

**INFLUENCE OF MICRO FINANCE SERVICES ON GROWTH
OF WOMEN OWNED ENTERPRISES IN KITUI CENTRAL SUB-
COUNTY.**

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DECLARATION

This research project report is my original work and has never been presented for award of any degree in any other university.

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DEDICATION

This research project report is dedicated to all people who provided the needed moral support and encouragement.

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LIST OF ABBREVIATIONS

BIMAS:	Business Initiative and Management Assistance
KDA:	K-rep Development Agency
K-Rep:	Kenya Rural Enterprise Programme
KWFT:	Kenya Women Finance Trust
MFIs:	Micro Finance Institutions
NGO:	Non-Governmental Organization
WEF:	Women Enterprise Fund
ILO:	International Labour Organization
SME`s:	Small and Medium Enterprises

OPERATIONAL DEFINITIONS OF TERMS

Growth: The growth of an enterprise is reflected in increased sales, new and improved products and increased market share. In this study it was measured in many ways such as turnover, profits, and number of people employed and in market and technology domain of the women owned SMES's.

Women owned enterprises: These are business enterprises run by women after successfully acquiring loans from social intermediaries.

DEFINITION OF TERMS

Microfinance: According to Menon (2005), microfinance or micro-credit is the extension of small loans to individuals who are too poor to qualify for traditional bank loans, as they have no assets to be offered as guarantee. Microfinance is the provision of financial services to low-income clients, including consumers and the self-employed who traditionally lack access to banking and related services (Christen, Rosenberg and Jayadeva 2004).

Women entrepreneurship: This is the process when women organize all factors of production undertaken risks and provide employment to others. women entrepreneurship is an economic activity of those women who think of a business enterprise initiate it organize and combine the factors of production operate the enterprise and undertake risks and handle economic uncertainty involved in running a business enterprises (Medha Pubhashi Vinza, 1987)

Entrepreneurship: The creation of value through creation of organization process of starting and or/growing a new profit making business. The process of providing a new product or service (Bird, 1990)

ABSTRACT

Micro finance plays a major role in many gender and development strategies because of its direct relationship to both poverty alleviation and to the empowerment of women. Poverty reduction has become the object of unprecedented attention globally since 1990's. In Kenya and elsewhere, micro finance institutions have been on the rise with micro credits having been portrayed as a way to reach poor people in the development process, meet the UN Millennium Development Goals, and as a new innovative strategy for alleviating poverty. Empirical indications are that the poor can benefit from micro finance from both an economic and social well-being point-of-view. Women in the world account for the highest economic growth through the economic activities they engage in. The failure of many of these women, especially those from the rural areas, to exploit fully the credit facilities offered to them by the Micro finance institutions may influence the growth of women owned enterprises. Thus, this study established the effect of interventions provided by microfinance institutions on growth of women owned enterprises in Kitui Central sub-county, Kitui County. The study was guided by the following objectives: to assess the extent to which access to credit facilities from microfinance institution influence the growth of women owned enterprises; to examine the influence of micro savings from microfinance institutions on growth of women owned enterprises; and to establish the influence of training and advisory services from microfinance institutions on growth of women owned enterprises. There was a positive effect of access to credit facilities from microfinance institutions to growth of women business enterprises. The access to loan facilities has the highest association with the growth of women business enterprises compare to other variables. There was a positive association between trainings and investment advisory service and microfinance institutions influence growth of women enterprises. However the association was lower than loan access though it was higher than micro savings. There was an association between micro savings and the growth of women enterprises though it was lower than access to savings and trainings and investment advisory service. The recommendations of the study are that the financial institutions should increase the amount of loans to the women enterprises as the data in this study had shown that the loans allocated were not sufficient. This would improve the women enterprises. The leaders in the women enterprises should be trained and advised more on investment as the results in this study indicated that investment advisory was moderate.

CHAPTER ONE

INTRODUCTION

This chapter examines the background of the study, the research problem and the purpose of the study. The research objectives, research questions, justification of the study, importance of the study and scope are also discussed.

1.1 Background of the study

This chapter examines the background to the study, the research problem and the purpose of the study. The research objectives, research questions, justification of the study, importance of the study and scope are also discussed.

Microfinance is defined as the provision of a broad range of financial services to poor low-income households and micro enterprises (Amin and Pebley, 1994). Research interest in access to microfinance particularly by women has been on a rising trend in recent times. Bennet and Goldberg (1993) asserts that in developing economies, low-income women are often victims of societal suppression and abuse; while their counterparts in developed economies are victims of lending discrimination. It is therefore argued that lending to women may help empower them economically and socially. Thus, given the status of women, particularly in developing countries, their empowerment has become a development agenda at both global and country level in recent years especially since the Beijing women conference in 1995 (Anderson and Eswaran, 2005).

The growth of the proportion of women entrepreneurs in developing countries has drawn the attention of both the academic and the development sector. Donors, international public institutions, national and local governments, NGOs, private companies, charities, knowledge institutes and business associations have initiated

programs or policies to promote and develop women's entrepreneurship. They initiate programs for capacity-building of entrepreneurial skills, strengthening women's networks, provide finance and trainings, or design policies that enable more and stronger start-ups and business growth. They all claim that women entrepreneurship is essential for growth and development. Some even argue that women entrepreneurs' contribution tends to be higher than that resulting from entrepreneurial activity of men (Minniti, 2010).

In recent years, the general attention to women and entrepreneurship in developing countries has increased to a great extent and the focus on this 'untapped source' of growth seems to be indispensable nowadays for development practitioners and policy makers (Minniti and Naudé, 2010). However, despite this growing number of initiatives and resources made available to promote and develop women's entrepreneurship in developing countries, women still own and manage fewer businesses than men, they earn less money with their businesses that grow slower, are more likely to fail and women tend to be more necessity entrepreneurs.

In Kenya, the micro finance industry can be traced back to mid 1980's whereas the sector gained the status of an industry only in the last 15 years. The government of Kenya has indirectly provided a boost to the micro finance sector by promoting the small-scale enterprise sector as a means of accelerating economic growth and generating employment opportunities, thus empowering women. The government through the budget and in an endeavor to improve the livelihoods of youth and women has established youth and women fund (Women Enterprise Fund-WEF) and of late the informal sector fund as an economic stimuli programme.

Vision 2030 is anchored on three pillars namely; economic, social and political aspirations which further support the effort of micro finance institutions through pro-poor interventions and women empowerment. Kenya Rural enterprise Program (K-REP) can be considered the pioneer of NGO micro finance in Kenya. According to the Central Bureau of Statistics, 1999 census; about 130 NGOs practice some form of micro finance. About 20 of them practice pure financing while the rest practice micro financing alongside social welfare activities.

Some of the major players in the NGO sector are K-Rep Development Agency (KDA), Faulu Kenya, Kenya Women Finance Trust (KWFT), Business Initiative and Management Assistance (BIMAs), and Jamii Bora. The only MFIs found in Kitui Central Sub-County are Faulu Kenya, KWFT and BIMAS. Since BIMAS started its operations just recently in Kitui Central Sub-county, the researcher will only consider KWFT and Faulu Kenya for the purpose of this study.

1.1.1 Micro finance services

The concept of micro-financing arose out of the need to provide to the low-income earners who were left out by formal financial institutions. The practice of micro-credit dates back to as early as 1700 and can be traced to Irish Loan Fund System which provided small loans to rural poor with no collateral. Over the years, the concept of micro-finance spread to Latin America, then to Asia and later to Africa. The today use of the expression micro-financing has its roots in the 1970s when organizations, such as Grameen Bank of Bangladesh with the micro-finance pioneer Mohammad Yunus, were starting and shaping the modern industry of micro-financing (Mwangi 2011).

In Kenya, micro-finance movement gained momentum in the late 1980s as a result of exclusion of large proportion of the population from the formal financial institution

mainly banks. Micro-finance emerged with the aim of filling the gap left by banks in providing credit to individuals, micro, small and medium enterprises which were on the rise during this period, Ogindo (2006). In the early 1990s with the opening up of political space and ensuing economic disturbances, the need for credit by individuals, micro, small and medium enterprises increased and this led to the recognition of micro-finance institutions in Kenya.

Robinson, (2010) defines microfinance as a development tool that grants or provides financial services and products such as very small loans, savings, micro leasing, micro insurance and money transfer to assist the very or exceptionally poor in expanding or establishing their businesses. It is mostly used in developing economies where SMEs do not have access to other sources of financial assistance. The term microfinance can also be defined as provision of financial services to low income clients including the self employed. Financial services generally include savings and credit; however some finance organizations also provide insurance and payment services.

1.1.2 Women entrepreneurship

Female entrepreneurship has attracted increasing attention in recent years in light of concrete evidence of the importance of new business creation for economic growth and development (Acs et al., 1996; Langowitz and Minniti, 2007). Women's entrepreneurship in particular is attracting the attention of policy makers and researchers because it has been recognized during the last decade as an important and untapped source of economic growth. However we still lack a reliable and detailed picture of the economic impact on women's entrepreneurship. The need to develop women's entrepreneurship was emphasized by the Fourth World Conference on women, held in Beijing in September, 1995. The Platform for Action, Equality, Development and Peace, adopted at the conference call for specific actions to be taken

by governments, Non-Governmental Organizations and international organizations among others to promote, support and strengthen female entrepreneurship (UNIDO, 2001).

In the recent years, the micro and small enterprise sector has played an increasingly important role in Kenya. According to Ikiara (2001) the sector is regarded as offering an alternative route to economic growth, especially in the context of increased poverty and unemployment, as well as the advent of economic reforms that have led to the liberalization of the economy. Micro enterprises encourage productivity and economic independence. Not only does female entrepreneurship contribute to economic growth and employment creation, but it is increasingly recognized to also enhance the diversity of entrepreneurship in any economic system (Verheul et al., 2006) and to provide avenues for female expression and potential fulfillment (Eddleston and Powell, 2008). These benefits are rarely leveraged in a systematic way, however, given that female entrepreneurship talent and potential remain largely untapped in many contexts (Baughn et al., 2006).

1.1.3 Growth of women owned enterprises in Kenya

Growth of MSEs owned by women is one of the strategies of achieving the MDGs and the Kenya Vision 2030. Growth in this contest means increase in number of MSEs, increase in sales turnover, increase in profits, increase in number employees, increase in production and service levels or increase in total capitalization. There is a significant growth in female self-employment, with women now starting new ventures at three times the rate of men. Women participation in income-generating projects and self-employment has received considerable attention though they perform more

poorly than male-owned enterprises and are also smaller in size and are located in poorer areas (Keino & Ngau, 2001; McCormick, 1999).

