

**FACTORS INFLUENCING UTILIZATION OF WOMEN ENTERPRISE FUND: A
SURVEY OF BUURI DIVISION OF NORTH IMENTI CONSTITUENCY, KENYA**

BY

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DECLARATION

This research project report is my original work and has not been presented for the award of any degree in any other university.

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DEDICATION

This work is dedicated to my loving husband Wilson Muema, to my dear sons Victor Kyama and Caleb Mumo, to my adorable mum Monicah Kavindu , my late father Joshua Muli, to my siblings; Dorcas, Peninnah, Renny, and Caroline.

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ABBREVIATIONS AND ACRONYMS

ASEAN-	Association of Southeast Asian Nations
AWCF-	Asian Women in Cooperative Development Forum
BDS-	Business Development Services
BPFA-	Beijing Platform for Action
BPR -	Banque Populaire du Rwanda
C-WES-	Constituency Women Enterprise Scheme
DG&SDO-	District Gender and Social Development Officers
FIDA-	Federation of Women Lawyers
GAD -	Gender and Development
GOK-	Government of Kenya
IFAD-	International Fund for Agricultural Development
ILO-	International Labour Organisation
ILO-WED-	ILO Women's Entrepreneurship Development programme
MDG-	Millennium Development Goals
MSE-	Micro and Small Enterprise
NCCK-	National Council of Churches in Kenya
OECD-	Organisation for Economic Co-operation and Development
SEED-	Small Enterprise Development Programme
UN-	United Nations
UNDAW-	United Nations Division for the Advancement of Women
UNDP-	United Nations Development Program
UN-HABITAT-	United Nations Human Settlement Programme
UNIFEM-	United Nations Development Fund for Women
WAD-	Women and Development

WEF-

Women Enterprise Fund

WID-

Women in Development

ABSTRACT

Women play an important role in the economic growth of any country. However, their level of participation in economic activities has been influenced by a number of factors in the past most of which are culturally defined. Culture has been found to influence women economic participation in that it generally shapes their entrepreneurial behaviour. A number of global initiatives have been put in place to mainstream gender in all aspects of development and to give women an equal playing ground to participate in economic activities. Various campaigns pushing for inclusion of women in the development process have been carried for decades culminating to the development of the Millennium Development Goal of gender equality and women empowerment. In Kenya the government introduced Women Enterprise Fund in 2007 which is a flagship project under the social pillar of Kenya's vision 2030. The fund, which targets Kenyan women aged 18 years and above, focuses on empowering women economically through provision of business support services to women to develop their enterprises. In the financial year 2009/2010, all the constituencies were allocated Kshs.2 Million each. However, studies done on the status of the fund at the time shows some distinctions in the utilization of the fund where some constituencies had fully utilized the amount allocated while others had not. This study sought to investigate the various factors that influence the utilization of Women Enterprise Fund in Buuri Division of North Imenti Constituency in Kenya. The study used a descriptive survey research design and data was collected using a questionnaire. 200 women groups spread throughout the division formed the target population. 30 women group leaders and 14 group members adding up to 44 respondents in all formed the sample size. Data collected was analysed using descriptive statistics and multiple linear regression; and presented using frequency tables and percentages. The study found out that a significant relationship exists between level of awareness and utilization of Women Enterprise Fund. A unit increase in level of awareness increases the utilization of the fund by a factor of 1.253. The study also established that a significant relationship exists between loan repayment patterns and utilization of women enterprise fund. A unit increase in default rates reduces utilization of Women Enterprise Fund by a factor of 0.362. However, access to business development services was not found to have any influence in the utilization of the fund. It was recommended that the main objective of the fund be enhanced to include a component that can assist in transforming social relations and the structural causes of poverty because as it is, Women Enterprise Fund cannot achieve this.

CHAPTER ONE

INTRODUCTION

1.1: Background to the Study

Reducing poverty levels at grassroots is one of the major challenges facing most governments in the world especially third world [International Fund for Agricultural Development (IFAD), 2001]. A major obstacle faced by countries trying to escape the poverty trap is a lack of the human skills and abilities needed to make the transition out of poverty, and gender inequality is one of the greatest contributors to this problem (Wardof, 2005).

With more than one billion people in the world, the great majority of whom are women, living in unacceptable conditions of poverty, the empowerment of women is viewed as a critical factor in the eradication of poverty [Beijing Platform for Action (BPFA), 1995].

Since 1975, significant knowledge and information have been generated about the status of women and the conditions in which they live. This is according to chapter 38 of BPFA that continues to highlight that throughout their entire life cycle, women's daily existence and long-term aspirations are restricted by discriminatory attitudes, unjust social and economic structures, and a lack of resources in most countries that prevent their full and equal participation (BPFA, 1995).

According to the International Labour Organisation (ILO) 2009, historical, cultural and social circumstances have perpetuated women's inequalities and higher unemployment rates. On top of being overrepresented in the agricultural sector and the informal economies, they also occupy a disadvantaged position in terms of the share of vulnerable employment (i.e. unpaid

Family workers and own account workers) in total employment. As a result their jobs are prone to insecure employment, low earnings and low productivity.

As Cheston and Khun, (2002) observes, overall, evidence is mounting that improved gender equality is a critical component of any development strategy. According to World Bank (2001), as quoted by Cheston and Khun, (2002), societies that discriminate on the basis of gender pay the cost of greater poverty, slower economic growth, weaker governance, and a lower living standard of their people. Gender inequalities in developing societies also inhibit economic growth and development. There seems to be a very strong correlation between a society's gender empowerment measure and gender-related development indices and UNDP's Human Development Index [United Nations Development Programme (UNDP), 1996].

According to IFAD 2001, sustainable reduction in poverty levels calls for the creation of pro-poor policy environment and allocation of a greater volume of resources targeted to the poor with greater effectiveness. This needs to be completed by better partnership among government, civil society and the private sector so that the poor are empowered to take responsibility of their own development.

A number of global initiatives have been set up to accelerate efforts in tackling poverty problems. For example, the United Nations (UN) has committed itself to halve the world's poverty by 2015 (Rural Poverty Report, 2001). In order to achieve this, the organisation encourages the promotion of gender equality as a way of sustainably alleviating poverty. This is evidenced by the United Nations Millennium Declaration, adopted at the Millennium Summit on 8 September 2001, where Member States confirmed their resolve to promote gender equality and the empowerment of women as effective ways to combat poverty, hunger and disease and to stimulate truly sustainable development (United Nations Division for the Advancement of Women in collaboration with UNDP, 2009).

Within this framework of potential efforts and strategies to boost genuine and sustainable poverty alleviation through inclusive participation, international aid donors, governments, scholars, and other development experts have paid much attention to microfinance as a strategy capable of reaching women and involving them in the development process (Cheston and Kun, 2002).

The Micro and Small Enterprise sector (MSE) has also been recognized throughout developing countries as an engine to development and as a vehicle towards fulfilling the Millennium Development Goals (MDG) especially in poverty reduction, wealth creation and the improvement of living standards(ILO, 2008).

Globally, ILO's Women's Entrepreneurship Development programme (ILO-WED) which is part of the Small Enterprise Development Programme (SEED) developed in 2000 and which is highlighted in the ILO WED Strategy that was adopted by the Governing Body in March, 2008, works on enhancing economic opportunities for women by carrying out affirmative actions in support of women starting, formalizing and growing their enterprises, and by mainstreaming gender equality issues into the ILO's work in enterprise development (ILO, 2008).

The ILO-WED approach is threefold, working with governments, employers' organizations, trade unions, and local community-based organizations to: create an enabling environment for WED that generates quality jobs; build institutional capacity in WED; and development of tools and support services for women entrepreneurs. It does so both through targeted approaches and gender mainstreaming, with a clear objective to contribute towards gender equality and women's economic empowerment.

In Asia, the Association of Southeast Asian Nations (ASEAN) Foundation has supported regional programs to promote the role of women in development with financial assistance from the government of Japan through the Japan-ASEAN Solidarity Fund. The foundation has also, in cooperation with the Asian Women in Cooperative Development Forum

(AWCF), a resource centre and advocacy body on gender and cooperatives in Asia, worked for the development of women entrepreneurs in cooperatives and self help groups in south East Asia (ASEAN Foundation, www.aseanfoundation.org)

In Rwanda, Women Guarantee Fund, established in 2009 by the Rwandan government, gives direct support to women's enterprises and micro entrepreneurs. This guarantee fund is managed by the National Bank of Rwanda and is meant to boost women in accessing finance for their income generating activities. Under this facility, economically active women but with no collateral and no credit record, are helped to access finance from Banque Populaire du Rwanda (BPR) =National Bank of Rwanda. The Government has also adopted a five-year action plan for the promotion of women's employment (BPR, 2009).

