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The Influence of Business Capital on the Income of Traditional Market Traders at Lambocca Market, Biangkeke Village, Pa'jukukang District, Bantaeng Regency

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Abstract: This research aims to find out the influence of business capital on the income of Lambocca Traditional Market traders in Biangkeke Village, Pa'jukukang District, Bantaeng Regency. Business capital is an important factor in supporting trade activities, especially for traditional market traders who are mostly classified as micro businesses. This research uses a quantitative approach with a simple linear regression method. The population in this study is all traders in the Lambocca Traditional Market, and the sample was determined using the purposive sampling method with a total of 63 traders. Data was collected through observation, survey, and documentation, then analyzed using validity test, reliability, normality test, heteroskedasticity test, regression analysis, t test, and determination coefficient. The research results show that business capital has a positive and significant effect on the income of traders. The t test value shows that the business capital variable has a significant effect on income, and the determination coefficient value (R^2) indicates that business capital gives a strong contribution in explaining the income variation of Lambocca Traditional Market traders. Thus, it can be concluded that the greater the business capital owned by the trader, the higher the income obtained.

Keywords: Business Capital; Trader Income; Lambocca Traditional Market; Micro Economy.

1. Introduction

Economic development is a crucial aspect in improving the welfare of the Indonesian people. National economic growth is supported not only by the large and modern industrial sector, but also by the informal sector, which serves as the backbone of the people's economy. The informal sector plays a role in creating jobs, expanding business opportunities, and increasing incomes for the grassroots. One of the main activities in the informal sector, which remains very dominant in Indonesia, is trading in traditional markets (Pratama, 2018). Traditional markets play a vital role in community life, particularly in rural areas and small towns. Markets not only serve as meeting places for sellers and buyers to conduct economic transactions, but also serve as centers of social interaction that strengthen bonds between community members. Through daily buying and selling activities, traditional markets create economic activity that supports the financial stability of low-income households. Therefore, traditional markets serve as a crucial pillar in national economic development, which is based on a people-centered economy (Sarajar et al., 2025).

However, with the changing times, traditional markets have begun to face significant challenges due to the emergence of modern markets and the digitalization of the economy. The presence of minimarkets, supermarkets, and online stores has shifted consumer consumption patterns toward more convenience and speed. These changes have resulted in a decline in the number of buyers in traditional markets and a decline in the income of small traders. Traders who are unable to adapt to these changes, particularly due to limited business capital, are the most impacted group (Firmansyah, 2024). Business capital is a key factor determining a trader's ability to maintain and grow their business. Capital is used to purchase inventory, cover operational costs such as rent and transportation, and maintain the business's financial stability. Without adequate capital, traders cannot operate effectively, making it difficult to generate a stable income. With sufficient capital, traders can increase sales capacity, expand product variety, and adapt to market demand (Pratama, 2018).

In a microeconomic context, capital is a factor of production that directly determines a business's output and profitability. The greater the capital, the greater a trader's ability to expand their business. However, capital is important not only in terms of quantity but also in terms of management. Traders

who manage their capital efficiently will earn a more stable income than those who are less careful in managing their finances (Mamonto, 2023). The emergence of modern markets has narrowed the scope for movement traditional traders, especially those with limited capital, struggle to adjust selling prices and lose out on product competitiveness. Consequently, their income tends to stagnate and growth is difficult. This contrasts with traders with substantial capital who are able to adjust pricing strategies, improve product quality, and expand their customer base. Therefore, capital is a key factor in sustaining the existence of traditional market traders (Firmansyah, 2024).

In Bantaeng Regency, traditional markets remain the center of economic activity. One such market, Lambocca Traditional Market, is located in Biangkeke Village, Pa'jukukang District. This market serves as the primary place for local people to buy and sell and provides a livelihood for many small traders. However, most traders at Lambocca Market still face challenges in accessing business capital. Most rely on personal capital and lack access to formal financial institutions such as cooperatives or banks (Sarajar et al., 2025). These capital limitations impact the scale of businesses and the income earned by traders. Traders with substantial capital can purchase goods in bulk and sell at lower prices, while traders with small capital can only stock limited quantities at relatively higher prices. Consequently, their sales and income levels are lower. This phenomenon creates economic disparities among traders in the same market (Sarajar et al., 2025).

Furthermore, limited capital also impacts traders' ability to innovate. Merchants with substantial capital can improve their kiosk layout, increase product variety, and even utilize digital technology to promote their merchandise. Conversely, merchants with small capital tend to focus solely on conventional sales without innovation. As a result, they struggle to attract new customers and retain existing ones amid changing consumer behavior (Sarajar et al., 2025). Furthermore, limited capital also increases traders' economic vulnerability. When sales decline or prices rise, traders with limited capital lack sufficient reserves to cover losses. Many are forced to reduce inventory, delay purchases, or even temporarily cease trading. In the long term, this situation can hamper the development of traditional markets and weaken the economy of surrounding communities (Mamonto et al., 2023).