ILO (2007) recognized that there are three profiles of women entrepreneurs operating MSEs in Kenya, namely those in Jua Kali micro-enterprises, "very small" micro-enterprises and "small-scale" enterprises. These are differentiated by their demographic profiles, extent of previous business experience, needs, access to resources and growth orientation. The Jua Kali micro-enterprises are identified as owners of unregistered (informal) businesses who have little formal education (usually less than secondary school level) and lack entrepreneurial and business know-how. They also have little access to credit, with limited awareness of markets and market opportunities. They are constrained by their household responsibilities and marital status for instance, having to obtain permission from their husbands to travel out of town for training or trade fairs (Sharma, 2004).

The "very small" micro-enterprises are identified as those registered, operating from legitimate business premises and employing 6 to 10 workers. "Small-scale" enterprises are identified as being registered, operating from legitimate business premises and employing over 10 workers and having, at least, secondary level education with some previous experience as employees. Occasionally, women entrepreneurs in this category have supportive husbands who may also be directly or indirectly involved in the enterprise. This segment is constrained by lack of access to finance for various reasons, including having no land/property title deeds to be used as collateral for large loans. These businesses have potential for growth as well as entry into international markets, and some are already in the export trade (Stevenson & St-Onge, 2005). ILO (2007) initiatives on MSEs in the countries in the region,

particularly in Kenya, have highlighted the need to focus attention on this sector by promoting and supporting these women.

1.2 Statement of the problem

A number of initiatives have been taken by governments, donors and non-government organizations (NGOs), both local and international to increase the growth of women micro and small enterprises in Kenya (Lois and Annette, 2005). Women enterprises are still predominantly micro and small, with very few women having growth orientated enterprises. Ekpe, Mat and Razaq (2010) further observe that women entrepreneurs, especially in developing countries, Kenya included, do not have easy access to microfinance support for their entrepreneurial activity and as such have low business performance than their men counterparts.

Micro finance institutions have come up to provide interventions that enable women to overcome some of the obstacles such as access to micro credit to fund their new ventures and or expand existing ones. However, generally, the concept of women empowerment has not been effectively addressed as the women entrepreneurs continue to remain under represented and their success continue to remain invisible and unacknowledged. It is expected that increased women access to micro finance would increase their income which would in turn translate to improved well being and a wider change as well as enhance gender equality (Basu, 2006). Management skills and lack of occupational experience in related businesses for many women entrepreneurs has been indicated as a constraint to growth. Kibas (2006) identified lack of opportunities for management training, financial management, marketing and people management, to be limitations faced by most women entrepreneurs.

The failure of many women to exploit fully the services offered to them by the Micro finance institutions may influence the growth of women owned enterprises. Despite a multitude of studies devoted to the topic, the effect of microfinance intervention on the performance of women owned enterprises remains largely unexplored in Kenya. Therefore this study will seek to establish the effect of services provided by micro finance institutions on growth of women owned enterprises in Kitui Central sub-county by examining changes in financial growth, social status of the women and empowerment effects such as increase in profits, increase in sales turnover, increased asset ownership, employment opportunities among others.

1.3 Research objectives

1.3.1 General objective

The general objective of this study was to establish the influence of micro finance services on growth of women owned enterprises in Kitui Central Sub-county, Kitui County.

1.3.2 Specific objectives

The specific objectives of this study were:

- i. To assess the influence of access to credit facilities from microfinance institution on growth of women owned business enterprises.
- ii. To examine the influence of micro savings from microfinance institutions on growth of women owned business enterprises.
- iii. To establish the influence of training and investment advisory services from microfinance institutions on growth of women owned enterprises.

1.4 Research questions

The following research questions guided the study.

- i. What is the effect of access to credit facilities from microfinance institutions on growth of women business enterprises?
- ii. How does the micro-savings in microfinance institutions influence growth of women owned business enterprises?
- iii. How does the training and investment advisory service from microfinance institutions influence growth of women enterprises?

1.5 Significance of the study

The results of this study is hoped to be useful to the government to assess the impacts of the micro finance lending on the improvement on the empowerment of women. This is important since the government to know whether its prospects of reducing poverty through micro finance are being achieved as well as in administering the Women Enterprise funds specifically designed with an aim of empowering women. The research findings will also help in formulating policies regarding enterprise support for female entrepreneurs, enterprise education in general and specifically enterprise education for female entrepreneurs and business owners.

The results of this study are of value to the micro finance service providers in the following ways: if the micro finance has had a positive effect on the living standards of women and their empowerment, then the MFIs can decide to increase the base of operation by venturing into many areas within the country so that many women can be reached by their services. Also, the MFIs may decide to increase the amount of loan that they allocate individuals so that they can accelerate the financial stability of their dependants. The study is useful to the various financial intermediaries like the banking institutions in developing new financial products that are relevant to small

and medium women enterprises and low income households. With the increase in banks this will address the relevant bank products which suits women owned enterprises.

Lastly, given the limited knowledge in the same field, this study was of great significance to the Kenyan academicians as they seek to increase their knowledge on the relationship between Microfinance services and women owned enterprises in Kenya. It was a source of reference material for future researchers on other related topics as well as other academicians who will undertake the same topic in their studies.

1.6 Scope of the Study

The study focused on the influence of microfinance services on the performance of women owned enterprises in Kitui Central Sub-County. The study's geographical setting was Kitui Central Sub-County, Kitui County. The Sub-County has five big Wards namely: Miambani, Township, Kyangwithya West, Kyangwithya East and Mulango Ward .These Wards have big markets that would make it possible to locate the correspondence drawn from the trade manufacturing and service sector. In addition, the study was confined to the women owned enterprises who are beneficiaries of microfinance institutions. This study will emphasize more on the micro financial service industry.

1.7 Limitations and delimitations of the study

The study is designed to investigate the influence of micro finance services on growth of women owned enterprises in Kitui central sub-county. For this reason, it covers only women owned businesses in Kitui Central Sub-County hence the research findings may not be a representative of other Sub-Counties. Other likely constraints

are resources of finances and time. This is because a lot was expected to be undertaken within limited time that is available. A budget was a crucial tool to manage finances while a time schedule was required to manage time.

Also the respondents approached may be reluctant in giving information fearing that the information sought might be used for other purposes and probably to intimidate them. The researcher handled this problem by introducing himself with an authority through a letter from the University and assured them that the information given was treated confidentially and it will only be used purely for academic purposes.

CHAPTER TWO

LITERATURE REVIEW

2.0 Introduction

This chapter provides the analysis of the existing literature by earlier scholars on microfinance institutions, women owned enterprises and the influence of microfinance institutions services on growth of women businesses. The chapter is presented under the following headings: Introduction; Theoretical review; growth of enterprises; accessing business finance; effect of micro savings on growth of women enterprises; effect of training services on women enterprises; empirical review and conceptual framework.

2.1 Theoretical review

There are a number of theories that try to explain the concept of microfinance and its role in improving the entrepreneurial ability of women in the emerging markets. Governments and development partners have invested heavily in these economies to help alleviate poverty which is a hindrance to development of the financial markets and empowering the citizens economically. The theories discussed below presents arguments which was used in determining the research variables and predicting the relationship between growths of women owned enterprises and microfinance services.

2.1.1 Resource based theory.

The literature on access to credit by micro enterprises considers resource based theory as a framework for identifying and analyzing resources available to a firm. The theory encapsulates resources into property that are tradable and non-specific and knowledge as ways of transforming tangible input resources (Wiklund and Shepherd, 2003). The

theory views internal dynamism of the enterprise as an important consideration in obtaining credit from financing institutions.

The argument lies in planning and controlling of resources that no doubt attracts lenders and enhances implementation of strategies that ultimately results in efficiency and effectiveness of the firm. Arising from the theory, Lore, (2007) identifies sources of knowledge based resources as age, education, family business history, entrepreneurial experience, industry specific know how, training and social capital. Sourcing funds from traditional financial institutions has been a major test for micro enterprises.

According to Ahmed (2002), the theoretical explanation for this phenomenon lies in the problems of asymmetric information in financial intermediation. Financial institutions collect information on the clients to understand worthiness and to hedge against loss of funds. Lenders inquire and secure information on performance of enterprise before they commit their resources to lending. The problem is not just asymmetric information but also physical and socioeconomic barriers (Bennett, 1998).

The physical barriers constrain financial institutions to gather information on their prospective clients and once funds are advanced institutions get into difficulties to monitor its use (Ahmed, 2002). The barriers prevent interactions and consequently, micro enterprises are unattractive to lenders. The problems are even more acute for women micro enterprises because of lack of collaterals as security for the credit. Kenya generally has several sources of financing enterprises, ranging from government to banks and micro-finance institutions but for women in micro enterprises access is limited. Stevenson and St-Onge (2005) observe that the more

formal the financing mechanism, the fewer the number of women accessing them because of lack of collateral which limits them to savings or micro credit.

2.1.2 Social learning theory

The Social Learning Theory approach emphasizes the role of entrepreneurial socialization which is anchored in Social Learning Theory (Albert Bandura, 1977) as an explanation of entrepreneurial behaviour and career development. Social learning can occur through the observation of behaviour in others, often referred to as role models. The individual socialization process which occurs in the family setting transmits social norms, language, educational aspirations, and shape career preferences through observation learning and modeling.

The utility of social learning theory to explain entrepreneurial performance has been explored in several studies. The effects of observational learning through perceived parental entrepreneurial role model performance was explored by Sherer et al (1989), these authors found that the presence of a parent as an entrepreneurial role was associated with increased education and training aspirations, task efficacy and expectancy for an entrepreneurial career. In the context of this research, the society under which the study was carried has a cultural trend that the boy child is the heir of property; girls do not have social authority to inherit property, businesses included. The small number of self-employed women within Kitui Central Sub-County suggests women have fewer role models to emulate.

2.1.3 Pecking Order Theory

Another financing theory that is very familiar with the operations of the small business is the pecking order theory, proposed by Myers (1984). It sheds light on the incentives that drive SME s capital structure decisions. This theory proposes that

firms prefer to use internal sources of capital first and will resort to external sources only if internal sources are inadequate. This theory has been found to be relevant to the financing of SMEs. Most SMEs start with internal financing before looking for external sources. Older firms, by definition, have had more opportunities to accumulate retained earnings than younger companies and thus more funds are available to finance operational growth. Pecking order theory suggests that those funds should be used before external capital sources are tapped.

Holmes and Kent (1991) found that small businesses experience a more intense version of pecking order in their decisions because access to appropriate external sources of capital is limited. It has been noted that small businesses differ in their capital structure but their intense reliance on pecking order is only one of the variables that make small businesses financing decision unique. Small businesses rely on private capital markets, while larger firms are financed through public market. Information on small businesses is much less readily available than information on larger firms which can be picked up in the annual reports.

