

Analysis of Housewives Income Through the Pliek Ue Production Business in Jangka District Bireuen

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Abstract

Purpose of Study: Pliek Ue (Patarana) is a traditional Acehnese seasoning made from fermented coconut flesh, produced on a household scale by housewives in Jangka District, Bireuen Regency. This home industry helps support the family economy, particularly for households whose heads work as fishermen, day laborers, traders, or farmers. However, these home industries face various obstacles, namely limited business capital and inefficient use of production factors, which keep household income below its optimal level. This study aims to determine and analyze the income earned by housewives from the Pliek Ue (Patarana) production business in Jangka District.

Methodology: A quantitative descriptive method was used, with data collected through observation, interviews, and questionnaires distributed to 60 respondents (25 percent of the 240-person population), selected through purposive sampling. Data were analyzed using production cost, revenue, profit, and Revenue-Cost (R/C) Ratio formulas.

Main Findings: The results show that the average total production cost incurred was IDR 2,627,685 per month, consisting of IDR 47,535 in fixed (depreciation) costs and IDR 2,580,150 in variable costs. The average revenue obtained was IDR 3,740,000 per month, resulting in an average net profit of IDR 1,112,315 per month. The R/C Ratio obtained was 1.413 ($R/C > 1$), indicating that the Pliek Ue (Patarana) production business is feasible and provides an adequate source of income for the housewives who run it.

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INTRODUCTION

Agroindustry is one of the productive sectors developed by rural communities to earn a living and achieve an adequate standard of welfare. The presence of agroindustry actors has a significant impact on economic development, including in rural areas, since agroindustry is able to absorb local labor and thereby helps the government reduce unemployment and alleviate poverty (Herjanto, 2021). In many areas, particularly rural communities, the agroindustry is still growing. However, the primary issue that agroindustry players face is that business revenue has not yet reached its peak, primarily due to inefficient ownership and utilization of production elements. These issues include low skill levels among owners and employees, a lack of raw materials, insufficient business capital, and production techniques that are still mostly conventional (Ahyari, 2020).

One of the agroindustries developed by the people of Aceh Province is the production of Pliek U (Patarana), which is carried out by housewives in Tanoh Anoe Village, Jangka District, Bireuen Regency. Tanoh Anoe is a coastal village, and this topography supports extensive coconut cultivation. The coconut plantation potential in the area can be used by housewives as the main raw material for producing Pliek U (Patarana).

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Pliek Ue (Patarana) is a cooking seasoning made from grated coconut flesh that is fermented and then sun-dried for approximately three days. It is produced using a traditional method and relies on coconut raw material sourced from plantations across various regions of Aceh Province, since production in any single area tends to be unstable. The area and production output of coconut plantations in Aceh Province are presented in Table 1 below.

Table 1. Coconut Production in Aceh Province

No.	Year	Production (tons)	Land Area (ha)	Growth (%)
1	2019	63,800	103,000	-
2	2020	63,800	103,600	0.58
3	2021	66,400	104,800	1.16
4	2022	66,500	104,600	-0.19
5	2023	63,100	102,600	-1.91

Source: Statistics Indonesia (BPS), Aceh Province, 2024

Table 1 shows that the coconut plantation area and production output in Aceh Province fluctuated between 2019 and 2023. In 2020, the coconut plantation area reached 63,800 ha and produced 103,600 tons of coconut, an increase of 0.58 percent from the previous year. In 2022, the plantation area decreased by 0.19 percent even though production increased by around 100 tons compared with the previous year. In 2023, the plantation area declined by 1.91 percent, which in turn reduced coconut production compared with the year before.

Table 2. Coconut Production in Bireuen Regency

No.	Year	Land Area (ha)	Production (tons)	Growth (%)
1	2019	16,330	15,721	-
2	2020	16,325	15,411	-1.97
3	2021	16,570	15,418	0.04
4	2022	16,417	18,127	17.57
5	2023	16,417	19,327	6.62

Source: Statistics Indonesia (BPS), Bireuen Regency, 2024

Table 2 shows that the coconut plantation area and production output in Bireuen Regency were likewise unstable between 2019 and 2023. In 2020, coconut production fell by 1.97 percent compared with the previous year, before rising sharply by 17.57 percent in 2022 and by a further 6.62 percent in 2023.

