



**BASELINE SURVEY OF  
MSEs & MSFs IN THE UHURU  
CORRIDOR, TANZANIA**

FINAL REPORT

May, 2003

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

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# **1 Background of the Baseline Survey**

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## **1.1 Introduction**

The Micro and Small-Scale Enterprise (MSE) Baseline Survey is a door-to-door enumeration of income-earning activities<sup>1</sup> within a selected region or country. The survey counts all the activities in manufacturing, trade and services, regardless of size, location or legal status of the activity. Besides counting, the survey describes the activities and characteristics of MSEs and thus providing a comprehensive picture of the sector.

Evidence available indicates that there has been no comprehensive National Baseline Survey for MSEs in Tanzania. However, over the last decade, several surveys on MSEs have been carried on a regional basis, for example, “The Dar-es-Salaam Informal Sector Survey of 1995”, Informal Sector Clusters, 1995 and “Self-help Organizations in the Informal Sector of the Dar es Salaam Region, 1995”. Other studies have been conducted for specific purposes such as the K-Rep: “Demand for Rural Financial Services in Tanzania, 1997”. These surveys, and numerous other papers touching on the informal sector, have served the purposes for which they were undertaken but are not representative of the national status of MSEs in terms of their contribution to total employment and the economy, which would be expected from a traditional baseline survey.

Similarly, this survey covered only five (5) regions of Tanzania along the “Uhuru Corridor” comprising of Dar es Salaam, Pwani, Morogoro, Mbeya and Iringa. The survey was household based focusing on income generating status of each household regardless of whether the activity is off-farm or on-farm. Consequently, the survey differs from conventional Micro and Small Enterprise (MSE) baseline studies, which have tended to be national and focusing on off-farm MSEs only. In this survey, special attention was directed at Business Development Services (BDS) with a view to establishing the level of BDS usage, awareness and image.

This survey has been conducted by K-REP Advisory Services in collaboration with staff members of the National Bureau of Statistics. We particularly thank Dr. Mbogoro, the Commissioner for the National Census, for his support, before and during the survey.

## **1.2 Survey Objectives**

Generally, the measurement of the size, characteristics and structure of the Micro and Small Enterprise sector, not only for off-farm enterprises (herein referred to as “MSEs”) but also for farm enterprises (herein referred to as Micro and Small Farms – “MSFs”) has gained significant attention in the economies of developing countries. This has come out of the realization that there is a significant contribution of the MSEs and MSFs sectors to the Gross Domestic Product (GDP) and generation of income and employment. The sector is also seen as a useful contributor to the poverty alleviation and eradication strategies of governments. The design of policies and programmes aimed at increasing opportunities in the sector largely depends on the baseline information that is available within the sector. Another issue that arises is the understatement of the contribution of women to the national economies through the informal sector. A baseline survey of MSEs and MSFs would

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<sup>1</sup> A Manual for Conducting Baseline Surveys of Micro and Small-Scale Enterprises, (GEMINI), Michael A. McPherson and J.C. Parker. 1993.

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bring out the estimated participation of both men and women within the sector in terms of ownership of enterprises and employment.

In this context, there is need for MSEs and MSFs data (and also national accounts) to be accurately documented to meet the needs of the users. The creation of regional economic unions like the East African Community and COMESA across the continent, (and recently NEPAD), makes it necessary to produce statistics that are comparable at both the regional and international levels. In addition, many global development institutions and donors have expressed willingness to increase their support for the MSE and MSF sectors of various developing economies. The design of meaningful interventions in these sectors largely depends on the amount, quality and accuracy of baseline information available. On the basis of these developments, many African countries have in the last decade embarked on establishment, revision and documentation of accurate information related to small enterprise development and national accounts. Consequently, the main purpose of this survey was to establish baseline data to be used for the design of two projects: Swisscontact intends to run a Business Development Centre (BDC) project in the Uhuru Corridor. This project will be supported by IFC and SDC and in fact the baseline survey is the first phase of this project.

The specific objectives of the survey were to:

- Establish baseline data on business participation of households in non-agricultural (MSEs) and agricultural sectors (MSFs).
- Establish baseline data of micro and small-scale enterprises in non-agricultural sectors and micro and small-scale farms in agricultural sectors. The objective was to estimate the size and magnitude of the sectors by estimating the number of MSEs and MSFs in the Uhuru Corridor. Estimates of the overall magnitude of the MSE and MSF sectors are critical in analysing the structure of the sector in Tanzania in order to understand the various distribution aspects of the type of activity, rural-urban distribution, enterprise size and gender composition. This information is important for the appropriate design of policy instruments as well as in targeting various support interventions for the sector.
- Establish baseline data on BDS usage, awareness, and perceptions by both MSEs and MSFs. Business development services form a vital component of the success of small enterprise development. These include a whole range of services other than credit that enhance the growth and development of enterprises. The objective was to capture the level of awareness of BDS of MSEs and MSFs to BDS on offer in the market, the level of usage for those enterprises that have accessed BDS and the perceived importance of the services. For those enterprises that have accessed business services, the survey sought to know the level of satisfaction with the services, and those aware of the services but have not accessed them, the survey also set out to know the reasons/constraints for not accessing business services. As an indicator of the demand for BDS, the survey sought to know the type of services MSEs and MSFs would want to access. All this information is important in the design of BDS programmes that are sustainable and provide value-added services to the users.
- Establish income levels of MSEs and MSF's with a view to establish poverty levels. The survey assesses the contribution of the sector (within the Uhuru Corridor) to entrepreneurs' incomes. This analysis is critical considering the prominent role attributed to the sector in terms of income generation for the poor (poverty alleviation).

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- The survey attempted to measure the contribution of MSEs and MSFs to employment in the Uhuru Corridor by analysing the composition and structural variations of sector employment. One of the challenges facing Tanzania is the creation of employment opportunities. Given the shrinking formal sector in terms of job creation the small MSE and MSF sector provides the most opportunities for the absorption of the increasing labour force.

### **1.3 The Scope of the Survey**

This survey focused on households in both rural and urban areas along the “Uhuru Corridor” of Tanzania comprising of five regions of Dar es Salaam, Pwani, Morogoro, Iringa and Mbeya. 17 out of 25 Districts in these regions were purposely selected for this survey as follows:

<b>Region</b>	<b>District</b>
Dar es Salaam	Dar es Salaam, Kinondoni, Ilala, Temeke
Pwani	Bagamoyo, Kibaha, Kisarawe, Mkurunga, Rufiji
Morogoro	Morogoro, Kilosa, Kilombero, Ulanga
Iringa	Iringa, Mufindi, Njombe, Makete, Ludewa
Mbeya	Mbeya, Mbarali, Kyela, Chunya, Mbozi, Ileje, Rungwe

### **1.4 Organization of the Report**

The principal aim of this report is to present the findings of the Baseline Survey 2002 conducted in the Uhuru Corridor in a fairly simple and understandable format. It is hoped that the report will enhance the understanding of the size, magnitude, structure, contribution to employment and poverty alleviation, opportunities and constraints of MSEs and MSFs within the Uhuru Corridor in Tanzania.

Chapter one provides the background of the survey and the major objectives for which it was carried out. Chapter two discusses the methodology applied in organizing and executing the survey. It looks at the sample and its characteristics, stratification, sample size and allocation of clusters by region and extrapolations. It also gives various definitions and concepts used in the report.