Small businesses reliance on private markets limits the types of financing that they can receive; most small businesses rely on commercial banks and finance companies to provide capital (Berger and Udell, 1998). In most cases, the cost of capital for small businesses is usually higher than it is for larger firms. The size of the loan and lack of information on the quality of operation of the small firms force lenders to protect their investment by demanding higher rates of return, which come in the form of high interest rate and high cost of capital for the small firm. In an attempt to avoid higher cost of capital smaller firms are then forced to use more short term debt, which carries lower costs but raises the firm's risk (Chittenden et al., 1996). When loaning to small businesses, most financial institutions require the owners of the small businesses to

personally guarantee the loan. These personal guarantees allow the institution recourse against the personal wealth of the small businesses owner in the event of default (Berger and Udell, 1998).

2.1.4 Financial Systems Model

The aim of financial systems approach is achievement of maximum outreach of MFIs services through a sustainable institution that focus on a financial intermediation model (Rosenberg, 2003). In this approach MFIs do provide finance to the public e.g. commercial banks; or serve only their members such as village banks. This MFIs loan portfolio is financed from savings mobilized or commercial debt and for-profit investment, or retained earnings such as micro lenders. These MFIs are differentiated from informal money lenders like, unregulated institutions such as NGOs and from subsidized formal micro credit where a regulated institution such as a state-owned bank channels government or donor funds to borrowers at subsidized interest rates (Rosenberg, 2003).

Those who support the financial system believes that, both the government and donors need to shift the allocation of their scarce resources to promoting the replication of this model as oppose to direct financing of loan portfolios. This model however poses a challenge in terms of; the approach relies on market approach which may be thin and weak in marginal areas (Rutherford, 2000). Bogan, et al., (2007) however, argued that, even in these areas, market solutions can be found to overcome any obstacles.

2.2 Empirical review

The empirical review of literature presents a discussion of studies in line with the study objectives. Pyrczak and Bruce (2011) notes that empirical review helps in

creating insight on the available literature on the study area. This is usually crucial since it provides a better understanding of the subject matter while at the same time helping in avoiding a study that would result in duplication of the available material. This section thus presents a discussion of studies in line with the study objectives to facilitate in the identification of the research gap that the study will aim at bridging.

2.2.1 Access to business finance and women owned enterprises

Women entrepreneurs lack adequate physical capital (loan access and savings) for business as well as human capital (skill acquisition and education) and bonding which force them into quest for micro-finance (Ibru, 2009; Kuzilwa, 2005). According to (Antoncic, 2006; Brata, 2004) Unemployment, low household and business income, lack of asset collateral required by conventional banks, high interest rates, their inability to save, small nature of their firms, age of their firms and type of industry they engage in they generate less profit, less sales turnover relative to men and have low survival rate due to low start-up capital, and are less growth oriented. Therefore, providing them with micro-finance loans would create an opportunity for them to engage in new business or improve an existing one (Allen et al., 2008), thereby leading to business performance in terms of increased income (Brana, 2008).

Brana (2008) observed that women's lack of capital at the start-up and growth stages is due limited personal savings and this problem is much pronounced in developing countries due to unemployment and gender discrimination in high-paid jobs (Brana, 2008; Carter & Shaw, 2006). So they require start-up and working capital from micro-finance institutions .However, it is argued that women use more of personal savings than loan, to start and grow their enterprises ((Gatewood et al. 2004). Previous studies found that loan access had positive impact on enterprise profit performance in Nigeria

(Ojo, 2009), Nicaragua (Martin, 1999) and Croatia (International Fund for Africa Development, 2006).

Specifically, women owned MSEs are important in economic growth of a country and their improvement should form part of a country's development strategy. As Buttner, (2001) rightly argues they play an important role in reducing poverty and promote development by tapping into people's initiative, ingenuity and self - reliance. A study on the impact of gender distribution on employment (K-Rep 1998) shows that there was an overwhelming gender imbalance in employment before K-Rep loans-with only 38.9% of the people employed being women; compared to 61.1% men.

Women employment after the loans, however, grows at a faster rate (12.6%) than that of men (10.7%). This offsets the original imbalance in favour of women, whose proportion in total employment increased to 39.3% after the K-Rep. loan, indicating that with consistent empowerment, the gender-economic imbalance would improve towards equilibrium or better for the women (Musinga, 1994). The important roles that MSEs play in the development of the economy of Kenya has been recognized and documented in a number of studies. King (1996) for instance, provides a detailed review of the development of the MSEs in Kenya, where he identifies and discusses the critical turning points in the history of the sector. The contributions of this sector to the economy of Kenya have been studied by ILO (19720; McCormick (1988); Daniels and Radebaugh (1995), and King (1996). McCormick (1988) estimated that out of the roughly thirteen million Kenyans of working age in 1993, MSEs provided employment for 16% of the labour force. Daniels and Radebaugh (1995) estimated that MSEs created jobs for 100,000 workers in 1994 and 130,000 in the first half of 1995.

2.2.2 Effects of micro savings on women owned enterprises.

In Kenya, women entrepreneurs face unique socio-economic obstacles in running their businesses to an extent that their enterprises are likely to perform poorer compared to those run by their male counterparts (Musinga, 1994). Granted this, women-run enterprises would tend to create fewer jobs and experience higher failure rate or retardation than men-run-ones due to management constraints.

Women owned enterprises employ more women than men, a trend positive to the Kenya's gender demographic statistics at present. This implies that women-owned enterprises posit greater opportunity to salvage the unemployment situation in Kenya towards poverty eradication, especially because women numbers and responsibilities are currently major subjects for attention if faster economic development is to be realized. As such, it is expected that women-owned enterprises should increase women employment more than men-owned enterprises (Musinga, 1994), hence the potential to create viable occupation for the ever increasing women population in Kenya (CBS, 999).

In Kenya, giving an example of the clothing industry, Ongile and McCormick (1996) identified factors such as risk and business owners response to risk, demand, economies of scale, entrepreneurship, access to capital and government policies that could determine whether a given MSE grows or not.

Women Economic Development Corporation (WEDCO) had adopted the village banking methodology of lending, which involves working with existing groups, mainly of women, registered with the Ministry of Culture and Social Services. It uses the minimalist approach in lending to these women groups. Thus, credit is seen as the single most important factor in the development of MSEs. The basic features of the

lending system were described by Maalu et al., (1999). It lends to a revolving loan fund (RLF) group.

Despite its importance, saving trends in Kenya have not been steady for the last two decades. Gross domestic savings (GDS) as a percentage of Gross Domestic Product (GDP) range between 3.6% and 24.9% with Growth Domestic Investment (GDI) being between 7.7% and 25.0%. In the last two decades, GDS has been below GDI. This suggests in part that resources accumulated locally are inadequate for the country's investment needs. The external debt crisis of the 1990s coupled with the already widely acknowledged limitations of external donor financing (for example, tying of aids in various forms) emphasizes the need to increase business domestic savings.

The opportunity to save rather than access to credit would lever the poor out of poverty (Buckley, 1997; Robinson, 1996). Moreover, some of the poor people are willing only to save, not to borrow. The ability and opportunities to save also serve as protection against illness and occasional unemployment (Rhyne and Otero, 1992:1562). It should also be noted that the non-material advantages of saving for low-income micro entrepreneurs include among others the fact that saving promotes the borrowers' own responsibility and self-help and familiarizes them with prompt repayment (Gulli, 1998:66-67). The saving requirement is also testing member's ability and willingness to repay their loans. Naslund et. al. (1993) show that women who have contributed more to their own savings have a higher repayment level. A possible reason is that those women are already accustomed to accumulating savings or contributing regularly.

2.2.3 Effects of training and advisory services on women owned enterprises

Walter and Dohse, (2009) define entrepreneurship training as the building of knowledge and skills in preparation for starting a business. Thus, the purpose of entrepreneurship training is very specific. Drucker (1985) argued that entrepreneurship is a practice and that “most of what you hear about entrepreneurship is all wrong. It’s not magic, it’s not mysterious, and it has nothing to do with genes. It’s a discipline and, like any discipline, it can be learned.”

Agreeing with Drucker’s concept of entrepreneurship, then it follows that education and training can play a key role in its development. The level of education and training required to develop each of these skills was highly dependent upon the levels of human capital that individuals might already possess before embarking upon their entrepreneurial journey. Indeed it has been argued that developing these skill-sets will engender enterprising persons who should be equipped to fulfill their potential and create their own futures, whether or not as entrepreneurs (NESTA, 2008).

Storey, (1994) argues that it is just a minimal group of enterprises germinating rapidly who provide the real increase in jobs and therefore it is these firms which policy makers should be converging upon. However, identifying how small businesses can be transformed into growth-orientated firms remains elusive and despite the magnitude of research on growth firms, researchers remain uncertain regarding why some firms grow and others do not when originating from similar circumstances. Ledgerwood (2000) argued that start-up business needs more than financial services. They need skills, training or other inputs to make their enterprises a success.

2.3 Research gaps

A number of studies have been conducted on microfinance services. Copstake et.al (2000) did a study on the impact of microcredit on poverty in Zambia. The programme was not directed towards the poorest business operators but one third of the clients who were below national poverty line. Those who graduated from their first to second loan on average experienced significant higher growth in their profit and household income, as compared with otherwise similar business operators. The borrowers also diversified their business activities more rapidly. However some borrowers were worse off especially among the 50% or so who left the programme after receiving only one loan.

Hashemi et.al (1996) investigated whether women's access to credit has any impact on their lives, irrespective of who had the managerial control. Their results suggest that women's access to credit contributes significantly to the magnitude of the economic contributions reported by women, to the likelihood of an increase in asset holdings in their own names, to an increase in their exercise of purchasing power, and in their political and legal awareness as well as in composite empowerment index.

Mayoux (1997) argues that the impact of microfinance programmes on women is not always positive. Women that have set up business enterprises, benefits from small increases in income at the cost of heavier workloads and repayment pressures. Sometimes their loans are used by men in the family to set up enterprises, or sometimes women end up being employed as unpaid family workers with little benefit.

It has also been observed that small increases in women's income are also leading to a decrease in male contribution to certain types of household expenditure. Rahman

(1999) using anthropological approach with in-depth interviews, participant observations, case studies and a household survey in a village, finds that between 40% and 70% of the loans disbursed to the women are used by the spouse and that the tensions within the household increases (domestic violence).

Locally, Otero (1999) found that micro finance institutions are seen as avenues through which development can be channeled to reduce poverty and improve peoples' livelihoods. From the above review limited studies have concentrated on the effect of micro finance services on growth of women owned enterprises in Kenya. This study therefore seeks to fill this research gap.