Producing Pliek Ue (Patarana) has been carried on by housewives in Jangka District for generations, and the occupation has been practiced by the community for decades. It is therefore not surprising that many elderly housewives still produce Pliek U (Patarana), and that younger generations continue the family tradition of processing it. Based on the researcher's observations, 120 housewives in Tanoh Anoe Village, Jangka District, Bireuen Regency, are engaged in producing Pliek U (Patarana), with each housewife using between 200 and 900 kg of coconut raw material per production cycle.

The income that housewives earn from the Pliek Ue (Patarana) processing business depends on their production capacity, so that the larger the business capital, the greater the capacity of the business owner to produce. In developing their Pliek Ue (Patarana) processing business, housewives in Jangka District frequently face questions about how to achieve business success, increase income, and select production factors appropriately. Given these conditions, this study aims to determine and analyze the income earned by housewives through the Pliek Ue (Patarana) production business in Tanoh Anoe Village, Jangka District, Bireuen Regency.

METHOD

This research was conducted in Tanoh Anoe Village, Jangka District, Bireuen Regency. The location was selected purposively because the village still preserves the cultivation of this distinctive Acehese food product and produces more Pliek Ue (Patarana) than any other village in the district. This study used a quantitative research approach, since the data obtained were in numerical form and were analyzed further through data analysis. Two types of data sources were used: primary data, obtained directly through observation and interviews with respondents at the research site, and secondary data, obtained from various sources or institutions to support the primary data (Sugiyono, 2021).

The population in this study consisted of 240 housewives who produce Pliek Ue (Patarana) in Jangka District with the criteria of having carried out productive pliek ue production with a minimum of 3 years of production experience. Following the sampling guideline that a population of more than 100 may be sampled at 10-20 percent or 25-30 percent (Arikunto, 2020), a sample of 25 percent of the population was taken, resulting in a sample of 60 housewives producing Pliek Ue (Patarana).

Data were collected through four techniques: (1) observation, carried out by directly observing the Pliek Ue (Patarana) production activities in Tanoh Anoe Village; (2) interviews, conducted directly with the housewives who process Pliek U (Patarana); (3) questionnaires, distributed to respondents to obtain structured responses; and (4) library research, referring to books, journals, and prior theses relevant to the topic (Sugiyono, 2021).

Data were analyzed descriptively and quantitatively to describe field conditions with respect to production cost, revenue, profit, and business feasibility, using the following formulas (Umar, 2020):

$$TC = TFC + TVC$$

where TC is total cost (Rp/production), TFC is total fixed cost (Rp/production), and TVC is total variable cost (Rp/production).

$$TR = P \times Q$$

where TR is total revenue (Rp/production), P is the selling price (Rp/kg), and Q is the quantity produced (kg).

$$\pi = TR - TC$$

where π is profit (Rp/production), TR is total revenue (Rp/production), and TC is total production cost (Rp/production).

$$R/C \text{ Ratio} = \text{Total Revenue} / \text{Total Cost}$$

If R/C Ratio > 1, the Pliek Ue (Patarana) processing business provides a feasible income for the housewife operator; if R/C Ratio = 1, the business is at a break-even point; and if R/C Ratio < 1, the business does not provide a feasible income.

RESULTS AND DISCUSSION

a. General Overview of the Research Location

Jangka District in Bireuen Regency is widely recognized as one of the most prominent Pliek U (Patarana)-producing areas in Aceh Province. Pliek U (Patarana) is a traditional food product that is extensively produced in Jangka District, Bireuen Regency, with its marketing reach extending to Banda Aceh, Lhokseumawe, Lhoksukon, and Takengon, and its distribution has also reached Aceh Utara and Aceh Tengah. The district's coastal geography, with its extensive coconut plantations, supports household-scale processing of coconut into a fermented product with higher economic value and a longer shelf life. Production is not confined to a single village. The coastal Jangka area, known for its scenic beaches, is regarded as one of the finest Pliek U producers in Aceh, with its output

also used as a key ingredient in the traditional Acehese dish Gulee Pliek and, more recently, processed into salak pliek snacks. Despite this reputation, producers in the district still face structural challenges including a continued reliance on traditional, unstandardized production methods, limited access to proper packaging, and dependence on middlemen (pengepul) for distribution to traditional markets all of which constrain the income producers are able to capture from their output.