Chapter three discusses the economic base of the households in the Uhuru Corridor. It looks at the estimated population and number of households, the size of the households, sources of income for both rural and urban households and the composition of household members.

Chapter four discusses the magnitude and structure of the MSEs along the Uhuru Corridor focusing on the various types of activities, age of the enterprises, employment size and incomes of the MSEs. It also looks at the constraints faced by the MSEs and outlines the profile of the owners of the enterprises with regards to age, level of education, marital status, prior occupation of the entrepreneurs and business motivation. Chapter five follows the same outline as chapter four but analyses the agricultural households (MSFs).

Chapter six analyses the market for business development services with respect to awareness of the services to both MSEs and MSFs, level of access, perceived importance, level of satisfaction with the

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services and constraints facing MSEs and MSFs with regard to access to BDS. The chapter also looks at types of BDS that enterprises would want to access, and the level of linkages within the supply chain.

## **2 Methodology**

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### **2.1 Sample Design**

For statistical representation, the survey adopted the Tanzania National Statistics Bureau's (NSB) scientifically developed sampling frames for household-based sample surveys. Based on the 1988 national population and housing census, NSB has a National Master Sample (NMS) of 100 village (rural)-based Primary Sampling Units (PSUs) and 122 urban-based Enumeration Areas (EAs) - both making a total of 222 clusters – for surveys that require aggregation (extrapolation) only at the national level. For regional estimates, however, NSB has a listing of 543 rural-based clusters in addition to the 122 urban-based EAs. For household-based sample surveys, these two are the ready-to-use scientifically developed sampling frames available as no others have so far been developed from the 2002 national population and housing census.

To obtain baseline information on MSEs and MSFs in the Uhuru corridor that can be extrapolated to give region-wide estimates, the appropriate sampling frame to use was the one of 122 urban-based EAs and 543 rural-based PSUs provided by the National Statistics Bureau. It was however noted that this sampling frame could only give regional estimates and not district-level estimates since it was developed using the 1988 district-boundaries<sup>1</sup>. Using this frame, it would not have been possible to obtain region-wide estimates (of relevant variables such as number of MSEs) in the five regions of Dar es Salaam, Pwani, Morogoro, Iringa and Mbeya as well as global estimates for the Uhuru Corridor. While the sampling approach to be adopted ensured that all the 17 districts identified were covered in the survey, the approach did not allow for district-level aggregations. It was however possible to make inferences on any district-peculiar characteristics (e.g. type of activities, profitability, size of enterprises etc as apposed to aggregates such as total number of MSEs, total employment in MSEs, total incomes generated in MSEs in area etc). This sampling frame is appropriate for generating baseline information on MSEs and MSFs in the Uhuru corridor and sufficient for planning and designing intervention programs for development activities.

### **2.2 Stratification**

Usually, the selection of clusters is based on a preliminary stratification to distinguish the several strata in the country or region. The need for stratification arises from the diverse economic and demographic characteristics of various parts of the country or region. The grouping of identical units into one-stratum results in a homogenous set, with the strata differing from each other as much as possible. This results in increased precision of the estimates of the characteristics of the population as the variance is substantially reduced. It also ensures that the asymptotic properties of data are achieved from a relatively smaller sample from each stratum. Initially, the following five strata had been proposed:

- Dar es Salaam;
- Urban Centres - Morogoro, Iringa, Mbeya;
- Small towns – such as Ifakara, Mikume, Mafinga;
- Trading Centres; and
- Other areas, mainly rural.

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<sup>1</sup> District-level estimates would also require a much larger number of clusters to be sampled – approximately 30 per District.

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A modification was however done to fit the conventional categorization of settlements (urbanization). This categorization recognized:

- Cities – Dar-es-Salaam;
- Municipalities;
- Other urban centres (with population of over 2,000 and above); and
- Rural areas

From this categorization, the stratum of Cities was Dar-es-Salaam only; Municipalities were Morogoro, Mbeya, Iringa, Kibaha and others as specified in official government documents; Other Urban Centres included all other townships below the municipality level while rural areas included rural trading centres as well as rural villages. While the survey could have easily added the category of trading centres in the data collection process, this stratum was eventually collapsed under “Rural” in the weighting stage of data analysis since the weights available for the National Statistics Bureau was only available for the four strata. Due to the precedence given to collection of MSE information in the baseline survey as well as the higher variability in urban areas (the first three strata), higher weighting (3:1) was given to urban clusters vis-à-vis rural clusters.

### **2.3 Sampling**

The baseline survey adopted a three-stage sampling approach. The first stage, that involved the selection of the regions that the survey covered, had already been purposely determined as the five regions constituting the Uhuru Corridor (Dar es Salaam, Pwani, Morogoro, Iringa and Mbeya).

The second stage involved selection of enumeration areas (clusters) within the region where the interviews with MSEs/MSFs were conducted. A total of 30 clusters were randomly selected from each of the regions. From a partial listing of 92 clusters in the adopted sampling frame made available by the Statistics Bureau, a listing of 70 clusters was selected.

The third stage in the sampling process involved selection of households that were interviewed in each sampled cluster. In each cluster a radial random systematic approach was used to obtain the required number of households. From a key point within the cluster such as the village centre, administrator’s office, etc, enumerators were assigned four different directions from each of which the third household (in the case of 30 clusters for the region) was selected.

### **2.4 Sample Size and Allocation of Clusters**

For regional aggregations to be possible, the NSB estimates that a sample size of 1,000 households is necessary. This is also true statistically owing to asymptotic properties of data of this nature. For a sufficiently wide coverage of each region, KAS spread this sample size of households that were interviewed to over 30 clusters or at least 60% of the listed clusters whichever was applicable. This implied about 34 households per cluster in the case of 30 clusters per region or a higher number of households in the case of regions where the number of clusters selected were less than 30. For example if 25 clusters were selected in a region, then the number of households interviewed were 40 per cluster to make up the required sample size of 1000 households in that Region ( $1,000/25 = 40$ ). The table below shows the estimated sample size for this survey.

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### **2.5 Coverage of Clusters by Region**

The design of the survey required a complete enumeration of the selected clusters. The teams, therefore, interviewed all the members of the households within the survey sites. Where the household members were absent, a replacement was made with the immediate neighbour to minimize call-backs. The table below gives the number of selected clusters in each stratum.

**Table 2.1: Distribution of Selected Clusters by Region**

Region	Number Clusters	Type of questionnaire					
		Households	MSEs	MSFs	BDS – MSE	BDS – MSF	Closed
Dar es Salaam	30	900	378	34	176	23	91
Coast	15	450	81	86	46	44	19
Morogoro	30	900	172	187	80	83	45
Iringa	30	900	436	320	89	112	178
Mbeya	30	900	212	349	176	165	106
<b>Total</b>	<b>135</b>	<b>4,050</b>	<b>1,279</b>	<b>976</b>	<b>509</b>	<b>427</b>	<b>439</b>

The detailed distribution of clusters by region is attached to this report as an annex.