In Kenya, Women Enterprise Fund (WEF) was conceived by the Government in 2006 and officially launched in 2007. The principal objective of the fund is economic empowerment of women through provision of loans for enterprise development. Women Enterprise Fund loans reach the target beneficiaries through partner financial intermediaries and directly through Constituency Women Enterprise Scheme (C-WES) (Government of Kenya, 2006)

1.2: Statement of the problem

The government of Kenya recognises the important role played by its women population in poverty eradication and attainment of sustainable development. This is evidenced by the introduction of the women enterprise fund in 2007, a revolving fund which is both a flagship project in Kenya's vision 2030 and also a means towards the realization of the Millennium Development Goal (MDG) on gender equality and women empowerment.

However, few studies that have been carried on the implementation of the fund in various constituencies point out several key challenges that need to be addressed urgently if the fund is to achieve its stated purpose of empowering economically-challenged women in the country.

A report compiled by Kenya Federation of Women Lawyers(FIDA) on 31 July 2009 states that the application process to obtain loan from the Constituency Women Enterprise Scheme (C-WES) was a major failure-60% of the women groups interviewed were not aware of where to get the loan application forms, in some places the loan application forms were not available while in some cases the forms were given in secret thus sending doubts on the transparency of the process, some banks and other financial intermediaries charged interest rates higher than the market rate while others demanded collateral before giving the loans. It was also noted that the fund lacked branding and this led to the fund taking various names in government circles and in each of the financial intermediaries, leading to confusion.

According to a report posted on the Business Daily by Onyango, on May 13 2010, the fund suffered high default rates causing some financial experts to warn that the project risked joining the long list of white elephants that saw the government dole out credit to targeted groups only to write them off at the expense of the tax payer.

Statistics from the ministry of gender indicates that, only Shs.71Million of the Shs.256M advanced to women groups since 2007 through the Women Enterprise Fund had been repaid by May 2010 putting to doubt recovery of the remaining Shs.194M. While financial analysts blame poor risk evaluation capabilities by non-quality lenders, the fund managers see politics as the main cause of the high default rate where politicians during campaigns told the borrowers that it was free government money that needed not be paid. According to the ministry of gender, low financial literacy among the women borrowers, lack of adequate staff to pursue the loan defaulters, insecurity and floods in remote constituencies should be blamed for the mess.

An investigation carried by the National Council of Churches of Kenya (NCCCK) on March 2010 reveals that constituencies in Wajir South and Wajir North district had not yet utilized

their allocation of Shs.2 Million while Garsen, Turkana South, Eldoret South and Rarieda had fully utilized their allocation. This situation led the NCK to suggest that understanding the various factors leading to some constituencies utilizing their allocations and others not doing so would be essential in determining necessary interventions to enhance utilization. This study therefore, seeks to investigate the various factors that influence the utilization of Women Enterprise Fund in Buuri Division.

1.3: Purpose of the Study

This study sought to investigate the various factors that influence utilization of women enterprise fund in Buuri division of North Imenti Constituency, Kenya.

1.4: Research Objectives

The study was guided by the following objectives

1.4.1: General objective

The main objective of this study was to investigate the factors influencing utilization of women enterprise fund in Buuri Division.

1.4.2: Specific objectives

The following were the specific objectives of the study

- i) To establish the relationship between business development services and utilization of women enterprise fund in Buuri Division of North Imenti constituency.
- ii) To assess the influence of level of awareness on utilization of Women Enterprise Fund in Buuri Division.
- iii) To determine the influence of loan repayment patterns on utilization of Women Enterprise Fund in Buuri Division.

1.5: Research Questions

The following were the research questions which this study sought to answer:

- i) What is the relationship between business development services and utilization of Women Enterprise Fund in Buuri Division?
- ii) To what extent does the level of awareness influence utilization of Women Enterprise Fund?
- iii) How do the loan repayment patterns influence the utilization of Women Enterprise Fund in Buuri Division?

1.6. Significance of the Study

Since Women Enterprise Fund is a subsidized loan to women groups or individuals by the government of Kenya through financial institutions or Constituency Women Enterprise Scheme based on the district headquarters, its successful implementation requires the effort of all stakeholders i.e. the government, the fund managers at all levels, the financing intermediaries and the women beneficiaries. These stakeholders need to be updated with the necessary information to assess discrepancies between the current status of the fund and its initial objectives so as to cover the loopholes that might arise.

Since the study focused on investigating the various factors that influence the effective utilization of the fund, the data which was gathered during this study would be useful to all the stakeholders in assisting them to improve their operations so as to meet the target of the fund.

Through the Ministry of Gender and Social Services, the government would be in a position to come up with ways of ensuring that the project does not fail but is well implemented by ensuring good utilization of the fund and therefore achieving the Millennium Development Goal of gender equality and women empowerment.

The fund managers stand to gain by understanding how their current management influences the utilization of the fund thereby devising better ways of managing the fund for effective service leading to effective lending of the fund to the women beneficiaries which in turn ensures utilization of the fund.

Financing intermediaries also stands to gain because the results of the study give those data useful for planning especially on how to improve their credit allocation and loan recovery services and this ensures project sustainability.

Finally, the women beneficiaries have been helped to be aware of the existence of the fund and its operations and this facilitates its utilization.

1.7. Basic Assumptions

The study was carried with the assumptions that the sample selected represented the population and that the respondents would answer the questions truthfully. It was also assumed that the data collected would be reliable enough to necessitate generalisations to the entire population.

1.8. Limitations of the study

The study faced unanticipated occurrences where some sampled respondents refused to give information. In such cases, other respondents who were willing to respond to the questionnaires were sampled.

1.9. Delimitation of the Study

The study was carried in Buuri Division of North Imenti constituency and focused on women group leaders and members of sampled women groups spread throughout the division.

1.10: Definition of Significant Terms

Utilization of Women Enterprise Fund- this is the process of women borrowing and using money borrowed from Women Enterprise Fund to start new businesses or expand existing ones.

Business Development Services- refers to a range of services used by entrepreneurs to help them operate efficiently and grow their businesses

Level of awareness- the extent to which women beneficiaries are informed about the existence of the fund and the procedures for accessing it

Loan repayment patterns- women loan repayment behaviour

Women empowerment-the process of ensuring that women gain full control of their own lives

Women enterprises- enterprises fully owned by women

1.11: Summary

This study focused on investigating the various factors that influence utilization of Women Enterprise Fund in Buuri division of North Imenti Constituency in Kenya. The study was necessitated by the need to generate the necessary information required to make rightful decisions on how to improve the rate of fund utilization process. The findings are useful to all stakeholders because it informs their decision on the utilization of the fund thus ensuring that the project doesn't deviate from its initial objective.

The study was organized into five chapters. Chapter one, which is an introduction of the study covers a background to the study, a statement of the research problem, purpose of the study, the research objectives , research questions, significance of the study, basic assumptions, limitations of the study, delimitation of the study and finally definition of significant terms.

Chapter two is about the literature reviewed and it briefly tracks the developments that led to the inclusion of women economic empowerment issues into the development agenda, women entrepreneurship, the challenges facing women entrepreneurship, women entrepreneurship success factors, Women Enterprise Fund in Kenya and the conceptual framework.

Chapter three describes the research methodology by discussing in details the research design used in the study, target population, sample size and sampling procedures, data collection instruments, pilot testing of the instrument, validity of the instrument, reliability of the instrument, data collection procedures, data analysis techniques, ethical considerations and operationalization of variables.

Chapter four covers data analysis, presentation and interpretation. Chapter five, which is the last chapter of the study, covers a summary of the findings, discussions, conclusions, recommendations and suggestions for further research.

CHAPTER TWO

LITERATURE REVIEW

2.1: Introduction

This chapter aimed at reviewing the relevant literature to identify the factors that have been found to influence the development and success of women enterprises in order to form the basis for the study. The chapter begins by briefly tracking the developments that led to the inclusion of women economic empowerment issues into the development agenda, then women entrepreneurship, then, the challenges facing women entrepreneurship, women entrepreneurship success factors, and finally, Women Enterprise Fund in Kenya.

2.2. Women Empowerment issues in the development agenda

The concept of women empowerment has been the subject of much intellectual discourse and analysis (Kay, 2002). The United Nations (UN) 2001 defines women empowerment as the processes by which women take control and ownership of their lives through expansion of their choices. Thus, it is the process of acquiring the ability to make strategic life choices in a context where this ability has previously been denied.

According to Kabeer (2001), the core elements of empowerment have been defined as agency (the ability to define one's goals and act upon them), awareness of gendered power structures, self-esteem and self-confidence.

Kay 2001 also notes that, empowerment can take place at a hierarchy of different levels – individual, household, community and societal– and is facilitated by providing encouraging factors (e.g., exposure to new activities, which can build capacities) and removing inhibiting factors (e.g., lack of resources and skills).

Women empowerment has found its way into the development agenda through a number of developments. Until 1990's, development discourse emphasised the role of the state and international agencies in 'delivering development to the people'. This blue-print approach,

also known as ‘trickle down’ approach, was progressively challenged because of its failure to effectively address the underlying causes of poverty (Chambers, in Nelson and Wright, 1995).

