Empowering Women Street Vendors: The Impact of Training and Business Capital on Income Growth in Aceh Besar

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Abstract. *The aim of this research is to see the effect of training and business capital on increasing the income of women street vendors in the Lambaro main market, Aceh Besar district. This research uses a quantitative descriptive approach. Determination of the sample in this study used simple random sampling and data collection techniques used a survey method via questionnaires with a sample size of 75 respondents. The data processing and analysis method uses multiple linear regression which includes classical assumption testing and hypothesis testing. The research results show that simultaneously training and business capital have a positive and significant effect on income. Partially, training has a positive and significant effect on income. Business capital partially has a positive and significant effect on income. The correlation coefficient of 0.751 shows a strong correlation (R) because it is almost close to 1. The coefficient of determination (R2) is 0.867. This means that the variable ability of training (X1) and business capital (X2) can explain variations in income, namely 86.7% and the remaining 13.3% is explained by other factors outside this research.*

Keywords: *training, business capital, income, traders, street vendors*

1. Introduction

In the era of globalization, the role of women has undergone a significant transformation, women are not only housewives but also the backbone of the family. Many women in underprivileged communities have to juggle two roles at once due to increasing economic needs. This change reflects the fact that increasing economic needs force many women to adapt to challenging social and economic conditions (Hanum & Juwita, 2022). Women in this context not only carry out the traditional role as housewives who take care of the family, but also take on economic responsibilities to increase family income. The empowerment of working women greatly contributes to increasing their family income and welfare. One of the jobs that women often do is street vending (Vadya & Rosalia, 2023; Wijayanti et al., 2024). They develop and utilize their entrepreneurial talents and potential to meet family needs through work.

Street vendors are a term used to refer to peddlers who carry out commercial activities on roads or sidewalks intended for pedestrians. These street vendors are usually traders who trade because they are forced to make ends meet, some also because they can't find work and ultimately decide to become street vendors whose initial intention is to develop it into a business that will grow in the future. Street vendors is a term used in Indonesia to refer to traders who operate in public places such as sidewalks, roadsides, or other public areas. They usually sell various kinds of goods and food such as clothes, snacks, drinks, accessories, and so on. They sell various kinds of goods and food to meet people's daily needs (Rossevelt et al., 2024). Some street vendors are people who have just started their business because of life's compulsions and economic needs. Most street vendors are traders who only have a high school education, some have only graduated from elementary school. Therefore, many of them

do not know how to manage the business they run (Masruriyah et al., 2024). The large number of street vendors makes their level of ability to compete increasingly lower, due to a lack of knowledge about entrepreneurial management.

In carrying out their activities as street vendors at the Lambaro main market in Aceh Besar, these women really need entrepreneurship management training to increase their productivity in selling their wares to buyers in order to increase their family income and economy and can be an opportunity to overcome unemployment in Aceh Province. Entrepreneurship training is a comprehensive activity that aims to provide, obtain and increase a person's potential, productivity, discipline and work ethic at a certain level of ability and expertise relative to their level of education or work (Khairunnisa et al., 2024; Setiamy et al., 2022).

The final goal to be achieved is that this training program will have an impact on improving business skills and having an entrepreneurial spirit and it is hoped that it will be able to create independence both in attitude and in business. Lalaun and Cornelis (2023) states that the entrepreneurship training program aims to ensure that working women have an increase in knowledge, skills and attitudes, so that they can apply the results of their learning in business management which is characterized by carrying out entrepreneurship through exploiting the potential of natural resources in the surrounding environment (Fitriliana et al., 2022).

One way to become an entrepreneur is that first we must have an entrepreneurial spirit and have the motivation to become an entrepreneur, therefore there is a need for entrepreneurship training. Business coaching and development by fostering an entrepreneurial spirit and improving future business capabilities must be carried out by restructuring all aspects, policies and procedures of the system that has been implemented so far both nationally, regionally and locally (Neto & Forte, 2023). Various complications of existing policies and procedures and programs must be trimmed. The business sector is focused on creating products and services that are demanded in both input and output markets by relying on competitive advantages (Alfina & Caesarina, 2022).

Entrepreneurship is a creative act of taking advantage of opportunities to initiate and carry out certain activities with the aim of providing the best service to customers and other parties. Being an entrepreneur means having the ability to find and evaluate opportunities, gather the necessary resources and act to profit from these opportunities. According to Rumawas (Rahyono & Alansori, 2021) entrepreneurship is a combination of entrepreneurial character, opportunity, resource support and action. Currently, the opportunity to start taking steps as an entrepreneur is very open. The government and banks really support entrepreneurs and women entrepreneurs by providing access to finance or financing. It is hoped that this access will provide opportunities for entrepreneurs to develop their entrepreneurial activities (Siringo-ringo, 2022). Entrepreneurship training can influence the performance of female street vendors. So, it can be concluded that entrepreneurship training is one of the factors in improving the performance of female street vendors at the Lambaro main market.

