

Production Factors of *Jaring* in Pingaran Village, Astambul District

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ABSTRACT

Jaring is a traditional food typical of the Banjar tribe and Pingaran Village is one of the processed centers of Jaring. This traditional food is made with a hereditary recipe that highlights the authentic taste and distinctive way of serving using *Tailala* sauce. However, business actors face challenges in the form of limited raw materials due to dependence on external supplies and simple marketing strategies. The purpose of this study is to describe the Production Factors of processed Nets in Pingaran Village, Astambul District. The research method used is a qualitative descriptive method that aims to describe and explain the state of the object being studied by observation, interview, and documentation techniques. Data analysis is carried out by reducing data, presenting data, and making conclusions to ensure the validity of the data, this study applies triangulation. The results of this study are related to the Production Factors of processed Nets (1) Labor which is dominated by family roles (2) Capital sourced from the business owner's personal funds, which is Rp. 6,000,000 which is allocated to buy raw materials consisting of Nets, Coconut, and Firewood, (3) Raw materials, namely Nets or Jengkol which are supplied from outside the region, and (4) Entrepreneurship is shown by the innovation of business owners in maintaining the traditional flavor of the hereditary business. The conclusion of the Jaring processed business in Pingaran Village is supported by four main production factors: the involvement of family labor, independent capital, limited raw materials that are still utilized, and entrepreneurial innovation. This business has an economic impact while preserving local culture, so that it has the potential to improve the welfare of the community in a sustainable manner.

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1. INTRODUCTION

Indonesia has many cultures and traditions including food, each region has a special food that shows cultural wisdom and local identity. When managed properly, this diversity has economic value and is a valuable cultural heritage (Suyasa & Darmurtika, 2023). According to data from the Central Statistics

Agency (BPS), the food, beverage, and accommodation sector will show the fastest growth among other sectors in mid-2024, with a growth rate of 10.17% and a contribution to Gross Domestic Product (GDP) of 2.64%. This growth not only reflects the high public consumption of food products, but also illustrates how the food sector has become one of the driving forces of the national economy (Yolanda, 2024).

The production and marketing of processed *nets* in Pingaran Village, Astambul District is an example of economic activities based on natural resources. According to Sukirno (2019), economic activities based on natural resources can increase people's income and reduce poverty. The production of processed *nets* in Pingaran Village involves important production factors, namely labor, capital, natural resources (raw materials), and entrepreneurship. According to Kasmir (2020), these production factors are very important in determining the success of a business. The people of Pingaran Village use *the raw materials of Jaring* available in the surrounding environment and process them into products with high selling value in increasing community income (Amanda et al., 2024).

The production activities of *processed nets* in Pingaran Village show the importance of diversifying the community's economy. According to Tambunan (2022), economic diversification can increase income and reduce economic risks. The production of processed *nets* is an example of economic activities that can increase people's income. In addition, the production of *processed jaring* in Pingaran Village also preserves the local culinary culture. According to Putra (2023), culinary culture is an important part of the culture of a society. *Jaring* is a food ingredient that is rich in flavor and is often used as a typical dish in the area. In the economic context, the production of processed *nets* in Pingaran Village, Astambul District can be used as an example of economic activities based on local natural resources and culture. According to Sukirno (2019), economic activities based on natural resources and local culture can increase people's income and preserve local culture (Ihsan et al., 2024).

The diverse livelihoods of the people of Pingaran Village also show the community's adaptability in dealing with economic and environmental changes. According to Siregar (2022), people's adaptability is very important in dealing with economic and environmental changes. The production of processed *nets* in Pingaran Village also shows the importance of women's role in economic activities. According to Wulandari (2021), women have an important role in rural economic activities. Many women in Pingaran Village are involved in the production of *processed Jaring*, so this activity can increase the income and welfare of women in the area (Putro et al., 2024).

Processed net *production activities* in Pingaran Village can also increase public awareness of the importance of good product quality and service. According to Alma (2021), the quality of products and services is very important in increasing consumer trust. In addition, the production of processed *nets* in Pingaran Village can also be an example of the success of local economic development. According to Tambunan (2022), local economic development is closely related to the community's ability to utilize natural resources and develop local businesses (Putro et al., 2024).