Ester Boserup in her book entitled “Women’s Role in Economic Development” published in 1970 articulated a concern that women had been left out of development. The text evaluated how work was divided between men and women, the types of jobs that constituted productive work and the type of education women needed to enhance development. Boserup’s work inspired the UN Decade for women between 1975 and 1985, leading to the restructuring of its existing development approaches

The United Nations Decade for Women and its associated women’s conferences helped to institutionalize WID (Women in Development) as an approach to development both within the United Nations system and at the national level. Women in Development (WID), as an approach to development, sought to link women’s issues with development. The advocates of WID argued that it was more effective if demands of equity and social justice for women were strategically linked to mainstream development concerns. However, opponents of WID approach felt that it rarely addressed fundamental questions of women’s subordination (UNRISD, 1995)

This gave birth to Women and Development (WAD), an approach which originated back in 1975 in Mexico City, and which sort to discuss women’s issues from a neo-Marxist and dependency theory perspective. Its focus was to explain the relationship between women and the process of capitalist development in terms of material conditions that contribute to their exploitation. WAD focused specifically on the relation between patriarchy and capitalism. The WAD perspective stated that women have always participated and contributed towards economic development, regardless of the public or private spheres. However, the approach faced criticisms for failing to challenge male-dominated power structures and for failing to

transform existing social structures thus leading to the development of Gender and Development (GAD) in the 1980's (UNRISD, 1995)

The Gender and Development approach represents a coming together of many feminist ideas. It very obviously looks at the impact of development on both men and women – supporting the equal participation of both women and men in development and emphasising equality of benefit and control in everyday events. GAD is not concerned with women exclusively, but with the way in which gender relations allot specific roles, responsibilities and expectations between men and women, often to the detriment of women. GAD focuses on the social or gender together to support a more equal access to resources and equal rights in law. (Duffy, 2004)

In recognition of the importance of establishing gender equality around the world, the United Nations Development Fund for Women (UNIFEM) was established as a separate fund within the United Nations Development Program (UNDP) in 1984 to ensure women's involvement with mainstream activities (UNDP, 1984).

The Beijing Platform for Action of 1995 expanded this concept, calling it “gender mainstreaming”—i.e. the application of gender perspectives to all legal and social norms and standards, to all policy development, research, planning, advocacy, development, implementation and monitoring—as a mandate for all member states. In this way, the gender factor is no longer to be only a supplement to development but central to the practice of development (World Economic Forum, 2005).

The United Nations Millennium Declaration, adopted at the Millennium Summit on 8 September 2001, built upon the outcomes of the major summits and world conferences of the 1990s, including the 1995 Fourth World Conference on Women in Beijing. In the Declaration, Member States confirmed their resolve to promote gender equality and the

empowerment of women as effective ways to combat poverty, hunger and disease and to stimulate truly sustainable development (United Nations Division for the Advancement of Women in collaboration with UNDP, 2009).

2.3. Women Entrepreneurship

As the [United Nations Human Settlement Programme (UN-HABITAT), 2011] observes, although women are excluded from the majority of the most sustainable types of labour in many countries, entrepreneurship provides a targeted way to empower women in an equal and valuable way.

Women's entrepreneurship has been recognised during the last decade as an important untapped source of economic growth. Women entrepreneurs create new jobs for themselves and others and by being different also provide society with different solutions to management, organisation and business problems as well as to the exploitation of entrepreneurial opportunities [Organisation for Economic Co-operation and Development (OECD), 2004].

Entrepreneurship is seen to offer tremendous opportunities for women across the world by opening doors to greater self-sufficiency, self-esteem, education, and growth – not only for the women themselves, but also for their families and their employees (Weeks, 2000). Women's entrepreneurship helps reduce poverty, promote gender equality and empower women. But it has another impact – providing women with the means to improve the health of their families and finance the education of their children (ILO, 2008).

But, for women to participate in entrepreneurial activities, they need to gain access to the necessary resources. The [Institute of Economic Affairs (IEA) 2008] supports this by noting that access to financial services has been identified as critical for economic empowerment of any population and that it seems to vary across gender. According to IEA, experiences and evidence from other countries point out that loosening of economic constraint imposed on women can have immense consequences on development.

As Cheston and Kuhn (2002) observes, international aid donors, governments, scholars, and other development experts have paid much attention to microfinance as a strategy capable of reaching women and involving them in the development process. The Micro and Small Enterprise sector (MSE) has also been recognized throughout developing countries as an engine to development and as a vehicle towards fulfilling the Millennium Development Goals (MDGs) especially in poverty reduction, wealth creation and the improvement of living standards(ILO, 2008).

2.4. Challenges facing women entrepreneurship

Although many governments, in partnership with international organisations, civil society and the private sector have developed policies geared towards improving the economic status of its women population through the creation of micro-credit programmes that enable women to access funds for business start-ups and/or expansion, women enterprise is still faced with various challenges as discussed below:

2.4.1. Gender Division of Labour

According to ILO (2008), women entrepreneurs face a number of unique challenges most of which stem from their multifaceted roles as businesswomen, parents and home makers. Women's concerns and gender-related constraints tend to negatively affect equal participation of both sexes at the local, institutional and policy levels and this may lead to a failure to utilize the full potential of human resources for wealth creation, as one section of the population, which forms the majority, is left out or only allowed limited opportunities.

Gender division of labour leads to gender stereotyping of jobs and this determines business behaviour in that it sets women business activities as distinct from those of men. In Nepal for example, most women engage in feminine types of businesses e.g. beauty parlours, dress material, handicrafts e.t.c, mostly owned on proprietorship basis and earning very little profit which is used to supplement the family income(Tuladhar,1996).

The gender-related division of labour leaves women with less time to devote to business, fewer opportunities of having information, contacts and experience, scantier capital resources, less freedom to travel, the risk of always being exposed to violence (including sexual violence), lack of self-confidence, lack of male confidence in women's capabilities, and lack of willingness on the part of women themselves to handle the administrative side of running an enterprise (Bezhani, 2001)

2.4.2. Financial and credit availability and accessibility

Financial availability and accessibility is cited in many studies as being one of the major barriers and constraints to growth potential of businesses owned by women (ILO, 2008).

Macharia and Wanjiru (1998), sums the several factors that inhibit credit availability to women as lack of start-up capital, lack of awareness of existing credit schemes, high interest rates, lengthy and vigorous procedures for loan applications, and, lack of collateral security for finance.

However, as Kay 2002 argues, a closer look at the impact of micro-credit schemes on the empowerment of women reveals a mixed picture, with positive aspects and some limitations.

He further quotes some critics pointing out that while micro credit schemes can reduce vulnerability, they have not lifted women out of abject poverty or have taken a long time to demonstrate any significant impact. This is because on their own, micro credit schemes have limitations as they cannot transform social relations and the structural causes of poverty.

As 2003 ILO report on Discrimination report states, Cultural norms and societal beliefs on gender roles and relations are known to play a role in determining how much, and what type of education women and men acquire. The persistent belief that women have less need to earn an income than men may lead parents, especially in situations of scarce resources, to invest more in education for boys than for girls. This subsequently affects the quality and types of jobs women may be offered. Women's poorer economic outcomes reinforce, in turn, prevailing prejudices about what women are best suited for. This leads to systematic under-

valuation of their economic contribution, acts as a powerful disincentive for upgrading their skills and competencies and perpetuates their poverty. This context also affects women entrepreneurs in identifying business ideas and opportunities, and in mobilizing the necessary resources for enterprise.

Literacy levels have been found to influence women's access to credit. This happens because low levels of literacy are said to limit women's ability to produce the sort of written business plans and loan proposals that are required by banks. Women also have less experience of using banks and financial services, and therefore have less knowledge and understanding of how to approach banks for loans, as well as little awareness of the requirements of the banks. Lack of exposure to banking practice can result in a lack of confidence when it comes to making approaches for loans (Abels and Oketch, 2009).

2.4.3. Lack of relevant networks and or societal position

According to Lin in OECD (2004), women have in general a lower social position than men, which affects the kind of networks they can access or are part of. Lin argues that, there is evidence to prove that women are less involved in networks than men are, and their type of network is different. The strong and personal networks that women traditionally engage in are well suited to purposes linked to the family related tasks that may prove to be a hindrance in the marketplace.

As Lye in OECD (2004) explains, women entrepreneur networks have been found to be a major source of knowledge about women's entrepreneurship and they are increasingly recognised as valuable tools in its development and promotion. Thus, because women differ to men in the kind of networks they use and in the social capital available to them through the network, they have therefore less access to critical resources, support and information needed to successfully start and manage a new firm compared to men. This is because the social network provides different useful resources for both the aspiring and practising entrepreneur

in the form of instrumental and financial assistance; such as experience, know-how, encouragement, and financing and idea generation.