2.4 Conceptual Framework

Mugenda and Mugenda (2003) said a conceptual framework is a graphical or diagrammatic representation of the relationship between variables in a study. In this study, the conceptual framework is based on independent variables which are availability of credit facilities, micro savings services, training and advisory services while the dependent variable is the growth of women owned enterprises. The following figure gives a brief summary on the relationship between the independent and dependent variables used.

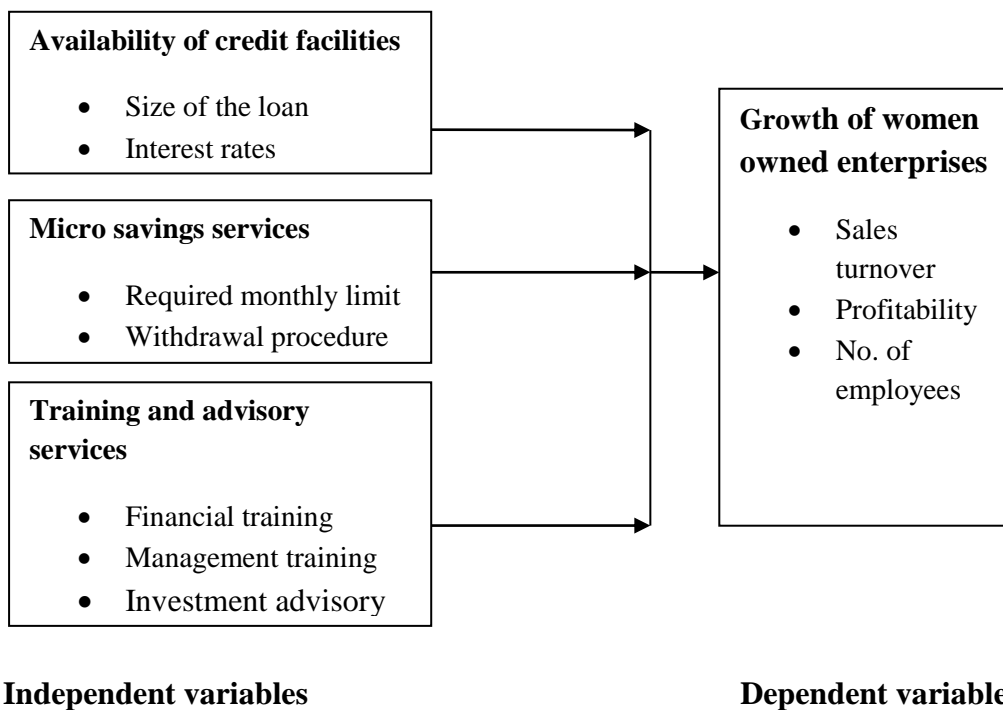


Figure 2.1 Conceptual Framework

Source: Author (2016)

CHAPTER THREE

RESEARCH METHODOLOGY

3.0 Introduction

This section described the methodology that was used in gathering data, processing the data and translating the collected data into meaningful information. Therefore it discussed the research design, target population, sampling design and sample size, research instrument, data collection procedure pilot testing and data analysis technique.

3.1 Research design

The study adopted descriptive census survey method which aimed at establishing the effect of microfinance intervention on growth of women owned enterprises. The design was chosen for this study due to its ability to ensure minimization of bias and maximization of reliability of evidence collected. Also the study adopted Census survey method since the population of interest was sizable. This provided full representation. Descriptive census survey research design was chosen because it involves collecting data in order to answer questions concerning the current status of the subjects of the study (Kerlinger, 2000; Mugenda & Mugenda, 1999).

3.2 Target population

According to Cooper and Schindler (2003), a population is the total collection of elements about which we wish to make some inferences. The idea is not far from Mugenda & Mugenda's view as they define a population as the entire group of individuals, events or objects having a common observable characteristic. The target population consisted of all women engaging in micro and small business operations who had benefitted from microfinance services which totaled to 230 from the two

major microfinance institutions from the sub-county. The study only considered women who own and run business, and have a physical presence (shop, workshop, house from where the business operates).

3.3 Sampling frame

The researcher adopted census method and the sample size consisted of all women engaging in active business operations as provided in the list of appendix 111 from the two major microfinance institutions in Kitui Central Sub-county. According to this list from KWFT Kitui branch and Faulu Kenya Kitui branch, there were 130 and 100 women respectively who had benefitted from microfinance services and who operated and owned businesses in Kitui Central Sub-county over the last five years.

3.4 Data collection Instruments

Mugenda and Mugenda (2003) define data collection instruments as tools used to collect data from respondents. This study involved use of primary data and as such questionnaires were used to collect primary data (Dwivedi, 2006). Structured questionnaires were used to elicit a wide range of baseline information about influence of microfinance services on growth of women owned enterprises. Primary data was collected using census method where questionnaires were distributed to all women beneficiaries of microfinance services as provided in appendix 111.

3.5 Data Collection Procedures

To implement the general objectives plans of a research study, methods of data collection must always be used. McMillan and Schumacher (1993) argues that in order to begin the research, the researcher should formally acquire an introduction letter from the university identifying who he/she is, stating the intent of the student to conduct a research, the purpose and within what period.

From the information that the researcher got from KWFT, women beneficiaries met monthly on different dates in each ward with the institution's officials. Therefore the researcher took advantage of these opportunities to distribute questionnaires in each ward during these meetings with the help of research assistants. On the other hand according to Faulu Kenya, women beneficiaries met once every month at branch headquarters, hence the researcher was able to distribute questionnaires on the first day of the meeting and then collect them the following day in the evening since the meetings went for two days.

3.6 Pilot Test

The data collection materials were pre-tested first to make appropriate modifications before embarking on the main study. The pilot study was conducted in Kitui Central Sub-county. During piloting, the study familiarized itself with the nature of expected respondents during the main study. Due diligence was taken to ensure that the questions asked in the questionnaires were not too lengthy or so worded that would make the respondents unable to follow them. The data was also tested for validity and reliability to ensure meaningful results.

3.7 Data Analysis techniques

Yin (2003) pointed out that analysis of data involves examining, categorizing, tabulating or otherwise combining the evidence to address the initial propositions of a study. Before data entry, screening was done. Data screening ensures that responses are legible and understandable and that responses are within an acceptable range and are complete, and all of the necessary information has been included (Leary 2004). Collected data was coded and entered into the SPSS version 20 program for analysis.

Descriptive statistics were used to summarize the data including percentages and frequencies. Tables and other graphical presentations as appropriate were also used to present the data collected for ease of understanding and analysis. Inferential statistics, Pearson correlation, which ranges from negative one to positive one inclusive ($-1 \leq r \leq +1$) was used to test the association between the depended and independent variables. Multiple regressions were also used to determine the prediction factor of dependent variable caused by independent variables. This is a set of techniques for generating predicted scores for one variable, in this case the dependent variable, from three predictor variables, in this case independent variables. Similar model was used by Kwamboka (2014). The constant is the true mean value of growth of women owned enterprises when the independent variables X_1, X_2, X_3 is equal to zero. $\beta_1, \beta_2, \beta_3$ are the regression parameters to be estimated, measures the partial effect of micro credit, micro savings and training/advisory services on growth of women owned enterprises that is the effect of one unit increase in these independent variables.

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + \epsilon \text{ where}$$

$\beta_1, \beta_2,$ and β_3 is the regression coefficient of the independent variables

Y = Dependent variable (growth of women owned business enterprises)

β_0 = Constant

X_1 = Loan access

X_2 = Micro savings

X_3 = Training and advisory services

ϵ is the error term normally distributed about a mean of zero. For computation purposes it is assumed to be 0.

CHAPTER FOUR

DATA ANALYSIS AND PRESENTATION

4.1 Introduction

This chapter deals with data analysis, presentation, interpretation and discussion. The data was obtained through the use of as the questionnaire as the main research instruments. The filled questionnaires were coded and all the data analyzed through the SPSS version 21 to generate results. The data was analyzed by both descriptive (using visual aids in form of frequency tables, bar graphs and pie charts were used to present the results) as well as inferential statistics where the regression model was used. The study data was analyzed under three key categories which consequently constituted the objectives and variables for the study; these categories were influence of access to credit facilities from microfinance institution on growth of women owned business enterprises, influence of micro savings from microfinance institutions on growth of women owned business enterprises and influence of training and investment advisory services from microfinance institutions on growth of women owned enterprises.

4.2 Sample characteristics.

This section analyzes the demographic data of the selected respondents. It helps to build a profile of the respondents on their age, level of formal education for the respondents and their period in active business. The study findings are summarized in the subsequent sub-headings in tables, charts and graphs.

4.2.1 Response rate

The response rate for this study was 212 respondents which was 92% of the sample size of 230 respondents. According to Barbie (2002) a response rate of 50% is adequate for analysis and therefore 92% is beyond that threshold.

Table 4.1: Analysis of the response rate

	Frequency	Percentage
Returned	212	92%
Not returned	18	8%
TOTAL	230	100

4.2.2 Age of respondents.

The researcher wanted to find out the age of the women entrepreneurs from the selected women-owned businesses in Kitui Central Sub-county. Age of the respondents is significant because it indicates level of maturity in doing a business and in answering the questions. Table 4.2 shows that majority (36.8%) of the respondents were aged between 41-50 years, 20.8% were aged between 31-40, 19.8% were aged between 51-60 years followed by 20.8% who were 31- 40 years old.

Table 4.2 Age bracket.

Age	Frequency	Percentage
Under 20 years	3	1.4
21-30 years	25	11.8
31-40 years	44	20.8
41-50 years	78	36.8
51-60 years	42	19.8
Over 60 years	20	9.4
Total	212	100.0

4.2.3 Education Level of the Respondents.

The researcher sought to establish the highest level of education of the respondents. According to table 4.3 below, majority of respondents had a secondary education level of as shown by 59% of the respondents, 23.1% had a primary education, 15.6% had college education while a small proportion of respondents as indicated by 5 % had university education. This was so because most of them were women who had abandoned furthering their education and opted for business as a source of income. What this implied is that the selected women entrepreneurs would understand the questions and answer as expected because their level of education allows them to have the basic knowledge in reading and writing.

Table 4.3 Education levels

Level of Education	Frequency	Percentage
No education	0	0
Primary level	49	23.1
Secondary level	125	59.0
Tertiary level	33	15.6
University level	5	2.3
TOTAL	212	100

4.2.4 Period in active business

The researcher sought to establish the period of women enterprises in active business. In table 4.4 it was shown that majority (50.5%) of women had been in business for 6 – 10 years followed by 29.7% of those who had been in business for 1 -5 years. The results show that majority (68.9%) of the respondents had operated their enterprises for more than 6 years. From the above findings most of the respondents had been in operation long enough to know the dynamics of the business and be able to establish to what extent the micro finance activities affected the operation and growth of their enterprises.

