

## The Influence of Price Fluctuations and Availability of Soybean Raw Materials on Tempe Home Industry Production Results in Mataram City

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### ABSTRACT

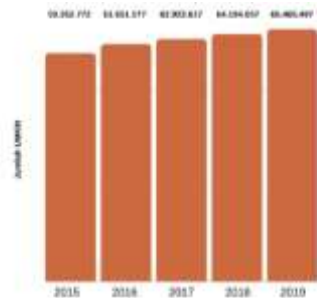
This research aims to examine the influence of price fluctuations and the availability of soybean raw materials on tempe production in Mataram City. This research uses primary data through interview and observation techniques guided by questionnaires to tempe home industry entrepreneurs in Mataram City. Determining the selected sample locations using a purposive sampling technique and taking the number of tempe home industry samples using proportional purpose sampling with a total sample of 40 tempe home industries. Next, data processing uses the SPSS 26 application. Based on the results of research data, price fluctuations do not affect tempeh production results. Meanwhile, the availability of raw materials influences tempeh production results.

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## INTRODUCTION

Micro, Small, and Medium Enterprises are a sector that has an important role in the economy of Indonesia. Even though their size is relatively small, MSMEs contribute greatly to economic growth, creating jobs and equalizing income. As business entities that support the Indonesian economy, the number of MSMEs in Indonesia always increases from year to year. According to data from the Indonesian Ministry of Cooperatives and SMEs, the growth of MSMEs continued to increase during 2015-2019. (Anastasya, 2023)

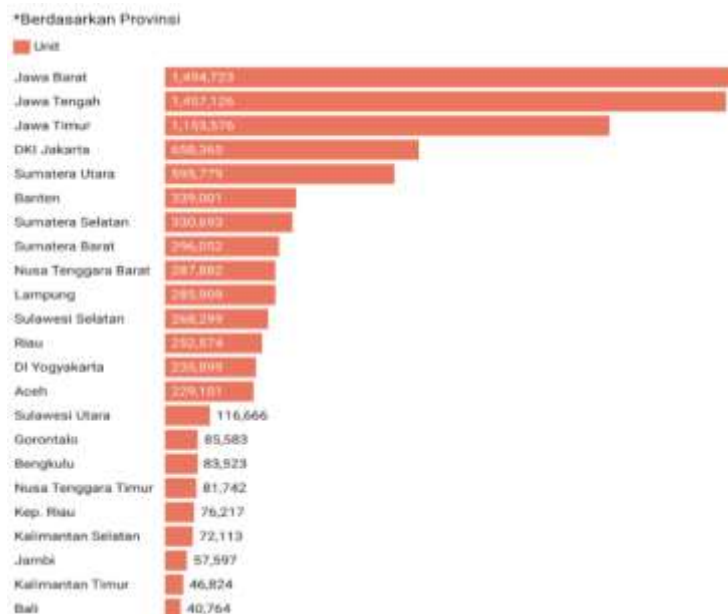
**Table 1. MSME Growth Data 2015-2019 Ministry of Cooperatives and SMEs of the Republic of Indonesia**



Source : Kementerian Koperasi dan UMKM RI, 2020

From Table 1 above, the number of MSMEs is an estimate, therefore it does not reflect the actual number of MSMEs. This is due to the large number of small-scale businesses in Indonesia that have not yet been fully recorded. In 2021, the government created a website that can be accessed for registering business permits in Indonesia for those who run MSMEs with the name Online Single Submission - Risk Based Approach (OSS RBA). Until 2022, around 8.71 million units of Micro, Small and Medium Enterprises (MSMEs) have been recorded with the distribution of locations as follows:

**Table 2. Number of MSMEs in Indonesia for the 2022 Period**



Source : Kementerian Koperasi dan UKM (diolah oleh CNBC 2023)

Reviewing the data in Table 2, when compared with other provinces, the number of MSMEs in West Nusa Tenggara is quite large, namely around 287,882 units. This shows that the role of MSMEs is very important in the regional economy. The number of Micro, Small and Medium Enterprises in West Nusa Tenggara Province for the period 31 December 2020 is as follows; Mataram City: 22,473 units; West Lombok: 3,978 units; North Lombok: 311 units; Central Lombok: 323 units; East Lombok: 4,297 units; West Sumbawa: 6,042 units; Sumbawa: 1,009 units; Dompu: 1,436 units; Bima: 317 units; Bima City 7,905 units. (ntbsatudata.go.id, 2021). Based on this data, Mataram City is one of the cities in West Nusa Tenggara with the largest number of MSMEs. One of the most numerous agro-industrial business units is soybeans.