In developing the production of processed *nets* in Pingaran Village, the government and related institutions can play a role in providing training and technical assistance to the community. According to Kasmir (2020), training and technical assistance are essential in improving the production and marketing capabilities of rural communities. Thus, the production and marketing of *processed nets* in Pingaran Village, Astambul District can be an example of successful and sustainable economic activities, and can increase income and preserve local culture (Jumriani et al., 2021).

Food is not only a daily consumption need, but also has the potential to be developed as a business opportunity which can support the welfare of the community (Afriзал et al., 2021; Jumriani et al., 2022). In local communities, the processing of traditional food products is one of the promising alternatives to increase income and welfare (Nuringsih & Edalmen, 2021). In the current era of globalization, business is a major part of economic activities that play an important role in meeting human needs and have an impact on the level of life of each individual, including the role of producers, consumers, and intermediaries (Hofifah, 2020).

One of the important aspects that need to be considered in developing products is production activities. According to Simbolon (2007), Production has two meanings: first, in a narrow sense, it refers to the actions of individuals or groups to create goods and services, second, in a broad sense, it includes

the increase in the benefits or usefulness of an object, which is often referred to as "*the creation of utility*," which is to create added value from an item (Mutiani & Faisal, 2019). Based on this, an efficient and high-quality production process is the key to optimally meet consumer needs and provide added value compared to competitors, by managing production effectively, business people can reduce costs, improve product quality, and ensure the availability of goods in accordance with market demand (Irawan, 2020).

Regional specialties now not only play a role in fulfilling the needs of daily consumption, but also undergo transformation into promising business potential. This phenomenon is clearly seen in various regions in Indonesia, such as rendang in West Sumatra, gudeg in Yogyakarta, coto in Makassar, and seblak in West Java (Wahab et al., 2023). These foods have gone through the process of commercialization, mass production, and are widely marketed, both at the national and international levels (Fatma et al., 2023). This transformation shows that local culinary not only has cultural value, but also high economic value (Hofifah, 2020).

Something similar happened in South Kalimantan, which is rich in distinctive culinary heritage. Foods such as soto banjar, mandai, iwak pakasam, and *jaring* are distinctively flavored foods produced locally as a concrete example in Pigaran Village, Astambul District, Banjar Regency, people take advantage of this culinary wealth as a business opportunity that can improve welfare (Abbas, 2013; Ilhami et al., 2022). The uniqueness of taste and traditional production methods is a special attraction for the market that increasingly appreciates authenticity and local wisdom in the culinary world (Amelia et al., 2025).

Based on the observations of researchers in Pigaran Village, Astambul District, there are various competitions that business actors must face to maintain their businesses, especially through product quality. Some sellers offer products with unique tastes, such as *Jaring* that does not emit an aroma and *Tahilala Sauce* which is still natural with a savory taste. In addition, many business actors are expanding *their market network by opening small stalls along the main road and other strategic places. The limitation of raw materials is another challenge often faced by Neting business actors* (Nursahid et al., 2024). This will have an impact on the rise and fall of prices because raw materials are often imported from outside the region. Based on the problems that occur, it encourages every business actor to develop a unique competitive strategy in order to maintain business and build consumer trust. Therefore, the researcher chose the title "**Production Factors of Processed Nets in Pingaran Village, Astambul District**" to comprehensively examine the production process carried out by business actors in maintaining and developing products (Musriana et al., 2024).

2. METHODS

The research method used in this study is a qualitative research method. According to Sugiyono (Sugiyono, D., 2019), qualitative research is research data that is more related to the interpretation of data found in the field. The purpose of this study is to describe the Production Factors of processed *Nets* in Pingaran Village, Astambul District, as well as the Marketing Strategy of processed *Nets* in Pingaran Village, Astambul District. This research was carried out on February 23, 2025 - Sunday, March 16, 2025.