### **2.6 Extrapolations**

As mentioned in section 2.1 above, the baseline survey of MSEs utilized the sampling frame of all Enumeration Areas (EAs) of the 2002 national population and housing census provided by the National Bureau of Statistics (NBS), to randomly select a sample of 135 EAs for the survey as indicated in Table 2.1. To obtain region-wide estimates on the basis results obtained from this sample, weighting factors were generated with close collaboration of sampling statisticians at the NBS. The weighting process involved the following two main steps:

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*Step 1: Raising sampled number of households in the cluster to the level of overall cluster population of households*

The survey covered 30 households in each cluster. Each cluster has a varying number of households ranging from as few as 60 to some with as high as 250 households. The process of obtaining cluster weights involves taking the ratio of total households in the cluster to the number of households sampled. This ratio raises results of the interviewed households within the cluster to an estimate for the whole cluster.

*Step 2: Sampled study clusters to region-wide estimates*

This step was done region by region and involved taking a ratio of the number of total households in the region to the number of sampled clusters in the region. As indicated in Table 2.1, the survey covered a total of 30 clusters in all the regions other than in Pwani (Coast), with only 15 clusters. This ratio is then applied to all clusters for that region.

The ratio from step 1 is multiplied to the ratio obtained from step 2 to obtain the weighting factor for raising results from the sample to estimates for whole Uhuru region. A reliability test of the generated weights indicated an error margin of less than +2%.

<b>Region</b>	<b>Number of Households (National Estimates)</b>	<b>Number of Households (Survey Estimates)</b>	<b>Margin of Error</b>
Dar es Salaam	596,264	596,228	36
Coast	200,919	201,116	(197)
Morogoro	385,260	385,310	(50)
Iringa	346,815	346,791	24
Mbeya	491,929	492,108	(179)
<b>Total</b>	<b>2,021,187</b>	<b>2,021,553</b>	<b>(366)</b>

The error margin arose from the fact that the national estimates represents the households that were counted at their present location at the time of the national census whereas the process of generating survey estimates was based on the members supported by a particular sampled household regardless of their location.

Due to the low error margin, it was not necessary to have an error adjustment factor.

## **2.7 Concepts and Definitions**

This section attempts to explain concepts and terms used in the report, which are meant to be understood. It has been observed that some of the usual concepts of labour force defined at the international level are not always used in their common meaning and may be misleading when interpreted in a comparative perspective. For instance, the concept of unemployed used in the analysis of the Welfare Monitoring Survey II (1998) comprise unpaid family workers, the elderly or incapacitated, which prevents calculation of the real unemployment rate. To this end, the main concepts and definitions used in the report are reviewed.

### **2.7.1 Micro and Small Enterprises (MSEs)**

Micro and small enterprises as defined in this report include businesses employing up to 50 workers. Employment here does not necessarily mean salaried workers with wages; it refers to people working in the enterprise whether they are paid or not. The report makes a distinction between micro enterprises – business enterprises employing up to 10 people and including the working owner – and small enterprises – those enterprises employing more than ten and up to 50 workers. The term micro and small enterprises therefore covers a range of establishments, including informal sector activities which employ one or more persons and enterprises in the formal sector employing up to 50 persons. Whatever the site (home, street, mobile unit), an MSE may be undertaken as a main activity or as a secondary activity, and may be permanent, temporary, casual or seasonal.

A second criterion of defining MSEs is based on enterprises that are essentially non-primary businesses, i.e., non-farm business activities excluding agricultural production, animal husbandry, fishing, hunting, gathering, forestry.

A third criterion of MSEs includes farm-based business activities (in this report referred to as Micro and Small Farms - MSF) that involve some form of processing before marketing. Thus, if household members process their farm products and sell them from the farm, from the roadside or at a market, or if households are involved in buying and selling farm-based commodities, all these activities are considered MSEs. Thus a farmer who goes to the market to sell roasted maize (a form of processing) at the market place, or on the roadside is operating an MSE.

### **2.7.2 Business /Enterprise**

The terms business enterprise refer to an economic unit producing goods or providing services. Examples include factories, banks, kiosks, taxis, hawkers, home-based own account workers etc. The terms are used to refer to both farm enterprises (MSFs) and off-farm enterprises (MSEs).

### **2.7.3 Employment**

Employment here means the total number of people working in an enterprise and who may not be paid salaries or wages. Thus, such employment includes any owner/operator and family members working in the business, apprentices, and regular hired (and fully paid) workers.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **2.7.4 Income and Expenses**

Income refers to the earnings received by business enterprises in the normal conduct of the business and is also called Annual Sales. Income from better trade has been valued and included where found. Expenses are cost associated with the running of the business.

### **2.7.5 Household**

A household is defined as a person or a group of persons residing in the same compound, answerable to the same head and sharing common source of food. The three important ways of identifying a household are ensuring that:

- (i) The people reside in the same compound
- (ii) The people are answerable to the same head, and
- (iii) The members pool and share their resources for common provisions

If the answer to each of the above criteria is YES then we have adequately identified a household. If the answer to any of the above criteria is NO, then we are dealing with more than one household.

Please note that domestic servants and other workers living in the household are to be included as household members.

### **2.7.6 Head of Household**

This is the key decision-maker whose authority is acknowledged by other members of the household. Because the survey considers de jure household members, the head must be a usual resident in the compound or, though residing elsewhere must be returning to the household compound at frequent intervals.

### **2.7.7 Respondent**

This is any member of the household who provides information to the interviewer. It should be remembered that since it is most likely only the head or his/her spouse who is capable providing responses to sensitive issues such as incomes and expenditure, this survey will only consider the head or his/her spouse as an appropriate respondent for interview.

### **2.7.8 Size of Micro and Small Enterprises**

There are three commonly used denominators for determining the size of firms - assets, output/sales volume and workforce. This study however, uses the increasingly conventionally accepted size categorization of firms based on workforce largely due ease of measurement. From this perspective, MSEs are defined as off-farm enterprises, outside primary extraction, engaging up to 50 workers. Micro enterprises are those engaging up to 10 workers while small enterprises are those engaging 11 – 50 workers.

### **2.7.9 Size of Micro and Small Farm Businesses**

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

For purposes of this study, micro and small farms are defined as agricultural activities, both in crop cultivation and livestock production, carried out in a land area of up to 20 hectares. These agricultural activities are considered a business if 50% or more of the output of the farming activity is marketed and the market value of this output is at least Tshs. 100,000 annually. Similarly to the MSE's, farms with more than 50 workers have not been considered in this survey.

### **2.7.10 Business Development Services**

*Business Development Services (BDS)* are services that improve the performance of enterprises, their access to markets, and their ability to compete. For purposes of this study, the definition of “business development services” include training, consultancy and advisory services, marketing assistance, information, technology development and transfer, and business linkage promotion. A distinction is sometimes made between “operational” and “strategic” business services. Operational services are those needed for day-to-day operations, such as information and communications, management of accounts and tax records, and compliance with labor laws and other regulations. Strategic services, on the other hand, are used by the enterprise to address medium and long-term issues in order to improve the performance of the enterprise, its access to markets and its ability to compete.

## **3 The Economic Base of Households in the Uhuru Corridor**

### **3.1 Overview**

This section sets the base for discussion and understanding of enterprise activities in the Uhuru corridor by exploring the socio-economic characteristics of households in the five regions of Dar es Salaam, Pwani, Morogoro, Mbeya and Iringa.