From a social perspective, limited capital can also impact the well-being of traders' families. Unstable incomes make it difficult for traders to meet basic household needs and cover children's education costs. This has a negative impact on the overall quality of life for the community. Therefore, strengthening access to capital is a crucial step in supporting increased income and welfare for traditional market traders (Firmansyah, 2024). To address these issues, support from local governments and financial institutions is needed in the form of community economic empowerment programs. Capital assistance, along with mentoring and business management training, will help. Traders manage their capital more effectively. The government also needs to expand access to low-interest microcredit that is easily accessible to small traders (Pratama, 2018).

Overall, it can be concluded that business capital has a significant influence on the income of traditional market traders. Capital is a determining factor in determining the size of a business's capacity, its ability to face competition, and the level of income earned. Therefore, research on "The Influence of Business Capital on the Income of Traditional Market Traders at Lambocca Market, Biangkeke Village, Pa'jukukang District, Bantaeng Regency" is very important to conduct, in order to obtain empirical understanding that can be used as a basis for policy in improving the welfare of traditional market traders in the area.

2. Method

2.1 Type of Research

This study uses a quantitative approach with an associative approach. This approach was used because this study aims to statistically test the relationship between variables based on numerical data.

According to Sugiyono (2019), associative research aims to determine the influence or relationship between two or more variables.

The context of this research was to analyze the influence of business capital (X_1) on trader income (Y_1) at Lambocca Traditional Market, Biangkeke Village, Pa'jukukang District, Bantaeng Regency.

2.2 Location and Time of Research

a. Research Location

This research was conducted at Lambocca Traditional Market, located in Biangkeke Village, Pa'jukukang District, Bantaeng Regency, South Sulawesi Province. This location was chosen because Lambocca Market is a center of active local economic activity and a primary location for small traders to conduct their businesses. Furthermore, this market is characterized by traders with varying levels of capital, making it relevant to examine the effect of business capital on trader income.

b. Research Time

This research is planned to last for two months, namely from December 2025 to January 2026. This time span covers all stages of the research, starting from the preparation stage, preparation of research instruments, data collection in the field, data analysis, to the preparation of the final research report.

2.3 Types and Sources of Data

a. Data Type

The type of data used in this study is quantitative data, which is data in the form of numbers or can be measured numerically. Quantitative data is used to statistically analyze the relationship between business capital (X_1) and trader income (Y_1) . According to Sugiyono (2019), quantitative data is data that can be measured numerically so that hypothesis testing can be conducted objectively using statistical analysis tools.

b. Data Sources

The data sources in this study are:

1) Primary Data
   Primary data, obtained directly from respondents through questionnaires and interviews with traders at Lambocca Traditional Market. This data includes information on the business capital used, income, and business conditions of the traders.
2) Secondary Data
   Secondary data, namely data obtained from various supporting sources such as previous research journals, literature, local government reports, and documents from related agencies relevant to this research. Secondary data is used to strengthen the theoretical foundation and support the analysis of research results.

2.4 Population and Sample

a. Population

According to Sugiyono (2019), a population is a generalized area consisting of objects or subjects that have certain qualities and characteristics determined by the researcher to be studied and then conclusions drawn. The population in this study is all traders selling at Lambocca Traditional Market, located in Biangkeke Village, Pa'jukukang District, Bantaeng Regency, South Sulawesi Province. This population includes various types of traders, including traders of staple foods, vegetables, fish, clothing, and other household necessities. Based on the results of initial observations and data from market

managers, the number of active traders in this market is estimated at 60 people.

This population was chosen because Lambocca Market is one of the main traditional markets in Pa'jukukang District, playing a vital role in supporting the local economy. Furthermore, the traders in this market have diverse characteristics in terms of capital, type of merchandise, and income level, making it suitable for research on the influence of capital on traditional market traders' income.

b. Sample

A sample is a portion of the population and its characteristics (Sugiyono, 2019). Because the population at Lambocca Traditional Market is relatively small and still fully accessible to researchers, the sampling technique used was saturated sampling (census). According to Sugiyono (2019), saturated sampling is a sampling technique where all members of the population are used as research samples. Therefore, all traders selling at Lambocca Traditional Market were used as respondents in this study.

The use of saturated sampling techniques aims to ensure that research results are more accurate and representative of actual conditions in the field. By involving all traders as respondents, researchers can obtain more comprehensive data on variations in business capital and income levels. generated. In addition, this technique also allows for more detailed analysis. Details on the influence of business capital on traders' income at Lambocca Traditional Market, without bias due to limited sample selection. This table shows the distribution of trader types and the number of samples used:

Table 1. Research Sample

No.	Type Trading	Amount Trader (Person)	Status in Study
1.	Grocery Trader	10	Respondents
2.	Vegetable and Fruit Trader	11	Respondents
3.	Fish, Chicken, and Meat Traders	11	Respondents
4.	Clothing Traders and Clothing	10	Respondents
5.	Grocery Trader Household	10	Respondents
6.	Street Vendors and Processed Foods	11	Respondents
	Total	63	

Source: Author processed

2.5 Data Collection Methods

Based on accurate information, this study applies various data collection methods, namely as follows:

a. Questionnaire

According to Sugiyono (2019), a questionnaire is a data collection technique carried out by providing a set of written questions or statements to respondents to be answered according to their conditions and opinions. This method was used because the research was quantitative and aimed to empirically determine the effect of business capital (X_1) on trader income (Y_1) through statistical analysis. By using a questionnaire, researchers can obtain measurable, objective, and easily processed data.

b. Documentation

According to Kholifah and Sofwan (2024), the documentation method makes a significant contribution to obtaining relevant and verified historical data. However, its use requires a critical evaluation of the authenticity and suitability of the document sources for the research objectives. Therefore, this method complements primary data from questionnaires and observations, resulting in more comprehensive, valid, and scientifically accountable research results.

