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# Analysis of the Influence of Funding Sources on Salt Production Efficiency in Madura

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**Abstract**

This research aims to analyze the influence of funding sources on the efficiency of salt production in Karanganyar Village and Pinggirpapas Village, Kalianget District, Sumenep Regency, known as the largest salt-producing area in Madura. The research population was salt business actors in Madura, totaling 880 people. The sample was determined using the Slovin formula and an error rate (standard error) of 10% (0.1), resulting in a sample of 89 respondents. Data was collected through questionnaires, interviews, and observations. Data analysis was carried out using SPSS software, and the statistical method used was a simple linear regression test. The research results show a significant positive relationship between funding sources and salt production efficiency. This can be seen from the regression coefficient of 0.101 with a p-value <0.05, which shows that the better the access to funding sources, the more efficient the salt production process will be. These findings emphasize the importance of the availability and accessibility of funding sources to increase production efficiency in the salt sector.

**Keywords** Funding Sources; Production Efficiency; Salt; Madura

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## 1. INTRODUCTION

The salt industry is very important in meeting the needs of Indonesian households and industrial consumption. Madura, one of Indonesia's largest salt producers, contributes around 60% of the total national salt production (Badan Pusat Statistik (BPS), 2023). Data from the Ministry of Maritime Affairs and Fisheries shows that East Java Province is the largest salt producer in Indonesia, with total production reaching 399,023.60 tons in 2020. Most of the salt production comes from Madura Island, the main contributor to salt production in this province (Amaliyah, 2024). However, despite having great potential, salt production in Madura faces various challenges, especially regarding production

efficiency and quality. Salt produced from Madura often has varying quality. NaCl levels are influenced by factors such as the concentration of seawater used in processing and the location where the seawater is taken (Ulfidatul et al., 2019). The low quality and quantity of salt produced domestically impact many salt farmers in Madura who still live below the poverty line (Iswahyudi Mustafa et al., 2021).

The crystallization process carried out in salt fields or table salt, which often uses soil as a crystallization medium, risks reducing the quality of the salt. (Puadi, 2020) Using soil tables that could be better managed often contaminates the salt crystals with soil, making them opaque and reducing their resale value. Apart from that, according to (Triscowati, 2019), another big challenge is the limited use of technology in the salt production process, which can increase the efficiency and quality of salt.

One of the factors that influences the efficiency of salt production is the source of funding. Access to sufficient funding allows salt farmers to expand their businesses, adopt new technologies, and improve production processes. Funding can come from two main sources: internal (personal capital) and external or formal financial institutions such as cooperatives, banks, or other financing institutions (Dety Mulyanti & Pd, 2017). According to (Sambharakreshna and Kusumawati, 2023), the capital problems faced by salt farmers are currently the government's main concern. However, many salt farmers in Madura still depend on private capital, with almost 90% seeking funds through informal sources or using their assets (Syakatera et al., 2022). Thus, even though the salt sector in Madura has great potential, challenges in terms of quality, production efficiency, and limited access to funding mean that this sector has yet to optimize its existing potential. Therefore, research is needed to explore the influence of funding on the efficiency of salt production in Madura.

The main obstacle salt businesses face in Madura is the low access to formal funding, which hampers their ability to adopt new technology and increase production efficiency. Even though it has great potential, salt production in Madura cannot be fully optimized due to limited investment in efficient crystallization technology and good salt land management (Qariah, 2018). The main problem to be addressed in this research is how funding sources influence the efficiency of salt production in Madura and the role of access to funding sources in increasing the quality and quantity of salt produced.

This research aims to analyze the influence of funding sources, both internal (personal capital) and external (financial institutions, cooperatives, and other financing institutions), on the efficiency of salt production in Madura. More specifically, this research will explore the relationship between availability and access to funding and the ability of salt farmers to adopt new technology and manage salt fields more efficiently. The main contribution of this research is to provide deeper insight into how access to funding can increase production capacity and salt quality and provide policy recommendations for the government and financial institutions to increase support for salt farmers in Madura. It is also hoped that this research can provide a basis for developing better policies regarding funding for the

agricultural sector and the salt industry.

This research is based on two main concepts: production efficiency and funding structure. Production efficiency theory explains that efficiency in the production process can be achieved if production factors, such as technology, natural resources, and capital, are managed optimally (Risandewi et al., 2013). In salt production, efficiency is influenced not only by the quality of raw materials (sea water) and processing techniques but also by the financial capacity to adopt new technology and improve salt land management. (Wiraguna, 2024)

On the other hand, funding structure theory, as explained by (Faridah, 2016), shows that decisions regarding the funding sources a company or business uses greatly influence its operational capacity. External funding, such as loans or financing from financial institutions, allows entrepreneurs to acquire new technology and increase production capacity (Ayu & Sukmaningrum, 2023). Therefore, adequate access to capital is the main key to increasing production efficiency and product quality, including in the salt sector in Madura.