### **3.2 Estimated Population and Number of Households**

Extrapolation results based on preliminary results of the 2002 national housing and population census provided by the National Bureau of Statistics indicate that the five Regions comprising the Uhuru corridor account for close to a third of the total population of mainland Tanzania. The population in this area is approximately 10.8 million people out of a total of 2,021,553 households (table 3.1) with a mean size of 5.33 members per household (table 3.2). From a development perspective, this is the overall target population to be targeted for any development initiatives whose success will be judged by the extent to which the interventions are likely to impact on a significant proportion of this population.

**Table 3.1: Estimated Number of Households in the Uhuru Corridor\***

<b>Region</b>	<b>Number of households</b>	<b>Avg. members in household</b>	<b>Estimated population</b>
Dar es Salaam	596,228	4.91	2,926,518
Coast	201,116	5.61	1,127,504
Morogoro	385,310	4.99	1,922,510
Iringa	346,791	5.45	1,889,699
Mbeya	492,108	5.90	2,903,997
<b>Total</b>	<b>2,021,553</b>	<b>5.33</b>	<b>10,770,228</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

\*Estimates based on preliminary results of the 2002 National Housing and Population Census.

**Table 3.2: Size of Households in the Uhuru Corridor**

<b>Number of members of household</b>	<b>Per cent</b>
1 – 2 members	14.1
4 members	29.6
6 members	27.7
7 – 10 members	23.7
11 + members	4.8
<b>Total</b>	<b>100.0</b>
<b>Mean</b>	<b>5.33</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Majority of the households in the Uhuru Corridor have between 3 and 6 members, this representing 57.3% of the households. Households with 7 to 10 members are 23.7 % of the total households while those with 11 members and over are only 4.8%.

## Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### 3.3 The Economic Base of Households

The economic base of households in the Uhuru corridor is represented on Table 3.3, which shows that agriculture and off-farm micro, and small enterprises constitute the key sources of livelihood for these households. Persons self-employed in agriculture constitute 44.1% of the economically active members of households while off-farm businesses employ 18.6%. The rest of the members of households are either wage earners (9.7%) or openly unemployed (21.4%). It is therefore imperative that a key way of fostering growth and development in the corridor must target increased productivity in these two sectors.

**Table 3.3: Composition of Household Members**

Members of household	Mean	Total number	Percent (%)
Below school age (4 years)	0.97	1,965,405	18.25
In different levels of education system	1.45	2,938,978	27.29
In wage employment	0.27	549,481	5.10
Self employed in business	0.52	1,049,031	9.74
Self employed in Agriculture	1.23	2,493,173	23.15
Domestic workers (living with household)	0.13	252,725	2.35
Not in school & not productively engaged	0.61	1,209,742	11.23
Too old to work	0.13	253,943	2.23
Other	0.05	97,522	0.91
<b>Total</b>	<b>5.33</b>	<b>10,770,228</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

**Table 3.4: Major Sources of Household Income by Urban-Rural Categorization**

Main source of income	Urban		Rural		Total	
	Number	%	Number	%	Number	%
Farming – crop cultivation	241,970	27.77	1,067,506	94.25	1,309,476	65.35
Business	443,279	50.88	267,066	23.58	710,345	35.45
Wage employment	327,944	37.64	119,239	10.53	447,183	22.32
Farming – livestock keeping	64,248	7.37	33,829	2.99	98,077	4.89
Transfers – from relatives/ friends	55,784	6.40	239,115	21.11	294,899	14.72
Fishing/mining	10,436	1.20	18,876	1.67	29,312	1.46
Other	23,910	2.74	9,843	0.87	33,753	1.68
<b>Total*</b>	<b>886,656</b>		<b>1,134,897</b>		<b>2,021,553</b>	

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

\*Total figure reflects total number of households rather than column total

Table 3.4 shows agriculture to be the main source of livelihood for households in the rural areas followed by off-farm small businesses and wage employment respectively. It is noteworthy that money transfers from relatives and friends constitute a significant source of household incomes, particularly in the rural areas (21.1%) compared to only 6.4% in the urban areas. On the other hand, MSEs are the main source of livelihood in urban areas with over 50% of households deriving their livelihood from this source.

## **4 MSEs Activities in the Uhuru Corridor**

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### **4.1 Magnitude and Structure of MSEs**

Estimates show that there are 781,687 MSEs in the Uhuru corridor of Tanzania, majority of which are located in regions with large urban centres like Dar es Salaam which has nearly half (47%) of all MSEs in the Uhuru corridor followed by Mbeya (27%) and Morogoro (14%). The other two regions of Iringa and Pwani have relatively smaller urban centres and consequently fewer MSEs.

**Table 4.1: Magnitude of MSEs by region**

<b>Region</b>	<b>Number of MSEs</b>
Dar es Salaam	370,617
Pwani	57,525
Morogoro	112,786
Iringa	30,213
Mbeya	210,546
<b>Total</b>	<b>781,687<sup>1</sup></b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Several other African countries show similar trends whereby majority of MSEs are located in urban centres. However in Kenya, nearly two thirds of all MSEs are found in rural areas and rural towns. The trend in three other countries is as follows: 69% in Botswana, 73% in Zimbabwe and 77% in Swaziland.

### **4.2 Types of MSE Activities**

Table 4.2 shows that the bulk of these enterprises are in trade (54%) followed by services (35%). Only about 11% of MSEs are engaged in manufacturing activities. In each of these categories, i.e. trade, services and manufacturing, there is one set of enterprises, which dominates that category. For example, over 90% of all enterprises under trade are engaged in retail trade, 83% of those under services are engaged in restaurants, cafes and other eating places. Under manufacturing, more than 85% of the enterprises are in food related manufacturing activities.

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<sup>1</sup> The total number of MSEs in this survey is 781,687. Some of the tables in this section will have a lesser number of MSEs. The difference represents “no response” or missing information, arising from cases where the respondent did not give any response. The figures used in the tables are therefore “valid” figures only (see table 4.14.13 for example).

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 4.2 Type of MSE Activities**

<b>Sub-sector</b>	<b>Number</b>	<b>Percent (%)</b>
<b>Manufacturing</b>		<b>11.0</b>
Grain mill products	6,082	0.8
Malt, liquor and beer brewing	1,581	0.2
Knitting and crocheting	6,663	0.9
Manufacture of textiles	3,526	0.5
Manufacture of wearing apparel, except footwear	18,084	2.4
Sawmills, planning and other wood mills	1,160	0.2
Charcoal production	5,377	0.7
Manufacture of wood and cork products	871	0.1
Manufacture of furniture and fixtures, except metal or plastic	21,759	2.9
Brick/block making	3,653	0.5
Manufacture of fabricated metal products except machines & eqpt.	3,655	0.5
Jewelry production	1,628	0.2
Electric contractors	2,391	0.3
Painters, roof-tillers and minor repairs	1,123	0.1
Construction/partitioning of buildings	4,571	0.6
Other manufacturing & construction works	-	
<b>Trade</b>		<b>54.2</b>
Food drink and tobacco	30,533	4.1
Agricultural produce	104,078	13.9
Live animals	7,830	1.0
Butcheries	14,414	1.9
Textiles, soft furnishings, clothing & shoes	23,995	3.2
General retail trade	143,671	19.1
Paraffin and charcoal	24,608	3.3
Garments – ready-made and second hand	41,223	5.5
Shoes and leather goods	3,704	0.5
Art and artifacts	4,404	0.5
Stationary and bookstores	2,459	0.6
Photo and pharmaceuticals	5,414	0.3
Other		0.7
<b>Services</b>		<b>34.8</b>
Restaurants, cafes and bars	41,400	5.5
Food kiosks, other catering and drinking places	183,290	24.4
Hotels, rooming houses, camps & other lodging places	7,720	1.0
Barber and beauty shops	9,166	1.2
Repair of bicycles	4,060	0.5
Repair of footwear and other leather goods	1,899	0.3
Medical and other health services	1,993	0.3
Laundries, dry-cleaning and other cleaning services	2,402	0.3
Transportation services – buses & others	7,169	1.0
Accounting, auditing & bookkeeping services	1,763	0.2
Business services except machinery and equipment rentals	1,038	0.1
Other		
<b>Total</b>	<b>781,687</b>	<b>100</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **4.3 Age of MSEs**