2.6 Operational Definition of Variables

The operational definition of a variable explains the meaning of each research variable in a measurable way so that it can be observed and tested empirically. According to Sugiyono (2019), an operational definition is the translation of a theoretical concept into measurable indicators in research. Therefore, each variable used in this study is formulated in a clear conceptual form and accompanied by indicators specific. In this study there are two variables, namely the independent variable (independent) and dependent variables.

Table 2. Operational Definitions of Variables

Variables	Operational Definition	Unit	Measurement Scale
Capital Business (X)	A sum of funds or assets used by traders to start and run trading activities in the market, including for purchasing merchandise, renting premises, and other operational costs. Business capital reflects the ability financial traders in managing daily business activities.	1. Rupiah	1. <Rp 500,000 2. Rp. 500,000Rp. 1,000,000 3. Rp1,000,000- Rp. 3,000,000 4. Rp 3,000,000- Rp. 5,000,000 5. >Rp5,000,000
Income Trader (Y)	Total amount of revenue earned	1. Rupiah	1. < Rp1,000,000
	traders from sales results of merchandise in a certain period after deducting operating costs. Revenue reflects the final result of business activities and the level of success of traders in managing their capital.		1. Rp. 1,000,000 - Rp. 3,000,000 2. Rp. 3,000,000 - Rp. 5,000,000 3. Rp. 5,000,000 - Rp10,000,000 4. > Rp10,000,000

Source: Author processed

2.7 Data Analysis Method

The analysis method is a crucial stage in quantitative research, aiming to process, interpret, and draw conclusions from data obtained in the field. According to Sugiyono (2019), data analysis is the process of systematically searching for and organizing data by organizing it into categories, breaking it down into units, synthesizing it, and establishing patterns to gain meaningful understanding and conclusions. This research used quantitative data analysis methods, using figures obtained from questionnaires distributed to respondents and then processed using statistical tools. Quantitative analysis was used because this study aimed to objectively and measurably measure the influence of the independent variable (business capital) on the dependent variable (trader income).

In addition, the data analysis method in this study also serves to determine the extent to which business capital (X_1) can explain variations in trader income (Y_1). This analysis is important because it can provide empirical evidence of the microeconomic relationship between capital and income, which also supports the theory that capital is the main factor of production in trading activities. Thus, the

results of the analysis are expected to provide accurate information and serve as a basis for efforts to improve the welfare of traditional market traders, especially at Lambocca Market.

a. Instrument Test

1) Validity Test

Validity testing is used to determine whether each question on a questionnaire truly measures the aspect being studied. Validity is crucial because even if a question appears relevant, it may not statistically accurately reflect the variable being measured. An instrument is declared valid if it meets the following conditions:

The calculated r-value > r-table at a significance level of 5% (0.05).

Validity ensures that each questionnaire item is not created haphazardly or based solely on the researcher's logic, but has been thoroughly tested to ensure it measures the correct variable. If an item is invalid, the resulting data can potentially be misleading and lead to inaccurate research results.

2) Reliability Test

Reliability testing is used to determine the consistency of the measuring instrument in generating data. Reliability testing is carried out using the Cronbach's Alpha coefficient, where an α value > 0.60 indicates that the questionnaire is reliable (Ghozali, 2018).

b. Classical Assumption Test

Before conducting a regression test, the data is first tested to ensure that the distribution is normal.

1) Normality Test

The normality test aims to determine whether the residual data in a regression model is normally distributed. The residual is the difference between the value predicted by the regression model and the respondent's actual value. This test uses the Kolmogorov–Smirnov (KS Test).

Normality criteria:

- If Sig > 0.05 → data is normally distributed
- If Sig ≤ 0.05 → data is not normal

2) Heteroscedasticity Test

The heteroscedasticity test is used to determine whether there is inequality in the variance of the residuals across all values of variable X. If the residual variances are not the same, then heteroscedasticity occurs, and this causes the regression model to be inefficient. Criteria (Glejser Test):

- Sig > 0.05 → no heteroscedasticity occurs
- Sig ≤ 0.05 → heteroscedasticity occurs

3) Simple Linear Regression Analysis

According to Ghozali (2018), simple linear regression is used to analyze the functional relationship between two variables and to predict the value of the dependent variable based on the independent variables. Simple linear regression analysis is used to determine the direction and magnitude of the influence between one independent variable (Business Capital / X_1) against one dependent variable (Trader Income / Y_1). The equation model used is:

$Y = a + bx$

Information :

Y = Trader's Income
X = Business Capital
a = Constant
b = Variable coefficient

2.8 Hypothesis Testing

The hypothesis used in this study is formulated based on microeconomic theory and previous research findings, which indicate that business capital has a positive effect on trader income, the research hypothesis tested is as follows:

a. Coefficient of Determination Test (R^2)

The coefficient of determination test is used to determine how much contribution or influence the independent variable (Business Capital) has on the dependent variable (Trader Income) in a simple linear regression model. According to Ghozali (2018), the coefficient of determination (R^2) essentially measures the extent to which a model can explain variations in the dependent variable influenced by the independent variable. The coefficient of determination is indicated by the symbol R^2 (R-Square) which has a range between 0 and 1 ($0 \leq R^2 \leq 1$).

1) If the R^2 value is close to 0, then the ability of the independent variable (Business Capital) to explain the dependent variable (Trader Income) is very weak, meaning there are other factors outside the model that have a greater influence on income.
2) If the R^2 value is close to 1, it means that the independent variable has a strong influence in explaining changes in the dependent variable.

b. Partial Test (t-Test)

The partial test or t-test is used to determine the extent to which the independent variable, namely Business Capital (X), significantly influences the dependent variable, namely Trader Income (Y), in a simple linear regression model. The t-test is an important component in regression analysis because it determines whether the research hypothesis is accepted or rejected based on statistical evidence. The t-test is used to determine whether the Capital variable Business (X) has a partial significant effect on Trader Income (Y). If the Sig value < 0.05 or t-count > ttable, then H_1 is accepted and business capital has a significant effect. If otherwise, then H_0 is accepted and business capital has no effect.

3. Result and Discussion

3.1 Results

3.1.1 Descriptive Analysis

a. Respondent Description Analysis

The data collected in this study were 63 respondents, which included traditional lambocca market traders in Biangkeke Village, Pa'jukukang District, Bantaeng Regency.

1) Gender

Table 3. Gender

Gender	Number of Respondents	Percentage (%)
Man	34 People	54%
Woman	29 People	46%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Table 3 shows that the majority of respondents were male (54%), while the remaining respondents were female (46%). This indicates that trading activities at Lambocca Traditional Market are largely carried out by the head of the family or male family members who play an active role in meeting the household's economic needs.

2) Age

The age range of respondents is < 25 -> 45, with the following categories.

Table 4. Age

Age Category	Number of Respondents	Percentage (%)
< 25 Years	10 People	15.9%
25 – 35 Years	21 People	33.3%
35 – 45 Years	24 People	38.1%
> 45 Years	8 People	12.7%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Table 4 shows that the majority of respondents are between the ages of 35 and 45, representing 38.1%, followed by those aged 25 and 35, representing 33.3%. This indicates that the majority of the market traders involved are of an age group with optimal work capabilities and are at an age where they can effectively develop their businesses more stable and sustainable.

3) Trading Period

Trading time can be seen from the following table.

Table 5. Trading Period

Trading Period	Number of Respondents	Percentage (%)
< 1 Year	7 People	11.1%
13 years old	18 People	28.6%
3 - 6 Years	26 People	41.3%
> 6 Years	12 People	19%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Table 5 shows that the majority of traders have been in business for 1–3 years and 3–6 years. This time span indicates that traders have sufficient experience in managing their businesses, understanding market dynamics, and adapting their merchandise to demand. This length of time in business also indicates increasing business stability, as traders who survive for more than three years generally have established loyal customers and a consistent sales pattern.

4) Type of Trade

The types of merchandise can be seen in the following table.

Table 6. Types of Trade

Type of Trade	Number of Respondents	Percentage (%)

Grocery Trader	10 People	15.9%
Vegetable and Fruit Trader	11 People	17.5%
Fish, Chicken, and Meat Traders	11 People	17.5%
Clothing and Apparel Traders	10 People	15.9%
Household Supplies Trader	10 People	15.9%
Snack and Processed Food Traders	11 People	17.5%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Table 6 shows that Lambocca Traditional Market is a center for fulfilling the community's basic needs and has a fairly varied trading structure. This variety of businesses also indicates differences in capital requirements and income levels among traders, as each type of merchandise has different operating costs and profit characteristics.

4) Amount of Business Capital

The amount of business capital can be seen in the following table.

Table 7. Amount of Business Capital

Amount of Business Capital	Number of Respondents	Percentage (%)
< Rp. 500,000	11 People	1.6%
Rp. 500,000 - Rp.1,000,000	16 People	25.4%
Rp. 1,000,000 - Rp.3,000,000	11 People	17.5%
Rp. 3,000,000 - Rp.5,000,000	21 People	33.3%
> Rp. 5,000,000	15 People	23.8%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Table 7 shows that most traders have capital in the range of Rp 500,000–Rp 1,000,000 and Rp 1,000,000–Rp 3,000,000. This capital level indicates that Lambocca Market traders fall into the micro-enterprise category, operating on a small scale. This relatively small capital also indicates that The ability of traders to increase the variety of merchandise is very dependent on the daily income earned.