Soybeans are the raw material for making tempeh and tempeh is one of the main food ingredients for the Indonesian population. Tempeh is a fermented product made from soybeans which is in great demand because it is quite affordable compared to other protein sources. The tempeh industry in Indonesia is dominated by home industries which have an important role in creating jobs for local communities and increasing food security. However, the tempeh industry faces various challenges, one of which is the increase or decrease in prices and supplies of soybean raw materials. This phenomenon has a significant impact on the production of tempeh home industry in Mataram City. Local NTB soybean prices experienced fluctuations from 2012-2017. The National Food Agency (Bapanas) stated the increase in the price of soybean raw materials, which was previously in the range of IDR 11,000 per kilogram, increasing to IDR 13,000 per kilogram. Bapanas Chairman Arief Prasetyo Adi said that the fluctuating price of soybeans cannot be separated from Indonesia's dependence on imported soybeans (Ali Akhmad Noor Hidayat, 2022)

Fluctuations in soybean prices are a challenge faced by tempeh producers. Soybean prices that tend to be unstable can cause tempeh production costs to increase, which in turn can affect selling prices and business profitability. Apart from that, the availability of soybean raw materials is also a key factor in tempeh production. If the supply of soybeans is limited, tempeh production could be hampered, resulting in a decrease in production and income for business actors. So partially a positive and significant influence was found between price fluctuations and tempeh production results. (Xyalam et al., 2023). The availability of soybean raw materials influences the sustainability of the tempeh business sustainably. Fluctuations in soybean prices have an impact on production costs, which can affect the income earned. This means that partially a positive and significant influence was obtained between the availability of raw materials and tempeh production results. (Xyalam et al., 2023). Based on this description, is the author's background in researching the influence of price fluctuations and the availability of soybean raw materials on the production of tempeh home industry in Mataram City.

## **LITERATURE REVIEW**

### **Agency Theory**

Agency theory is a theory that has a relationship between organizations and companies. The most widely used model focuses on two individuals, namely the principal (superior) and agent (subordinate) who are seen from a behavioral or structural perspective (Jensen & Meckling, 2019). The implications of Agency Theory in this research explain the relationship between the owner of the tempeh home industry (principal) and the manager or producer of tempeh (agent). In this context, the principal expects agents to manage resources profitably and efficiently, especially in dealing with fluctuating prices of soybean raw materials and availability problems.

### **Availability of Raw Materials**

Raw materials are basic materials used in the production process of an item. Control of raw materials is carried out as well as possible based on the existing inventory in the company so that in the end the company can generate maximum profits from the production results carried out. The definition of raw materials according to Jusup (In Maryanto, 2020:08) is, "goods purchased by companies to be used in the production process". Syamsudin (In Maryanto, 2020:08) also believes that raw materials are, "supplies purchased by companies to be processed into semi-finished goods and finally finished goods or final products from the company". From the opinions above, it can be concluded that raw materials are the main materials needed to make an item through several stages of the production process.

### **Production result**

Production is an activity that produces an object or creates a new object so that it is more useful in meeting needs. According to Sudarsono (In Novitri, 2015), production is an activity that involves several parts in creating a good or service. Meanwhile, according to (Rosyidi, 2019), production is any business that creates or increases the usability of goods. In production activities, there are several factors such as raw materials, direct and indirect labor, expertise, or capital. Therefore, production is a process carried out which aims to increase the usefulness of an item.