Most of the MSEs in the Uhuru corridor are very young, with over half of them (54.6%) having been in operation for up to three years. This is an age category when start-up and operational constraints force many MSEs to close. Table 4.3.1 shows that the mean age of MSEs in the Uhuru corridor is 5.4 years which means that they are past the critical age and may therefore survive.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 4.3.1: Distribution of MSEs by Age**

<b>Number of members of household</b>	<b>Number</b>	<b>Percent (%)</b>
Up to 1 year	243,064	31.1
2 – 3 yrs	183,487	23.5
5 yrs	105,168	13.5
10 yrs	125,992	16.1
11 – 20 yrs	80,369	10.3
21 + yrs	43,607	5.6
<b>Total</b>	<b>781,687</b>	<b>100.0</b>
<b>Mean (years)</b>	<b>5.72</b>	

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

**Table 4.3.2: Age category of MSEs by region**

<b>Age category of MSE</b>	<b>Dar es Salaam</b>	<b>Coast</b>	<b>Morogoro</b>	<b>Iringa</b>	<b>Mbeya</b>
Up to 1 yr.	36.9%	29.4%	28.9%	37.2%	21.6%
2 – 3 yrs	21.9	22.2%	23.9%	19.0%	27.1%
4 – 5 yrs	9.3 %	14.2%	15.4%	13.3%	19.5%
10 yrs	15.5%	15.4%	14.3%	13.3%	18.7%
11 – 20 yrs	8.4%	13.5%	12.6%	12.4%	11.3%
21 + yrs	8.0%	5.4%	4.9%	4.7%	1.9%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Nearly one third of all MSEs in the Uhuru corridor are below one year old and over 60% of them are under five years old. Iringa region has the highest number of MSEs below one year at 37.2%, followed by Dar es Salaam at 36.9%. Less than 20% of MSEs in all the regions have been in existence for more than 10 years. This may be attributed to the fact that until 1986, Tanzania followed a socialist economy which discouraged private sector participation. As a result, Tanzanian MSEs are the youngest compared to others in the region.

### **4.4 Ownership**

There is a slight gender balance but in favour of men in the ownership of MSEs in the Uhuru corridor. While men own 48% of MSEs in the region, the equivalent proportion owned by women is 43%. The rest of the enterprises are jointly owned either as family businesses (8.6%) or by multiple owners (0.5%).

## Baseline Survey of MSEs and MSFs in the Uhuru Corridor

**Table 4.4: Ownership of MSEs**

Number of members of household	Number	Percent (%)
Female	335,075	42.9
Male	374,913	48.0
Family (husband & wife)	67,248	8.6
Multiple owners	4,107	0.5
<b>Total</b>	<b>781,343</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### 4.5 Size of Enterprises

Two thirds (66.7%) of MSEs in the Uhuru Corridor are very small, with only one worker which is the owner in most cases. On the whole 98% of MSEs in the region fall in the size category termed as *micro* comprising of 1 to 5 workers. Only a minute 0.7% of enterprises have more than 10 workers, which would qualify them to be termed as small enterprises under this definition.

**Table 4.5: Employment Size of Enterprises**

Number of workers	Number	Percent (%)
1 worker	518,141	66.7
2 workers	164,033	21.2
3 – 5 workers	83,940	10.8
6 – 10 workers	10,506	1.4
11 – 20 workers	5,067	0.7
21 – 50 workers	-	-
51 + workers	-	-
<b>Total</b>	<b>781,687</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### 4.6 Employment in MSEs

MSEs are a significant source of employment in the Uhuru corridor. They provide employment to a nearly 1.3 million people out of a total population of 10 million people. The majority (66.7%) of these are working owners. Table 4.6.1 indicates that there are twice as many men (67.4%) than women (30%) who work in MSEs without pay. This group comprises mainly of out-of-school sons and daughters who have failed to get wage employment and have no choice but to live and work at their parents' enterprises.

**Table 4.6.1: Structure of Enterprise Workforce by Gender**

Type of worker	Men		Women		Total	
Working owners	569,536	57.9%	414,315	42.1%	983,851	100.0%
Paid workers	103,635	67.4%	50,236	32.6%	153,871	100.0%
Unpaid workers	58,612	70.0%	25,159	30.0%	83,771	100.0%
Apprentices	40,023	87.7%	5,598	12.3%	45,621	100.0%
<b>Total</b>	<b>763,617</b>	<b>60.6%</b>	<b>496,903</b>	<b>39.4%</b>	<b>1,260,520</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

**Table 4.6.2: Workforce in MSEs by gender and region**

Region	Female	Male	Total
Dar es Salaam	242,544	315,078	557,622
Pwani	28,400	67,696	96,096
Morogoro	50,867	108,287	159,154

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

Iringa	24,290	26,258	50,548
Mbeya	150,803	246,296	397,099
<b>Total</b>	<b>496,903</b>	<b>763,617</b>	<b>1,260,520</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

As shown in table 4.6.2, MSEs in Dar es Salaam region employ a total of 557,622 people, 56.5% of them being men. Total employment in MSEs in Dar es Salaam represents 44.2% of the total estimated employment within the Uhuru Corridor. Mbeya region employs 397,099 people (31.5% of total employment in MSEs) while MSEs in Morogoro region offers employment to some 159,154 individual (12.6% of total employment in MSEs within the Uhuru Corridor). MSEs in Iringa and Pwani offer limited employment opportunities. These findings are in line with the magnitude of MSEs (table 4.1), since regions with a high concentration of MSEs are the ones expected to generate more employment opportunities. This result however contradicts the findings in other countries in the region. For instance in Kenya, 71.4% of the total employment in MSEs is found in the rural areas and small rural towns<sup>1</sup>.

**Table 4.6.3: Composition of workforce by region**

<b>Region</b>	<b>Owners</b>	<b>Paid workers</b>	<b>Unpaid workers</b>	<b>Apprentices</b>	<b>Total</b>
Dar es Salaam	452,619	58,524	27,986	21,964	557,622
Pwani	72,906	11,629	6,605	4,956	96,096
Morogoro	129,973	14,511	8,623	6,721	159,154
Iringa	38,077	6,123	4,713	2,089	50,548
Mbeya	290,276	63,083	35,844	9,890	397,099
<b>Total</b>	<b>983,851</b>	<b>153,871</b>	<b>83,771</b>	<b>45,621</b>	<b>1,260,520</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 4.6.3 indicates that 78% of the total workforce in MSEs represents the owners of the MSEs. Majority of these are found in urban areas. Paid workers account for 12.2%. This compares well with Kenya where hired workers in MSEs account for 11.6% of the total employment. Unpaid workers account for 6.6% while apprentices account for only 3.6% of the total workforce in MSEs.

