

V. CONCLUSIONS AND IMPLICATIONS

A. Conclusion

Based on the results of research that has been conducted on Determinants of Informal Sector Revenue: A Case Study of a Petty Traders Association in Tamansari Village can be concluded as follows:

1. Age does not have a significant effect on the informal sector revenue of the Cipto Sari Street Vendor Group (KPK)
2. Working hours have a significant positive effect on the informal sector revenue of the Cipto Sari Street Vendor Group (KPK)
3. Number of family dependents has a significant negative effect on informal sector revenue of the Cipto Sari Street Vendor Group (KPK)
4. Working capital has a significant positive effect on the informal sector revenue of the Cipto Sari Street Vendor Group (KPK)

B. Implication

Based on the results of the research that has been done, the following research implications can be drawn:

1. Age does not guarantee a person's high or low revenue, especially the revenue of the informal sector of street vendors. Therefore, age is not a limitation in increasing the revenue of the informal sector of street vendors. Both young and old age must have high motivation in trading and the right strategy in increasing revenue.

2. Working hours show the seriousness of street vendors in increasing their revenue. But it is worth noting the health of the trader and adequate rest. A high work ethic can backfire if you don't pay attention to your own health condition. Therefore, working hours also need to be controlled in order to obtain optimal revenue, namely by working effectively and efficiently.
3. The number of family dependents is something that needs to be considered to control the growth rate. The large number of dependents means that more costs must be considered even though revenue tends to be fixed. The government needs to re-socialize programs related to population problems in Indonesia such as family planning programs.
4. Working capital is an important factor in starting a business, but the availability of sufficient capital does not guarantee that one's business can develop or sustain. Working softskills and abilities such as communication, problem solving, adaptation and others are important in developing a business. The increase in working capital needs to be accompanied by an increase in working soft skills in an effort to develop the ability in entrepreneurship so that the revenue obtained by the informal sector of street vendors is more optimal.

C. Research Limitations

The limitation of this study is that KPK street vendor Cipto Sari does not do bookkeeping of information on business revenues and expenses. So that respondents' answers are approximate and less accurate.