**Funding Sources**

According to Syamsuddin (2011:133) in (Fitrotus et al., 2016), the term funds can be interpreted in two ways: as cash or net working capital. Both are essential for the company to operate efficiently. Cash is needed to pay obligations, make purchases, and for other purposes. Meanwhile, net working capital is needed to guarantee the company's ability to meet short-term obligations, such as debt, that will soon mature (alzen, 2023).

According to Martono and Agus Harjito (2010) in (Guna & Djoko Sampurno, 2018), capital structure compares the company's long-term financing, measured through the ratio between long-term debt and own capital. In fulfillment, this capital is divided into two types, namely own capital and foreign capital (Kurnain & Fauziah, 2020). Own capital comes from retained earnings and share capital, whereas if internal funds are still insufficient, the company needs to consider external funding, such as debt (Asmoro et al., 2022). To meet funding needs, companies are expected to find efficient solutions. Efficient funding is achieved if the company has a healthy capital structure (Mointi et al., 2022). Efficient funding can be achieved through good financial management, namely the process of managing a company's financial activities to obtain funds, reduce costs, and achieve predetermined financial goals (Nurhayati et al., 2017)

Funding sources can come from internal or external sources to meet funding needs. According to Efni et al. (2012:130) in (Putra Ismiatama et al., 2023), company funding based on its source can be divided into internal and external. Internal funding comes from the Company, such as retained earnings, while external funding includes debt (debt financing), equity (equity financing), and hybrid securities (hybrid securities). (Astuti, 2014)

**Production Efficiency**

According to Minister of Home Affairs Decree Number 13 of 2006, *efficiency* is the ability to achieve maximum output by using certain inputs or utilizing inputs as much as possible to achieve the desired output. The Big Indonesian Dictionary defines *efficiency* as the ability to carry out a task well and precisely without wasting time, energy, or costs (Feriyana et al., 2019). Based on this definition, efficiency can be understood as the ability of a company to carry out its activities to achieve certain goals by using minimal input and completing work optimally. (Rifai & Anton Eko Yulianto,2022) in (Pabendon et al., 2023).

Efficiency is a comparison between production results and the resources used. The greater the results obtained compared to the resources used, the higher the efficiency achieved (Candra et al., 2015). As explained by Suprihono (2003) in (Ulma, 2017), efficiency is achieving maximum output using certain resources. If the results exceed the resources used, the efficiency level will increase. (Nasution, 2024) also emphasizes that efficiency is a combination of elements used in the production process to produce maximum results.

Accourding to Joesron dan Fathorozi (2003) dalam (Arif Sutanto & Imaningati, 2014), the final result of a series of economic activities that use various inputs. From this definition, it can be concluded that production activities involve combining various inputs to produce output. In economics, this process is expressed as a production function.

According to Assauri (2008:17) in (Kusnakhin & Senastra, 2019), *production* is generally defined as a process or activity that converts input into output. In a broader context, output includes goods and services. In other words, production involves transforming input into output, whether in goods or services. It also includes various supporting activities that support efforts to produce the product.

## 2. METHODS

This research uses a quantitative approach with an explanatory causal design to analyze the cause-and-effect relationship between funding sources and salt production efficiency in Madura (Sari et al., 2022). This research was carried out in Karanganyar Village and Pinggirpapas Village, Kalianget District, Sumenep Regency, the largest salt-producing area on Madura Island. The population in this study was salt business actors in Madura, totaling 880 people. The sample was determined using the Slovin formula, with an error rate of 10% (standard error 0.1), which resulted in a sample size of 90 respondents after calculation. Researchers rounded up the number of respondents to 100.

$$n = \frac{N}{1+N\ (e)^2}\ \ n = \frac{880}{1+880\ (0{,}1)^2}\ \ n = \frac{880}{9{,}8}\ \ n = 89{,}8$$

Data was collected through three methods, namely questionnaires, interviews, and observation. Questionnaires were used to collect quantitative data regarding funding sources and efficiency of salt

production (Pranatawijaya et al., 2019), while interviews were conducted to obtain more in-depth information regarding access to funding used by salt businesses (Annaba Kamil et al., 2019). Observations were carried out to see directly the salt production process in the field, which provided additional data regarding production techniques and salt land management (Joesyiana, 2018).