2.4.4. Asset distribution disparities

According to ILO (2008), Family and marital status dictate the ownership of assets and property in favour of men. Culturally, ownership of land and fixed assets is the man's domain. Access to and ownership of land for women is, therefore, important to poverty alleviation and entrepreneurship, in terms of collateral for loans and other financial needs.

Women's equal access to and control over economic and financial resources is critical for the achievement of gender equality and the empowerment of women and for equitable and sustainable economic growth and development (Kabeer, 2009)

In Kenya, for example, more than a quarter of households are women-headed, however, only five per cent of the women own land in their own name. This is according to Feldman (1984) and, as Karanja (1996) observes, owning title deeds as collateral to finance expansion is still a hurdle for most women entrepreneurs, given that property is not usually registered in their names.

2.4.5. Competing demands on time

The perceived lack of time or competing demands on time is another recurring obstacle for women to engage in entrepreneurship. Because women are responsible for so many different domestic chores and the raising of children, they do not have enough free time to develop either their entrepreneurial skills to become entrepreneurs or to develop an existing business. The lack of free time does not allow them time to travel to support institutions, banks and other finance houses for advice and information on credit, to attend training programmes to acquire skills, or to seek out better customers or suppliers (OECD, 2004).

2.5. Women Business Success Factors

Though faced by numerous challenges, women enterprise development still has a chance to succeed if certain factors prevail as discussed below:

2.5.1. Internal factors

According to Tuladhar (1996), the entrepreneur is the most decisive factor in the success of his/her business. This is because entrepreneurship development success depends on the character traits and motives in the individual entrepreneur.

He summarises the character traits essential for a successful entrepreneur as: Confidence, independence, optimism, individuality, need for achievement, profit oriented, persistence, perseverance, determination, hard work and initiative, risk-taking ability, likes challenges, leadership behaviour, flexible, resourceful, knowledgeable, and versatile.

Durham University Business School also developed four personal factors that influence the success of all entrepreneurs and called them the ingredients for success. These factors include: Motivation and commitment, Abilities and Skills, Ideas and markets, and, Resources. These four factors formed what came to be known as the MAIR framework.

2.5.2. External Factors

ILO 2005 identifies four external factors that influence the success of women entrepreneurs as follows:

a) Access to Business Development Services (BDS)

The term 'business development services' refers to a range of services used by entrepreneurs to help them operate efficiently and grow their businesses, with the broader developmental purpose of contributing to economic growth, employment generation, and poverty reduction

There are different types of BDS which include: Marketing (Market intelligence, Product design, Packaging, Distribution, Promotional materials, Advertising, Trade fairs & exhibitions, Showrooms, Marketing trips & exporting, Negotiations with buyers, Contracts & sub-contracts, Supply chains) ; Infrastructure (Incubator units, Workspace, Storage & warehousing, Transport & delivery, Telecommunications, Money transfer, IT services &

support, Premises) ; Skills & motivation training (Exchange visits, Mentoring, Role models, Training, Consultancy Counselling, Networks) ; Advice on Laws & Regulations (Business registration, Licences, Health & safety, Employment law, Legal structures, Taxation, Procurement & tendering, Exporting procedures, Patents & copyright, Insurance, Quality assurance standards); Technical support (Commercialisation, Technical training, Productivity improvement, Design services, Equipment) ; Accessing Finance & Accounting Services (Innovative financing mechanisms, Facilitating supplier credit, providing information on grants, loans, equity & credit guarantees, Bookkeeping Accountancy & audits)

b) Broader Enabling Environment

The success of women entrepreneurs can also be facilitated by the existence of a broader enabling environment. This environment is created by the existing regulations, policies, institutions and processes

c). Economic/Market Environment

Economic environment can also influence the success of women owned enterprises. Economic environment has to do with the available opportunities and threats e.g. inflation and interest rates, economic trends, etc.

2.6. Women Enterprise Fund Kenya

Women Enterprise Fund (WEF) is a revolving fund which was conceived by the Government of Kenya in 2006 and launched in 2007 with an initial seed capital of Kshs.1 billion in 2007/2008 financial year. In 2008/2009, an additional sum of Kshs.315 million was allocated. At first each constituency was allocated Kshs. 1 Million yearly which was increased to Kshs, 2 Million per constituency during the 2009/2010 financial year. The Fund receives 100% financial support from the government through the annual budgetary allocation.

The Fund, which was established through the promulgation of (Women Enterprise Fund Regulations) under section 26 & 35 of the Government Financial Management Act, 2005,

Legal Notice no.147 dated 3rd August 2007, aims at providing alternative financial services to women who are excluded from the formal and informal financial sectors. The Fund does this by providing accessible & affordable credit to support women start and/or expand business for wealth and employment creation.

The fund has been identified as a flagship project under the social pillar in Kenya's Vision 2030 and also a means to the realization of the Millennium Development Goal (MDG) on gender equality and women empowerment. As such, the fund targets Kenyan women aged 18 years and above, who may be organized in registered Self Help Groups or as individuals or companies owned by women. In some instances, men can be members in women groups or companies supported by the fund provided that 70% of members are women who also hold all leadership positions.

The core mandates of the fund include the following: Provision of credit to women for enterprise development, capacity building of women beneficiaries and their institutions, promotion of local and international marketing, promotion of linkages of micro, small and medium enterprises owned by women with big enterprises and, attract and facilitate investments in infrastructure that support women enterprises, e.g. markets, business incubators, etc.

Loans under WEF can be accessed through two channels i.e. through identified financial intermediaries or through C-WES. Through financial intermediaries, individuals/registered groups or companies apply for the loan from a preferred financial intermediary which then conducts their normal credit appraisal/evaluation while through C-WES; registered groups get a loan by filling a standard loan application form which is supposed to be given freely from the office of District Gender & Social Development. This product is called "TUINUKE LOAN".

The maximum amount loaned through financial intermediaries is Kshs. 500, 000 which must be repaid within a maximum period of 36 months. However amounts above half a million can also be loaned but only through the recommendation of the Fund's Advisory Board. Under Tuinuke Loan, a group can get a maximum of four loans. For the 1st loan, a maximum of Kshs.50, 000 is given payable within 12 months. A 2nd loan of Kshs.50, 000.00 is automatically available if 1st loan is repaid within 6 months. 3rd and 4th loans of Kshs.75, 000 and Kshs.100, 000 respectively follow for the group. After the successful repayment of the 4th loan, a "letter of Good Credit Worthiness" is issued to a group.

Financial Intermediaries are supposed to charge a maximum interest rate of 8% per year of amount loaned on a reducing balance while under Tuinuke Loan, Zero (0%) interest rate and a one-off administrative fee of 5% of the loan amount is charged.

Several conditions must be fulfilled for a group to get TUINUKE Loan through the C-WES. These are: The group must be a registered group of more than 10 persons and should have been in existence for more than 3 months, it should have an account in a Bank/SACCO/Post Bank and be operating a viable business or planning to start a viable business.

Tuinuke Loan is characterised by Simple security requirements that include; group guarantee, household items, business stocks, quoted shares, etc. and enjoys a grace period of 3 months which starts to run from the date the group receives the cheque from the District Gender and Social Development Officers (DG&SDO) or when the money is directly credited to the account through Electronic Funds Transfer. Tuinuke loan repayments are made at any KCB branches countrywide, using pre-printed deposit slips given to all groups. The slips must contain the group's name.

The Fund is managed at three levels. At the top, there is an Advisory Board composed of Kenyan women & men of diverse professional standing and experiences appointed to guide

its operations, then the WEF Secretariat, a special unit within the Ministry formed to manage the Fund, and, District Gender and Social Development Officers (DG&SDOs) who oversee the field operations at the constituency level.

2.7. CONCEPTUAL FRAMEWORK

The utilization of Women Enterprise Fund (dependent variable) is depended on several factors (independent variables) as shown in the conceptual framework (figure 1) below.