Table 4.4 Period in active business

Period	Frequency	Percentage
Less than 1 year	3	1.4
1-5 years	63	29.7
6-10 years	107	50.5
11-15 years	31	14.6
Over 15 years	8	3.8
TOTAL	212	100

4.3 Correlations

The researcher further used the Pearson correlation, ranging from negative one to positive one inclusive ($-1 \leq r \leq +1$) to test the association between micro finance services from microfinance institution and growth of women owned business enterprises. A correlation of -1 meaning perfect negative correlation, +1 shows perfect positive correlation and 0 means no association.

Table 4.5: Correlations

		Loan access	Micro saving	Taining/advi sory services	Business Growth
Loan access	Pearson Correlation	1	.648**	.713**	0.852**
	Sig. (2-tailed)		.000	.000	.000
	N				212
Micro saving	Pearson Correlation	.648**	1	.408**	.633**
	Sig. (2-tailed)	.000		.001	.012
	N				212
Training/ advisory	Pearson Correlation	.713**	.408**	1	0.774**
	Sig. (2-tailed)	.001	.000		.000
	N				212

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

Table 4.5 shows that there was a strong positive correlation (association) ($r = 0.852$) between access to credit facilities from microfinance institution and growth of women owned business enterprises. There was also a strong positive correlation (association), $r = 0.633$ between micro savings from microfinance institutions and growth of women owned business enterprises. There was a strong positive correlation (association), $r = 0.774$ between training/ advisory and growth of women owned business enterprises.

4.4 Multiple regression analysis

The researcher further sought to establish the contribution of each of the independent variables; (loan access, micro savings and training) to the growth of women owned business enterprises.

4.4.1 Model summary

In the model summary Adjusted R squared is coefficient of determination which tells us the variation in the dependent variable due to changes in the independent variables,

from the findings as shown in the table the value of adjusted R squared was 0.742 an indication that there was variation of 74.2% on the growth women owned enterprises due to changes in microcredit, micro savings and training provided by MFIs at 95% confidence interval. R is the correlation coefficient which shows the relationship between the study variables. From the findings shown in the table below there was a strong positive relationship between the study variables as shown by 0.736.

Table 4.6: Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.736 ^a	.542	.742	.221

4.4.2 The Analysis of Variance (ANOVA)

To determine whether the overall regression model was a good fit for the collected data, an ANOVA was done. The ANOVA analysis is intended to investigate whether the variation in the independent variables explain the observed variance in the outcome – in this study growth of women owned enterprises. The ANOVA results established the significance of the regression model from which an f-significance value of $p < 0.001$ was established implying that the model has a less than 0.001 likelihood (probability) of giving a wrong prediction. Hence the regression model has a confidence level of 95%. The output in this case is presented in the table 4.15 below.

Table 4.7: ANOVA

	Sum of Squares	Df	Mean squares	F	Sig.
Regression	2.112	1	3.062	10.11	0.000
Residual	11.732	8	0.745		
Total	13.844	9			

- a. Dependent Variable: growth of women owned business enterprises institutions
- b. Predictors: (Constant), microcredit, micro savings and training provided by MFIs.

4.4.3 Regression coefficients

The regression model was used to establish the relationship between the independent variables and the dependent variables. The regression model obtained was;

The model was obtained as;

$$Y = 0.664 + 0.822X_1 + 0.234X_2 + 0.741X_3.$$

The coefficients in regression model were presented in Table 4.8.

Table 4.8: Coefficients of the regression model

Model	Unstandardized		Standardized	T	Sig.
	Coefficients		Coefficients		
	B	Std. Error	Beta		
(Constant)	.664	.114		18.250	.000
Loan access (X ₁)	. 0.822	.0541	0.471	2.110	.001
Micro savings (X ₂)	0.234	.056	.449	1.442	.001
Trainings (X ₃)	0.741	.0521	.821	3.12	.000

It can be noted that the independent variables were all significant at 5% significant level. The regression model revealed that there was a strong positive relationship between loan access and growth of women owned business enterprises by a factor of 0.822. This means that a unit change in loan access will lead to a change in growth of women owned business enterprises by a factor of 0.822 which is the highest contribution in the model.

These results are in line with Ibru (2009) and Kuzilwa (2005) who argued that women entrepreneurs lack adequate physical capital (loan access and savings) for business as well as human capital (skill acquisition and education) and bonding which force them into quest for micro-finance. According to (Antoncic, 2006; Brata, 2004) Unemployment, low household and business income, lack of asset collateral required by conventional banks, high interest rates, their inability to save, small nature of their firms, age of their firms and type of industry they engage in they generate less profit, less sales turnover relative to men and have low survival rate due to low start-up capital, and are less growth oriented. Therefore, providing them with micro-finance loans would create an opportunity for them to engage in new business or improve an

existing one (Allen et al., 2008), thereby leading to business performance in terms of increased income (Brana, 2008).

The second objective for this study was to examine the influence of micro savings from microfinance institutions on growth of women owned business enterprises. There was a coefficient of for the micro savings 0.234. This means that a change in savings would lead to a change in growth of women owned business enterprises by a factor of 0.234. It was however noted that the micro savings had the least contribution to the model.

These results are in line with Buckley (1997) and Robinson (1996) who argued that the opportunity to save rather than access to credit would lever the poor out of poverty. Moreover, some of the poor people are willing only to save, not to borrow. The ability and opportunities to save also serve as protection against illness and occasional unemployment (Rhyne and Otero, 1992:1562). It should also be noted that the non-material advantages of saving for low-income micro entrepreneurs include among others the fact that saving promotes the borrowers' own responsibility and self-help and familiarizes them with prompt repayment (Gulli, 1998:66-67). The saving requirement is also testing member's ability and willingness to repay their loans. Naslundet. al. (1993) show that women who have contributed more to their own savings have a higher repayment level. A possible reason is that those women are already accustomed to accumulating savings or contributing regularly.

The last objective for this study was to establish the influence of training/advisory and investment advisory services from microfinance institutions on growth of women owned enterprises. There was a strong positive relationship between trainings/advisory and growth of women owned business enterprises with a factor of 0.741. This means a unit change

in trainings will lead to a change in growth of women owned business enterprises by a factor of 0.741.

These results agree with European Commission report (2008), which indicated that, the aim of entrepreneurship education and training should be to ‘develop entrepreneurial capacities and mindsets’ that benefit economies by fostering creativity, innovation and self-employment. Storey, (1994) argues that it is just a minimal group of enterprises germinating rapidly who provide the real increase in jobs and therefore it is these firms which policy makers should be converging upon. However, identifying how small businesses can be transformed into growth-orientated firms remains elusive and despite the magnitude of research on growth firms, researchers remain uncertain regarding why some firms grow and others do not when originating from similar circumstances. Ledgerwood (2000) argued that start-up business needs more than financial services. They need skills, training or other inputs to make their enterprises a success.

4.5 Descriptive statistics

The researcher further presented the descriptive data for the study in this section where tables and other graphical presentations as appropriate were used to present the data collected for ease of understanding and analysis.

4.5.1 Microcredit access and growth of women entrepreneurship

The results about the access to credit were presented first. It was established that all the respondents (100%) had accessed the micro credit facilities in the last five years.

Table 4.9: Accessed micro credit facilities in the last five years.

Response	Frequency	Percentage
Yes	212	100
No	0	0.0
TOTAL	212	100

The researcher further sought to establish the amount of loan given to the women entrepreneurs. The results were presented in Table 4.10. It was established that Majority (38.7%) of the respondents were able to receive an average loan of between KES 501,000,000 – 750,000 in the last five years. Those who received KES 250,001-500,000 were (13.2%), (18.9%) received less than KES 250,000, 15.1% received between KES 750,000-1,000,000 while those who received more than KES 1,000,000 were only 14.1%. This was encouraging since such amounts could provide the enterprises with a strong base for business initiation.

Table 4.10 Loan provided by microfinance institutions to women entrepreneurs

Amount in KES	Frequency	Percentage
Less than 250,000	40	18.9
250,001-500,000	28	13.2
500,001-750,000	82	38.7
750,001-1,000,000	32	15.1
Over 1,000,000	30	14.1
TOTAL	212	100

The researcher also sought to establish the reason for accessing the loans. It was established that majority (99%) had obtained loan for business expansion while 1% had accessed loan for starting business. This means that MFIs are contributing a lot for expansion of old businesses as well as to start the new small-scale businesses.

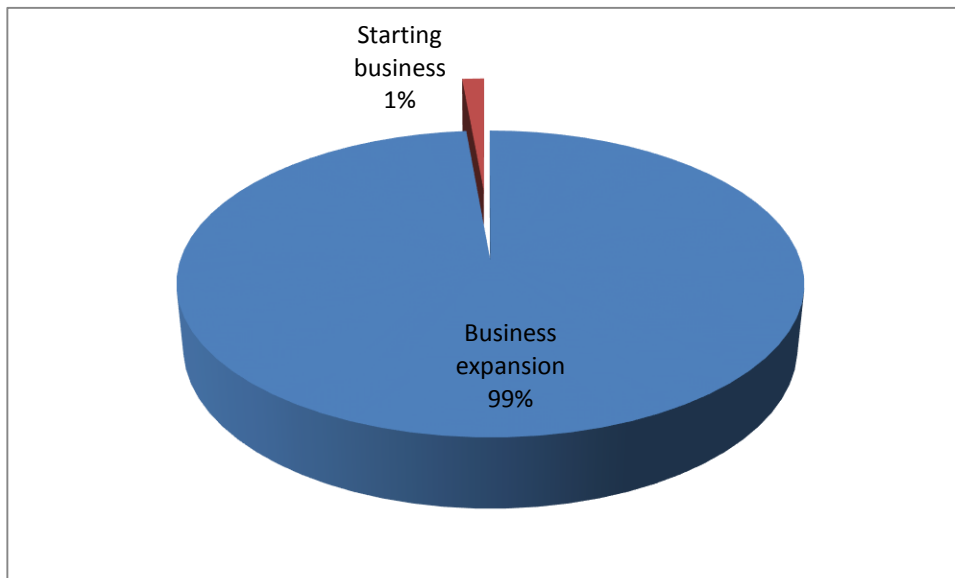


Figure 4.1: Reason for accessing loan

The researcher further sought to establish the extent to which the respondents agreed with the statement given in Table 4.11 concerning loans from microfinance institutions in a scale of 1-5 where 1- Strongly Disagree, 2 - Disagree, 3 – moderate, 4 – Agree and 5 – Strongly Agree. From Table 4.7 majority (47.7%) of the respondents strongly disagreed with the statement that the size of the loan issued is sufficient for the purpose while only 4.2% agreed. Also majority (59.4%) strongly disagreed with the statement that the interest rates charged are affordable implying that most of the respondents were not comfortable with the interest rate. Only 2.4% strongly agreed that the interest rates were affordable.