Data analysis was carried out using SPSS 23 software. Statistical tests used included validity tests to measure the accuracy of research instruments in measuring the variables in question (Amanda, 2019), reliability tests to ensure the internal consistency of research instruments (Damanik, 2024), and classic assumption tests to check the suitability of the data in regression analysis (Natasya & Syahputra, 2024). Next, hypothesis testing was carried out using simple linear regression to test the influence of funding sources on salt production efficiency and whether the relationship between the two variables was statistically significant (Lubis et al., 2017).

## 3. FINDINGS AND DISCUSSION

### 3.1. Classical Assumption Test

**Normality Test**

**Table 1, Normality Test**

| | | | Untandardized residual |
|---|---|---|---|
| N | | | 100 |
| Normal parameters | Mean | | .0000000 |
| | Std. deviation | | 2.44634286 |
| Most Extreme Diferences | Abs olute | | .117 |
| | Positive | | .067 |
| | negative | | -.117 |
| Test statistic | | | .117 |
| Asymp.sig. (2-tailed) | | | .002[c] |
| Monte Carlo sig. (2-tailed) | Sig. | | 121[d] |
| | 99% confidence interval | Lowe bound | .113 |
| | | Upper Bound | .130 |

*Source: Data processed 2024*

Based on the image presented, a significance value (Monte Carlo Sig.) greater than 0.05 indicates that the data used meets the classical assumption test and is normally distributed. This normality test ensures that the analyzed data can be used for regression testing and that the results are reliable.

### 3.2 Multicollinearity Test

**Table 2, Multicollinearity Test**

| Coefficients[a] | | | |
|---|---|---|---|
| Model | | Collinearity Statistics | |
| | | Tolerance | VIF |
| 1 | X1 | 1000 | 1.000 |
| | | . | |
| a. Dependent Variable: Y | | | |

*Source: Data processed 2024*

The results of the multicollinearity test show that the tolerance value for variable X1 is 1.000 (greater than 0.100), and the Variance Inflation Factor (VIF) value for X1 is 1.000 (smaller than 10). This indicates no multicollinearity problem in the regression model used, so the independent variables are not highly correlated.

### 3.3 Spearman's Rho Heteroscedasticity Test

**Tabel 3, Heteroscedasticity Test**

| | | | X1 | Untandardized residual |
|---|---|---|---|---|
| Spearman's rho | X1 | Correlation coefficient | 1.000 | .045 |
| | | Sig. (2-tailed) | . | .657 |
| | | N | 100 | 100 |
| Unstandardized Residual | | Correlation coefficient | .045 | 1.000 |
| | | Sig. (2-tailed) | .657 | . |
| | | N | 100 | 100 |

*Source: Data processed 2024*

Based on the results of the heteroscedasticity test, the significance value (Sig.) for variable X1 is 0.657, which is greater than 0.05. This indicates no heteroscedasticity problem in the model; in other words, the error variance in the data is homogeneous.

### 3.4 Hypothesis Testing

**Simple Linear Regression Test**

**Table 4, Simple Linear Regression Test**

| Coefficients[a] | | | | | |
|---|---|---|---|---|---|
| Model | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| | B | Std. Error | Beta | | |
| (Constant) | 19.828 | .878 | | 22.592 | .000 |
| x | .101 | .046 | .213 | 2.163 | .003 |

*Source: Data processed 2024*

From the results of simple regression, the following regression equation is obtained:

$$Y=19.828+0.101XY$$

The constant coefficient of 19,828 shows the basic value of production efficiency without the influence of funding source variables. The independent variable coefficient (X) of 0.101 indicates that every one-unit increase in the funding source variable will increase production efficiency by 0.101 units.

**T- test**

Based on the t-test results, the calculated t-value for the funding source variable is 2.163, while the t-table value is 1.984. Because the calculated t is greater than the t-table, the alternative hypothesis (Ha) is accepted, and the null hypothesis (Ho) is rejected. This shows that the funding source variable significantly influences production efficiency.

**Coefficient of Determination Test**

**Table 5, Coefficient of Determination Test**

| Model Summary | | | | | |
|---|---|---|---|---|---|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | |
| 1 | .400[a] | .160 | .152 | 1.22940 | |
| a. Predictors: (Constant), X3, X1, X2 | | | | | |

*Source: Data processed 2024*

The coefficient of determination ($R^2$) value obtained is 0.400. This means that about 40% of the variation in production efficiency can be explained by funding source variables. Although there is a significant effect, the other 60% of the variation may be influenced by other factors not explained in this model.

**3.5. Discussion**

Based on the regression analysis results, funding sources have a positive and significant influence on production efficiency in Madura's salt industry. This finding is based on production efficiency theory, which states that sufficient capital greatly influences a company's ability to optimize production. According to (Abidin, 2022), production efficiency can be achieved when a business can manage resources optimally, including financial resources. Apart from that, the capital structure theory put forward by (susilawati, 2020) also supports that adequate capital can increase operational efficiency and reduce the company's fixed costs.