The research subject is humans as a source of research data collection (Sugiyono, D., 2019). The Research Subject is someone who knows very well about the problem being researched. In this study, the research subjects are the owners and workers at the *Jaring processed production house* owned by Mrs. Faujiah. Therefore, the data source chosen in this study is a data source that is believed to be able to provide information about the research results desired by the researcher. So the source of data in this study is about the production and marketing of processed *nets* in Pigaran Village, Astambul District, the researcher utilizes two types of data sources: primary data and secondary data. Primary data, obtained directly through interviews and observations, provides in-depth insights from informants such as production house owners and the workforce involved. However, to reinforce the findings of the primary data, secondary data also plays an important role.

The research instrument in this study is the researcher himself or the key instrument. Researchers use instruments or tools to collect information that can facilitate the conduct of research and improve the quality of research results for ease of processing data. The research tools used in this research stage

involve audio recording devices, cameras, and writing tools to facilitate the research process.(Sugiyono, D., 2019)

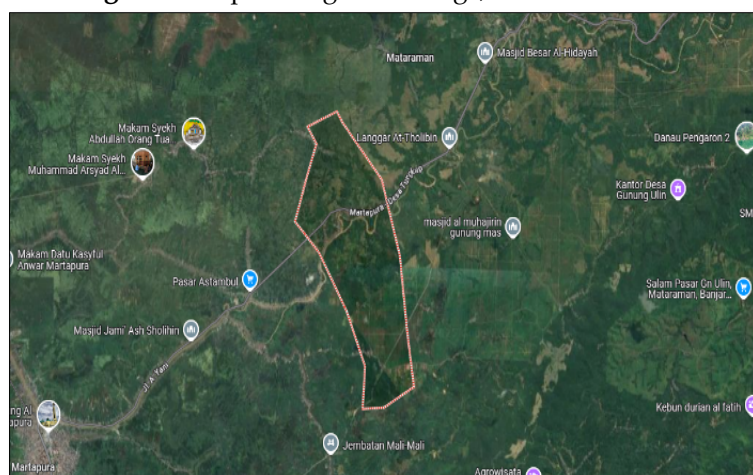
This study uses three main data collection techniques, namely observation, interviews, and documentation. After completing the interview, the researcher will analyze the data in stages, including the stages of data reduction, data presentation, conclusion drawn, and verification. To minimize the risk of errors in data analysis, data validity checks are carried out using triangulation of sources, techniques, and time.

3. FINDINGS AND DISCUSSION

3.1. Pingaran Village, Astambul District

Pingaran Village is located in Astambul District, Banjar Regency, South Kalimantan, which consists of 22 villages including: Pingaran Ulu Village, Banua Anyar Salak Lake, Astambul Seberang, Astambul, Jati, Salak Lake, Teak Market, Alat River, Tuan Ulu River, Tuan Ilir River, Banua Anyar, Tambangan, Kalampayan Ilir, Munggu Raya, Kalampayan, Kalampayan Ulu, Limamar, Lok Gabang, Kaliukan, Tambak Danau, Pematang Hambawang.

Figure 1. Map of Pingaran Village, Astambul District



Source : Google Maps Location of Pingaran Village (data processed, 2025)

The majority of the population is Muslim with the main livelihood of the population, agriculture, fisheries, and jengkol entrepreneurs, with the following regional borders:

1. To the east, Pingaran Ulu Village, Astambul District.
2. To the south, Astambul Seberang Village, Astambul District.
3. To the west, Tambak Baru Ulu Village, Astambul District.
4. To the north, Jingah Hang Village, Martapura Kota District.

Pingaran Village, Astambul District, Banjar Regency, is an area with a flat topography located on the edge of the Martapura River and is a rice and agricultural area. Therefore, some residents of Pingaran Village, Astambul District, Banjar Regency have a livelihood as farmers or livestock. In addition, the residents work as traders, civil servants, entrepreneurs and others.

Some other residents also have a livelihood as household business owners processed by *Nets*, *Tapai*, *Wheat Crackers* and so on. According to Afriyanti et al., (2023) The number of *Jaring* producers in Pingaran Village is 21 units, based on the place of research taken, which is in Pingaran Village, Astambul District, from the results of observation, the number taken is 1 *Jaring production house*, which belongs to Mrs. Faujiah or with the name of the *Jaring* brand Acil Baluh, business owners and their employees as informants in this study, where the business they run is their own without any involvement from any party and has been going on for generations from the past until now.