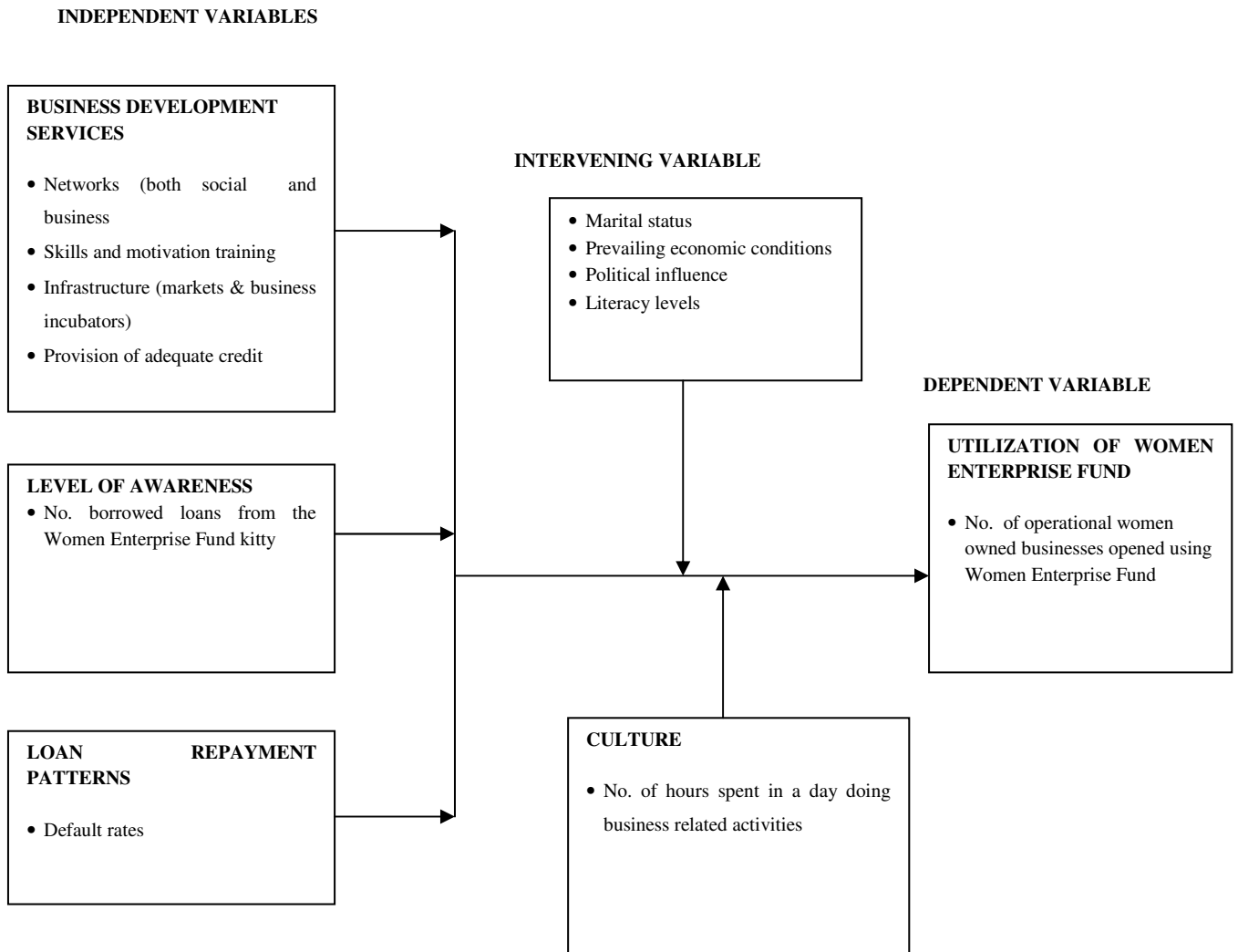


Figure 1: Conceptual framework

The utilization of Women Enterprise Fund is depended on several factors as shown in the conceptual framework above.

According to literature reviewed, there seems to be a close relationship between access to business development services and enterprise development. First, for the fund to be utilized, it has to be available for the women beneficiaries. Availability of financial resources as one of the business development services needs to be complemented by other business support services like skills training, infrastructure like markets and business incubators, and networks both social and business among others in order to improve the utilization of the fund.

Utilization of the available financial resources also depends on whether the women beneficiaries are aware that the fund exists, where, when and how to access it, and, how to manage it to ensure that it serves the purpose to which it was introduced.

Because Women Enterprise Fund is a revolving fund that circulates only within the constituency, the loan repayment pattern seems to influence its utilization in that it can determine the availability of the fund for borrowing by the beneficiaries. Good repayment patterns ensure continued flow of funds to the fund account while default depletes the resource leaving nothing to be borrowed.

CHAPTER THREE

RESEARCH METHODOLOGY

3.1 Introduction

This chapter outlines the research design that was used in the study, the target population, sample size and sampling procedures, data collection instruments together with how their validity and reliability were determined, data collection procedures, data analysis techniques and ethical considerations in the research process.

3.2 Research design

A descriptive survey research design was used in the study. A survey is a process of collecting data from existing population units with no particular control over factors that may affect the population characteristics of interest in the study (Gupta, 2008). The aim is to determine the current status of that population with respect to one or more variables. A descriptive research determines and reports the way things are. The design was chosen because the study did not purpose to manipulate variables but to describe things as they were at the time of the study. Also, the design was considered appropriate because it would assist in collecting original quantifiable data which would be used to describe the population under study, which was too large to observe directly.

3.3 Target population

Buuri Division is one of the administrative divisions within Imenti North District in North Imenti Constituency. The 200 Women groups spread throughout the division and registered under the District Gender and Social Department constituted the target population.

3.4 Sample size and sampling procedures

According to Webster (1985), a sample can be defined as a finite part of a statistical population whose properties are used to make estimates about the population as a whole. Mugenda and Mugenda (1999), recommends that a sampling frame is required before

sampling in order to select a representative sample. Singh (2007) defines a sampling frame as a list of entities from which sampling units are selected for observation in the study.

The register of women groups available at the District Gender and Social Development office was used as a sampling frame where 30 women groups were selected randomly. Because each group is made up of 10- 70 members and the number would be too large to study if every member of the group was considered, all the 30 women group leaders, and 14 group members selected randomly from the 30 sampled groups, adding up to 44 respondents, formed the sample size. According to Gupta (2008), when simple random sampling is used as a method for sample selection, a large sample should be selected. Gupta also suggests that a sample is regarded as large if it exceeds 30 and therefore 44 is an appropriate size because it exceeds 30.

3.5 Data Collection Instrument

Data was collected using a well constructed questionnaire that had both closed and open-ended questions. The questionnaire was divided into sections each covering the various variables of the study. This ensured that all the necessary information required to answer the research questions was obtained. The questionnaire as a data collecting instrument was chosen because unlike interviews, is easy to use and requires limited time. It was also appropriate for the study because it would produce a descriptive data that would be used to describe the current status of the population under study.

3.5.1 Pilot testing of the instrument

A pilot testing of the questionnaires was carried on a small sample before the questionnaires were administered to the selected sample. This sample consisted of 20 individuals who were selected randomly from the remaining 170 women groups in the division under study and who did not form part of the sample size.

3.5.2 Validity of the instrument

Validity in research refers to the degree to which results obtained from the analysis of the data accurately represent the phenomenon under study. It has to do with how accurately the data obtained in the study represents the variables of the study (Mugenda, O. and Mugenda, A., 1999).

Validity in this study was determined using content validity which is defined as the measure of degree to which data collected using a particular instrument represents a specific domain of indicators or content of a particular concept. To ensure that the instrument had validity, all the possible indicators that could be used to measure the variables were identified and a representative sample of the domain of indicators selected. Then, the questionnaire was developed to measure the selected indicators.

3.5.3 Reliability of the instrument

Reliability is a measure of the degree to which a research instrument yields consistent results or data after repeated trials (Mugenda, O. and Mugenda, A., 1999). To determine the reliability of the research instrument a cronbach's alpha coefficient was computed. The coefficient obtained was 0.78. A score above 0.6 is considered acceptable and so it was concluded that the instrument was measuring the required constructs.

3.6 Data collection procedures

Questionnaires to the sampled women group leaders and members were administered by the researcher and one competent research assistant to ensure correct interpretation of questions asked in cases where the respondents were illiterate or had low educational levels.

3.7 Data analysis techniques

Collected data was analyzed using descriptive statistics and multiple linear regression. Descriptive statistics was used to show the general characteristic of the study population. Multiple Linear regression was used to determine the cause and effect relationship between the independent variables and the dependent variable. The choice of multiple linear regression was because the dependent variable was measured on the ratio scale.

3.8 Ethical considerations

The researcher treated the data collected from the respondents with a lot of confidentiality. It was only used for research purposes.

Operationalization of variables

Objectives	Variables	Indicators	Measurement Scale	Data analysis
<ul style="list-style-type: none"> To establish the relationship between business development services and utilization of Women Enterprise Fund in Buuri Division of North Imenti constituency. 	Independent variables 1. Business Development Services	<ul style="list-style-type: none"> Level of business training attained No. of business linkages formed Level of satisfaction with the amount loaned 	Ordinal Ratio Interval	Descriptive statistics Descriptive statistics Descriptive statistics
<ul style="list-style-type: none"> To assess the influence of level of awareness on the utilization of Women Enterprise Fund in Buuri Division. 	2. level of awareness	<ul style="list-style-type: none"> Ever borrowed loan from Women Enterprise Fund 	Nominal	Descriptive statistics
<ul style="list-style-type: none"> To determine the influence of loan repayment patterns on the utilization of Women Enterprise Fund. 	3. loan repayment patterns	<ul style="list-style-type: none"> Default rates <ul style="list-style-type: none"> ➤ No default ➤ Low default rates ➤ High default rates 	Ordinal	Descriptive statistics
<ul style="list-style-type: none"> Factors influencing the utilization of Women Enterprise Fund: A survey of Buuri Division of North Imenti Constituency, Kenya 	Dependent variable Utilization of Women Enterprise Fund	<ul style="list-style-type: none"> No. of operational women owned businesses opened using Women Enterprise Fund 	Ratio	Multiple Linear Regression

CHAPTER FOUR

DATA ANALYSIS, PRESENTATION AND INTERPRETATION

4.1 Introduction

The study sought to investigate the factors influencing utilization of Women Enterprise Fund in Buuri Division of North Imenti constituency in Kenya. This chapter deals with data analysis, presentation and interpretation of the findings of the study which answer the research questions. Data collected was analyzed and reports were produced in form of frequency tables and statistics.

