Full Length Research Paper

Evaluation of Small Scale Enterprises' Financing Options in Ilorin, Nigeria

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This study evaluated the Small Scale Enterprises' financing options in Ilorin, Nigeria. The objective of the study is to evaluate the financing options available to and accessed by Small Scale Enterprise (SSE) in Ilorin metropolis; and examined the significant level of financing options accessed by the SSE with a view to optimizing their finance. A modified multinomial logit regression was used to attain this objective. Result indicated that the Small Scale Entrepreneurs accessed the financing options at 63.9% in category one with odds of 1.77, less financing options at 22.0 per cent in category two with odds of 2.8 and least accessed at 14.1% in category three with odds of 0.16 for their start-up capital. A unit increase in any of these variables will improve the entrepreneur's finance. There should be efficiency as both equity and debt finance are assessed by the entrepreneur, coupled with attractive access to bank credit and government's genuine regulation are made.

Keywords: Small Scale Enterprises, financing options, evaluation, Ilorin, Nigeria

INTRODUCTION

Vasiliades (1985) defined Small Scale Enterprises (SSEs) as "cottage" industries. SSE includes a wide variety of firms as: village handicraft makers, small machine shops, restaurants, computer firms and business centre, which possess a wide range of sophistication and skills and operate in very different markets and social environments.

The Small Scale Enterprise (SSE) is well suited for the factor endowment of the Nigerian economy. It enhances the use of local raw materials, low technologies, and light industries employing greater number of persons per unit of capital employed than Medium and Large scale Enterprises. It serves as entrepreneurship ability development centre and can facilitate balanced development as well as having short growth period. Essien (2001) affirmed that the critical importance of adequate capital delivery to SSE is derived from the fact that their development is what is required to enable the country's industrial sector meet the contemporary

challenges of globalization, economic restructuring and poverty eradication while Brunton (2010) said that credit can serve as a powerful catalyst in hastening the rate of growth of manufacturing investments where properly applied.

The Central Bank of Nigeria (CBN) revealed that Nigeria's vibrant informal economic sector has 80 million small scale entrepreneurs who do not have access to financial services while this segment of the economy also employs over 70 per cent of the nation's workforce. Yet, financing in Nigeria is still at its infancy. For instance, of the estimated 70 million people in need of micro credit, CBN statistics showed that only about 600,000 clients had access to financial services in 2001; this grew only to about 1.5 million in 2003 (Jim, 2007). A country's industrial development policy will largely determine the extent to which SSEs are provided with adequate incentives as credit facility.

The critical importance of adequate finance to SSE is derived from the fact that finance optioning and availability is what is required to enable the other factor inputs to function. The significance of finance in the drive for economic growth is fairly well established and generally

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accepted. Therefore, the take-off and efficient performance of any industrial enterprise will require the provision of funds for its capitalization, working capital and rehabilitation needs as well as for the creation of new investments.

The basic research questions are: - what are the financing options (internal and external) accessible to the SSE in Ilorin metropolis? and - what is the probability that the financing options (internal and external) are assessed by the SSEs in Ilorin metropolis?

Objectives of the Study

The main objective is to evaluate the financing options for Small Scale Enterprises in Ilorin, Nigeria. The specific objectives of the study are: - to evaluate the financing options available to and accessed by SSE in Ilorin metropolis; and to examine the significant level of financing options accessed by SSE in Ilorin metropolis with a view to optimising their finance.

LITERATURE REVIEW

Financial Requirement of Small Scale Enterprise

This is grouped into two for any enterprise: fixed Capital and working Capital

Fixed Capital are investment in assets such as land, buildings and equipment, the economy lives of which extend to the medium term or the long term, while

Working Capital are cash inventories of raw materials, work - in - progress and finished goods and assets receivable.

Small enterprises tend to have lower relative requirements for fixed as against working capital because of the high degree of labour intensiveness (or conversely, the low capital intensity) exhibited. SSEs pay lower wage rates, this show quite high labour / capital ratio.

Small Scale Enterprise Diversified Financing Options

From the perspective of finance, there exists a continuum of SSE types ranging from the informal household enterprise at one extreme to the relatively modern workshop or factory-type SSE operating outside the household, at the other level.

Three criteria to distinguish between SSEs

One source of finance is between institutional and non-institutional or informal credit; the relative importance of fixed versus working capital as the capital structure and the relative importance of savings as a source of finance.