3.2. Acil Baluh Net Venture

Jaring Acil Baluh is the name of the brand owned and managed by Mrs. Faujiah, initially the business did not have such a brand name because the business has been running from generation to

generation from parents since the 80s. After Mrs. Fauziah's parents passed away in 2020, Mrs. Faujiah is the one who continues this business until now.

Figure 2. Acil Baluh Net Venture



Source : Personal Documentation, February 25, 2025

Pigaran Village, Astambul District, Banjar Regency, is famous for the production of processed Jengkol known as *Jaring* because most of its residents have businesses as Jengkol producers. There are 21 units of *Jaring* business production houses (Afriyanti, 2023). One of them is a business owned by Mrs. Fauziah known as *Jaring Acil Baluh*.

The business that has been done by Mrs. Faujiah is a hereditary business from her parents, after her parents passed away, then Mrs. Faujiah continued her own business until now and has lasted for 5 years, in the past before Mrs. Faujiah who continued the *net* business was only sold at home. Then Mrs. Faujiah continued and she opened small stalls along Jl. A.Yani. Mrs. Fauziah's Acil Baluh Net has also been in the news, it is stated that *this Baluh Acil Net does not emit an aroma where usually the Acil Baluh Net is famous for having a distinctive aroma*.

3.3. Stages of Making *Jaring* and *Tahilala* Sauce

The stages of making *Tahilala* Nets and *Sauce* consist of several steps that take a long time to ensure optimal quality and taste. Every process is meticulous, from the selection of raw materials to the processing techniques, so that each element of this process can provide a unique taste experience. The quality of the materials used has a great influence on the final result, so the right selection is a crucial first step.

Furthermore, once the ingredients have been selected, the next stage includes careful processing and mixing. This process focuses not only on taste, but also on texture and presentation. By paying attention to every detail, *Tahilala* Netting and *Sauce* is expected to be an appetizing and satisfying dish for its connoisseurs. The following are the stages in making processed *Tahilala* Nets and *Sauces*:

a. Immersion and Cleavage Process

The initial stage carried out by Mrs. Faujiah after buying Jengkol or *Jaring fruit* from the collector is the soaking and splitting process. After going through the soaking process which is carried out for 2 days, to ensure that unwanted dirt and odors disappear. The main raw material, the *Net*, is soaked in a large basin to provide enough space for the soaking process to take place effectively. After the soaking process is complete, the next stage is to split the *Net* into two parts to facilitate further processing.

Figure 3. The Immersion and Splitting Process of the Net



Source : Personal Documentation, February 25, 2025

The initial stage carried out by Mrs. Faujiah after buying Jengkol or *Jaring fruit* from the collector is the soaking and splitting process. After going through the soaking process which is carried out for 2 days, to ensure that unwanted dirt and odors disappear. The main raw material, the *Net*, is soaked in a large basin to provide enough space for the soaking process to take place effectively. After the soaking process is complete, the next stage is to split *the Net* into two parts to facilitate further processing.

b. Mesh Boiling and Separation of Ari Skin

First stage: After splitting, *the net* is washed and boiled in a large boiler for three hours to separate the skin from the *meat* of the net. Second stage: *The boiled net* is washed from the rest of the skin, then boiled again for three hours so that the texture of the *net meat* is more tender. Based on this information, the boiling process takes up to 6 hours. So that the *resulting net* does not smell too bad, Mrs. Faujiah adds guava leaves to the stew.

Figure 4. The Process of Boiling and Separating the Skin of Ari Netting



Source : Personal Documentation, February 25, 2025

c. Final Stage Cleaning

After going through the stages of soaking, fissuring, boiling, and separating the dry skin, the final step in this process is cleansing. As seen in the image above, the *net* has been cleaned and ready to be marketed.