### **Industri Rumah Tangga (*Home Industry*)**

According to (Law of the Republic of Indonesia Number 20 of 2008, 2008) article 1, "home industry is a productive business owned by individuals and/or individual business entities that meet the criteria for micro-businesses as regulated in this law" According to Sadono Sukirno (In Ananda & Ashaluddin, 2016:04), industry has two meanings, namely:

The general understanding is that industry is defined as a company that carries out operations in the field of economic activity which is classified as a secondary sector. Meanwhile, what follows is the definition in economic theory, where industry is defined as a collection of companies that produce the same goods in a market. Industry is also divided into three, namely primary, secondary, and tertiary industry.

Therefore, from the definition above it can be concluded that home industrial activities are economic activities carried out at home, managed by one or more family members.

## HYPOTHESIS DEVELOPMENT

### The Effect of Price Fluctuations on Tempe Home Industry Production Results

In simple terms, price fluctuations can be interpreted as the rise and fall of the price of a product or service. If an item experiences high demand, the price automatically tends to increase. On the contrary, when an item has low demand, the price of that item is also low. Price fluctuations refer to changes in the price of a good or service that experience continuous changes repeatedly and dynamically over a certain period. Agency theory suggests that in the relationship between business owners (agents) and workers (principals), there is a conflict of interest. Business owners try to maximize profits, while workers try to maximize their welfare. In the context of tempeh production, fluctuations in soybean prices can influence business owners' decisions. If soybean prices rise, business owners may reduce tempeh production to reduce raw material costs. From the statement above, the first hypothesis of this research is:

**H1: Price fluctuations influence the production of home industry tempeh**

### The Influence of Soybean Raw Material Availability on Home Industry Tempeh Production Results

According to (Nafarin, 2007), raw materials are usually easy to trace in a product and the price is relatively high compared to auxiliary materials. Hanggana (in Lahu & Sumarauw, 2017) states that the definition of raw materials is "something that is used to make finished goods, the material must stick together with the finished goods". Based on this understanding, it can be said that raw materials are the basic materials that exist in a company and are needed to produce a product. Agency theory is a framework that studies the relationship between owners (principals) and managers (agents) in an organization. The connection with this hypothesis is that the availability of soybean raw materials influences tempeh production results. In agency theory, managers must ensure the availability of raw materials so that owners obtain optimal production results. Based on the statement above, the second hypothesis in this research is:

**H2: Raw materials influence the results of home industry tempe production**

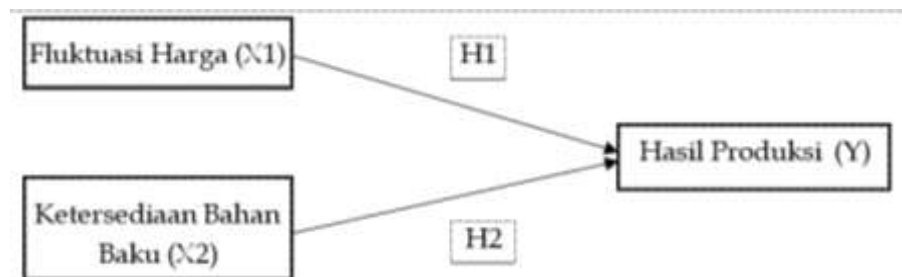


Figure 1. Research Conceptual Framework

## METHODOLOGY

This research is descriptive research using a quantitative approach. Descriptive research according to (Lubis, 2018) is a type of research that describes clearly and realistically and with accurate information regarding the problem being studied. Meanwhile, quantitative research is research where the research data is in the form of numbers and analysis using statistics (Sugiyono, 2018). The data used includes primary data. Primary data is data obtained directly through interview and observation techniques with Tempe home industry entrepreneurs who are guided by a questionnaire.

The population in this study were all tempeh producers in Mataram City. The sample in this study used a purposive sampling technique. The purposive sampling technique is a method of selecting samples that refers to several criteria that must be met. The number of home industry samples was taken using proportional purpose sampling, namely a sample selection technique that ensures the number of units from the sample in the sub-sample is proportional to the number of samples in each sub-population. A total of 40 home industries met the specified criteria. The following are several criteria used in sample selection: (1) Produces Tempe (2) Tempe craftsmen with a minimum number of 10 craftsmen in each sub-district in Mataram City (3) The business has been running for more than one year. The variables used in this research are price fluctuations and availability of raw materials as independent variables and production results as the dependent variable. The tests carried out in this research utilized SPSS 26 software to measure the relationship between the variables studied therein.