Internal finance is concerned with sourcing funds through personal savings and cash donations of friends and relatives. However, as the firm grows its financing requirements may go beyond personal savings.

In Brunton (2010) view savings are personal savings from other activities, hence the informal Small Scale Enterprises source their finance from saving.

The next source is **external finance** which is based on merit according to the evaluation of financial institutions. There are two notable variants of external finance: debt financing and equity financing. Typically, businesses are financed using either or both of two forms of capital investments: debt and equity.

The equity component of external finance gives the financier the right of ownership in the business and as such may not require collateral since the equity participant will be part of the management of the business.

Debt financing: involves the procurement of interest bearing instruments such as loans, overdrafts, letters of credit, and accounts receivable. They are secured by asset-based collateral and have term structures, that is, either short or long term. Debt financing can be structured with repayment in the short, intermediate or long term.

Credit: is the flow of money from net lenders or financial intermediaries to net borrowers in a given time period. This can be informal or formal credit.

Theoretical Framework

The monetarists believe that only money matters, thus stress that monetary policy is the only game in town (Brunton, 2010). Other economists focus on credit flows (loans) that triggers changes in spending and still others believe that saving and / or credit flows are only two among many factors affecting the economy. These Economists are the Keynesians, Neo-keynesians and post-keynesians (Burton, 2006).

Theoretically, most of the studies on small firm financing and the behaviour of institutions that lend to SSE have been undertaken in the industrialized countries, with particular reference to the United States of America and the United Kingdom (Chittenden, et al., 1996).

Empirical Studies

In a study, King and Abuodha (1991) examined small business manufacturers' characteristics in Kenya by investigating a sample of 320 manufacturers from three industries. Textiles had the smallest average start-up capital reported at only one-third and one-fourth of the other more capital intensive industries. The large standard deviation indicates the wide variation of responses. Median was used for data analysis and lack of capital was cited by 80% of all respondents as the greatest start-up problem. In addition to the start-up capital amounts, the

source of start-up capital revealed that personal savings dominate as the primary source of capital in all industries studied. It should be noted that no one had gained their start-up capital from a formal sector source. Relatives, partners and friends were the only other responses given to inquire about start-up capital. As the business develops and grows, additional capital is needed for expansion. It is expected that the initial sources of capital will prove to be important as sources for expansion capital. This is underscored as approximately 92% of them decided not to apply for loans or had applied but were rejected. Only 9% of the firms received any external funding other than from family members. Approximately half of the respondents started their businesses from meager savings. Meanwhile, other options could have been explored. Capital stock levels of the three sectors are compared to data generated from a previous study.

King and Abuodha (1991) findings corroborated the study that capital stocks are highest in metalworking followed by woodworking. Data indicate that metalwork, woodwork and textiles have a capital stock ratio of 3:2:1 in terms of total capitalization. The primary weakness of most members of the study group was lack of capital resulting in their inability to get the appropriate tools or expand their businesses. Almost all of the respondents started their businesses from own savings or loans from relatives. Approximately 92% of the sampled enterprises decided not to apply for loans or had applied but were rejected. Only in one case had the business owner applied for a Kshs. 100,000 loan from the Kenya Commercial Bank and was offered only Kshs. 20,000, which was turned down because it was inadequate for the enterprise's purposes. Further studies are needed to find out if the SSEs accessed financial option can be adequate.

Kariuki (1995) study of bank credit access in Kenya illustrates this point further. A survey of 89 small and medium-scale firms in manufacturing and service industries combined with secondary information from commercial banks found that from 1985 to 1990, the average real volume of credit for the sample firms fell except for the year 1986 which showed a marginal increase of 1.5%. Several deterrents to utilizing formal credit were identified. Small scale borrowers were found to be faced with higher nominal interest rates at higher inflation rates in the latter half of the 1980s. Moreover, the explicit transactions costs of borrowing were found to be high in relation to interest costs. A research gap to fill here is that interest rate is explicit and should be constant since it is institutionally determined.