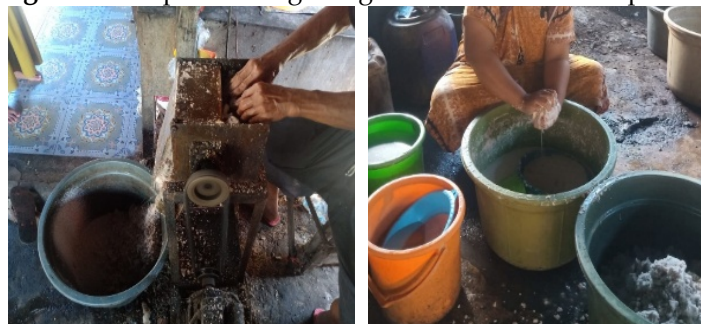
Figure 5. Clean net



Source : Personal Documentation, February 25, 2025

d. Coconut Grating and Squeezing

Every day, as many as 100 coconuts are grated for coconut milk. After the grating process, the grated coconut is then squeezed six times to obtain maximum coconut milk. From this process, two medium-sized buckets of coconut milk are produced, or equivalent to approximately 20 liters of coconut milk.

Figure 6. The process of grating the coconut is then squeezed

Source : Personal Documentation, February 25, 2025

e. Coconut milk cooking

The coconut milk that has been obtained is then cooked until it releases oil, with the addition of a little salt as a flavor enhancer. This cooking process lasts for approximately 5 hours, until the coconut milk changes in texture and color, and produces coconut oil and brownish deposits known as *lalaan* or *tahilala*.

Figure 7. Tahilala cooking process

Source : Personal Documentation, February 25, 2025

3.4 Production Factors of Processed Nets in Pingaran Village, Astambul District

Production activities are of course the most important and important activities in meeting the needs of human life, because they provide the necessary products and services, improve living standards, create job opportunities, and encourage economic growth. In addition, production that runs well helps in innovation and technological advancement, creates economic independence by reducing dependence on imported goods, and distributes resources efficiently. In this way, production becomes the basis of economic and social life that allows individuals to meet their primary needs and improve their standard of living.

According to Khairinal & Muazza (2019) in his book entitled Economics, the production factors are divided into 4 parts, namely: Labor, Capital, Natural Resources (raw materials), and Entrepreneurship. These four parts are important in production activities, therefore the production factors of *processed nets* in Pingaran Village can be analyzed more deeply to see how these stages are carried out and can also find out how the dynamics that occur in them.

1. Workforce

The workforce employed by Mrs. Faujiah is mostly family. Among them are named, Amang Aini, Sapriah, and Patmawati, the three people are cousins of Mrs. Faujiah and another named Rina who is another person. In total, there are 4 workers as follows;

Table 1. Labor History

No	Name	Age (Years)	Masuk	Keterangan
1	AA	50	2022 - now	Production Workforce
2	S	42	2018 - now	Production Workforce

3	P	19	2022 - now	Marketing Workforce
4	R	18	2023 - now	Marketing Workforce

Source: Researcher Data, 2025

Based on the table above, it is clear that each workforce has a varied number of years of work, some have been working for 7 years to some have only worked for 1 year. Each worker gets a wage according to the field they are engaged in. As in the production sector, workers get wages of Rp. 35,000 per day and marketing workers get wages of Rp. 50,000 per day. This is according to the results of the interview with Mrs. Faujiah and also the two workers interviewed, namely Mrs. Sapriah and Patmawati.

Regarding wages for workers in accordance with what was conveyed above, even though some are families, they also still receive wages from the results that have been done. The existing workforce in the marketing field works every day and is only given a month off. Meanwhile, the marketing workforce has less time constraints, because the distance between the house and the production site is close.

Mrs. Fauziah's net *production and marketing business* involves labor as an important element in the sustainability of business activities. The workforce used consists of four people, most of whom are close relatives, namely Amang Aini, Sapriah, and Patmawati who are cousins, as well as one person outside the family named Rina. The four workers are divided into two fields, namely production and marketing.

Each worker earns a daily wage according to the type of work done. Production workers receive a wage of IDR 35,000 per day, while the marketing department receives IDR 50,000 per day. In certain situations, such as on holidays or important moments such as the Guru Sekumpul haul and Hari Raya, marketing workers can earn up to IDR 100,000 per day depending on the number of products that are successfully sold. This wage system shows that although most of the workforce comes from families, rewards for work are still given professionally according to their individual contributions.