## RESULT

In this research, the initial test used validity and reliability tests which were distributed to 40 tempe home industries in Mataram City. Following are the test results:

### Analysis of Data Collection Instruments Test the Validity of the Price Fluctuation Variable (X1)

		Correlations					
		X1.1	X1.2	X1.3	X1.4	X1.5	X1
X1.1	Pearson Correlation	1	.350 <sup>*</sup>	.657 <sup>**</sup>	.201	-.101	.659 <sup>**</sup>
	Sig. (2-tailed)		.027	.000	.214	.537	.000
	N	40	40	40	40	40	40
X1.2	Pearson Correlation	.350 <sup>*</sup>	1	.397 <sup>*</sup>	.357 <sup>*</sup>	.146	.704 <sup>**</sup>
	Sig. (2-tailed)	.027		.011	.024	.369	.000
	N	40	40	40	40	40	40
X1.3	Pearson Correlation	.657 <sup>**</sup>	.397 <sup>*</sup>	1	.166	.036	.704 <sup>**</sup>
	Sig. (2-tailed)	.000	.011		.301	.927	.000
	N	40	40	40	40	40	40
X1.4	Pearson Correlation	.201	.357 <sup>*</sup>	.166	1	.414 <sup>**</sup>	.668 <sup>**</sup>
	Sig. (2-tailed)	.214	.024	.301		.008	.000
	N	40	40	40	40	40	40
X1.5	Pearson Correlation	-.101	.146	.036	.414 <sup>**</sup>	1	.467 <sup>**</sup>
	Sig. (2-tailed)	.537	.369	.927	.008		.002
	N	40	40	40	40	40	40
X1	Pearson Correlation	.659 <sup>**</sup>	.704 <sup>**</sup>	.704 <sup>**</sup>	.668 <sup>**</sup>	.467 <sup>**</sup>	1
	Sig. (2-tailed)	.000	.000	.000	.000	.002	
	N	40	40	40	40	40	40

\*. Correlation is significant at the 0.05 level (2-tailed).  
\*\*. Correlation is significant at the 0.01 level (2-tailed).

Figure 2. Validity Test Results

A validity test is a test carried out to measure the quality of the questionnaire. A questionnaire is said to be valid if the statements in the questionnaire can reveal something that will be measured (Ghozali, 2016). From the results of the validity test, it is known that the significance value of X1.1 to X1.5 is  $<0.05$ . So, all indicators X1.1 to X1.5 are valid.

**Price Fluctuation Reliability Test (X1)**

<b>Reliability Statistics</b>	
Cronbach's Alpha	N of Items
.640	5

**Figure 3. Variable Reliability Test Results**

Reliability testing aims to measure the consistency of a measuring instrument which is generally in the form of a questionnaire. The reliability of a measuring instrument is if the Crombach Alpha value is  $> 0.60$  in each questionnaire for each variable. Based on the test results, Crombach Alpha  $> 0.60$ , namely 0.640. That means it has passed the reliability test.

**Validity Test of Raw Material Availability Variable (X2)**

		<b>Correlations</b>					
		X2.1	X2.2	X2.3	X2.4	X2.5	X2
X2.1	Pearson Correlation	1	.442**	.899**	.201	.045	.761**
	Sig. (2-tailed)		.004	.000	.214	.781	.000
	N	40	40	40	40	40	40
X2.2	Pearson Correlation	.442**	1	.442**	.354*	.094	.685**
	Sig. (2-tailed)	.004		.004	.025	.565	.000
	N	40	40	40	40	40	40
X2.3	Pearson Correlation	.899**	.442**	1	.201	.045	.761**
	Sig. (2-tailed)	.000	.004		.214	.781	.000
	N	40	40	40	40	40	40
X2.4	Pearson Correlation	.201	.354*	.201	1	.551**	.680**
	Sig. (2-tailed)	.214	.025	.214		.000	.000
	N	40	40	40	40	40	40
X2.5	Pearson Correlation	.045	.094	.045	.551**	1	.512**
	Sig. (2-tailed)	.781	.565	.781	.000		.001
	N	40	40	40	40	40	40
X2	Pearson Correlation	.761**	.685**	.761**	.680**	.512**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.001	
	N	40	40	40	40	40	40

\*\* . Correlation is significant at the 0.01 level (2-tailed).