Table 4.11: Respondents opinion on loans

Statement	1	2	3	4	5	Total
The size of the loan issued is sufficient for the purpose.	101(47.7%)	84(39.6%)	18(8.5%)	9(4.2%)	0(0%)	212(100%)
The interest rates charged are affordable.	126(59.4%)	53(25%)	20(9.4%)	8(3.8%)	5(2.4%)	212(100%)

4.5.2 Micro savings and growth of women entrepreneurship

The second objective for this study was to examine the influence of micro savings from microfinance institutions on growth of women owned business enterprises. To achieve this objective the researcher first sought to establish whether the women entrepreneurs had any kind of micro savings with MIFs. The results were presented in figure 4.2. From this figure majority (60.4%) of the respondents had some savings with the micro finance institutions while only 39.6% had no savings. Some save for other uncertainties rather than access to credit.

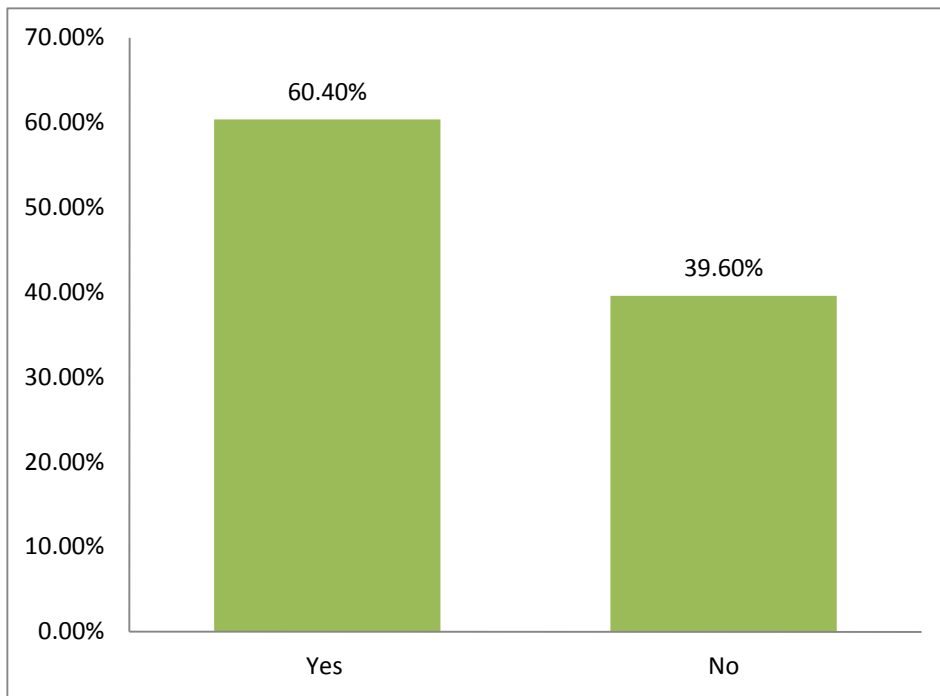


Figure 4.2: Those with savings

The researcher further sought to establish the average amount that the respondents had saved in the last five years. The results presented in Table 4.12 shows that majority (38.2%) of the respondent's business saved an average of one hundred and fifty thousand to two hundred thousand while 29.7% had saved between one hundred and fifty thousand to two hundred thousands, 16.5% had saved between one hundred thousand and one to one hundred and fifty thousand, 11.8% had saved less than fifty thousand on average while only 3.8% had saved above two hundred thousand.

Table 4.12 Average amount women entrepreneurs saved in the last five years.

Amount in KES	Frequency	Percentage
Less than 50,000	25	11.8
50,001-100,000	63	29.7
100,001-150,000	35	16.5
150,000-200,000	81	38.2
Over 200,000	8	3.8
TOTAL	212	100

The researcher further sought to establish the extent to which the respondents agreed with the statement given in Table 4.13 concerning women enterprises savings in a scale of 1-5 where 5= Very great extent; 4 Great extent; 3= Moderate extent; 2= Low extent and 1=Very low extent. The results in Table 4.13 shows that majority (60.4%) of women entrepreneurs indicated that to a very great extent, there is required monthly limit in savings while 13.2% indicated to very low extent. On the other hand majority (47.2%) to a great extent indicated that savings and withdrawal procedures are simple while 9.4% indicated very low extent.

Table 4.13: Respondents opinion on savings

Statement	1	2	3	4	Total
There is required monthly limit in savings	28(13.2%)	36(17%)	20(9.4%)	128(60.4%)	212(100%)
Savings and withdrawal procedures are simple	20(9.4%)	35(16.5%)	57(26.9%)	100(47.2%)	212(100%)

4.5.3 Training / advisory services and growth of women entrepreneurship

The last objective for this study was to establish the influence of training and investment advisory services from microfinance institutions on growth of women owned enterprises. To achieve this objective the respondents were first requested to indicate whether they had ever received any form of training or advisory service from the institution in the last five years. The results were presented in Figure 4.3. It was established that most (82%) of the respondents had received training service from the institution while 18% had not received training. This shows that the women had the information required for management of business enterprises.

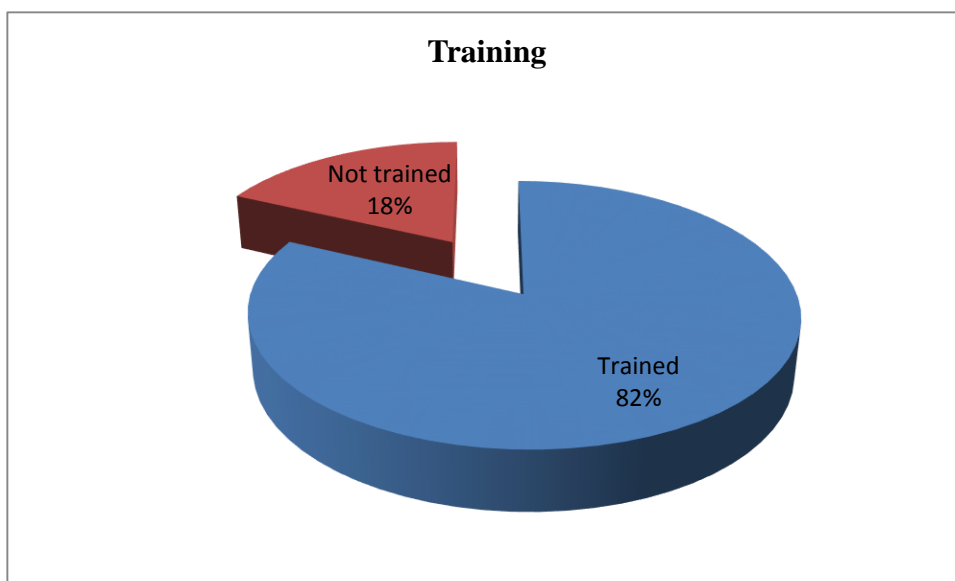


Figure 4.3: Training received

Further the respondents were required to indicate the form of training they had received. It was established that all (100%) respondents had received training on financial, management and advisory services. The respondents were also required to rank the services they had received using a scale of 1-5 where 1- Very low 2 - Low, 3 – moderate, 4 – High and 5 – Very high as shown in Table 4.14. Majority (39.7%) and (37.7%) indicated that management training and financial training ranked high and very high respectively while investment advisory was moderate (27.4%).

Table 4.14: Ranking of training received

Service	1	2	3	4	5	Total
Financial training	0(0%)	0(0)	69(32.5%)	63(29.7%)	80(37.7%)	212(100%)
Management training	0(0%)	63(29.7%)	78(36.8%)	63(39.7%)	71(33.5%)	212(100%)
Investment advisory service	36(17%)	52(24.5%)	58(27.4%)	33(15.6%)	33(15.6%)	212(100%)

CHAPTER FIVE

SUMMARY, CONCLUSIONS AND RECOMMENDATIONS

5.1 Introduction

This chapter presents a summary of the important elements of the study, discussion of major findings and interpretation of the results. This chapter further presents the conclusions drawn from the research findings as well as recommendations for improvement and suggestions for further research

5.2 Summary of the findings

The study sought to find out the influence of micro finance services on growth of women owned enterprises in Kitui central Sub-county. The study found that micro finance services have positive and significant influence on growth of women owned enterprises.

On the first objective of the study on influence of access to credit facilities from microfinance institution on the growth of women owned enterprises, the study established that all of women entrepreneurs were able to access microcredit facilities but most of them strongly disagreed that the size of the loan issued was sufficient. A further majority of the respondents also strongly disagreed that interest rates charged by MFIs are affordable.

On the second objective which sought to find out the role of micro savings on the growth of women entrepreneurship a majority of the respondents indicated had some savings with the micro finance institutions. Over a half of the respondents were of the view that the MFI have a requirement of minimum monthly limit in savings. To a greater extent majority declared that the procedure of savings and withdrawals are simple.

On the last objective it was clearly indicated that majority of the respondents had received training on financial, management and advisory services while a few had not received any form of training. Also management training was ranked highest as the most kind of training that had influence on growth of women owned enterprises. This was followed by financial training followed by investment advisory which was moderate.

The study also established that all the independent variables (loan access, micro savings and training) were all significant and that they positively influenced growth of women owned business enterprises. The study established that a unit change in loan access will lead to a change in growth of women owned business enterprises. It was also established that a change in micro savings will lead to a change in growth of women owned business enterprises. Also a unit change in trainings will lead to a change in growth of women owned business enterprises. It was also established from the model the coefficients of determination R square that the independent variables (loan access, micro savings and training) significantly explained the variation in the dependent variable (growth of women owned business enterprises thus fulfilling the goodness of fit test).

5.3 Conclusions from the findings

Based on the findings, the study concludes that the growth of women enterprises in Kitui Central Sub-county is due to changes in Microcredit, Micro savings and training/advisory services provided by MFIs. The results show that there is a strong positive relationship between the micro finance services and growth of women owned enterprises.

The study further concludes that there was a positive effect of access to credit facilities from microfinance institutions to growth of women business enterprises. The

access to loan facilities has the highest association with the growth of women business enterprises compared to the other variables. There was also a positive association between trainings and investment advisory service and microfinance institutions influence growth of women enterprises. However the association was lower than loan access though it was higher than micro savings. Lastly there was an association between micro savings and the growth of women enterprises though it was lower than access to savings and trainings and investment advisory service.