6) Sources of Business Capital

Sources of business capital can be seen in the following table.

Table 8. Sources of Business Capital

Sources of Business Capital	Number of Respondents	Percentage (%)
Personal Capital	31 People	49.2%
Family Loans	1 Person	15.9%
Cooperative	24 People	14.3%
Bank	8 People	12.7%
Partnership	8 People	12.7%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Table 4.7 shows that the majority of traders rely on their own capital rather than loans from family

or financial institutions. This situation also highlights the traders' limitations in expanding their business, as the capital used comes entirely from personal funds, limiting the number of goods they can supply.

7) Average Monthly Income

The average monthly income can be seen in the following table.

Table 9. Average Monthly Income

Average Monthly Income	Number of Respondents	Percentage (%)
< Rp. 1,000,000	5 People	7.9%
Rp. 1,000,000 - Rp.3,000,000	19 People	30.2%
Rp. 3,000,000 - Rp.5,000,000	19 People	30.2%
Rp. 5,000,000 – Rp. 10,000,000	16 People	25.4%
> Rp. 10,000,000	4 People	6.3%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Table 9 shows that most traders earn between Rp 3,000,000 and Rp 5,000,000 per month, although some earn lower or higher incomes. This variation in income indicates differences in business strategies, capital size, and type of merchandise, which directly impact traders' ability to generate profits.

b. Description of Research Variables

The following will explain the items from the Business Capital variable (X), and Trader Income (Y) in Traditional Markets Lambocca, Biangkeke Village, Pa'jukukang District, Regency Bantaeng. Data were obtained through questionnaire distribution.

1) Description of Business Capital Variable (X)

Business capital is the amount of funds or assets used by traders to run their businesses. In this study, business capital is measured based on the amount of capital used by traders in carrying out their daily trading activities. Based on the results of the questionnaire data processing, it was found that the size of traders' business capital varies. Most traders have business capital in the micro-business category with relatively limited capital. This capital limitation influences the ability of traders to increase stock, expand product variety, and increase business scale.

Table 10. Respondents' Responses to Business Capital

Amount of Business Capital	Number of Respondents	Percentage (%)
< Rp. 500,000	11 People	1.6%
Rp. 500,000 - Rp.1,000,000	16 People	25.4%
Rp. 1,000,000 - Rp.3,000,000	11 People	17.5%
Rp. 3,000,000 - Rp.5,000,000	21 People	33.3%
> Rp. 5,000,000	15 People	23.8%
Amount	**63 People**	**100%**

Source: Primary Data Processed (SPSS), 2026

Based on Table 4.9, it can be seen that the majority of traders have business capital in the range of Rp 3,000,000 – Rp 5,000,000, representing 21 respondents, or 33.3% of the total. This indicates that the majority of traders are in the medium-capital category. Furthermore, 15 respondents, or 23.8%, had business capital exceeding Rp 5,000,000, indicating that only a small proportion of traders have relatively substantial capital. Meanwhile, 16 respondents, or 25.4%, had business capital between Rp 500,000 and Rp 1,000,000, and 11 respondents, or 17.5%, had business capital between Rp 1,000,000 and Rp 3,000,000. Meanwhile, traders with business capital below IDR 500,000 are the smallest group, namely 11 respondents or 1.6%, which reflects business conditions with quite high capital limitations. Overall, this data shows that while some traders have medium-sized business capital, a significant proportion still have low-capital capital. This indicates that capital availability among Lambocca Traditional Market traders remains unequal and potentially limits business scale development.

2) Description of Trader Income Variable (Y)

A trader's income is the amount of revenue earned from the sale of merchandise during a specific period. In this study, trader income was measured by the average monthly income. Research Results shows that the income of traders in the market Traditional Lambocca has quite a variety of variations.

Table 11. Average Monthly Income

Average Monthly Income	Number of Respondents	Percentage (%)
< Rp. 1,000,000	5 People	7.9%
Rp. 1,000,000 - Rp.3,000,000	19 People	30.2%
Rp. 3,000,000 - Rp.5,000,000	19 People	30.2%
Rp. 5,000,000 – Rp.10,000,000	16 People	25.4%
> Rp. 10,000,000	4 People	6.3%
Amount	**63 People**	**100%**

Source: Processed Primary Data (SPSS), 2026

Based on Table 4.10, it can be seen that the majority of traders have a monthly income in the range of Rp 3,000,000 – Rp 5,000,000, representing 19 respondents, or 30.2%. This number indicates that the majority of traders are in the middle-income category. The next income category, which was also quite dominant, was between IDR 1,000,000 and IDR 3,000,000, with 19 respondents (30.2%). This indicates that many traders still earn relatively low incomes, potentially impacting their well-being. Furthermore, 16 respondents, or 25.4%, accounted for traders with incomes between Rp 5,000,000 and Rp 10,000,000. The smallest group, with 4 respondents or 6.3%, comprised traders with incomes above Rp 10,000,000. Meanwhile, 5 respondents, or 7.9%, comprised traders with incomes below Rp 1,000,000. Overall, the income distribution indicates that most Lambocca Traditional Market traders are still at the low to middle income level. This income variation is influenced by differences in business capital, type of merchandise, and the ability of traders to manage their businesses. Traders with larger business capital tend to earn higher incomes than those with limited capital.