\* . Correlation is significant at the 0.05 level (2-tailed).

**Gambar 4. Hasil Uji Validitas**

The test results in the image show that the significance value of X2.1 to X2.5 is  $<0.05$ . So, all indicators X2.1 to X2.5 are valid.

**Reliability Test Raw Material Availability Variable (X2)**

<b>Reliability Statistics</b>	
Cronbach's Alpha	N of Items
.709	5

**Figure 5. Reliability Test Results**

In Figure 5, the Cronbach Alpha test results are  $> 0.60$ , namely 0.709. That means it has passed the reliability test.

**Validity Test of Production Result Variables (Y)**

		<b>Correlations</b>					
		Y1.1	Y1.2	Y1.3	Y1.4	Y1.5	Y1
Y1.1	Pearson Correlation	1	.797**	.950**	.473**	.253	.860**
	Sig. (2-tailed)		.000	.000	.002	.115	.000
	N	40	40	40	40	40	40
Y1.2	Pearson Correlation	.797**	1	.843**	.597**	.258	.865**
	Sig. (2-tailed)	.000		.000	.000	.108	.000
	N	40	40	40	40	40	40
Y1.3	Pearson Correlation	.950**	.843**	1	.533**	.306	.900**
	Sig. (2-tailed)	.000	.000		.000	.055	.000
	N	40	40	40	40	40	40
Y1.4	Pearson Correlation	.473**	.597**	.533**	1	.603**	.798**
	Sig. (2-tailed)	.002	.000	.000		.000	.000
	N	40	40	40	40	40	40
Y1.5	Pearson Correlation	.253	.258	.306	.603**	1	.605**
	Sig. (2-tailed)	.115	.108	.055	.000		.000
	N	40	40	40	40	40	40
Y1	Pearson Correlation	.860**	.865**	.900**	.798**	.605**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	
	N	40	40	40	40	40	40

\*\* . Correlation is significant at the 0.01 level (2-tailed).

**Figure 6. Validity Test Results**

Figure 6. Referring to the analysis results in the figure, the values Y1.1 to Y1.5 have a significance value of  $<0.05$ . So, for all indicators Y1.1 to Y1.5 are valid. Validity test

## Reliability Test of Production Result Variables (Y)

### Reliability Statistics

Cronbach's Alpha	N of Items
.864	5

Figure 7. Reliability Test Results

From the results of testing the reliability of production variables, the Cronbach Alpha value is  $> 0.60$ , namely 0.709. That means it has passed the reliability test.

### Classic assumption test Normality Test

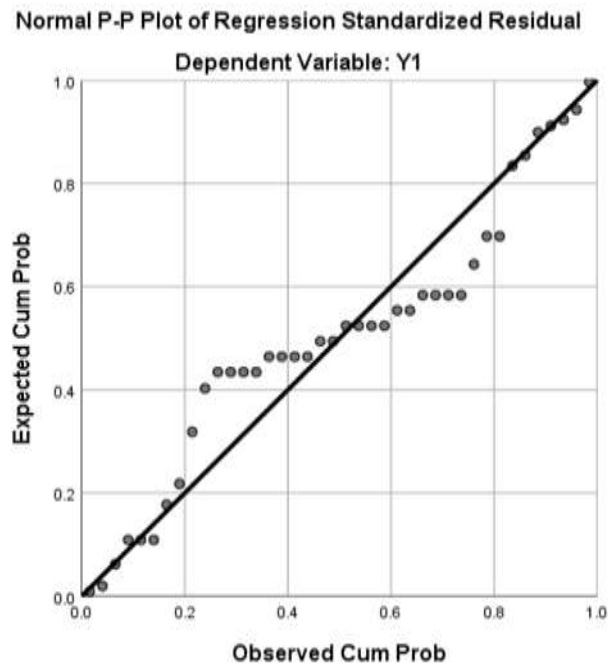


Figure 8. Normality Test Results

The regression model meets the normality assumption. It is said to be normally distributed if the points follow a diagonal line, which means that it represents the actual data. In Figure 8 you can see the points following the diagonal line. That means the data is normally distributed.