Pliek ue agroindustry in Bireuen Regency shares the same characteristics because they are home-based businesses with a production capacity of 200 kg/month. However, the process of making pliek u varies according to consumer demand, so the product can be distributed from the agroindustry to consumers (Desparita et al, 2024)

The Pliek U (Patarana) production business in Jangka District is a household-scale home industry, personally managed by individual housewives across the villages in Jangka district. Its output is marketed both within and outside Bireuen Regency, extending from North Aceh as far as Malaysia. The business is aimed at meeting family needs, improving family welfare, and sustaining the enterprise that has been built over time. Most of the housewives who run this home industry are married to men who work as fishermen, day laborers, traders, or farmers, which encourages them to improve their family's welfare by producing Pliek U (Patarana). Continuous market demand provides an ongoing opportunity for these housewives to keep the business running.

Table 3. Livelihood of Residents Jangka District, Bireuen Regency

No.	Livelihood	Total	Percentage (%)
1	Rice Farmer	3,514	51.49
2	Fisherman	392	5.74
3	Other Occupations	1,183	17.34
4	Trader	620	9.08
5	Home Industry	316	4.63
6	Civil Servant	356	5.21
7	Private Employee/Laborer	451	6.61
Total		6,832	100.00

Source: Jangka District Monograph Data, 2024

Table 3 indicates that rice farmer is the most common livelihood among residents in Jangka district, at 3,514 people or 51,49%, while the smallest proportion works as home industry at 316 people or 4,63 % from total households based on primary business sector. Although relatively small compared to the agricultural sector, the existence of home industries plays a significant role in increasing community income through processing agricultural and fishery products, including processing coconuts into pliek ue. This situation indicates that home industries are an alternative source of income supporting the household economy in Jangka District.

Pliek Ue (Patarana) is produced through a fermentation process: mature or half-mature coconuts are split, flattened, and left to ferment in an open container for around seven days until oil is released. The fermented coconut is then sun-dried for seven to nine days, depending on the weather, before the oil is separated from the sediment using a traditional press called a peunerah. Figure 1 shows the drying stage of this traditional process. The color differences in pliek u are also influenced by the fermentation and drying processes carried out by the agroindustry, resulting in a variety of pliek u colors. In addition, the agroindustry produces pliek u according to consumer preferences and depending on each individual's level of liking (Desparita et al, 2024).



Figure 1. Sun-drying process of Pliek U (Patarana)

b. Characteristics of Respondents

The respondents in this study were 30 housewives who produce Pliek Ue (Patarana) in Tanoh Anoe Village. Respondent characteristics were examined based on age, education, number of dependents, and years of experience, in order to provide a clear and accurate picture of the study's respondents.

Table 4. Characteristics of Respondents by Age

No.	Age	Total	Percentage (%)
1	22-29 years	25	41,66
2	30-39 years	11	18,33
3	≥ 40 years	24	40
	Total	60	100

Source: Primary Data (processed), 2024

Table 4 presents the age distribution of respondents involved in the *pliek ue* home industry in Jangka District, Bireuen Regency. The findings reveal that the majority of respondents were aged 22–29 years, accounting for 25 individuals (41.66%), followed by those aged 40 years and above with 24 individuals (40.00%). Meanwhile, respondents aged 30–39 years represented the smallest proportion, with 11 individuals (18.33%). These results indicate that the *pliek ue* home industry is dominated by individuals of productive working age, particularly younger workers, while still benefiting from the participation of older and more experienced workers. This age composition suggests a balance between workforce regeneration and the preservation of traditional production knowledge, which is essential for sustaining the continuity and development of the *pliek ue* home industry in the study area.

Table 5. Characteristics of Respondents by Number of Dependents

No.	Dependents	Total	Percentage (%)
1	1-2 persons	35	63,33
2	3-4 persons	10	16,66
3	5-7 persons	15	25
	Total	60	100

Source: Primary Data (processed), 2024

Table 5 shows that most respondents (35 people, or 63,33 %) have 1-2 dependents, while the smallest group has 3-4 dependents (10 people, or 16,66%), This age distribution indicates that the majority of respondents were within the productive working-age group, enabling them to actively participate in income-generating activities. When combined with the number of household dependents, the findings suggest that respondents in the productive age group generally bear considerable family responsibilities, requiring them to maintain stable employment and household income. A larger number of dependents may increase household expenditures, thereby encouraging respondents to participate in the *pliek ue* home industry as an important source of livelihood. Consequently, both age and household dependency are important socioeconomic characteristics that may influence household income and economic well-being.