<sup>1</sup> Kenya, National MSE Baseline Survey 1999 (CBS, K-Rep, and ICEG)

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**Table 4.6.4: MSE workforce by urban/rural categorization**

<b>Region</b>	<b>Urban</b>	<b>Rural</b>	<b>Total</b>
Dar es Salaam	557,622	-	557,622
Pwani	33,089	63,008	96,096
Morogoro	34,691	124,463	159,154
Iringa	18,514	32,033	50,548
Mbeya	213,418	183,681	397,099
<b>Total</b>	<b>857,334</b>	<b>403,186</b>	<b>1,260,520</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 4.6.4 shows that 68% of total workforce in MSEs is found in the urban areas. As mentioned above, this is contrary to the findings in Kenya where 71.4% of the MSEs are located in the rural areas and small rural towns.

### **4.7 Sectoral Distribution of Workers by Gender**

There are more men (60.6%) working within the MSE sector than women (39.4%). As per the tradition, men dominate in the manufacturing workforce (80%) while women dominate in the services sector (56%). Men also dominate in the trade sector taking up 66% of the total workforce in the sector.

**Table 4.7: Sectoral Distribution of Workers by Gender**

<b>Sector</b>	<b>Men</b>		<b>Women</b>		<b>Total</b>	
Manufacturing	136,442	80.0%	34,030	20.0%	170,472	100.0%
Trade	443,636	66.5%	223,067	33.5%	666,703	100.0%
Services	183,538	43.4%	239,806	56.6%	423,344	100.0%
<b>Total</b>	<b>763,617</b>	<b>60.6%</b>	<b>496,903</b>	<b>39.4%</b>	<b>1,260,520</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **4.8 Income and Expenses of MSE Sector**

#### **4.8.1 Annual Sales**

The annual sales turnover represents the estimated gross amount of sales generated over a period of one year. The table 4.8.1a shows the distribution of gross annual sales among MSEs. Majority of MSEs (over 70%) according to the table, have a gross annual sales ranging from Tshs. 200,000 to 5 million. There are quite a few MSEs (13.2%) with a gross turnover below Tshs. 200,000. With such a low sales turnover, these MSEs are operating at below poverty line and are therefore not able to meet their basic household needs. Very few MSEs (11.3%) with a gross sales turnover above Tshs. 5 million can be said to be making a decent living from their small businesses.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 4.8.1a: Distribution of Gross Annual Sales among Enterprises**

Range of gross annual sales	Number	Per cent
Up to Tshs 100,000	47,014	6.0%
Tshs 100,001 – 200,000	56,007	7.2%
Tshs 200,001 – 500,000	126,824	16.2%
Tshs 500,001 – 1,000,000	137,250	17.6%
Tshs 1,000,001 – 2,000,000	163,627	20.9%
Tshs 2,000,001 – 5,000,000	162,822	20.8%
Tshs 5,000,001 – 10,000,000	57,901	7.4%
Tshs 10,000,0001 +	30,242	3.9%
<b>Total</b>	<b>781,687</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 4.8.1b shows that the trade sector has the highest mean gross annual sales followed by services and lastly the manufacturing sector. This is as per earlier findings in this study whereby more MSEs were found to be operating trade-related enterprises followed by services. The manufacturing sector had the lowest number of MSEs compared to the other two sectors.

**Table 4.8.1b: Average Annual Sales Turnover by Sector (in Tshs)**

Sector	Mean gross annual sales (in Tshs)
Manufacturing	1,564,790
Trade	3,048,194
Services	1,727,169
<b>Total</b>	<b>2,447,090</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

**Table 4.8.1c: Annual sales turnover by size of firm**

Employment size of enterprise	Mean annual sales (in Tshs.)
1 worker	2,039,105
2 workers	2,741,884
3 – 5 workers	3,987,648
10 workers	3,304,302
11 – 20 workers	6,088,452
21 +	-
<b>Mean</b>	<b>2,443,105</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

The Pearson correlation test shows statistically significant positive correlation between number of workers and annual sales at the 0.01 (2 tailed) significance level – i.e. 99% level of confidence. The more the turnover of the MSEs the more the size of the employment. This can be interpreted to mean that MSEs in the Uhuru Corridor are labour intensive in nature.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **4.8.2 Expenses**

Table 4.8.2 below indicates the average annual costs per expense category and MSE sector.

**Table 4.8.2: Average Annual Sales of MSEs**

Expense Category	Mean Annual Costs			
	Manufacturing Category	Trade	Service	Total
Purchase of Stock/Supplies	288,756	1,856,760	760,344	1,325,136
Transport	33,108	130,416	31,560	86,772
Labour	146,892	41,004	64,812	59,532
Rental	22,476	64,464	26,484	47,244
Maintenance & repair	19,164	18,864	30,540	22,932
Other (Utilities, License, etc)	87,264	155,352	168,564	153,312
<b>TOTAL</b>	<b>597,660</b>	<b>2,266,860</b>	<b>1,082,304</b>	<b>1,694,928</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Stock/Supplies are an important cost item in the trade and service sectors (81.9% and 70.3% of total costs). A comparison of the total costs per sector shows the highest relative surplus in manufacturing (62%), service (38%), and trade (26%).

### **4.9 Constraints Facing MSEs**

MSEs in the Uhuru corridor encounter a myriad of constraints in their operations. Asked to pick out three of the most critical constraints however, most MSEs indicated that the key constraints they face relate to finance, market access, high cost of inputs, workspace and business skills. It is noteworthy however, that while skills, particularly in management, are not considered as the most critical, these emerge as a key constraint at the 2nd and 3rd levels.

**Table 4.9: Major Constraints Facing Enterprises in the Uhuru Corridor**

	1 <sup>st</sup> problem	2 <sup>nd</sup> problem	3 <sup>rd</sup> problem
Insufficient working capital	304,697	200,018	80,560
Finance for equipment/ fixed assets	8,127	58,757	23,711
Low demand for products	64,781	17,884	10,737
High competition from other business	187,641	52,913	39,206
Poor markets for products	29,951	70,202	66,255
Prices are too high for buyers	19,642	54,512	1,408
High cost of inputs	65,071	50,634	11,563
Lack/poor workspace	18,968	45,149	90,347
Harassment from authorities	23,607	55,782	66,891
Lack of basic services	4,170	13,760	29,541
Lack of skilled manpower	641	2,960	3,617
Lack of trusted workers	-	2,440	11,420
Lack of management skills	343	8,575	43,823
Poor roads	3,662	11,113	-

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

\* Total figure reflects total number of households rather than column total

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **4.10 Profile of Owners of Micro and Small Enterprises**

This section provides the profile of the owners of MSEs.

#### ***4.10.1 Prior occupation and business experience of MSEs owners in the Uhuru Corridor***

**Table 4.10.1a: Prior occupation of MSEs operators**

<b>Occupation</b>	<b>Number</b>	<b>Percent (%)</b>
Unemployed	123,947	15.9
Domestic work (housewife)	124,947	16.0
In school	106,049	13.6
Worked/ran another business – diff. Line	234,966	30.1
Worked/ran another business – similar line	52,615	6.8
Other	39,376	5.0
<b>Total</b>	<b>781,093</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

About 30% of the MSE operators worked in a different line of business before starting the current business. 16% were domestic workers and almost a similar number was unemployed. 13.6% came from school to start their businesses.