3.1.2 Research Instrument Testing

a. Validity Test

Validation testing is used to determine whether a questionnaire can be considered valid. Research is considered valid if there is a match between the data collected and the actual data on the object being studied. In this study, the validity test used a one-way method with a level of 0.05 significance 0.05. The questionnaire is declared valid if the calculated r value is > r table.

1) Business Capital

The Business Capital variable (X) in this study is measured using two indicators in rupiah. The results of the validity test on this variable are presented in the following table.

Table 12. Results of the Business Capital Validity Test

No.	Statement	r Count	r Table	Information
1.	Venture capital	0.502	0.248	Valid

Source: Processed Primary Data (SPSS), 2026

The table above shows that all items. The statement has a calculated r value > r table (0.248), so that all instruments are valid for use as statements to measure the business capital variables studied.

2) Trader Income

The Trader Income variable in this study was measured using 1 indicator in rupiah units.

Table 13. Results of Trader Income Validity Test

No.	Statement	r Count	r Table	Information
1.	Trader Income	0.502	0.248	Valid

Source: Processed Primary Data (SPSS), 2026

The table above shows that all items. The statement has a calculated r value > r table (0.248), so that all instruments are valid for use as statements to measure the income variables of the traders studied.

b. Reliability Test

Reliability testing is used to determine the stability of a measuring instrument in assessing a variable. A measuring instrument is considered reliable if the results remain consistent, even when measured repeatedly. If a variable shows *a Cronbach's Alpha value* of ≥ 0.70, it can be concluded that the variable is reliable or consistent in its measurement.

Table 14. Reliability Test Results

Variables	N of Items	Cronbach Alpha	Criteria	Information
Venture capital	2	0.667	>70	Reliable
Trader Income	2	0.667	>70	Reliable

Source: Processed Primary Data (SPSS), 2026

The reliability test results above indicate that the business capital variable has a *Cronbach's Alpha value* of 0.667, and the rice production increase variable has a value of 0.667. Both values are greater than 70, thus all research instruments are deemed reliable and suitable for use.

c. Classical Assumption Test

1) Normality Test *(Kolmogorov-Smirnov/PP Plot)*

Normality Test (Kolmogorov-Smirnov/PP Plot) The normality test is a statistical test used to check whether data in a study follows a normal distribution. A normal distribution means the data is evenly distributed around the mean in a bell-shaped curve. The normality test is considered normal if

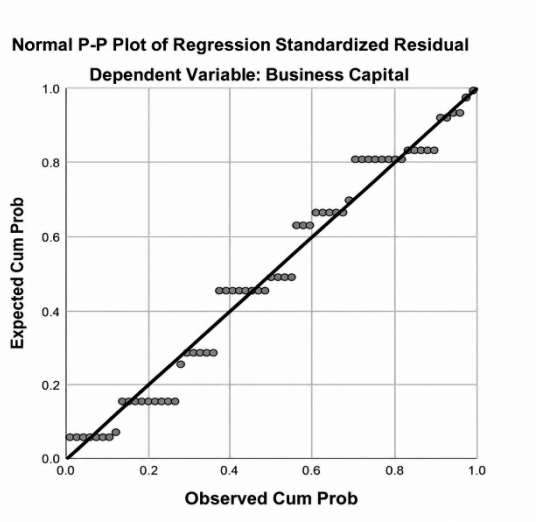
the significance value is > 0.05.

Table 15. Results of the Kolmogorov-Smirnov Normality Test

Tests of Normality						
Income Trader	Kolmogorov-Smirnov [a]			Shapiro-Wilk		
	Statistics	df	Sig.	Statistics	df	Sig.
Business Capital 1	.254	5	.200 *	.914	5	.492
2	.290	19	.000	.803	19	.001
3	.223	19	.014	.852	19	.007
4	.334	16	.000	.644	16	.000
5	441	4	.	.630	4	.001
*. This is a lower bound of the true significance.						
a. Lilliefors Significance Correction						

Source: Primary Data Processed (SPSS), 2026

The results in Table 15 show a normality test using the Kolmogorov–Smirnov regression residuals. The test results yield a significance value of 0.200 > 0.05. This indicates that the residuals are normally distributed.



Source: Processed Primary Data (SPSS), 2026

Figure 1. Results of PP Plot Normality Test

Figure 1 in the PP Plot test illustrates that the residual points are distributed along the diagonal line and not too far from it. This pattern indicates that the residuals are normally distributed. Therefore, the assumption of normality has been met.