Table 6. Characteristics of Respondents by Years of Experience

No.	Experience	Total	Percentage (%)
1	3-10 years	25	41,66
2	11-20 years	15	25
3	21-30 years	20	33,33
	Total	60	100

Source: Primary Data (processed), 2024

Table 6 shows that most respondents (25 people, or 41,66 %) have 3-10 years of experience producing Pliek Ue (Patarana), while only 15 respondent (25 % percent) has 11-20 years of experience. This indicates that the *Pliek Ue* home industry is dominated by producers with moderate levels of experience, suggesting that many respondents have acquired sufficient knowledge and practical skills to maintain production activities. Meanwhile, respondents with longer experience represent a smaller proportion but play an important role in preserving traditional processing techniques and ensuring product quality. The variation in production experience reflects the coexistence of new and experienced producers, which contributes to the continuity and sustainability of the *Pliek Ue* home industry in Jangka District. Moreover, longer production experience may positively influence productivity, production efficiency, and household income through improved technical skills and better management practices.

Cost analysis is the process of measuring and assessing all costs incurred in relation to the Pliek Ue (Patarana) production business, so that expenditure can be controlled, improved, and used as the basis for accurate decision-making. The costs incurred in the Pliek Ue (Patarana) production business consist of fixed costs and variable costs.

1. Fixed Cost

Fixed costs are costs whose use is not exhausted in a single production cycle and remain constant regardless of changes in output. In the Pliek Ue (Patarana) business, fixed costs consist of the depreciation of buildings and equipment, as presented in Table 7.

Table 7. Average Monthly Fixed Cost of the Pliek Ue (Patarana) Production Business

No.	Item	Average Total Value (Rp)	Monthly Depreciation (Rp)
1	Building	2,600,000	15,622
2	Machete (Parang)	103,333	689
3	Coconut Scraper	42,000	525
4	Bucket	149,333	6,833
5	Drying Plastic Sheet	112,000	9,333
6	Netting	121,667	5,069

No.	Item	Average Total Value (Rp)	Monthly Depreciation (Rp)
7	Oil-Pressing Sack	40,800	3,400
8	Oil Press	450,000	2,000
9	Jerry Can	136,000	3,224
10	Oil Funnel	35,000	839
	Total	3,790,133	47,535

Source: Primary Data (processed), 2024

Table 7 shows that the largest average fixed cost incurred by housewives is for building the kitchen used for Pliek Ue (Patarana) production, at IDR 2,600,000, while the smallest is for the oil funnel, at IDR 35,000. The average total value of fixed assets is Rp3,790,133, with an average monthly depreciation cost of IDR 47,535.

2. Variable Cost

Variable costs are costs whose total amount changes depending on the volume of production. In the Pliek Ue (Patarana) business, variable costs consist of raw material costs, labor costs, and coconut-milling costs, as shown in Table 8.

Table 8. Average Variable Cost of the Pliek Ue (Patarana) Production Business

No.	Item	Average Cost/Production (Rp)	Average Cost/Month (Rp)
1	Raw material (coconut, sacks, milling)	779,167	2,337,500
2	Labor (peeling and drying)	17,750	53,250
3	Other costs (machine upkeep, plastic bags)	16,667	50,000
	Total Variable Cost	860,050	2,580,150

Source: Primary Data (processed), 2024

Table 8 shows that the average variable cost incurred is Rp860,050 per production cycle. Because production is carried out three times per month, the average total variable cost amounts to Rp2,580,150 per month. The largest variable cost component is the purchase of coconut raw material, averaging IDR 779,167 per production cycle (IDR 2,337,500 per month), while the smallest is for plastic bags, averaging IDR 3,333 per production cycle (IDR 10,000 per month).

3. Total Cost

Total cost is the sum of fixed cost and variable cost incurred in the Pliek Ue (Patarana) production business, as presented in Table 9.