**Table 4.10.1b: Years of Experience in Business**

<b>Years of experience in business</b>	<b>Number</b>	<b>Percent (%)</b>
Up to 1 yr.	162,070	21.5
2 – 3 yrs	210,339	28.0
4 – 5 yrs	123,439	16.4
10 yrs	129,238	18.5
11 – 20 yrs	76,907	10.2
21 + yrs	40,161	5.3
<b>Total</b>	<b>742,156</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

About 34% of the MSE operators have over 5 years of experience in business. Majority of the operators therefore have less than 5 years in business. A significant number (21.5%) have less than 1 year experience in business. This perhaps is an indication of the increasing number of people who are turning to the MSE sector for self employment.

#### ***4.10.2 Level of education of MSEs Owners in the Uhuru Corridor***

The summary of the distribution of profiles on education in table 4.11.2 below shows that nearly three quarters of all MSE owners in the Uhuru Corridor have education up to primary school level. The next largest group is that of MSE owners who have reached secondary school level at only 13.3%. The table further indicates that the category of those with no education (5.8%) is almost equal to those with education higher than secondary (5.7%).

## Baseline Survey of MSEs and MSFs in the Uhuru Corridor

**Table 4.10.2: Level of Education of MSEs Owners in the Uhuru Corridor**

Level of education	Number	Percent (%)
None	<b>45,221</b>	<b>5.8</b>
Primary	<b>580,012</b>	<b>74.2</b>
Lower primary (std 1 – 4)	60,972	7.8
Upper primary (std 5 – 7/8)	519,040	66.4
Secondary	<b>103,842</b>	<b>13.3</b>
Lower secondary	19,628	2.5
Upper secondary	84,214	10.8
Higher than secondary	<b>45,251</b>	<b>5.7</b>
Other (literacy classes)	<b>7,595</b>	<b>1.0</b>
<b>Total</b>	<b>781,687</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **4.10.3 Education Level of MSE Owners by region**

Table 4.10.3 below indicates that there is no significant difference between the level of education of MSE operators in the five regions. A notable outcome however is the fact that Coast region has the highest number of operators with no education at all (12.5%). At the same time, the region has got the lowest number of operators with primary education (63.6%) and secondary education (9.8%).

**Table 4.10.3: Education level of MSE operators by region (in per cent)**

Level of education	Dar es Salaam	Coast	Morogoro	Iringa	Mbeya	Total
<b>None</b>	6.0%	12.5%	7.5%	1.8%	3.3%	5.8%
<b>Primary</b>	<b>71.4%</b>	<b>63.6</b>	<b>82.5%</b>	<b>78.8%</b>	<b>76.7%</b>	<b>74.2%</b>
Lower	7.7%	7.4%	13.5%	6.3%	5.2%	7.8%
Upper	63.7%	56.2%	69.0%	72.5%	71.5%	66.4%
<b>Secondary</b>	<b>15.0%</b>	<b>9.8%</b>	<b>8.0%</b>	<b>12.9%</b>	<b>14.2%</b>	<b>13.3%</b>
Lower	3.1%	-	1.4%	2.8%	2.8%	2.5%
Upper	11.9%	9.8%	6.6%	10.1%	11.4%	10.8%
<b>Higher than secondary</b>	<b>6.5%</b>	<b>9.7%</b>	<b>0.2%</b>	<b>6.7%</b>	<b>5.5%</b>	<b>5.7%</b>
Other (literacy classes)	<b>1.2%</b>	<b>1.1%</b>	<b>1.8%</b>	-	-	<b>1.0%</b>
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100.0%</b>	<b>100%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **4.11 Business Motivation of MSE Owners**

The survey sought to know the reasons why the households chose to concentrate on MSEs as an income generating activity. Table 4.11 give a summary of the responses.

## ***Baseline Survey of MSEs and MSFs in the Uhuru Corridor***

**Table 4.11: Major reasons for starting own business**

<b>Reason</b>	<b>Number</b>	<b>Percent (%)</b>
Too few wage opportunities	320,153	41.0
Needed to supplement income	227,573	29.1
Saw a profitable opportunity	86,673	11.1
Had no better options	86,673	8.3
Was encouraged to start by relatives/friends	39,766	5.1
Did what parents/relatives have been doing	35,197	4.5
Other	5,725	0.7
<b>Total</b>	<b>779,803</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Majority of the MSE operators (41%) started their businesses due to the depressed labour market that offers very few formal employment opportunities. This effectively implies that the MSE sector is an alternative source of employment creation in Tanzania. This is also true in other developing countries in which the sector is not only assisting in employment creation, but also but also leading the fight against poverty and contributing significantly to national income. 29% of the operators started their business to supplement their incomes from other sources while 11% saw MSE as a profitable business venture.

### **4.12 Marital Status of MSE Owners**

**Table 4.12 Marital status of MSE owners**

<b>Marital Status</b>	<b>Number</b>	<b>Percent (%)</b>
Single	121,947	15.6
Married	586,804	75.3
Divorced/separated	34,421	4.4
Widowed	36,283	4.7
<b>Total</b>	<b>779,803</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Three quarters of the MSE operators are married while 15.6 are single. A few are divorced (4.4%) and widowed (4.7%).

### **4.13 Profile of Micro and Small Enterprises**

#### **4.13.1 Start-up Capital**

Majority of MSEs (95.3%) were started from scratch by the owner while only a few were inherited (2.6%) or purchased as going concerns (1.6%). This is generally applicable to all regions.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 413.1a: Amount of start-up capital by age of business**

<b>Age of business</b>	<b>Average startup capital in Tshs.</b>
Up to 1 year	103,620
2 – 3 years	116,908
4 – 5 years	117,817
10 years	83,795
11 – 20 years	24,810
21 + years	24,733
<b>Mean ( for all)</b>	<b>93,438</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

One of the reasons why most MSEs are small is because they were started small, with fairly small amounts of capital. MSE operators were asked to indicate the amount of money they spent to start their current enterprises. The amounts indicated varied greatly and depended on the year the business was started (we didn't discount these amounts for inflation). Table 4.13.1a above shows that, on average, small enterprises are currently starting with a capital base of only about Tshs 100,000. The majority of MSEs however start with much smaller amounts, with 71% starting with only half of this amount (Tshs 50,000).

In general, there is a positive correlation between the age of business and the amount of start-up capital. This is consistent with reality since ordinarily, one would expect that the cost of establishing a business “today” would be much more than the cost of establishing a similar business say, 20 years ago.

**Table 413.1b: Amount of start-up capital by rural/urban categorization**

<b>Location</b>	<b>Average start-up capital (in Tshs)</b>
Urban	98,664
Rural	82,465
<b>Mean ( for all)</b>	<b>93,438</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

The table indicates that there is no significant difference between the start-up capital in the urban areas and in the rural areas, though capital requirements in urban areas are slightly higher than in the rural areas.

**Table 413.1c: Amount of start-up capital by region**

<b>Region</b>	<b>Average startup capital in Tshs</b>
Dar- es Salaam	103,553
Coast	100,555
Morogoro	92,111
Iringa	66,576
Mbeya	78,694
<b>Mean ( for all)</b>	<b>93,438</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

As would be expected Dar es Salaam has the highest start-up capital requirements followed by the Coast region.