2) Heteroscedasticity Test

The heteroscedasticity test is a method used to evaluate whether in a regression model there are differences in the variation (distribution) of residuals or errors for each value of the independent variable.

a. Glesjer Test

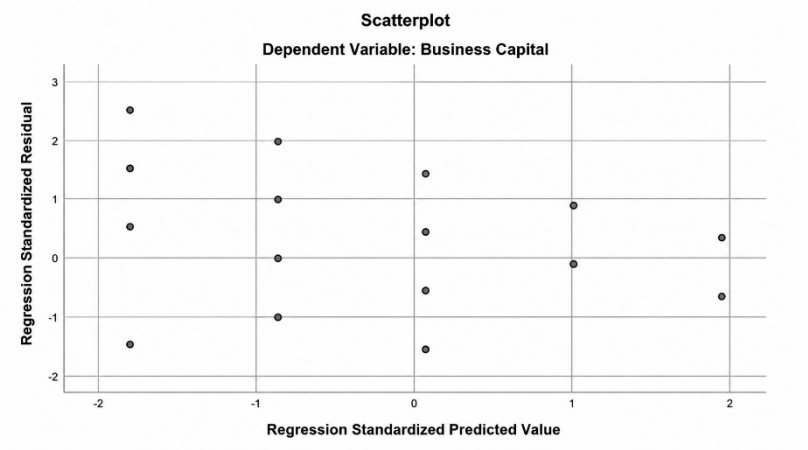
Table 16. Results of Glesjer Heteroscedasticity Test

Coefficients [a]						
Model		**Unstandardized Coefficients**		**Standardized Coefficients**	**t**	**Sig.**
		B	**Std. Error**	**Beta**		
1	(Constant)	1,926	.375		5.143	.000
	Trader Income	.547	.121	.502	4,537	.000
a. Dependent Variable: Business Capital						

Source: Primary Data Processed (SPSS), 2026

The table above shows that the significance level of the Glejser test is 0.000 < 0.05. Therefore, it can be concluded that heteroscedasticity is present in the regression model. This indicates that the residual variance is not constant, thus the regression model does not meet the homoscedasticity assumption. Therefore, the regression model requires further processing to address the heteroscedasticity issue.

b. Scatterplot Test



Source: Processed Primary Data (SPSS), 2026

Figure 2. Scatterplot Heteroscedasticity Test Results

Based on Figure 2, the scatterplot between the standardized residual and the standardized predicted value shows a random distribution of points and no specific pattern. The residual points are evenly distributed above and below the zero line. Therefore, it can be concluded that the regression model does not experience heteroscedasticity and the assumption of homoscedasticity.
fulfilled.

3.1.3 Simple Linear Regression Analysis

Simple linear regression analysis aims to estimate the value of the dependent variable (Y) when the value of the independent variable (X) is known, and to understand the type of relationship between

the two variables, whether it is positive or negative.

Table 17. Results of Simple Linear Regression Analysis

Coefficients [a]						
Model		**Unstandardized Coefficients**		**Standardized Coefficients**	**T**	**Sig.**
		B	**Std. Error**	**Beta**		
1	(Constant)	1,926	.375		5.143	.000
	Trader Income	.547	.121	.502	4,537	.000
a. Dependent Variable: Business Capital						

Source: Primary Data Processed (SPSS), 2026

Based on Table 17, the results of the simple linear regression analysis obtained the following results:

a. The constant value is 1.926. This indicates that if the Trader Income variable is considered to have a value of zero (X = 0), then Business Capital has a value of 1.926.
b. The regression coefficient value for the Trader Income variable is 0.547, meaning that every one-unit increase in trader income will increase Business Capital by 0.547 units. The Standardized Beta value of 0.502 indicates that trader income has a positive and fairly strong influence on business capital.

3.1.4 Hypothesis Testing

a. Partial Test (t-Test)

The t-test is used to determine how much influence the independent variables individually have on the dependent variable in a regression model. In other words, the t-test is used to assess whether variable X has a significant influence on Y separately.

Table 18. Partial Test Results (t-Test)

Coefficients [a]						
Model		**Unstandardized Coefficients**		**Standardized Coefficients**	**T**	**Sig.**
		B	**Std. Error**	**Beta**		
1	(Constant)	1,926	.375		5.143	.000
	Trader Income	.547	.121	.502	4,537	.000
a. Dependent Variable: Business Capital						

Source: Primary Data Processed (SPSS), 2026

Based on the results of the t-test in table 18, the calculated t-value was 4.537, while the t-table was 0.248 at a significance level of 5% with a degree of validity (df) = 61. Because the calculated t-value > t-table and the significance value was 0.000 < 0.05, then it can be concluded that the trader's income has a positive and significant effect on business capital.

b. Test of the Coefficient of Determination (R^2)

R2 or the coefficient of determination, is a measuring tool used to determine the extent to which the independent variable (X) can explain differences in the dependent variable (Y). The R2 value reflects the portion of the overall variation in the dependent variable that can be explained through the regression analysis model.

Table 19. Results of the Determination Coefficient Test (R^2)

Model Summary				
Model	R	R Square	Adjusted R Square	Standard Error of the Estimate
1	.502 [a]	.252	.240	1,013

a. Predictors: (Constant), Trader Income
b. Dependent Variable: Business Capital

Source: Primary Data Processed (SPSS), 2026

Based on Table 19, the correlation coefficient (R) value of 0.502 indicates a positive relationship with a moderate level of strength between trader income and business capital. The coefficient of determination (R Square) value of 0.252 indicates that trader income is able to explain 25.2% of the variation in business capital, while the remaining 74.8% is explained by other variables not included in the model.