There is a difference in the working pattern between the production and marketing workforce. Production workers work flexibly because of the location of their residences close to the place of business. On the other hand, the marketing department has fixed working hours from 08.00 to 17.00, and only gets a holiday once a month. This condition shows the existence of an organized division of labor, even though the business is run on a household scale.

The role of labor in this endeavor reflects the labor theory described in Chapter II. Labor as a factor of production has a direct role in producing goods and services. In this case, the contribution of labor is very clear in the process of processing raw materials to distributing products to consumers. The provision of wages as a form of compensation for the work done is also in accordance with the theory that rewards are determined based on working time, workload, and the value of contribution to production.

The definition of labor according to the Law of the Republic of Indonesia Number 13 of 2003 and the views of Payaman Simanjuntak refers to productive age individuals who are involved or potentially involved in economic activities. The workforce who works in this jengkol business is in productive age and has the motivation to help the family economy through their involvement in business activities, both full-time and part-time. This shows that the characteristics of the workforce in practice are in accordance with the existing theoretical foundation.

The involvement of labor in *the Jaring business* also reflects the mutually beneficial relationship between business owners and workers. Owners are assisted in business operations, while workers earn income that is used for daily needs. This relationship is not only based on economic aspects, but also close because of the family relationship and a sense of responsibility for business continuity. Practices like this show that the principle of labor in theory is applied in real life in people's lives, including on the scale of small businesses. The implementation of labor management in *the Jaring Ibu Faujiah business* can be concluded to reflect the basic principles of labor theory. Clear division of roles, a fair wage system, and the contribution of labor in production and distribution activities show the compatibility between theory and field reality.

2. Capital

The capital spent by Mrs. Faujiah comes entirely from personal money. He has also experienced difficulties in terms of capital when the price of raw materials increases. The capital spent by Mrs. Faujiah is Rp. 6,000,000 every week. The details of the capital spent to purchase raw materials are as follows;

Tabel. 2. Details of Capital to Purchase Raw Materials

No	Raw Materials	Price	Unit	Number
1.	Net	Rp.15.000	1 x 100 Kg	Rp.1.500.000
2.	Coconut	Rp. 5000	1 x 1000 Seeds	Rp.5.000.000
3.	Firewood	Rp. 300.000	1 Pick up	Rp.300.000

Source: Researcher Data, 2025

This is in accordance with the results of an interview with Mrs. Faujiah as the owner of *the Jaringan* production house. The capital used comes entirely from personal funds, without involving loans from outside parties. The amount of capital spent every week reaches IDR 6,000,000, used to buy main raw materials such as jengkol, coconut, and firewood. The details of the capital expenditure consist of the purchase of 100 kg of jengkol for IDR 15,000 per kilogram for a total of IDR 1,500,000, the purchase of 1,000 coconuts for IDR 5,000,000, and firewood for one pic'up for IDR 300,000.

Business owners said that obstacles in capital have occurred, especially when the price of raw materials increases. The price surge not only increases capital expenses, but also has an impact on the selling price of products that must be adjusted. As a result, consumer purchasing power decreases because the selling price becomes higher than usual. The increase in the price of raw materials directly affects capital flows and the stability of business activities, especially since all funds come from personal finance.

This condition is in line with the view of Ginting (2021) who states that capital is an important factor for business continuity. The availability of capital allows the company to run production processes and other business activities smoothly. Mrs. Fauziah's business shows that even though her capital is limited and not sourced from financial institutions, operations can still run through careful and disciplined financial management. Limited funds are indeed an obstacle, but they do not hinder the production process as long as capital planning is carried out regularly. According to Supriono Soekarno, capital can be in the form of real goods such as machinery, buildings, and production equipment. In the context of *this Net's* business, goods such as *Nets*, coconut, and firewood are tangible forms of capital used to support the production process. All three have economic value and are directly involved in product creation, so they can be categorized as productive assets.