It can also be concluded that there is a major effect of the micro finance services on the growth of women owned enterprises in Kitui Central sub-county. This concurs with the findings of Cooper (2012) that microfinance services had a strong positive impact on the growth of SMEs.

5.4 Recommendations to policy

Based on the foregoing facts, it is established that microcredit services are available, but, women entrepreneurs tend to be reluctant to use them due to high interest rates that are charged and also the amount of loans provided by micro finance institutions are not sufficient. It is therefore recommended that financial institutions should increase the amount of loans to the women enterprises to increase access to loan facilities. Also the regulators of micro finance institutions should have a policy that will regulate the rate of interest charged by MFIs.

The study also recommends that MFIs to enhance women training mostly to enhance their skills. The leaders in the women enterprises should be trained and advised more on investment as the results in this study indicated that investment advisory was moderate.

5.5 Suggestion for further research

The study revealed that micro finance services contribute greatly to growth of women owned enterprises. This is evidenced by the *R-Square* which is the coefficient of determination that showed that the three independent variables in the model explain a big percentage of growth of women owned enterprises. It is also evident that micro credit and training/advisory services have a significant positive effect on growth of women owned enterprises. The study recommends further research on the influence of other micro finance services such as micro insurance and group savings on growth of women owned enterprises.

The study focused on the micro finance services on growth of women owned enterprises in Kitui central sub-county, whose contextual realities are totally different from other sub-counties. It is therefore suggested that similar studies be conducted in other sub-counties. It is also recommended that in depth studies be conducted on the causes of underutilization of micro finance services by women entrepreneurs. Further studies can also be done on factors influencing the effectiveness of training and investment advisory services from microfinance institutions on growth of women owned enterprises.

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APPENDICES

Appendix I: Introduction Letter

Yvonne Kanini Kimanzi

South Eastern Kenya University

P.O BOX 713-90200

Kitui

Dear Sir/ Madam

RE: REQUEST FOR DATA

I am a Master's student in the School of Business and Economics carrying out research on "**The Influence of Microfinance services on the growth of women owned enterprises in Kitui Central Sub-county**". The purpose of this questionnaire therefore is to gather information from enterprises of women who have benefitted from microfinance services. You have been selected as one of the respondents who will assist the research in providing the necessary data for the study. The information supplied was treated with confidentiality and will strictly be used for academic purposes only.

Thank you for your cooperation.

Yvonne K. Kimanzi-Researcher

0724902952

Email address: kimanziyvonne@gmail.com

Appendix II: Introduction letter from the university



SOUTH EASTERN KENYA UNIVERSITY
OFFICE OF THE DIRECTOR
BOARD OF POST GRADUATE STUDIES

P.O. BOX 170-90200
KITUI, KENYA
Email: info@seku.ac.ke

TEL: 020-2413859 (KITUI)
020-2531395 (NAIROBI)
E-mail: directorbps@seku.ac.ke

Our Ref: D61/KIT/20509/2014

Date: Wednesday, February 03, 2016

Kimanzi Yvonne Kanini
Reg: D61/KIT/20509/2014
Master of Business Administration
C/O Dean, School of Business and Economics

Dear Kimanzi,

RE: PERMISSION TO PROCEED FOR DATA COLLECTION

This is to acknowledge receipt of your Master in Business Administration Proposal document entitled, *"Influence of Micro Finance services on growth of women owned enterprises in Kitui Central Sub-County"*.

Following a successful presentation of your Master Proposal, the School of Business and Economics in conjunction with the Directorate, Board of Post graduate Studies (BPS) have approved that you proceed on and carry out your research data collection in accordance with your approved proposal.

During your research work, you will be closely supervised by Dr. Jared Ariemba and Ms. Anne Christine Kabui. You should ensure that you liaise with your supervisors at all times. In addition, you are required to fill in a Progress Report (**SEKU/ARSA/BPS/F-02**) which can be downloaded from the University Website.

The Board of Postgraduate Studies wishes you well and a successful research data collection as a critical stage in your Master of Business administration.

For Kimanzi

Prof. Cornelius Wanjala
Director, Board of Postgraduate Studies

Copy to: Deputy Vice Chancellor, Academic, Research and Students Affairs
Dean, School of Business and Economics
Chairman, Department of Business & Entrepreneurship
Dr. Jared Ariemba
Ms. Anne Christine Kabui
Director, Kitui Campus
BPS Office- To file

Appendix III: Questionnaire

Kindly fill in the following questions. Please respond to the questions as honestly as possible. The participation in the process is voluntary. In some questions you are required to fill in the details while others make a choice and tick appropriately.

SECTION A: Entrepreneurs' Background Information

1. What is the name of your enterprise (Optional).....
.....

2. What your age bracket?

Under 20 yrs. Between 21-30 Between 31-40

Between 41-50 Between 51-60 Over 60

3. What is the level of your formal education?

No education Primary level Secondary level

Tertiary level University level

4. How long have you been engaged in active business?

Less than 1 year Between 1-5years

Between 6-10 years Between 11-15 years

More than 15 years

SECTION B: Microcredit on growth of women entrepreneurship.

5. Have you ever accessed any microcredit facility in the last five years?

Yes No

6. If yes, how much on average?

Less than Ksh 250,000 Between Ksh 250,001-500,000

Between Ksh 500,001-750,000 Between Ksh 750,001-1, 000, 0000

Over Ksh 1,000,000

7. For what business purpose did you obtain credit for?

For starting the business For business expansion

8. To what extent do you agree with the following statement concerning loans from microfinance institutions? Use a scale of 1-5 where 1- Strongly Disagree, 2 - Disagree, 3 – moderate, 4 – Agree and 5 – Strongly Agree

Statement	1	2	3	4	5
The size of the loan issued is sufficient for the purpose.					
The interest rates charged are affordable.					

SECTION C: Micro savings on growth of women entrepreneurship.

9. Did you have any kind of savings with the MFI in the last five years?

Yes No

10. How much did you save on average?

Less than KES 50,000 Between KES 50,001-100,000

Between KES 100,001-150,000 Between KES 150,001-200,0000

Over KES 200,000

11. To what extent do you agree with the following statement concerning micro savings from microfinance institutions? Use a scale of 1-5 where 5= Very great extent; 4 Great extent; 3= Moderate extent; 2= Low extent and 1=Very low extent.

Tick as appropriate

Statement	1	2	3	4	5
There is required monthly limit in Savings.					
Savings and withdrawal procedures are simple.					

SECTION D: Training and advisory services on growth of women entrepreneurship.

12. Have you ever received any form of training or advisory service from the institution in the last five years?

Yes No

13. If yes, what type of training or advisory service?

Financial training

Management training

Investment advisory service

14. If you have ever received the above services in question 13 from microfinance institutions, how would you rank them? Use a scale of 1-5 where 1- Very low 2 - Low, 3 – moderate, 4 – High and 5 – Very high.

Service	1	2	3	4	5
Financial training					
Management training					
Investment advisory service					

SECTION E: Services provided by microfinance institution on growth of women entrepreneurship.

15. Has your business experienced growth in terms of sales, assets, employees, new branches, asset ownership in the last five years?

Yes No

16. Please give your assessment of the overall growth of your business for the last five years using the response scale of 1-5 where 1- Very low 2 - Low, 3 – moderate, 4 – High and 5 – Very high

Growth factor	1	2	3	4	5
Increase in sales					
Increase in profit					
Increase in no. of employees					

*******THANK YOU FOR PARTICIPATION*******

Appendix IV: Population of study

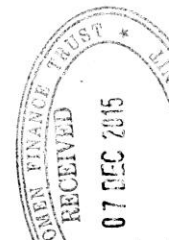
KENYA WOMEN FINANCE TRUST LIST OF ACTIVE BUSINESS WOMEN FROM KITUI CENTRAL SUB COUNTY WHO HAVE BENEFITED FROM OUR MICRO FINANCE SERVICES

CLIENTS NAME	CONTACTS
1 MWINDE, ELIZABETH KAVUTHA	724902952
2 MUSYOKA, SHARRON KASYOKA	711140410
3 MULEWA KIILU, MULEWA KII	727098805
4 ROSE MBOLOI, ROSE MWENGEA	723568910
5 MUYANGA MAWIA, MUYANGA	734529687
6 WAMBUA, JACKLINE KAMBUA	725859671
7 KIVELANGE, LUCY MWIA	721847123
8 NGEWA, JANE MUMO	736589674
9 KAVINYA, KITONGA ZIPORAH	722567884
10 KINUU, KINUU NZENGWA	721456352
11 NZIKALI, KAVITI	723980941
12 KIMANZI, KALUKI KIMANZI	720897854
13 MWILU, MWENDE JOSEPH	700195212
14 MBULO DAMARIS KALEKYE, M	720920664
15 MWEMA, NANCY MARTHA	710235878
16 WANZA, WANZA MWILU	711459687
17 MUTUNGA, MONICA MUTUNGA	719235870
18 RACHAEL, NGINA NGALA	735265874
19 MUTUA, MAWIA MARGARET	736589745
21 NZIOKA, DORCAS MUEKE	720258978
22 OMARI, ELIZABETH	700238597
23 KITEME, VERONICA SYOMBUA	725189747
24 MBOLOI, VERONICAH MUSANGI	725238889
25 MAITHYA, EUNICE MUTINDI	721881332
26 MUTINDI MAKAU, MAKAU	725968745
27 MUMO, HELEN MWENDE	723564870
28 NJUGUNA, MARY WANJIRU	727123654
29 NDUVA, ELIZABETH MULINDA	713885588
30 KYANGANGU, KAVULA	722134569
31 MUNYOKI, FAITH MUSENYA	722564878
32 MWAMBUI, LYDIA KAMBUA	723564879
33 MUNYALO, NDUKU	724963669
34 KIMEU, MERCY SYOMBUA	721564879
35 KYENZULYE KATEE, KATEE KY	722005821
36 MUTIA, KASIVILI	721230561
37 KYENZULYE, HELLEN NZISA	723000056
38 MOKI, MOKI KAVITHE	720258796
39 NZENGULA MWIKALI, MWIKALI	725210369
40 MUSYOKA, RACHEL MWIKALI	721897456
41 KATIWA ANNA, ANNA MKATSAW	729789623