Table 9. Average Total Monthly Cost of the Pliek Ue (Patarana) Production Business

No.	Cost Type	Value (Rp)	Percentage (%)
1	Fixed Cost (Depreciation)	47,535	1.81
2	Variable Cost	2,580,150	98.19
	Total Cost	2,627,685	100

Source: Primary Data (processed), 2024

Table 9 shows that the average fixed cost incurred by housewives to run the Pliek Ue (Patarana) business is IDR 47,535 per month, or 1.81 percent of total cost, while the average variable cost is IDR

2,580,150 per month, or 98.19 percent of total cost. The average total cost incurred by housewives in Jangka District to sustain the business is IDR 2,627,685 per month.

d. Revenue Analysis

Revenue is the monetary value obtained from all output sold, or the gross income derived from multiplying the quantity produced by the prevailing selling price. The average monthly revenue from the Pliek Ue (Patarana) production business is presented in Table 10.

Table 10. Average Monthly Revenue of the Pliek Ue (Patarana) Production Business

No.	Item	Volume/Production (kg)	Volume/Month (kg)	Price/kg (Rp)	Total/Month (Rp)
1	Pliek U (Patarana)	62.33	187	20,000	3,740,000

Source: Primary Data (processed), 2024

Table 10 shows that a single production cycle of Pliek Ue (Patarana) in Jangka District yields, on average, 62.33 kg of output from an average of 311.67 kg of coconut raw material approximately 5 kg of coconut yielding 1 kg of Pliek U (Patarana). Since housewives produce three times per month, average monthly output reaches 187 kg. At a selling price of IDR 20,000 per kg, the average monthly revenue (gross income) obtained by housewives through the Pliek Ue (Patarana) production business in Jangka District is IDR 3,740,000.

e. Profit Analysis

Profit is calculated as total revenue minus total cost incurred in the Pliek Ue (Patarana) production business, and reflects how production volume influences the level of profit obtained. The average monthly profit earned by housewives is presented in Table 11.

Table 11. Average Monthly Profit of the Pliek Ue (Patarana) Production Business

No.	Item	Value (Rp)
1	Total Revenue	3,740,000
2	Total Cost	2,627,685
	Total Profit	1,112,315

Source: Primary Data (processed), 2024

Table 11 shows that the average monthly revenue obtained by housewives through the Pliek Ue (Patarana) production business in Jangka District is IDR 3,740,000, against an average total cost of Rp2,627,685, resulting in an average monthly profit of IDR 1,112,315.

f. Business Feasibility Analysis (R/C Ratio)

Business feasibility analysis compares total revenue with total cost. A business is considered feasible if the R/C Ratio is greater than 1; it is considered a loss and not feasible if the R/C Ratio is less than 1; and it is at a break-even point if the R/C Ratio equals 1. The R/C Ratio for the Pliek Ue (Patarana) production business in Jangka District is presented in Table 12.

Table 12. Average R/C Ratio of the Pliek Ue (Patarana) Production Business, Per Month

No.	Item	Value (Rp)
1	Business Revenue	3,740,000
2	Total Cost	2,627,685
	R/C Ratio	1.413

Source: Primary Data (processed), 2024

Table 12 shows that the average monthly revenue earned by housewives through the Pliek Ue (Patarana) production business is IDR 3,740,000, with an average total cost of IDR 2,627,685, yielding an R/C Ratio of 1.413. Since this ratio is greater than 1 ($R/C > 1$), the Pliek Ue (Patarana) production business in Tanoh Anoe Village, Jangka District, Bireuen Regency is feasible to operate, as its total revenue exceeds its total production cost.

g. Discussion

The dominance of variable costs particularly raw coconut material, which accounts for IDR 2,337,500 per month, or roughly 90 percent of total variable cost indicates that the profitability of this home industry is highly sensitive to fluctuations in coconut supply and price, consistent with the unstable coconut production trends previously reported for Aceh Province and Bireuen Regency (Tables 1 and 2). The very low share of fixed cost (1.81 percent) suggests minimal capital barriers to entry, since the business relies mainly on simple tools rather than substantial building or equipment investment, which explains why it remains accessible to housewives with limited capital.