This view is also in line with the general understanding that capital is any form of wealth or goods that can be used to generate income. Production machinery, raw materials, and other supporting tools are means that support profit creation. Mrs. Fauziah's business illustrates that capital in the form of consumptive goods such as raw materials has an important role as the main driver of business activities, because from there products can be produced and resold to earn income.

The main function of capital as a support for production efficiency and productivity can also be seen in this business activity. The use of capital is carried out in a scheduled and measured manner, with the procurement of raw materials carried out every week as needed. Timeliness in purchasing materials and control of price fluctuations are important strategies in managing business sustainability. The practice of capital in this business as a whole shows conformity with the theory discussed in Chapter II. Capital is not only money, but also includes the economic value of the goods used in the production process. Capital management sourced from personal funds, as well as the ability to adapt to market price dynamics, is a strong indicator that business owners have understood and applied the basic principles of capital in real terms.

3. Raw Materials (Natural Resources)

The raw materials obtained by Mrs. Faujiah come from collectors where raw materials are collected from outside the region. Developing this business is indeed not an easy thing, especially in the midst of rising and falling raw material prices. Mrs. Faujiah considers that the availability of raw materials is

very important to maintain the stability of these raw materials. The way for Mrs. Faujiah to maintain the stability of raw materials is to maintain good communication with collectors, because at any time raw materials may experience a sudden shortage so that they do not run out. In terms of quality, Mrs. Faujiah chooses good ingredients and has no defects, because she really maintains the taste so that it remains the same as the recipe that has been passed down from generation to generation.

Raw materials play a central role in the sustainability of the production of Mrs. Faujiah's *Jaring* business. All raw materials are obtained from collectors who collect supplies from various regions, such as Sulawesi and Kotabaru. The availability of raw materials is not always stable, depending on the season and the smooth distribution of the area of origin. To anticipate potential scarcity, Mrs. Faujiah established a good and sustainable relationship with subscription collectors. This effort is made to continue to get priority for raw material shipments, even though the supply is limited.

The selection of raw materials is done carefully. Mrs. Faujiah emphasized the importance of ingredient quality as the main factor in maintaining the taste of the product, especially because the recipes used are hereditary. Ingredients with poor quality or defects are not used, in order to maintain the consistency of taste and competitiveness of the product in the market. This selection process is carried out directly by Mrs. Faujiah to ensure that the materials used are really suitable for processing.

This condition shows that raw materials are not only supporting production, but also a strategic component in maintaining business stability. The availability and quality of raw materials have a direct effect on the smooth production and final product results. Delays in supply or degradation of material quality can reduce product quality and affect customer confidence.

This practice is in line with the theory conveyed by Asmini et al. (2022), that the availability of sufficient and quality raw materials will determine the smooth production process. Adequate raw materials provide large-scale and sustainable production capabilities, while the quality of materials determines the quality of the final product. The efforts made by Mrs. Faujiah in maintaining relationships with collectors and material quality selection are a tangible form of strategic raw material management.

Arif (2020) emphasized the importance of raw material management, including the selection of materials based on quality and efficient prices. The strategy applied by Ms. Faujiah in establishing long-term relationships with suppliers and maintaining the quality of materials shows a good understanding of this principle. These efforts have an impact on the efficiency of the production process, the stability of selling prices, and the long-term sustainability of the business.

Ms. Faujiah's experience proves that proper management of raw materials not only supports smooth operations, but also plays a role in maintaining the economic value of the product. Relationships with collectors, selection of quality materials, and supply arrangements consistently demonstrate the application of the theory in the real practice of small-scale businesses. Raw materials have become the main foundation in ensuring the success and sustainability of *this Processed Net* business which is managed independently and quality-oriented.

4. Entrepreneurship

Background Mrs. Faujiah started the *Jaring* processed production house business as a continuation of her parents' hereditary business which had started in the 1980s, so she had qualified skills because she was involved in the process since she was a teenager. The most important skills in running this business are patience and perseverance, which are key to facing challenges, building customer trust, and ensuring the sustainability of the business, especially considering the manufacturing process that takes a long time. Although Mrs. Faujiah has never participated in entrepreneurship training from any institution, Mrs. Faujiah has felt that she has had enough in terms of entrepreneurial skills based on the experience she has lived for a long time. This is according to the results of an interview with Mrs. Faujiah, as the owner of a *Jaring* processed production house.