42 MWENDE, VERONICA KYENZA
 43 MULEI, ANNAH
 44 KIOKO, ANDRONICUS MWIKALI
 45 MALII, MALII JEMIMA
 46 WAMBUA, MARY KALEKYE
 47 MBITI MILCAH KAMBUA , MIL
 48 KIVUNIO CELINA MUTONGOI,
 49 MUTUNGA, MARY MUNYIVA
 50 PATRICK, FAITH VIVI
 51 KATANGA, MILDRED MAWIA
 52 SAMUEL, SERAH SAMUEL
 53 MULWA, PENINAH MUTHIO
 54 WAMBUA, AGNES WAMBUA
 55 MUNYOKI, ANNA MUNYOKI
 56 MUSEE, ROSE MUSEE
 57 MUTUA, FAITH MUTINDI
 58 MBUVI , MUKAI FLORENCE
 59 SYOVATA, SYOVATA MWANZIA
 60 KILONZO, RODAH
 61 WAMBUA, JEMIMA MUTUMA
 62 MUNUVE YUNISI, YUNISI KAV
 63 ELIZABETH, NGINA NGONGE
 64 MUEKE, ROSE PHYLES
 65 KITHOME, KOKI KITHOME
 66 MUSYOKA, KAVATA MUSYOKA
 67 JOHN, MWENDE
 68 NYAMAI ELIZABETH, NYAMAI
 69 NDIMA, ELIZABETH
 70 MWANGANGI, ELIZABETH KATH
 71 PATRICK, MUKELI
 72 Mwendwa, Peris Kavithe
 73 Muluvo, Monica Syombua Mu
 74 Joseph, Mary Joseph
 75 KIMANGA, KAVENGI MUNYASYA
 76 MUTUA, RODA
 77 PHILIP, KAVATA KINYAMASYO
 78 WILLY , MARITINA MUTHOKI
 79 MWALIMU, FLORENCE DAMARIS
 80 NGEI, KANINI PAUL
 81 MUTUNGA MUMBE, MUMBE MUTU
 82 MULU, MARY
 83 PAUL, FAUSTIN TELESIA
 84 JOHN, WINFERD JOHN
 85 KASUNGWA KYALO , KASUNGWA
 86 JIMMY , MAGGIE KAKUKI
 87 NGALA, RODAH SYOMBUA
 88 MUNYAO, KALEKYE

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723791360	
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721713636	
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726354897	
721456987	
736897654	
725895625	
700154678	
700123654	
708564212	
710562314	
711895647	
723456852	



89 WAMBUA, MUNANIE	722159753
90 KAVEKE, VERONICA KAMENE	721456521
91 Kilonzi, Lenah Kingoo	700564123
92 Ngangi, Katumbu	728963214
93 Musyoka, Lenah Stephen	725123963
94 Mboo, Kaindi	722159852
95 MUASYA, ROSE	700123524
96 MASILA, MBOVI	724569852
97 MWILU, NAUMI	725639789
98 ITUKU, MERCY WANJIRU	724960258
99 MUSAU, JUNICE KASYOKA	78956230
100 MULU, LUCIA MULU	723564789
101 MUNYAO, JOSEPHINE KATIKU	711235689
102 OBUYA, JOCELYNE GESARE	721457896
103 JACOB, ASSUMPTER MWENDE	724123369
104 KYALO, FAITH NYIVA	720564785
105 MBUTU, CYNTHIA MUMBI	723159852
106 JOHN, ASINETH MWIKALI	712369685
107 MWANGO, KALEKYE FRED	721589632
108 NGUMBAU, ANNAH NYIVA	713524556
109 MUTINDA, SYOMITI MWUNA	700222564
110 MUTUNGA, JENNIFER MUENI	721589645
111 MASYA, CATHERINE MUSANGI	720031456
112 WINO, MUENI WINO	721456987
113 MUNYASYA, PURITY MBESA	722456789
114 MWANZIA, ELIZABETH	721564874
115 KITHUKU, CATHERINE TAABU	723456968
116 JAMES, MARGARET MUENI	723564789
117 KANYANGA, BEATRICE AFANDI	724920902
118 WAMBUA, MARGARET KASYOKA	736457896
119 MUEKE, ROSEMARY MUTHEU	721456369
120 NGETA ANNAH KITHUE, ANNA	721854796
121 NGUTHU, MUMBE	700124578
122 MAKAU, ANNAH SYOKAU	702456369
123 KIEMA, EUNICE KAMENE	723547896
124 KILONZI, GLADYS MUTANU	721235441
125 MUSYOKA, RUTH NDULULU	721003654
126 KITHEKA, SARAH WARUE	705897412
127 MUNYOKI, JACQULIN KALUMU	721456987
128 MUTINDA CATHERINE KASYOKA	712365412
129 MWENDWA, JOYCE MWENDE	736524178
130 MUTUA, VATA	700456987

SOURCE: KENYA WOMEN FINANCE TRUST-KITUI BRANCH

APPROVED BY: *Nicodemus*

SIGNATURE: *[Signature]*



07/12/2015

FAULU MICRO-FINANCE BANK LIMITED

**LIST OF ACTIVE BUSINESS WOMEN FROM KITUI CENTRAL WHO HAVE
BENEFITED FROM OUR MICRO-FINANCE SERVICES**

S/No	NAME	PHONE No.	ID No.
1.	Rose Masika	0716005323	10586561
2.	Phoebe Katiwa	0727958633	86982563
3.	Doris Mwaniki	0717717777	89902264
4.	Julian Mwendwa	0720829447	10752692
5.	Rosemary Wayua	0721128257	25689456
6.	Janet Mbinya	0722566597	85693228
7.	Mercy Peter	0725340226	11051966
8.	Beatrice Mulevu	0706144890	21790344
9.	Sylvia M.Nguli	0719278968	29877444
10.	Sabina Katiwa	0717792390	1150275
11.	Jacqueline Mulwa	0717786621	26543589
12.	Irene Joseph	0727770583	10957715
13.	Sabina M.Mbuvi	0712312373	7005947
14.	Mutende Mwema	0701546342	13781720
15.	Peninah N.Nzusi	0727068814	28047325
16.	Elizabeth S.Musili	0705003662	44875249
17.	Benedetta K.Kivosyo	0721950638	36604431
18.	Phoebe K.Musila	0727510210	28602324



20.	Winfred Mueni	0711568828	9753072
21.	Kanini Makuthu	0726584757	27872116
22.	Salome M.Kilonzo	0728900713	249442286
23.	Rebecca Mutune	0702607471	30096168
24.	Elizabeth Mumo	0712676422	20567646
25.	Carolyne Joel	0715297461	29410078
26.	Marrietta M. Kitonga	0716460727	24789654
27.	Farida Musyoka	0701742562	56982235
28.	Laveda Sammy	0713373448	11051663
29.	Kathini Mutie	0729058896	12644966
30.	Vaati Kilisya	0729451544	4636863
31.	Sophia Abdallah	0720988456	12645036
32.	Marry K.Vavu	0727510743	6452820
33.	Katakithi Kulumba	0703685674	5251183
34.	Christina Kaungu	0723422019	12631022
35.	Mumbi Samuel	0719815004	3791773
36.	Elisa Ngumi	0722922969	4640404
37.	Mwende Muli	0706742074	0305527
38.	Christine Ndo	0727971766	13583199
39.	Penina Kalekye	0718114814	8364684
40.	Elizabeth Leonard	0729726907	25698742
41.	Mutheu Onesmus	0726365016	33598745



42.	Gladys M. Musyoka	0721411972	23066416
43.	Jane Kalunda	0725352303	14458787
44.	Zipporah Koki Mumo	0728721389	30468605
45.	Hellen Ndanu Nguthu	0715527444	21651140
46.	Ndanu Muinde	0721962207	21874563
47.	Mutanu Malombe	0722367051	22269255
48.	Ruth Anthony	0721230744	9277358
49.	Beth Muthoka	0713341864	24899660
50.	Mary Achieng	0726005323	48547912
51.	Alice Karanga	0710459130	11639942
52.	Francisca Syengo	0723532285	11720076
53.	Joyce Nyamai	0716622255	13869748
54.	Lenah Nzioki	0704658972	3227727
55.	Rachael Musee	0714394419	20781615
56.	Mbeki Kalungu	0718315131	3221473
57.	Mwende Wambua	0719265895	3352698
58.	Frankliza Nyaga	0716622556	7895489
59.	Rose Syengo	0725265368	1140548
60.	Mulewa Wambua	0705267735	5489754
61.	Lenah Nzioka	0702539492	10094379
62.	Kambua Mutu	0710974886	0270230
63.	Agnes M.Syengo	0713109935	11720076



64.	Naumi Mailu	0724765473	13869748
65.	Grace Mwikali	0713512401	7005931
66.	Kakuyu Munyoki	0727370292	11639942
67.	Syombua Muema	0725706225	1147080
68.	Rose Ndingo	0724260907	1447949
69.	Kavutha Mulwa	0723201711	7414790
70.	Ndimu Ruth	0712021055	10094379
71.	Jacinta Munyao	0700566781	20781615
72.	Beatrice Kasuni Mutanu	0716089734	22017301
73.	Rebecca Mutindi	0705048716	0270230
74.	Ngina Masila	0729444225	12718469
75.	Maria Muema	0724706253	8677471
76.	Louis Syombua	0713501080	13097405
77.	Janet Mumbi	0700566781	23077511
78.	Emily Mutie	0714544759	10679209
79.	Kangwele Munyoki	0712577217	2590410
80.	Kalumu Munyoki	0701849549	7424564
81.	Sabina Muema	0717955353	21833261
82.	Nancy Kitheka	0720746828	7005660
83.	Linet Magwar	0726746693	28047325
84.	Sylvia M. Mutie	0721471926	23416921
85.	Esther M. Kiore	0729933535	2547895



86.	Munanie M.Mbui	0728116273	11006380
87.	Mutanu M.Nzelya	0724587685	7005514
88.	Mary Muvengei	0729010159	10879648
89.	Mutune Kimanzi	0720034118	12448916
90.	Martha Mulandi	0721674051	5335743
91.	Beth Kyeli	0723878667	11209102
92.	Kambua Musyimi	0724153876	9276762
93.	Nzungwa M. Musyoka	0722287657	10847959
94.	Salome Nduta Mwangi	0726724213	22204971
95.	Jacinta Mbete Mulwa	0726094832	11520565
96.	Jane Kilonzi	0715274943	11640721
97.	Caroline Kalungu	0702388461	12450056
98.	Lliian M. Ngwele	0720115015	11209186
99.	Rachael Muthoka	0727574388	11006986
100.	Mwia K.Musyimi	0722428810	22287416

SOURCE: FAULU MICROFINACE BANK LIMITED-KITUI BRANCH

Certified by:

Name: CHA. STONE 2015 BA RWA Sign: [Signature] Date: 02/12/15