4.2 Response rate

The response rate, based on the respondents that participated in the study, is shown in table 4.1 below:

Table 4.1: Response rate

Respondents	Questionnaires administered	Questionnaires filled	Response rate
Leaders and members of sampled women groups spread throughout the division	44	44	100%

The field responses were that all the 30 group leaders and 14 group members surveyed responded to the questionnaires. Thus the response rate was 100% for groups studied. This response rate can be attributed to the fact that the researcher with her research assistant personally administered the research instrument.

4.3 General information

This section presents the demographic characteristics of the respondents with the aim of establishing the general background of the respondents that participated in the study. The areas discussed include marital status and age of respondents.

Table 4.2: General information

Variable	Frequency	Percentage
Marital Status		
Single	5	11.4
Married	33	75
Divorced	1	2.3
Widowed	5	11.4
Total	44	100
Age of the respondent		
Below 20 years	0	0
20-30 years	10	23
30-40 years	17	39
40-50 years	8	18
50-60 years	4	9
Over 60 years	5	11
Total	44	100

Table 4.2 shows that majority of the women who participated in the survey were married i.e., 75%, followed by both single and widowed at 11.4% each, while divorced cases came last with 2.3%.

The table also indicates the age of the respondents and it demonstrates that majority of the respondents fell within the age bracket of 30-40 years at 39%, followed by 20-30 years at 23%, 40-50 years at 18%, over 60 years at 11%, and finally, 50-60 years at 9%. No woman respondent aged below 20 years.

4.4: Results of the study variables.

The results of the four study variables are as follows:

4.4.1 Business Development Services

The findings of the study on the variable Business Development Services are presented in tables 4.3, 4.4, 4.5 and 4.6

Table 4.3: Business Training Status for the last 2 Years

Variable	Frequency	Percentage
No. of women trained	17	39
No. of women not trained	27	61
Total	44	100

Table 4.3 indicates that only 39% of respondents surveyed had received training on business development for the last 2 years. The table also indicates that the remaining majority (61%) had not received any business training for the last 2 years.

The training received for the period of time shown above was acquired from different sources as summarized in table 4.4.

Table 4.4: Source of training

Trainer	Frequency	Percentage
Financing institutions	13	76
C-WES	0	0
Others	4	24
Total	17	100

As table 4.4 shows, 76% of those trained on business development services for the last two years were trained by financing institutions, 24% by other sources while none had received any training through the constituency women enterprise scheme.

The level of training attained by each of the respondents trained is distributed in table 4.5

Table 4.5: Level of Training attained

Number of times trained	Frequency	Percent
1-3 times	16	94
4-6 times	1	6
7 times and above	0	0
Total	17	100

Table 4.5 illustrates that 94% of respondents trained attained a low level of training i.e. 1-3 times. The table also indicates that a very low percentage i.e. 6%, attained middle level of training i.e. 4-6 times while no one had attained high level of training i.e. 7 times and above.

The 27 respondents who never acquired training for the last two years cited various reasons as distributed in table 4.6.

Table 4.6: Reason for not acquiring training

Reason	Frequency	Percent
Unavailability of training programmes	12	44.4
Lack of time	7	26
Unwillingness to be trained	2	7.4
Others	6	22.2
Total	27	100

Table 4.6 illustrates that 44.4% of those never trained cited unavailability of training programs as the main reason while 26% lacked time to attend the training programs available.

It also shows that 7.4% were not willing to be trained while the remaining 22.2% had other reasons for not training.

4.4.2: Level of Awareness

Awareness as a variable was measured on a nominal scale were those who borrowed loan from the Women Enterprise Fund were considered to be aware of the fund and procedures for accessing it, while those who had not yet borrowed the fund at the time the study was carried, were considered to have reasons for not borrowing; one among them being lack of awareness about the existence of the fund and / or the procedures for accessing it. The data gathered was analyzed and the results presented in table 4.7.

Table 4.7: Borrowing Behaviour

	Frequency	Percent
Those who had borrowed loan	23	52
Those who had not borrowed loan	21	48
Total	44	100

Table 4.7 shows that 52% of the respondents surveyed had already borrowed loan from the Women Enterprise Fund while 48% had not yet borrowed loan from the fund. Those who had borrowed loan from the fund accessed it through either the Constituency Women Enterprise Scheme or financing intermediaries. This data is summarized in table 4.8.

Table 4.8: Source of loan

Source of loan	Frequency	Percent
C-WES	6	26
Financing institution	17	74
Total	23	100

As table 4.8 demonstrates, 74% of those who had borrowed loan accessed it through financing intermediaries while 26% had accessed it through the Constituency Women Enterprise Scheme.

The 21 respondents who had not borrowed loan from the fund gave various reasons as distributed in table 4.9.

Table 4.9: Reasons for not accessing loan

Reason	Frequency	Percent
Not aware	5	24
Denied loan	7	33
Low chances of getting the loan	3	14
Inability to pay loans	1	5
Not qualified	2	10
Unwilling to borrow	3	14
Total	21	100

Table 4.9 demonstrates that majority of the respondents who had no access to credit from Women Enterprise Fund i.e.33% had been denied loan, 24 % were not aware about the fund, 14% felt that they had low chances of getting the loan applied for due to stiff competition, 14% were unwilling to borrow loans, 10% lacked the qualifications to get the loan while the remaining 5% feared they did not have the ability to repay the loan and so they never attempted to borrow.

Overall the level of awareness could be described in terms of the number of those who knew that the fund existed whether they had succeeded in securing a loan or not and the number of those who never accessed the loan due to lack of awareness. A summary of table 4.8 and 4.9 shows that only 11% of the respondents surveyed cited lack of awareness of the fund while

the rest, 89% -whether they succeeded in securing a loan or not- were aware about the existence of the fund.

4.4.3: loan repayment patterns

The variable loan repayment patterns was measured in terms of the number of those who ever failed to repay loan borrowed from Women Enterprise Fund, the amount not paid and the number who intent to pay the loan in future. The findings of the study on the variable are presented in tables 4.10, 4.11, 4.12 and 4.13.

Table 4.10: Loan Default

Ever defaulted?	Frequency	Percent
Yes	6	26
No	17	74
Total	23	100

As table 4.10 shows, 74% of respondents who had borrowed loan from Women Enterprise Fund at the time of the study had repaid the loan while 26% had not paid back the loan.

Those who defaulted failed to repay an amount of the loan borrowed as shown in table 4.11

Table 4.11: Amount of loan not repaid

Amount not repaid	Frequency	Percent
Whole amount	4	67
Some amount	2	33
Total	6	100

Table 4.11 demonstrates that 67% of defaulters failed to repay the whole amount lended while 33% had paid some amount thus defaulted some amount. Women borrowers failed to repay loans granted to them due to a number of reasons as shown in table 4.12.

Table 4.12: Reasons for default

Why loan was not paid	Frequency	percentage
Business failure	2	33
Group collapsed	4	67
Total	6	100

As table 4.12 demonstrates, majority of those who defaulted i.e., 67 %, cited the collapse of their group as a reason for not repaying the loan while 33% cited business failure as the driving force behind defaulting.

Once asked whether they were intending to repay the loan in future, their responses were as presented in table 4.13

Table 4.13: Intention to repay the loan in future

Any intention to repay the loan in future?	Frequency	Percent
Yes	2	33
No	4	67
Total	6	100

As table 4.13 shows, majority of the defaulters i.e., 67% declared their resolve not to repay the loan at all while 33% expressed their commitment to repay the loan in future.

4.4.5: Utilization of Women Enterprise Fund

Utilization of Women Enterprise Fund as a variable was measured in terms of the number of operational women owned businesses opened using the fund. The findings on the variable utilization of Women Enterprise Fund are presented on table 4.14.

Table 4.14: Number of operational businesses opened using Women Enterprise Fund

Variable	Frequency	Percent
No. of businesses opened using WEF		
0	21	48
1	12	27
2	11	25
Total	44	100

As table 4.14 shows 48% of respondents had not opened any business using Women Enterprise Fund, 27% had opened only one business, while the remaining 25% had opened only two businesses using the fund.