Also, Dalitsokayanula and Peter (2000) study indicated that reforming financially repressive policies had little immediate effect on the conditions that inhibited banks from financing small enterprises, leaving their demand for credit largely unsatisfied. On the other hand, the study found that: many successful small enterprises did have at least some access to bank finance; that other forms of external finance, such as customers' advances and supplier's credit, were at least as important as bank credit; and that some small firms achieved rapid growth through reinvestment of profits. These findings are based on a survey of 133 enterprises identified as successful and therefore have potential candidates for bank financing. These enterprises ranged from micro (1 to 9 workers), small-scale (10 to 29 workers) and medium-scale (30 to 140 workers). Interviews were also conducted with a sample of Ghana's 12 commercial and development banks, informal savings collectors and moneylenders and semi-formal financial institutions. Other sources of capital needed to be known and assessed.

Atanda (2010) study on finance functions of small firms entrepreneurs in Nigeria reviewed a case study of "aso - oke" cottage textile industry, also, find that personal savings of the entrepreneurs was the most important source of initial and working capital to micro - scale enterprises with a total response of 82.28% while only 2.3% sourced funds from the banks. Neither a firm from the industry nor industry in the area studied is sufficient to reach a logical conclusion. Advance method of analysis would show better confidence in the result. This will be addressed in this study. Also, there was a study review of Nigeria small scale enterprise financing policies which looked into the financial characteristics of micro and Small-scale Enterprises and an overview of micro finance schemes in Nigeria. The study looked into the effectiveness or otherwise of the efforts of financial institutions and schemes created by government to provide credits to the MSEs in Nigeria between 1992 and 2008 using secondary data from the CBN. Descriptive and inferential statistical methods were adopted. It was observed that ratios was geometrically decreasing since 1996, the rate decrease drastically from 25% in 1995 to 0.3% in 2008. This is just a source among sources that can be explored.

Okpukpara (2009) study conducted in Abia and Anambra States showed that 150 enterprises were targeted through random sampling techniques with information eventually collected from 136 enterprises because of invalid responses. The model tried to understand the factors that influenced the probability of rural enterprises obtaining loan from financial institutions (formal and informal) while equity from the owner/personal factor is neglected among others. The expected value of the dependent variable is interpreted as the probability that a particular enterprise with certain characteristics will obtain loan. This probability could only take values between 0 and 1. Binomial logit model was used in this study to calculate the characteristics that make a rural enterprise obtain loan, subject to characteristics of enterprise in South East Nigeria. Also, Mean distribution of socioeconomic characteristics of rural enterprises was used.

Policies So Far (Governmental and Non-Governmental Initiatives)

The development Finance Department of the CBN has the following schemes and programme: the Fund for Small Scale Industries (FUSSI), Technical Assistance, National Directorate of Employment (NDE), National Economic Reconstruction Fund (NERFUND), Traditional Micro-Finance Institutions, Micro Finance Institutions/Banks (MFIs) or (MFBs), Community Based Non-Government Organisations, Community Banks, The Nigeria Bank for Commerce and Industry (NBCI), Development Finance Institutions (DFIs), Establishment of Development Finance Institutions and use of Credit Guidelines, The World Bank Assisted SME I and II, Small and Medium Scale Enterprises Equity Investment Scheme (SMIEIS), Bank of Industry, Small and Medium Industries Development Agency (SMIDA), Contribution of Development Partners United Nation Development Programme (UNDP), Manufacturer Association of Nigeria (MAN), The 200 billion Naira Small and Medium scale Enterprise Credit Guarantee Scheme, Rural Banking Scheme, African Development Bank – Export Stimulation Loan Scheme (ADB-ESL) in 1988, Peoples Bank (1989), the establishment of Nigerian Agricultural Cooperative and Rural Development Bank (NACRBD) in the late 1990s, Family Economic Advancement Programme (1997), Peoples Bank and Family Economic Advancement Programme (FEAP) in 2002 and Youwin (Youth win) programme in 2011.

METHODOLOGY

Study Area

A total of 300 copies of the questionnaires were administered to SSEs in the three zones of Ilorin Metropolis, Kwara State of Nigeria. The distribution was as follows: Ilorin South 76, Ilorin West and East, 112 each. Of the 300 questionnaires, only 255 were found to be well filled and relevant comprising 100 each from Ilorin East and West and 55 from Ilorin South. The data were analyzed using logit model.