Female street vendors need business capital to run their business selling their wares to buyers. Business capital is money and property used as the main factor in starting a business, which is used to generate or increase wealth (Bara, 2023). According to Hanum and Juwita (2022), having sufficient business capital can help them in their efforts to increase their family income apart from their husband's income. Income in this case is money received by individuals, companies and other

organizations in the form of wages, salaries, rent, interest, commissions, fees and profits.

Lambaro main market, as one of the central markets located in Aceh Province, is a destination for people who want to shop for basic necessities such as rice, vegetables, fruit, fish, chicken and even meat. At Lambaro main market, street vendors are dominated by women. Street vendors play an important role in the economy, especially in urban areas. They not only provide a variety of choices for consumers, but also create jobs and contribute to the local economy. With the right support, street vendors can thrive and contribute even more to the local economy. Despite the difficult conditions, they believe they have great potential to contribute to the family's economic income. With better access to business capital, entrepreneurship training, and policies that support women informal workers, they can be more optimal in improving the welfare of their families and also the economy of society at large. The income earned by these women street vendors is a source of income from trading at the Lambaro main market.

This research aims to see the effect of training, in this case entrepreneurship training and business capital, on increasing the income of women street vendors at the Lambaro main market. The scope of this research is how big the influence of training and business capital is in increasing the family income of female street vendors in the market. The hypothesis formulation in this research is that training and business capital have an influence on increasing the income of women street vendors at the Lambaro main market, both simultaneously and partially.

2. Method

This research was conducted on female street vendors at the Lambaro main market in Aceh Besar. The research approach used is quantitative descriptive, namely research that measures the strength of the relationship between two or more variables, where this approach is carried out by going into the field, observation sheets, interview guidelines, validation sheets and documentation. Data collection techniques include observation, direct interviews, documentation, validation reviews, testing hypotheses, carrying out analysis processes, measurements, formulas, ensuring numerical data and literature studies and drawing conclusions.

The population in this study was a number of 75 female street vendors at Lambaro main market. Determining the sample in this study used simple random sampling, which is a random sampling technique and provides the population with an equal opportunity to be sampled. The research instrument used to measure the relationship between independent and dependent variables is a questionnaire where respondents are given alternative answer choices for each statement. The data analysis method uses multiple linear regression analysis, namely analysis of the relationship between two or more independent variables (X) with one dependent variable (Y) with the assumption that Y is a function of X (Sugiyono, 2018). Systematically, the relationship between these variables can be expressed in the following formulation:

$$Y = \alpha + \beta_1 X_1 + \beta_2 X_2 + \varepsilon \qquad (1)$$

Where:

Y = Income
α = Constant
β_1, β_2 = Variable Regression Coefficient
X_1 = Training
X_2 = Business Capital
ε = error term

Hypothesis testing in this research is as follows:

a. Correlation Coefficient Test (R)
    This test is carried out to see the relationship between two or more dependent variables and one independent variable.

b. Coefficient of Determination Test (R²)
    This test is carried out to find out how large a percentage the independent variable is able to explain the dependent variable. This test can be seen using the determinant formula

c. Simultaneous Test (F-Test)
    This test is carried out to see whether all the independent variables included in the model have a simultaneous (simultaneous) influence on the dependent variable. The influence of the independent variable on the dependent is tested with a confidence interval of 95% or at alpha α = 5%. To test whether the hypothesis is rejected or accepted, the F test statistic is used:

    If F-count < F-table, then Ho is accepted and Ha is rejected

    If F-count > F-table, then Ho is rejected and Ha is accepted.

d. Partial/Individual Test (t-test)
    Partial tests are carried out to determine the effect of each independent variable on the dependent variable. The testing criteria are carried out by comparing the t-count value with the t-table, namely:

    If t-count > t-table, reject Ho and accept Ha at the 95% significance level

   If t-count < t-table, accept Ho, reject Ha at the 95% significance level

3. Results and Discussion

Classical Assumption Testing

Classical assumption testing is used to determine whether the multiple linear regression model can be used or not. If this test is met then the test equipment in question can be used to test a model consisting of:

a. *Normality Test*

The results of the normality test can be seen in Figure 1. In Figure 1, the data is spread around the diagonal line and shows that the data is normally distributed.
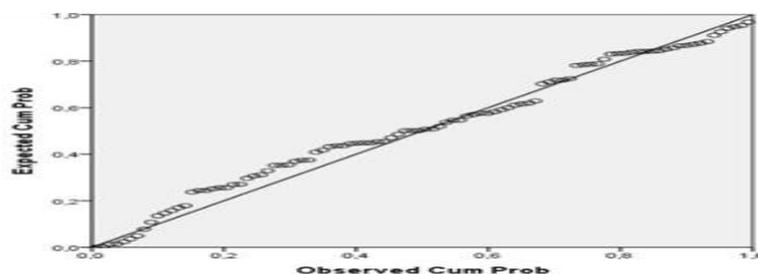