The *Jaring processed production house business* run by Mrs. Faujiah is a tangible form of the sustainability of the family business that has been started since the 1980s. Mrs. Faujiah's long experience is the main provision in managing and maintaining this business to date. His involvement since adolescence has made him have qualified expertise in every stage of production, from the

selection of raw materials, the processing process, to the strategy of maintaining the taste of the product so that it remains consistent.

Patience and patience are two skills that are considered the most important in running this business. The production process that takes a long time and high precision requires business actors to have a strong and diligent character. This ability directly plays a role in building customer trust and maintaining product quality to remain superior in the midst of market competition.

Mrs. Faujiah has never participated in entrepreneurship training from any institution. However, he feels confident enough to run this business only based on the experience that has been lived for a long time. Reliance on personal experience is the main strategy in managing the dynamics of the business that continues to grow. This self-run entrepreneurial practice shows that practical knowledge can be a powerful source of competence, especially when combined with passion and consistency.

Ms. Faujiah's experience shows that entrepreneurial skills do not always have to be acquired through formal education or technical training. In practice, years of experience and ability to face challenges are valuable assets that allow businesses to survive and grow. Business management that is based on learning from processes, not mere theory, reflects adaptive entrepreneurial skills. This situation is in accordance with the theory put forward by Suryana & Si (2008), which states that entrepreneurial skills are not only theoretical, but must be realized in real actions according to the situation at hand. Managerial skills, innovation, and survival strategies in a dynamic market are key to the success of small and medium-sized businesses. Mrs. Faujiah, with all the limitations of access to training, is still able to manage her business efficiently and maintain business sustainability in the long term.

The ability to adapt to change and the courage to make decisions based on experience prove that entrepreneurial skills can develop organically over time. The business run by Mrs. Faujiah shows that perseverance, hard work, and willingness to learn from direct practice are important elements in maintaining and developing a business.

The strategy of maintaining quality, maintaining customer relations, and consistency in the production process is proof that Ms. Faujiah's entrepreneurial practices have gone hand in hand with the basic principles of entrepreneurship as described in the theory. This approach is also a reflection that the success of a business does not always depend on formal training, but on the willingness, experience, and commitment to continue to grow.

4. CONCLUSION

Pingaran Village, Astambul District, Pingaran Village, Astambul District is an area rich in local culture and culinary, one of which is processed *Jaring*, which is known as a typical food of the Banjar Community. This research shows that Jaring's processed business, especially those managed by Mrs. Faujiah or "*Jaring* Acil Baluh", has become an important part of the community's economic activities. Production stages such as soaking, splitting, boiling, and making *Tahilala* sauce are carried out traditionally and require high patience. This will certainly support the family economy through the home business sector related to the production and marketing of processed *Pingaran Village Nets*, Astambul District.

Production Factors of Processed *Nets* in Pingaran Village, Astambul District carried out by Mrs. Faujiah or known as "*Jaring* Acil Baluh". The production factors in the Netting processed business are divided into 4 main components, namely labor, capital, raw materials, and entrepreneurship. The workforce is dominated by the role of families who have hereditary skills in the *processing of Nets*, the workforce has wages that are in accordance with their respective skills. The capital used comes from personal funds and sales profits, although limited capital is still a challenge. Raw materials in the form of *nets* often have to be imported from outside the region due to the limitation of local raw materials, so it will affect prices. The entrepreneurship of business actors is reflected in the ability to manage production, maintain quality, and maintain business continuity in the midst of the challenges of limited resources and competitors. Therefore, the production factor of processed *nets* in Pingaran Village can be the next main reference to be able to improve the quality of these four factors and also from the

existence of research on this production which consists of various kinds of challenges and obstacles, especially the availability of raw materials which is often still a polemic at any time making *net* producers able to deal with it and still exists until now judging from the production and marketing of processed *nets* in Pingaran Village, Astambul District.

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