Data Analysis, Interpretation of data and distribution

The maximum likelihood estimation of the logit model is as follow:

$$L_i = \frac{P_i}{1 - P_i} = \frac{1 + e^{z_i}}{1 - (1 + e^{z_i})}$$

Where:
$Z_i = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + U$
$\beta_1, \beta_2, \beta_3$ are the co-efficient of Xs
β_0 = intercept
U = disturbance term

Empirically:

$$\widehat{L_i}\widehat{L_i} = e^{\widehat{Z_i}} e^{\widehat{Z_i}}$$

Where $\widehat{Z_i}\widehat{Z_i} = \widehat{\beta}\widehat{\beta}_0 + \widehat{\beta}\widehat{\beta}_1 P + \bar{\beta}\bar{\beta}_2 I + {}_3 F + e$

Therefore $\widehat{L_i}\widehat{L_i} = e^{\widehat{\beta}\widehat{\beta}_0 + \widehat{\beta}\widehat{\beta}_1 P + \widehat{\beta}\widehat{\beta}_2\widehat{\beta}\widehat{\beta}_3 F +} e$

$\widehat{L_i}\widehat{L_i} \quad \widehat{\beta}\widehat{\beta} \quad \widehat{\beta}\widehat{\beta} \qquad \widehat{\beta}\widehat{\beta} \qquad \widehat{\beta}\widehat{\beta}$

Then $\qquad = \quad {}_0 + \quad {}_1 LnP + \widehat{\beta}\widehat{\beta}_2 LnI + \quad {}_3 LnF + e$

Now:

$$\widehat{L_i}\widehat{L_i} = \frac{P_i}{1 - P_i}\frac{P_i}{1 - P_i} = \text{odds ratio in favour of}$$

SSE financing options accessed in Ilorin metropolis that is the ratio of the probability that the SSE in Ilorin metropolis will access the financial options to the probability that they will not access the financial options.

Where:
P_i = the probability of SSEs obtaining finance from financial institutions (formal and informal) as well as equity from the owner/personal factor.
L_i = logit; the probability that a particular enterprise with certain characteristics will access the financing options.
$\widehat{L_i}\widehat{L_i}$ and $\widehat{Z_i}\widehat{Z_i}$ are estimates
e = exponential
$\widehat{\beta}_0$ = the intercept which is the value of the log odds in favour of accessing the financing options if the capital thereof is zero.
$\widehat{\beta}_1$ = Slope of P
$\widehat{\beta}_2$ = Slope of I
$\widehat{\beta}_3$ = Slope of F
P = Personal savings
I = Informal Financial Institution including support and loan from family and friends; cooperatives and; hire purchase
F = Formal Financial Institution as bank loan
e = error term
On a-priori, P_i is < 1 and the expected pattern of the structural behaviours of the independent variable say (P, I, F) on the dependent variable ($\widehat{L_i}\widehat{L_i}$) is: P>0, I>0, F>0. Thus, implies that the more the increases of the explanatory variables, the more the increase in the explained variable ($\widehat{L_i}\widehat{L_i}$) in Ilorin, Nigeria.

Personal Data of Respondents

The sampled 8 (3%) respondents who did not formal education, 33 (13%) Primary School leavers, 38 (15%) respondents did not complete their Senior Secondary School, the 76 (30%) respondents completed their Senior Secondary School, 69 (27%) respondents did not complete their Junior Secondary School, 26 (10%) Junior Secondary School leavers and 5 (2%)OND/NCE holders. The sample comprises 117 (45%) females and 138 (54%) males. Gender distribution title in favour of males because they are the major designers whereas both sexes are into tailoring / fashion designing and computing. The

Table 1. Multinomial Logit Estimates on Financing Options assessed by SSEs

Variable	Less than ₦100 000		₦100 000-₦200 000	
	Co-efficient	p-value	Co-efficient	p-value
Intercept	42.156 (0.00) *	0.00	.883(0.00) *	0.00
Personal savings source	9.749(0.00) *	0.00	21.030(0.00) *	0.00
Formal credit source	7.696(0.00) *	0.00	-9.658(0.00) *	0.00
Informal credit source	-31.852(0.01) **	0.00	-18.702(0.01) **	0.00
The reference category is: More than ₦200 000. R^2- Nagelkerke: 0.913 Chi-Square: 364.609 P-Value: 0.00 Likelihood ratio test: 0.000 Figures in the bracket are Wald-test				

* Significant at 1% level
** Significant at 5% level

Table 2. Odds ratio computation

Categories of finance	P(finance option assessed)	P(no finance option assessed)	Odds of finance option assessed
<₦100 000	0.639	0.361	0.639/0.361 = 1.77
₦100 000- ₦200 000	0.22	0.78	0.22/0.78 = 2.8
>₦200 000	0.14	0.86	0.14/0.86 = 0.16

age range of 18 – 40 years is 96 (36%) respondents. This set is strong given their youthful lives. The respondents within the age bracket 41 and 65 constituted 94 or 37% of the sample who have started enjoying proceeds from many customers' services they have over the years. Those above 65 years are 69 (27%) respondents who on account of age are not agile enough and are therefore less productive.