4.5 Correlations between variables

To establish whether the three independent variables namely business development services, level of awareness and loan repayment patterns are correlated with utilization of women enterprise fund, a chi-square test was carried out. The results are presented in table 4.15

Table 4.15 Chi-square test

Variable		
Business Development Services	Pearson Chi-square	14.384
	Asymptomatic Significance (2- Sided)	0.001*
Level of awareness	Pearson Chi-square	20.332
	Asymptomatic Significance (2-Sided)	0.000*
Loan repayment patterns	Pearson Chi-square	9.386
	Asymptomatic Significance (2- Sided)	0.009*

*Correlation is significant at the 1% level (2-tailed)

** Correlation is significant at the 5% level (2-tailed)

The data in table 4.15 indicate that Business Development Services are significantly correlated to utilization of Women Enterprise Fund. The Pearson chi-square value generated was 14.384 which was significant at 1% level of significance.

In terms of level of awareness, the Pearson chi-square value generated was 20.332 which was significant at 1% level of significance indicating a very strong relationship between utilization of the fund and the level of awareness of the beneficiaries.

The results further show that, loan repayment patterns are significantly correlated to utilization of Women Enterprise Fund. The Pearson chi-square value generated was 9.386 which was significant at 1% level of significance.

4.6 Regression of variables

To quantify the results of the chi-square test, multiple linear regression analysis was carried out. The results are presented in tables 4.16 and 4.17.

Table 4.16 Model summary

Model	R	R square	Adjusted R Square
1	0.863	0.745	0.712

The adjusted R square in table 4.16 indicates that about 71% of the variation in the dependent variable (utilization of Women Enterprise Fund) has been explained by the independent variables. So the model fits the data relatively well.

Table 4.17: Multiple Regression coefficients

Variable	Beta	Std. Error	Sig.
Constant	-0.591	0.221	0.011
Business Development Services	0.010	0.193	0.959
Level of awareness	1.253	0.208	0.000
Loan repayment patterns	-0.362	0.223	0.100

The results show that a significant relationship exists between level of awareness and utilization of Women Enterprise Fund. A unit increase in level of awareness increases the utilization of the fund by a factor of 1.253. The results were significant at 1% level of significance. This finding could be attributed to the fact that the women groups formed create women entrepreneur networks that become a major source of knowledge about women's entrepreneurship. These social networks provide different useful resources for both the aspiring and practicing entrepreneur in the form of instrumental and financial assistance; such as experience, know-how, encouragement, and financing and idea generation. As a result, this improves the women's ability to produce the sort of written business plans and loan proposals that are required by financing institutions. Women also gain knowledge of using financial services through an understanding of how to approach banks for loans, as well as awareness of the requirements of the banks. This in turn increases their level of confidence when it comes to making approaches for loans.

A significant relationship also exists between loan repayment patterns and utilization of women enterprise fund. Loan repayment patterns were measured in terms of loan default rates and as table 4.17 demonstrates, a unit increase in default rates reduces utilization of Women Enterprise Fund by a factor of 0.362. The results were significant at 10% level of significance. This finding could be attributed to the fact that women enterprise fund is a revolving fund and therefore repayment of loan borrowed ensures that there is a continuous flow of the fund because the fund will always be available for borrowing by other beneficiaries. However, by defaulting, then there would be no fund for borrowing.

No significant relationship was found to exist between business development services and utilization of Women Enterprise Fund.

4.7: Summary

This chapter has dealt with data analysis, presentation and interpretation. Data was analysed using descriptive statistics and multiple linear regression. Data was presented using frequency tables and percentages. The data revealed that level of awareness and loan repayment patterns were significant factors influencing utilization of Women Enterprise Fund. The data further revealed that there was no significant relationship between Business Development Services and utilization of Women Enterprise Fund.

CHAPTER FIVE

SUMMARY OF FINDINGS, DISCUSSIONS, CONCLUSIONS AND RECOMMENDATIONS

5.1 Introduction

This chapter contains summary of study findings, discussions, conclusions arrived at from the findings and recommendations made. The study aimed at investigating the various factors that influence the utilization of Women Enterprise Fund in Buuri division of Imenti North constituency. The study was guided by three independent variables identified as business development services, level of awareness and loan repayment patterns. The dependent variable was utilization of Women Enterprise Fund.

The study targeted women groups in the division. The 200 women groups spread throughout the division formed the target population while 30 women groups constituted the sample size where all the group leaders and some members of the sampled groups adding up to 44 respondents responded to the questionnaire, the data collection instrument used. Data collected was analyzed and presented in the form of tables. A regression analysis was also done to find the relationship of the dependent and independent variables.

5.2: Summary of findings

The following is a summary of findings according to the research objectives:

Objective	Main Findings
Establish the Relationship between Business Development Services and Utilization of Women Enterprise Fund	<ul style="list-style-type: none">• Majority of the women surveyed i.e. 52%, had access to credit• 74% of those who had borrowed loan accessed it through financing intermediaries while 26% had accessed it through the Constituency Women Enterprise Scheme.• Majority of those who had borrowed loan i.e. 52%, expressed satisfaction with the amount loaned

Objective	Main Findings
	<ul style="list-style-type: none"> • Majority of women respondents i.e. 61% had no access to training on business development for the 2 years prior to the time of the study • Financing institutions performed better than Constituency Women Enterprise Scheme in provision of credit and training • Access to business development services did not have a significant influence on utilization of the fund.
<p>Assess the Influence of Level of Awareness on Utilization of Women Enterprise Fund</p>	<ul style="list-style-type: none"> • Majority of the women i.e. 76% was aware of the existence of the fund and procedures for accessing it • 52% of women respondents had already borrowed loan from Women Enterprise Fund • Those who had not so far borrowed loan from the fund cited various reasons such as unwillingness to borrow (14%), fear that they stood low chances of succeeding in borrowing due to competition (14%), denied loan (33%), not qualified for a loan (10%) and inability to repay loans (5%) • Only 24% cited lack of awareness as a reason for not borrowing loan • Level of awareness was found to be a very significant factor influencing the utilization of Women Enterprise Fund. A unit increase in level of awareness was found to increase the utilization of the fund by a factor of 1.253. The results were significant at 1% level of significance
<p>Determine the</p>	<ul style="list-style-type: none"> • 74% of the women who had borrowed loan were able to repay

Objective	Main Findings
Influence of Loan Repayment Patterns on Utilization of Women Enterprise Fund	<p>the loan at the required time</p> <ul style="list-style-type: none"> • Only 26% of women borrowers defaulted • Majority of defaulters (67%) cited the collapse of their group as a reason for default while the rest (33%) cited business failure as a major reason for default • 33% of defaulters expressed commitment to repay the loan in future while majority (67%) swore never to repay the loan at all even in future • Loan repayment patterns were found to be very significant to the utilization of Women Enterprise Fund. A unit increase in default rates reduced utilization of Women Enterprise Fund by a factor of 0.362. The results were significant at 10% level of significance

5.3: Discussion of Findings

To establish the cause and effect relationship between the dependent and the independent variable, multiple linear regression was used. Descriptive analysis was also done and used to describe the general characteristics of the study population. These characteristics were: age and marital status of the respondents, access to business development services by the respondents, level of awareness of the respondents and women loan repayment patterns. The discussions on the findings are as follows:

5.3.1: Marital Status and Age of Respondents

The study established that majority of the women surveyed were married. Married women constituted 75% of the total number of respondents, 11.4% were single, 11.4% widowed and 2.3% divorced. It was also found that majority of those who were surveyed were women aged

between 30-40 years. No woman respondent aged below 20 years. Because the study targeted women organised in groups, this data points out that single women and women aged below 20 years are less likely to involve themselves in women groups. Because these groups become beneficial social networks through which women gain access to critical resources, support and information needed to successfully start and manage a new business as Tuladhar (1996) observes, this means therefore that single women and/or women aged below 20 years are less likely to participate in women entrepreneurship and hence less likely to utilize the available entrepreneurial opportunities which in the end leave them economically dependent. Women Enterprise Fund targets Kenyan women aged 18 years and above who have been locked out of formal financing institutions like banks due to lack of security for loans. Through Constituency Women Enterprise Scheme, these women can access loan since the loan requires simple security like group guarantees. This therefore means that single women and women aged below 20 years are likely to miss the opportunity of utilizing Women Enterprise Fund.

5.3.2: Women Access to Business Development Services

The study established that majority of the women surveyed had access to credit. Majority of those who had borrowed loan expressed satisfaction with the amount. A great majority of women surveyed were also practising entrepreneurs. This confirms OECD (2004) claims that, access to the necessary resources is critical for women to participate in entrepreneurial activities. The study also established that majority had no access to training on business development for the 2 years prior to the time of the study. Majority cited unavailability of training programmes as a reason for not training. A good number however cited family commitment as a reason for not attending available training programmes. This is expected because just as OECD (2004) notes, women are responsible for so many different domestic chores and the raising of children, and so they do not have enough free time to develop their

entrepreneurial skills to become entrepreneurs or to develop an existing business and the lack of free time does not allow them time to travel to support institutions, banks and other finance houses for advice and information on credit or to attend training programmes to acquire skills.