### Multicollinearity Test

**Coefficients<sup>a</sup>**

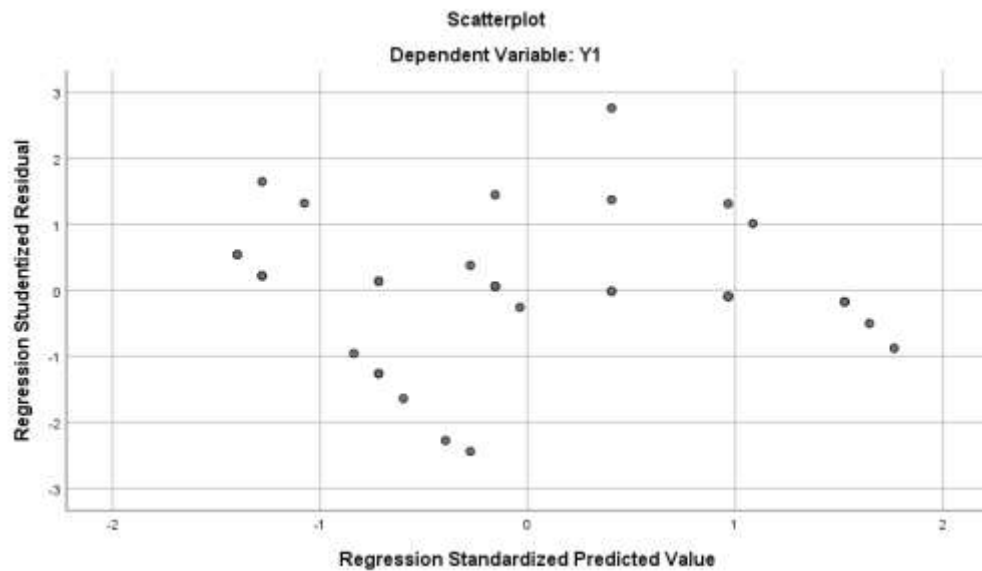
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	-.429	.552		-.778	.442		
	X1	-.224	.155	-.180	-1.451	.155	.220	4.540
	X2	1.279	.146	1.090	8.781	.000	.220	4.540

a. Dependent Variable: Y1

**Figure 9. Multicollinearity Test Results**

Tolerance value, if the value obtained is below 1, it means that the data has symptoms of multicollinearity. If the VIF value obtained is above 10 then there are symptoms of multicollinearity. Based on the results of the multicollinearity test, the VIF value is 4.540 and the tolerance value is 0.220. Thus, there are no symptoms of multicollinearity.

### Heteroscedasticity Test



**Figure 10. Heteroscedasticity Test Results**

If there is no clear pattern such as wavy or widening and narrowing in the test results then there are no symptoms of heteroscedasticity. In Figure 10, it can be seen that there are no symptoms of heteroscedasticity because they do not form a clear pattern.

**Goodness Of Fit Test  
 Partial Test (T Test)**

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	-.429	.552		-.778	.442		
	X1	-.224	.155	-.180	-1.451	.155	.220	4.540
	X2	1.279	.146	1.090	8.781	.000	.220	4.540

a. Dependent Variable: Y1

**Figure 11. T Test Results**

The purpose of this test is to show how far the influence of one independent variable individually explains variations in the dependent variable (Ghozali, 2016). If the significance level is 5%, it means that the test criteria have a sig value of less than 0.05, then the hypothesis is accepted.