In terms of marital status, 133 (52%) respondents are single while 122 (48%) are married. The latter group had the added advantage of more labour force by enjoying cooperation of their children compar3ed with those who that are single. In the married group of 122, 117 (96%) have less than four children while the balance of 25 respondents (4%) have more than four children.

Small Scale Enterprise Data of Respondents

The respondents involved in photography are 97 (38%), 94 (37%) tailors/fashion designers and 64 (25%) computer business centre owners. The major types of business organisations are 184 (72%) in sole-proprietorship and family business. The Small Scale Entrepreneurs employing less than 4 employees constituted 176 or 69% while 158 (62%) employed more than 4 employees. The tendency is that the more the employees, the more the productivity, then, the business employing more experts would enjoy the benefits of division of labour. It is possible

they are part - time workers. The entrepreneurs are 97 (3%) who have less than 4 apprentices. The business enterprises existing for 10 years are 171 (67%) while those that existed for above 10 years are 84 (33%). The Entrepreneurs who did not rent shops are 5 (2%) while 250 (98%) own their shops.

Small Scale Enterprise's Finance Options Data of Respondents

The given fixed assets based on the forms of business are given by the respondents, 97 (38%) photographers, 94 (37%) tailor/fashion designers and 64 (25%) computer business centre owners' 25 per cent. The business enterprises with a set of fixed asset are 166 (65%) while 89 (35%) have more than one set. The business enterprises' fixed assets costing below 100 000 naira are for 217 (85%) businesses, 38 (15%) businesses cost their fixed asset between 100 001 naira and 200 000 naira. The 13 (5%) chemicals, 56 (22%) papers, 115 (45%) pairs of scissors and 71 (28%) toner containers are the business current asset used. A set of current asset was used by 158 (62%) respondents while 97 (38%) used more than a set of current asset. The enterprises which used less than ₦100 000 are 229 (90%) respondents and 26 (10%) respondents used between ₦100 001 and ₦200 000 worth of current asset.

Also, 166 (65%) businesses source their start-up capital

from personal savings and 89 (35%) respondents source start-up capital from loan. The form of loan accessed was 191 (755) informal and 64 (25%) formal credit. The informal loan source is 15% or 38 from family and friends, 5% or 13 local money lenders, 25% or 64 lending organizations, 140 (55%) cooperatives. The 163 (63.9%) enterprises raised less than ₦100 000, 56 (22%) enterprises raised less than ₦200 000 and 36 (14.1%) enterprises raised more than ₦200 000 as start-up capital. Based on respondents opinion, 13 (5%) entrepreneurs are of the opinion that less ₦200 000 will be enough to run the business at present, 26 (10%) entrepreneurs suggested between ₦200 000 and ₦400 000 and 217 (85%) entrepreneurs suggested above ₦400 000 will be enough to run the business at present.

The 250 (98%) enterprises do not plough back their profit while 5 (2%) respondents did. In terms of leasing, 252 (99%) businesses did not lease tools but 3 (1%) lease tools. The form of working debt finance accessed was 242 (95%) informal and 13 (5%) formal credit. As such, 229 (90%) did not find loan to be easily assessed though 26 (10%) found it with ease. Those who do not sometimes access loan gave reasons as 30 (12%) complained of too much time used in processing loan, 13 (5 %) had poor interest in bank loan, 148 (58%) complained of high interest, 51 (20%) complained of inadequate collateral and 13 (5%) complained of untimely delivery of loan. The 13 (5%) respondents were charged less than 12 per cent while 242 (95%) respondents were charged less than 12 per cent. Though, 250 (98%) respondents were ready to pay less than 12 per cent as interest rate, 5 (2%) respondents were ready to pay more than 12 per cent as interest rate. Given the current assets needed, 157 (62%) respondents approached informal source for working debt from family and friends; 5% or 13 respondents went to local money lenders, 13% or 33 respondents preferred lending organizations and 20 per cent are from 51 cooperatives. There were 242 (95%) enterprises accessing less than ₦100 000 and 13 (15%) enterprises raised between ₦100 000 and ₦200 000 as working capital.