This significant relationship between funding sources and production efficiency illustrates how important the role of funding is in the production process. Sufficient funding and easy access to funding sources help meet operational needs and enable businesses to invest in technology and increase

production capacity. Policies that support increasing access to funding must be the focus of the government and financial institutions, especially in the context of developing industries such as the salt industry in Madura. With larger and more stable capital, business actors are expected to increase production efficiency and be better able to face market fluctuations or other challenges. Own capital, which comes from the business owner, allows for managing production costs without dependence on other parties. With sufficient capital, business actors can invest in more efficient equipment, improve production facilities, and increase productivity. This can reduce production costs due to more optimal management and avoid high loan interest burdens, which contributes to increasing production efficiency.

Apart from that, loans from financial institutions or other parties can also speed up increasing production capacity. However, loans can potentially increase production costs, especially if the interest charged is high. Therefore, it is important to ensure that loans are used for productive investments, such as implementing new technologies or improving production processes. If managed well, loans can reduce production costs in the long term by increasing productivity and efficiency, although interest costs must be carefully calculated in financial planning.

Funding from third parties, such as investors or business partners, brings benefits beyond additional capital. In addition to providing flexible funding sources, business partners often bring new technology or technical expertise that can increase efficiency in the production process. In the context of salt production in Madura, this kind of partnership could open access to more sophisticated and efficient processing technology, potentially reducing production costs. Therefore, a combination of various funding sources, if managed well, can increase the efficiency of salt production, strengthening the salt industry's competitiveness and sustainability in Madura.

The research results, which show a positive and significant relationship between funding sources and production efficiency, illustrate that adequate and easy access to funding is crucial in supporting efficiency in the production process, especially in the salt industry in Madura. The availability of sufficient funding allows business actors to meet operational needs, purchase raw materials more efficiently, and invest in modern technology or equipment that can increase productivity and reduce waste. Easily accessible sources of funding also open up opportunities for business actors to increase production capacity and make necessary improvements in product quality and production processes. With adequate funding sources, businesses may need help to improve their production methods or increase production capacity to meet changing market demands. Therefore, the relationship between funding sources and production efficiency is very close, where available funding directly influences how efficiently a business carries out operations and increases its production results.

The government and financial institutions need to consider developing policies that make it easier

for business actors to access funding from internal (own capital) and external (third-party loans or investment) sources. More easily accessible funding will accelerate industrial modernization, increase production capacity, and reduce dependence on more expensive resources such as high-interest loans.

In addition, partnership models with financial institutions or investors can provide business actors with access to new technology that can increase productivity and reduce waste in production. Based on these findings, policies that support increasing access to funding are necessary to encourage production efficiency in the Madura salt industry. The government can introduce low-interest funding programs or expand the reach of financial institutions to help small and medium enterprises (SMEs) obtain the capital they need.

## 4. CONCLUSION

Based on the results of this research, it can be concluded that funding sources positively and significantly influence the efficiency of salt production in Madura. The regression results show that every one-unit increase in funding sources can increase production efficiency by 0.101 units, with a significance value of $p < 0.05$. This confirms that adequate access to funding, whether from own capital, loans, or external investment, is very important in increasing production capacity, reducing costs, and improving production processes. In addition, stable and well-managed funding allows business actors to invest in more efficient technology, thereby increasing the productivity and competitiveness of the salt industry. Support from the government and financial institutions in expanding access to funding on more affordable terms will greatly support the business development and sustainability of the salt industry in Madura.

Based on the findings of this research, several suggestions that can be given are as follows: 1) Expanding Access to Financing: The government and financial institutions are advised to increase access to funding for salt businesses in Madura. Financing providers with more affordable terms and interest will help business actors access the capital needed to develop their businesses. A financing program with low interest and easier terms will make it easier for business actors to make investments that can increase production efficiency. 2) Improving the Quality of Funding Management: Salt business actors in Madura need training and assistance in effective funding management. With good management, existing capital, both from internal and external sources, can be utilized optimally to increase production capacity and adopt more efficient technology. 3) Favorable Policy Support: The government needs to create policies that facilitate access to funding through loan programs with low interest and ease of application procedures and provide incentives for technology investment that can reduce production costs and increase efficiency.

Recommendations for Further Research: Further research can consider other factors that might

influence the efficiency of salt production, such as market conditions, production technology, managerial capacity, and socio-economic factors of business actors. Thus, further research can provide a more comprehensive picture of the factors that increase production efficiency in the salt industry.

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