- If X1 sig is more than 0.05, price fluctuations have no effect on production results
- If the X2 sig is less than 0.05, the availability of raw materials affects production results

**Simultaneous Test (F Test)**

**ANOVA<sup>a</sup>**

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	137.709	2	68.854	128.724	.000 <sup>b</sup>
	Residual	19.791	37	.535		
	Total	157.500	39			

a. Dependent Variable: Y1  
 b. Predictors: (Constant), X2, X1

**Figure 12. F Test Results**

The F test is a test whose aim is to find out whether all the independent variables together have a significant influence on the dependent variable. The criteria for simultaneous testing with a significance level of  $\alpha = 5\%$  are:

- If Sig >  $\alpha$  (0.05) then H0 is accepted
- If Sig <  $\alpha$  (0.05) then H0 is rejected

From the results of the F test, a sig value of less than 0.05 is obtained, which indicates that there is a simultaneous influence.

**Coefficient of Determination Test (R2)**

**Model Summary<sup>b</sup>**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.935 <sup>a</sup>	.874	.868	.731

a. Predictors: (Constant), X2, X1  
 b. Dependent Variable: Y1

**Figure 13. R2 Test Results**

A low R2 value indicates that the independent variable has a limited ability to explain variations in the dependent variable. R2 in the picture above is 0.874 or equal to 87.4%, meaning that the Price Fluctuation and Raw Material Availability variables simultaneously influence the production price variable by 87.4%. Meanwhile, the remaining 12.6% is caused by other variables not included in this regression model.

**DISCUSSION**

**The Effect of Price Fluctuations on Tempe Home Industry Production Results**

Based on the research results, price fluctuations do not affect the home industry's tempe production results. Price is a means of exchange expressed in currency units to obtain several products or services that have benefits equivalent to the sacrifices made by the buyer. The term price refers to determining the financial value inherent in a particular product or service. Fluctuations are the rise and fall of prices and price changes caused by the influence of supply and demand. In the Big Indonesian Dictionary (KBBI), fluctuation is defined as changes in prices due to the influence of supply and demand, uncertainty, or due to shocks such as war. In this research, the results of the partial test found a significance of 0.155, meaning that if the significance is greater than 0.05, price fluctuations do not affect production results.

**The Effect of Soybean Raw Material Availability on Home Industry Tempeh Production Results**

Based on research results, the availability of soybean raw materials has an influence on the results of home industry tempeh production. According to (Nafarin, 2007), raw materials are usually easy to trace in a product and the price is relatively high compared to auxiliary materials. The partial test results show that the significance value of 0.000 is smaller than 0.05, which indicates that the availability of raw materials has a significant influence on production results. These findings are consistent with the results obtained from previous research conducted by Maryati et al. (2023), Titania & Ningrum (2022), Tanoyo & SANTOSA (2014), Murwanti & Sholahuddin (2015), Maryati et al. (2017), Taimenas & Falo (2017), Machfiroh (2019), Nadilah (2022), Novitri (2015), who emphasize that the level of availability of raw materials influences production results.

## CONCLUSIONS AND RECOMMENDATIONS

The aim of this research is to examine the influence of price fluctuations and availability of soybean raw materials on home industry tempeh production results. The number of samples used in this research was 40 samples using a purposive sampling method. From the results of the data analysis that has been carried out, the resulting conclusions are as follows:

1. The results of the multiple linear regression analysis carried out in this research show that the two independent variables, namely price fluctuations (X1) and the availability of raw materials (X2) simultaneously (simultaneously) have a significant influence on the dependent variable, namely production results (Y).
2. The findings from this research are that partially the price fluctuation variable does not affect the production results of the tempeh home industry in Mataram City. This indicates that an increase or decrease in the price of soybean raw materials does not always have an impact on production results. Producers use creative ways to deal with price fluctuations. One strategy used is to reduce the size of tempeh with the aim of raw material efficiency.
3. The results of this research show that the variable availability of raw materials has a partial impact on the production of the tempeh home industry in Mataram City. The availability of soybean raw materials has an impact on tempeh production results which are determined by various factors including raw material prices, costs, and the purchasing power of soybeans.

This research is limited to using only two variables by measuring how the price and availability of soybean raw materials fluctuate, while many variables can influence it.

## FUTHER STUDY

Based on the research results, future researchers need to add variables other than price fluctuations and availability of raw materials to the home industry's tempeh production, for example, labor and capital. It is also recommended for future researchers to develop a predictive model that can anticipate fluctuations in the price of soybean raw materials so that tempe producers can make timely and efficient purchasing decisions.

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