Figure 1. Normality test results

b. *Multicollinearity Test*

Table 1. Multicollinearity test results

No	Independent Variable	Tolerance	VIF	Information
1	Training	0,974	1,380	Non Multicollinearity
2	Business Capital	0,891	1,461	Non Multicollinearity

Based on the results of data processing, it can be seen in Table 1. Based on Table 1, it shows that the results of the training and business capital variables have a VIF value of less than 10 and a tolerance value close to 1. This shows that there are no symptoms of multicollinearity.

c. *Heteroscedasticity Test*
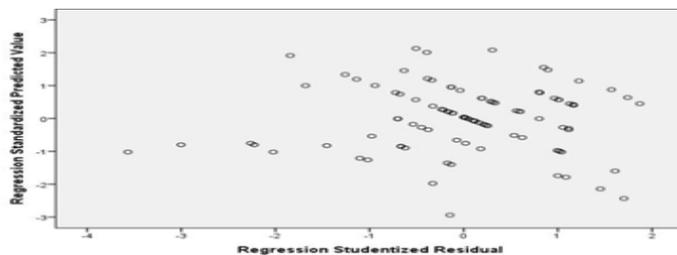
Figure 2. Heteroscedasticity test results

Based on Figure 2, it can be seen that there are no clear patterns (wavy, widening then narrowing) in the scatterplot image, and the points are spread above and below the number 0 on the Y axis so it can be concluded that there are no symptoms of heteroscedasticity so that the regression model is suitable to be used.

d. *Correlation Coefficient (R) and Determination (R^2) Test*

Table 2. Correlation and determination coefficient test

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.751a	.867	.821	.44485

a. Predictors: (Constant), Business Capital (X2), Training (X1)
b. Dependent Variable: Income (Y)

Based on Table 2, it can be seen that the correlation coefficient is 0.751. This figure shows a strong correlation (R) because it is almost close to 1. The coefficient of determination (R^2) is 0.867. This means that the variable ability of training (X1) and business capital (X2) can explain the variation in the income of female street vendors in the Lambaro main market, namely 86.7% and the remaining 13.3% is explained by other factors outside the research.

Hypothesis Testing
Analysis of Multiple Linear Regression Equations
Based on Table 3, the multiple linear regression equation is as follows:
$$Y = 0,264 + 0,321X1 + 0,642X2 + \varepsilon$$
It means:
a. α (constant) = 0,264 This means that if training and business capital are constant or equal to zero, the income of women street vendors will increase by 26,4.
b. β1 = 0,320 meaning that if training increases by 1% where business capital is constant, the income of women street vendors will increase by 32,1.
c. β2 = 0,642 meaning if business capital is 1% where training is constant then the income of women street vendors will increase by 64,2.

This shows that the variables of training and business capital have an influence on increasing the income of women street vendors at the Lambaro main market.

Table 3. Multiple linear regression test results

		Coefficients^a				
		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
	Model	B	Std. Error	Beta		
1	(Constant)	,264	,502		,360	,005
	Training (X_1)	,321	,061	,283	4,126	,001
	Business Capital (X_2)	,642	,095	,529	6,883	,000
a. Dependent Variable: Income (Y)						

F-Test (Simultaneous Test)

In Table 4, the calculated F result is 35,283, while the F table result is 3,124 (at α = 0,05). From these results it is known that the calculated F cost > F table, and the significance is 0,000 or smaller than α = 0,05, so the position of the significance test point is at area of rejection of Ho or it can be concluded that Ha is accepted, which means that the variables of training and business capital together have a positive and significant effect on the income variable of women street vendors in the Lambaro main market, Aceh Besar.

Table 4. F-test results

		ANOVA^a					
Model		Sum of Squares	Df	Mean Square	F_{cost}	Ft_{table}	Sig.
1	Regression	19,273	3	5,729	35,283	3,124	.000^b
	Residual	20,128	92	.198			
	Total	57,451	95				
a.	Dependent Variable: Income (Y)						
b.	Predictors: (Constant), Business Capital (X2), Training (X1)						

Figure 3. Field research activities at the Lambaro main market, Aceh Besar Regency

T-Test (Partial Test)

Based on Table 3, the results of the partial test (t-test) are obtained as follows:
a. The calculated t value for the training variable (4,126) > t-table value (1,665) and the significant value is 0,001. Based on the results obtained, reject Ho and accept Ha for the training variable. Thus, training partially has a positive and significant effect on the income of women street vendors at the Lambaro main market.

b. The calculated t value for the business capital variable (6,883) > t-table value (1,665) and a significant value of 0,000. Based on the results obtained, reject Ho and accept Ha for the business capital variable. Thus, partially business capital has a positive and significant effect on the income of women street vendors at the Lambaro main market.

4. Conclusion

Based on the tests that have been carried out, it can be concluded that training and business capital, both simultaneously and partially, have a positive and significant effect on increasing the income of women street vendors at Lambaro main market with the business capital variable having a greater influence on increasing income compared to training variables. This shows that the level of training and business capital provided to women street vendors has a big influence on the increase in income they will receive.

5. Acknowledgments

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