The R/C Ratio of 1.413 means that for every IDR 1 spent on production, the housewife earns IDR 1.413 in revenue a modest but consistently positive margin that helps explain why the practice has persisted across generations even though most producers report fewer than ten years of individual experience; that is, the business is renewed generationally rather than expanded by long-tenured operators. The respondent profile women aged 40 years and above, with a secondary-level education, relatively large households, and limited years of individual experience aligns with prior findings that traditional home-based food processing tends to be carried out by women balancing domestic responsibilities with supplementary income generation, rather than by full-time entrepreneurs. Pliek ue, a product prepared by housewives, is one of the many coconut derivative goods produced by the community. Coconut oil, copra, coco fiber, coco peat, shell charcoal, and coconut milk are additional goods that can raise revenue and strengthen local competitiveness, a crucial tactic to attain food self-sufficiency and encourage fair regional economic growth is to strengthen the value chain through cooperation between farmers, businesses, and institutions in addition to utilizing contemporary technologies (Desparita et al, 2025)

h. Implications

For the housewives who operate this business, the results imply that profitability depends far more on managing raw-material costs than on fixed-asset investment, so cost-efficiency strategies such as bulk purchasing or cooperative raw-material sourcing are likely to have a greater impact on income than equipment upgrades. For local government and cooperatives, the low fixed-cost, high-variable-cost structure implies that interventions should prioritize stabilizing coconut supply chains and prices for example, through direct linkages with coconut farmers rather than infrastructure subsidies alone. The positive but modest R/C Ratio also implies that increasing production volume, rather than merely improving efficiency, is likely to be the most direct path toward meaningfully higher household income.

i. Research Contribution

This study contributes empirical, quantified income and feasibility data for Pliek U (Patarana), a traditional Acehnese product that has received comparatively little prior economic analysis relative to more widely studied commodities such as hydroponic vegetables or copra. It also offers a replicable cost-revenue-profit-R/C Ratio framework that can serve as a baseline for comparative studies of other traditional home industries in Aceh, as well as similar rural, women-led food-processing enterprises elsewhere in Indonesia.

j. Limitations

This study has several limitations. First, the research was conducted only in Jangka District, Bireuen Regency, involving 60 respondents engaged in the *Pliek Ue (Patarana)* home industry, which may limit the generalizability of the findings to other *Pliek Ue*-producing areas with different socioeconomic conditions, production systems, and market access. Second, the analysis of production costs, revenues, and household income was based on data collected during a single production period through interviews and questionnaires, making the results susceptible to recall bias and unable to capture seasonal variations in coconut availability, drying conditions, labor requirements, and market prices. Furthermore, profitability was assessed using average values, which do not reflect the diversity of production scales, production efficiency, and income differences

among individual households. Future studies should include a larger sample across several *Pliek Ue* producing villages in Jangka District and neighboring districts, while employing longitudinal data collection to better capture seasonal dynamics and improve the robustness and external validity of the findings.

k. Suggestions

Future research should involve a larger sample covering several villages within Jangka District and other *Pliek Ue*-producing areas in Bireuen Regency to improve the representativeness and generalizability of the findings. Longitudinal studies conducted over multiple production seasons are also recommended to capture fluctuations in coconut availability, production costs, market prices, and household income throughout the year. In addition, future studies should examine the socioeconomic and institutional factors affecting household income, including access to capital, production technology, marketing channels, and government support, using more advanced analytical methods such as multiple regression or structural equation modeling (SEM). For practitioners and policymakers, it is recommended that the local government strengthen support for the *Pliek Ue* home industry through improved access to financing, technical training, production equipment, and market development. Encouraging producer groups or cooperatives, promoting product diversification such as *Pliek Ue* oil and other coconut-based products, and expanding market access through digital marketing and value-added processing can further enhance household income and improve the long-term sustainability of the *Pliek Ue* home industry in Jangka District, Bireuen Regency.

CONCLUSION

Based on the results of the research and analysis conducted on the *Pliek Ue* (Patarana) production business in Jangka District, Bireuen Regency, it can be concluded that the average net income (profit) earned by housewives is Rp1,112,315 per month, obtained from an average total cost of Rp2,627,685 per month consisting of Rp47,535 in fixed (depreciation) cost and Rp2,580,150 in variable cost against an average monthly revenue of Rp3,740,000. The resulting R/C Ratio of 1.413 ($R/C > 1$) indicates that the *Pliek Ue* (Patarana) home industry is feasible and provides an adequate source of income for the housewives who operate it. It is recommended that local government provide attention and assistance to support and sustain these small-scale home industries, and that the housewives producing *Pliek Ue* (Patarana) consider expanding their scale of production in order to increase their business output and income.

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