen to make lontar sewing products, the higher the income obtained. The results of this study were strengthened by the results of an in-depth interview on February 22, 2025 with a lontar sewing home industry craftsman named Ni Wayan Rusmiati.

Based on the results of the in-depth interviews, it shows that working hours have an influence on the amount of production and the amount of income earned by craftsmen. The longer the time that can be allocated to work, the more lontar sewing products can be produced. This has a direct impact on increasing income. However, the social and cultural conditions in Sibetan Village also affect the allocation of working time for craftsmen, especially for those who are housewives. Traditional activities such as ngayah at the temple, invitations, or tedun in banjar events often limit the working time of craftsmen, resulting in a decrease in production volume and income. Therefore, the availability of optimal working time is an important factor in supporting the sustainability of the lontar sewing business. Thus, the longer the time allocated to make lontar sewing products, the more income will be obtained. The results of this study support the labor supply theory, especially the labor-leisure choice approach from Samuelson & Nordhaus (2010:142) which states that time spent on non- productive activities (leisure) will reduce working time. The involvement of craftsmen in traditional and religious activities reduces production time, resulting in decreased income.

The results of this study are also supported by the results of previous studies conducted by Puspa et al. (2022), Masitoh et al. (2023), Mellisa et al. (2024), Wulandari & Subiyantoro (2023), and research from Yastini & Urmila (2024) which states that the variable of working hours has a positive and significant effect on income. This shows that the income of home industry craftsmen sewing lontar will increase along with the increase in working hours they allocate to producing sewing lontar.

The Effect of Business Length on Income of Lontar Sewing Home Industry in Sibetan Village, Karangasem Regency

The results of testing and data analysis show that the length of business has a positive and significant effect on income. Home industry lontar sewing in Sibetan Village, Karangasem Regency. This means that the longer the craftsman pursues the lontar sewing business, the higher the income obtained. The results of this study were strengthened by the results of an in-depth interview on February 26, 2025 with a lontar sewing home industry craftsman named Ni Wayan Sujani.

Based on the results of the in-depth interviews, it shows that the length of business has an important role in shaping the experience and market network for craftsmen. At the beginning of running a business, limited relationships and marketing make the income obtained still low. However, over time, craftsmen increasingly understand market needs, have regular customers, and can collaborate with collectors and traders in traditional markets. This has an impact on increasing the amount of production and income received. Thus, the longer the craftsmen run the business, the greater the consumer trust in the quality of the products produced, thus creating regular customers who consistently buy lontar sewing products. As a result, income will also increase along with the increasing experience and customer network owned by the craftsmen.

The results of this study support the Human Capital theory introduced by Friedman (1962) and Kuznets (1961), which states that investment in humans through work experience will increase productivity and business sustainability. The results of this study are also supported by the results of previous studies conducted by Dewi & Saskara (2020), Salim et al. (2024), Methasari et al. (2024), Balo et al. (2024), Anjali & Susantun (2023), and research from Ananda & Purbadharmadja (2024) which states that the variable of business duration has a positive and significant effect on income. This shows that the income of home industry craftsmen sewing lontar will increase along with the increasing experience they have in the lontar sewing business which is supported by increased skills, production efficiency, and an increasingly wide customer network.

To strengthen the findings of this study, additional information was obtained through in-depth interviews with one of the Kelian Banjar (the local neighborhood head who leads the customs or banjar) in Sibetan Village. Based on the results of in-depth interviews, information was obtained that the existence of the lontar sewing business is not only viewed from an economic perspective, but also has a strong cultural dimension. The activity of majejahitan is seen as part of the preservation of local traditions that have been passed down from generation to generation. Lontar sewing products are an important part of various religious and traditional ceremony processions, especially in major ceremonies such as karya agung, where demand for orti bagia products tends to increase. This emphasizes that the existence of lontar sewing craftsmen does not only meet market needs, but also actively contributes to supporting the implementation of sacred traditions. Partner cooperation is also available through BUMDes (Village-Owned Enterprises) which provide facilities for selling lontar sewing products.

4. CONCLUSION

Based on the analysis presented in the previous chapter, the conclusions addressing the research problems can be summarized as follows:

1. Simultaneously, capital, raw materials, working hours, and business duration have a significant effect on the income of *lontar* stitching home industries in Sibetan Village, Karangasem Regency.

2. Partially, capital, raw materials, working hours, and business duration each have a positive and significant effect on the income of *lontar* stitching home industries in Sibetan Village, Karangasem Regency.

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