5.3.3: Women Level of Awareness

The study proved that majority of the women was aware of the existence of the fund and procedures for accessing it. This can be supported by the fact that 52% had already borrowed loan from Women Enterprise Fund. Those who had not so far borrowed loan from the fund cited various reasons such as unwillingness to borrow, fear that they stood low chances of succeeding in borrowing due to competition and inability to repay loans. Only 11% cited lack of awareness as a reason for not borrowing loan. This clearly confirms that majority had enough knowledge and information about a number of things like viable business idea generation, opening and operation of bank accounts, writing of business plans and making financial projections among others which are a prerequisite for accessing loan. This level of awareness could be attributed to the fact that all the women surveyed were already organised in groups which create women entrepreneur networks and just as OECD (2004) argues, women entrepreneur networks become a major source of knowledge about women's entrepreneurship. These social networks provide different useful resources for both the aspiring and practicing entrepreneur in the form of instrumental and financial assistance; such as experience, know-how, encouragement, and financing and idea generation. As a result, this improves the women's ability to produce the sort of written business plans and loan proposals that are required by financing institutions. However, the fact that some expressed fears of not succeeding in securing loans due to stiff competition could be pointing out that the amount allocated for the constituency is not enough to satisfy women financial needs through the project as highlighted by FIDA (2009). Again, some feared borrowing loans because they feel

that they lack the ability to repay the loan. This could be suggesting that the loan repayment terms are not friendly to the women borrowers just as FIDA (2009) claims.

5.3.4: Women Loan Repayment Behaviour

The study established that the fund did not suffer significant default rates. Majority of the women who had borrowed loan (74%), were able to repay the loan at the required time. A lower percentage defaulted i.e. 26%. This loan repayment behaviour exhibited goes contrary to a report posted on the Business Daily by Onyango, on May 13 2010 claiming that the fund suffered high default rates. The number of borrowers who defaulted cited business failure and the collapse of their group as a major reason for default. This behaviour confirms FIDA's (2009) observation that group lending was not yielding good results. This is because most of the women groups interviewed that time who got loans did not like doing business as a group and ended up dividing the money equally among them. With between 15 and 50 members per group, the maximum loan borrowed i.e. Sh50, 000 translates into a small figure per individual as the FIDA report concludes. This could be the reason why some borrowers (13%) in this study felt that the amount loaned was not enough. Also majority of those who were in business operated them individually. A good number (67%) has also confirmed failing to repay loan due to group failure.

5.4: Conclusion

The study was conducted in Buuri Division of North Imenti Constituency in Kenya. The study focused on the various factors influencing the utilization of Women Enterprise Fund in the division. Based on the findings of the study the following conclusions were arrived at:

Level of awareness is a very significant factor influencing utilization of Women Enterprise Fund. This is because women beneficiaries need to have enough knowledge about the fund and the conditions that need to be fulfilled before they access the fund. The study revealed

that majority of the women was aware of the existence of the fund and the procedures for accessing it.

The study also found out that majority of the women borrowers were good payers of loans granted and that loan repayment patterns are very significant factors influencing utilization of Women Enterprise. This is because Women Enterprise Fund is a revolving fund, and therefore repayment of loan granted ensures that the fund is available for borrowing by other beneficiaries.

The findings of the study did not however prove any significant relationship between access to business development services like training and utilization of women enterprise fund. Although majority of the women surveyed had no access to business training, majority had already borrowed loan from the fund and used it to open businesses.

5.5: Recommendations

After analysing the data and interpreting it, the researcher would like to make the following recommendations:

- i) The government through the ministry of gender should come up with a legal framework that recognises the important role that men can play in the empowerment of their female counterparts.
 - It might be of help for the government to consider coming up with products within the Women Enterprise Fund project that seeks to build male confidence in women's entrepreneurial capabilities. This probably can help communities balance the power relations which exist, giving women more opportunity to participate in entrepreneurship. Changing how men and women relate with each other can probably lighten the domestic burden that women carry resulting to a positive change in women entrepreneurial behaviour like increased participation in business related activities, improved women entrepreneur confidence, e.t.c.

ii) A little more awareness about the fund should be created and especially to target young women aged between 18 and 20 years.

- It might be of help for the government to consider revision of the school business studies syllabus to include a component that focuses on creating awareness on the business resources available to school leavers like Women Enterprise Fund.

iii) The government should also consider allocating more funds to the Women Enterprise kitty to meet the increasing demands for the fund.

iv) Additional programmes should be designed and directed towards achievement of the other objectives of the fund.

So far, only one of the five objectives of the fund has been implemented i.e. provision of credit to women beneficiaries. Provision of credit is not enough

5.6: Suggestion for Further Research

It is recommended that further research be done to establish why financing intermediaries seem to perform better than the Constituency Women Enterprise Scheme in provision of credit.

There is need also to investigate on the perceptions of young women aged below 20 years towards formation of social networks and participation in women entrepreneurship. This is because no woman within this age group was found to be involved in organized groups or participating in entrepreneurship.

A further investigation should also be carried to establish why some women are not willing to borrow loan from Women Enterprise Fund

There is need also to establish why some women enterprises funded by the fund failed. The study should be designed to establish whether the source of the fund was the reason for the failure of the businesses or whether the failure was caused by other factors.

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APPENDICES

APPENDIX 1: INTRODUCTORY LETTER

The University of Nairobi

Meru Extra-Mural Centre

Meru.

Dear Respondent,

I am a post graduate student at the University of Nairobi carrying out a research on the utilization of Women Enterprise Fund in Buuri Division for purposes of my study. This research is a partial fulfillment of the requirement for the award of a Masters of Arts Degree in project planning and management.

As you prepare to give the information requested from you, be assured that it will only be used for academic purposes and that it will be treated with utmost confidentiality.

I, kindly request your support. Please answer the questions with sincerity and to the best of your knowledge.

Thanks in advance.

Yours sincerely,

Kilonzo, Tabitha Ngina

University of Nairobi student

APPENDIX 2: QUESTIONNAIRE TO WOMEN GROUPS

SECTION A: General Information

1. Name of the women group _____

2. How many members does your group have?

3. What is your marital status? (Tick appropriately)

i) Single ()

ii) Married ()

iii) Divorced ()

iv) Widowed ()

3. How old are you? (Show by ticking one category below)

i) Below 20 years ()

ii) 20-30 years ()

iii) 30-40 years ()

iv) 40-50 years ()

v) 50-60 years ()

vi) Over 60 years ()

SECTION B: Utilization of Women Enterprise Fund

4. Are you involved in any business activity?

i) Yes ()

ii) No ()

5. If your answer in (4) above is YES, please answer the following FOUR questions

i) What type of business is it?

ii) How many businesses have you opened in this group using the Women Enterprise Fund?

iii) Do you operate the business as a group or individually?

iv) What made you enter into business?

6. If your answer in (4) above is NO, give a reason as to why this is so

SECTION C: Business Development Services and level of awareness

7. Have you ever attended any training on business development in the last 2 years?

i) Yes ()

ii) No ()

8. If your answer in (7) above is YES, please answer the following TWO questions

i) Who provided the training?

ii) How many times have you been trained for the last two years (Tick appropriately one of the options given below)

1-3 times ()

4-6 times ()

7 times and above ()

9. If your answer in (7) above is NO, please give reasons. You can do so by choosing the ones that apply to you in the list given below.

i) No training programmes were available ()

- ii) I lacked time to attend the training available ()
- iii) I did not want to be trained ()
- iv) Any other (specify)

10. Have you ever borrowed any loan from Women Enterprise Fund?

- i) Yes ()
- ii) No ()

11. If your answer in (10) above is YES, please answer the SIX (6) questions below

i) Where did you apply for the loan? (Please tick one of the options below)

- a) From the constituency enterprise scheme ()
- b) From a lending institution ()

ii) How many loans have you borrowed so far?

iii) Did you borrow the loan(s) as a group or as an individual?

iv) Did you use the amount borrowed only in doing business? Explain

v) What circumstances led to your borrowing of the amount stated above?

vi) The amount loaned was enough for my business financial needs (please indicate your opinion by ticking one of the options below)

- a) Agree ()
- b) Strongly agree ()
- c) Neither agree nor disagree ()
- d) Disagree ()
- e) Strongly disagree ()

12. If your answer in (10) above is NO, please give reasons

13. Where do you sell your products?

i) To consumers ()

ii) To other businesses ()

14. If you choose (ii) above, please specify the kind of businesses you sell to and how you established the link.

SECTION D: Loan Repayment Patterns

15. Have you ever failed to repay any loan borrowed from Women Enterprise Fund?

i) Yes ()

ii) No ()

16. If your answer in (15) above is YES, please answer the THREE (3) questions below

i) Indicate the amount of the loan not paid by ticking either of the categories given below

a) Whole amount not paid ()

b) Some amount not paid ()

ii) What made you not to repay the loan?

iii) Are you intending to repay the amount in future? Why or why not?