3.2 Discussion

Based on the results of a simple linear regression analysis, it shows that the business capital variable (X) has a positive and significant effect on trader income (Y) at Lambocca Traditional Market, Biangkeke Village, Pa'jukukang District, Bantaeng Regency. The regression coefficient of 0.547 indicates that every increase in business capital will be followed by an increase in trader income by 0.547 units. This shows that the greater the business capital owned by traders, the greater the opportunity for traders to increase the number of merchandise and expand business activities so that the income obtained will also increase. The t-test results confirm these findings, with a calculated t-value of 4.537, with a significance level of 0.000, which is less than 0.05. This indicates that business capital not only has a positive relationship with trader income but also has a statistically significant effect. Thus, business capital is a crucial factor influencing trader income levels in traditional markets.

The R-square value of 0.252 indicates that 25.2% of the variation in trader income can be explained by business capital, while the remaining 74.8% is influenced by other factors not included in this study. These factors include trading experience, type of merchandise, business location, and customer attraction strategies. This indicates that while business capital plays a significant role in increasing trader income, other factors also influence the success of a trader's business. The results of this study align with economic theory, which states that capital is a crucial factor of production in business activities. Traders use capital to purchase merchandise, replenish inventory, and support smooth trading activities. With sufficient capital, traders can expand their businesses, thereby increasing sales volume and revenue.

The results of this study also align with research conducted by (Artini & Pynatih, 2023), which found that business capital has a positive and significant impact on trader income. This study explains that the greater the capital a trader possesses, the greater their ability to develop their business and increase income. This research is also supported by research results (Sasmita & Yuliarmi, 2025), which show that business capital is one of the factors influencing traders' income levels. Sufficient capital allows traders to expand their business, diversify their merchandise, and increase sales, thus increasing

their income.

Furthermore, research (Yudha et al., 2022) also shows that business capital plays a crucial role in trading activities because it enables traders to operate their businesses more optimally and meet consumer needs in the market. Research (Yuni et al., 2024) also found that business capital influences increased trader income. Traders with greater capital tend to be able to provide more merchandise and improve the quality of service to consumers, thus increasing business income. This study's findings are also supported by research by Najiatun et al. (2025), which states that business capital is a key factor in increasing traders' income. Adequate business capital provides traders with opportunities to expand their business activities and increase their competitiveness in the market.

This study has several limitations that need to be considered, especially in the model's ability to explain. The relationship between the variables studied. This is evident from the coefficient of determination (R Square) of 0.252, indicating that the trader's income variable is only able to explain 25.2% of the variation in business capital, while the remaining 74.8% is influenced by various other factors not included in the research model. Thus, there are still many potential variables that have not been studied, such as business experience, education level, access to capital sources, business location, and market conditions that can affect business capital. In addition, the level of relationship is in the medium category, indicating that the strength of the relationship between the variables is not yet strong enough. Therefore, the results of this study have limitations in terms of generalization and need further study by adding other variables and a wider data scope to obtain more comprehensive and accurate results.

4. Conclusion and Recommendation

4.1 Conclusion

Based on the results of research on the influence of business capital on the income of traders at Lambocca Traditional Market, Biangkeke Village, Pa'jukukang District, Bantaeng Regency, it can be concluded that business capital has a positive and significant effect on the income of traders at Lambocca Traditional Market, Biangkeke Village, Pa'jukukang District, Bantaeng Regency. The greater the capital owned by traders, the greater the opportunity to obtain higher income. The results of this study indicate that traders who have greater business capital tend to be able to provide a wider variety of merchandise and maintain the availability of stock, so they can attract more consumers and increase the income earned. Thus, business capital can be said to be a factor that plays an important role in supporting the success of traditional market traders' businesses and improving their economic welfare.

4.2 Recommendation

Based on the results of the research that has been carried out, the following suggestions can be given:

a. For Local Government

Local governments are expected to provide support to traditional market traders through economic empowerment programs, such as providing easier access to capital, business management training, and financial management assistance. This aims to enable traders to gradually increase their business capital, thereby increasing their income. This study has several limitations that require consideration, particularly the model's ability to explain the relationships between the variables studied.

b. For Traditional Market Traders

Traders are advised to manage their business capital more effectively and wisely, such as by separating business and personal finances, keeping simple records of income and expenses, and utilizing existing capital to increase the variety of merchandise needed by consumers. With good

capital management, it is hoped that the business they run can grow and generate a steady income more stable.

c. For Related Agencies or Institutions

Financial institutions and related agencies are expected to provide support in the form of financing programs or micro-business loans that are easily accessible to traditional market traders. Furthermore, education on small business management needs to be improved so that traders have better knowledge in developing their businesses.

d. For Further Researchers

It is hoped that further research will include other variables that may influence vendor income, such as business location, length of operation, marketing strategy, or service quality. By adding these variables, it is hoped that further research will provide a broader picture of the factors influencing traditional market vendor income.

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