In terms of the finance awareness, 247 (97%) entrepreneurs were aware of government financial aid though 8 (3%) were not aware. Out of this, 235 respondents have not benefited from government financial aid yet 20 (8%) had. Also, 31 (12%) concluded that loan from informal source cost higher than loan from bank. Finance access limitation are given by 97 (38%) respondents as due from registration cost, 94 (37%) respondents saw filing statement of accounts as a problem and 64 (25%) are of the opinion that it tampered with confidentiality. The business is limited by inadequate capital as given by 196 (77%) respondents, 13 (5%) respondents said that business is limited as a result of inadequate shop and inadequate tools was 46 (18%) respondents opinion.

Empirical Results and Analysis

The personal savings as a financing option assessed by SSEs depicts that its probability of going for less than ₦100,000 instead of an amount more than ₦200,000 increases given the coefficient at 9.749 which implies that the SSE will use less than ₦100,000.

Alternatively, the result of personal savings source analyzed reveals that the probability that the SSEs using personal savings with coefficient at 21.030 given finance between ₦100,000 and ₦200,000 will increase, thus, not assessing beyond ₦200,000.

Also, the probability that the SSEs using formal credit source will go for less than ₦100,000 instead of more than ₦200,000 increases with its coefficient at 7.696. This means the SSEs will use less than ₦100,000. Otherwise, the probability that the SSEs using formal credit source between ₦100,000 and ₦200,000 at a coefficient of -9.658 will reduce as against assessing more than ₦200,000.

The case is not different where the probability that the SSEs using informal credit source going for less than ₦100,000 or between ₦100,000 and ₦200,000 at coefficient of -31.852 and -18.702 respectively will reduce as against assessing more than ₦200,000.

More also table 1 result shows that informal credit source did not have the expected sign with the values -31.852 and -18.702 but has a significant effect on the level of finance with p-value of 0.00 and 0.00. This shows that it is significant in distinguishing between the three categorical groups of the explained variable. The negative sign implies that as the entrepreneurs continue to source more finance from the informal credit source the finance will be reducing this may be as a result of inability to cope with the informal credit source system due to its un-organised state. The significance of the variable may be connected to the fact that the managerial skills being acquired over time and better assessment of the importance and complexities of good financing decision making.

From table 2, the odds ratio measuring personal savings, formal credit and informal credit financing options as assessed by the Small Scale Entrepreneurs for start-up capital in three categories are: for the 163 in first category which is 63.9 per cent with finance less than ₦100 000 assessed was 0.639/0.361 as 1.77; for the 56 in second category which is 22.0 per cent with finance ₦100 000 – ₦200 000 assessed was 0.22/0.78 as 2.8; for the 36 in third category which is 14.1 per cent with finance above ₦200 000 assessed was 0.14/0.86 as 0.16. This result indicated that the Small Scale Entrepreneurs assessed the financing options at 63.9 per cent mostly for finance less than ₦100 000 in category one with odds of 1.77, less financing options at 22.0 per cent with ₦100 000 – ₦200 000 in category two with odds of 2.8 and least assessed at 14.1 per cent for finance above ₦200 000 in category three with odds of 0.16 for their start-up capital.

CONCLUSION

The results from the empirical study shows positive signs, that there exist a significant relationship between the Small Scale Enterprises start-up capital and personal savings; formal credit; and informal credit financing options variables in Ilorin, Nigeria.

Serious effort should be geared towards ensuring that Small Scale Entrepreneurs access all necessary financing options in Ilorin, Nigeria. The fact remains that there are still financing options in Ilorin, Nigeria that the Small Scale Entrepreneurs in Ilorin can explore and assess, both the formal public and private financing options in Ilorin, Nigeria and beyond.

The Small Scale Entrepreneurs should be encourage to access finance more from the formal financing options as against the personal savings and informal financing Options in order to ensure proper and appropriate equity and debt finance towards Small Scale Enterprises growth and development.

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