The biggest variation in amount of start-up capital is accounted by the gender divide, with female-owned enterprises starting with an average of Tshs 47,778 compared to Tshs 136,497 for male-owned enterprises – an amount almost 3 times higher.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **4.13.2 Major Sources of Capital**

**Table 4.13.2: Major sources of start-up capital**

<b>Source</b>	<b>Number</b>	<b>Percent (%)</b>
Grant family/friends	212,839	27.9
<b>Past savings:</b>	<b>416,481</b>	<b>54.5</b>
from agriculture	174,861	22.9
from other business	126,768	16.6
from wage employment	114,852	15.0
Loan from family/friends	75,108	9.6
Loan from other sources	15,641	2.0
Inherited business	11,695	1.5
Other	32,225	4.1
<b>Total</b>	<b>763,989</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Savings play an important part in the start-up of small businesses. Slightly more than half (54.5%) of small enterprises in the Uhuru corridor were started using the proprietor's own savings from other activities. Beyond the proprietor, the immediate family and close friends constitute the second most important source of start-up capital for small enterprises, with 37.5% of as all businesses in the Uhuru corridor having been started with funds from this source. The bulk of this is however done as a gift (for free) largely by parents, spouses, or siblings as a means of assisting the proprietor to become productively employed. There are little variations of this generalization from region to region. Loans, other than from family/friends, play almost no role in the start-up of enterprises.

### **4.13.3 Major Sources of Credit for Businesses**

The majority (84.7%) of enterprises in the Uhuru corridor have not received any credit for their businesses. It is however interesting that microfinance institutions are increasingly becoming an important source of business credit in the region.

**Table 4.13.3: Major sources of credit for businesses**

<b>Source</b>	<b>Number</b>	<b>Percent(%)</b>
None	663,187	84.9
Loan from family/friends	43,080	5.5
Microfinance institutions	36,820	4.7
Savings clubs	10,405	1.3
Informal money lenders (shylocks)	12,586	1.6
Commercial banks	7,800	1.0
Supplier credit	2,853	0.4
Other	4,956	0.6
<b>Total</b>	<b>781,687</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **4.13.4 Business Location**

**Table 4.13.4: Site location of MSEs**

<b>Site</b>	<b>Number</b>	<b>Percent(%)</b>
Homestead	335,432	43.0
Roadside	163,020	20.9
Traditional market	121,812	15.6
Commercial/industrial center/district	115,300	14.8
Mobile	23,095	3.0
Other	20,804	2.75

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

Total	779,463	100.0
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Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 4.13.4 indicates that majority of the MSEs (43%) are located within the homestead, the reason being that 78% of the workforce in these MSEs represents the owners. MSE operators consider homesteads to be more secure, convenient and less expensive for their business. Other popular locations include roadside (20.9%), traditional markets (15.6%) and commercial areas (14.8%).

### **4.13.5 Ownership of Business Workspace/Premises**

**Table 4.13.5: Ownership of business workspace**

Type of ownership	Number	Percent (%)
Self/family owned	435,207	55.9
Leased/rental	205,153	26.3
Squatting	77,103	9.9
Granted temporary occupation rights	40,673	5.2
Other (largely mobile)	20,445	2.6
<b>Total</b>	<b>778,581</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

About 56% of the MSEs are located on self/family owned premises. This is consistent with the finding that 43% of the MSEs are located in the homesteads. A considerable number of MSEs (26.3%) are located on leased/rented premises, which is also in line with the finding that 30.4% of the MSEs are located in commercial areas and traditional markets where, ordinarily, rent has to be paid. Squatters represent about 10% of the MSEs and these are found on public land like road reserves.

### **4.13.6 Business Registration**

**Table 4.13.6: Whether business is registered**

Registration	Number	Percent (%)
Registered	116,655	14.9
Not registered	665,032	85.1
<b>Total</b>	<b>781,687</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

As would be expected in the MSE sector, 85% of the MSEs along the Uhuru corridor are not registered and only 15% have formal registration.

### **4.13.7 Licensing**

**Table 4.13.7: Type of licenses for operations**

Type of license	Number	Percent (%)
None	384,943	49.2
Daily license	170,242	21.8
Trade license	145,799	18.7
Local authority license	75,164	9.6
Other	5,538	0.7
<b>Total</b>	<b>781,687</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

Close to half of MSEs operate without any form of licenses. This combines with the lack of registration to make the operations of most MSEs to be outside the realms of legality. Legal/regulatory environment is therefore an important policy area that needs to be addressed to pave the way for the transformation and growth of MSEs.

### **4.13.8 Working Patterns**

Assuming that the standard working pattern of MSEs is six days per week for all weeks of the year, the following Table shows that the majority (71%) of MSEs operate on a full time basis for at least 6 hours per day. It however important to note that there is a significant number that work for only up to 3 hours per day – largely the seasonal ones. (Note that the Table includes enterprises that have been in operation for at least 12 months).

**Table 4.13.8: Working pattern of businesses**

<b>Number of hours business is in operation</b>	<b>Number</b>	<b>Percent (%)</b>
Up to 3 hours	72,797	11.4
3.1 – 6.0 hours	112,918	17.6
6.1 – 9.0 hours	121,838	19.0
9.1 – 12.0 hours	157,084	24.5
12.1 + hours	175,697	27.4
<b>Total</b>	<b>640,334</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **4.13.9 Perceptions of Business Growth**

**Table 4.13.9: Perceptions of business growth**

<b>Source</b>	<b>Number</b>	<b>Percent (%)</b>
<b>Growth:</b>	<b>383,267</b>	<b>49.0</b>
Large increase	53,418	6.8
Small increase	329,849	42.2
No growth/stagnation	<b>170,449</b>	<b>21.8</b>
<b>Negative growth:</b>	<b>192,849</b>	<b>23.9</b>
Small decrease	138,827	17.8
Large decrease	54,022	6.9
Don't know	<b>35,122</b>	<b>4.5</b>
<b>Total</b>	<b>781,687</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Overall, 49% of the MSEs perceive that they had recorded some growth since they were established though only 6.8% of these reported a large increase in business growth. Those MSEs which reported stagnation represent 21.8% while those that recorded negative growth are a significant figure of 23.9% of all the MSEs. In general 45.7% of all the MSEs have not recorded business growth along the Uhuru Corridor, and this raises the question of sustainability of the MSE sector and its ability to continually create employment and wealth.

### **4.13.10 Markets for MSE Products**

**Table 4.13.10: Market for MSE products**

<b>Type of license</b>	<b>Number</b>	<b>Percent</b>
Final consumer	727,405	93.5%
Other businesses	50,597	6.5%
<b>Total</b>	<b>778,002</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

The table indicates that 93.5% of all the MSEs deal with consumer products while only 6.5% deal with products that are used in other businesses in the production chain.

### **4.13.11 Usage of Profits**

**Table 4.13.11: Important use areas for business profit**

<b>Use</b>	<b>First use</b>	<b>Second use</b>	<b>Third use</b>
Recurrent household consumption	719,375	15,847	1,580
Reinvest in business	39,547	513,042	44,815
Support of family living elsewhere	3,033	85,065	144,715
Put into savings	5,242	48,214	154,759
School fees	4,291	45,069	187,429
Other	5,591	5,838	35,689
No response	4,607	68,613	212,699
<b>Total</b>	<b>781,687</b>	<b>781,687</b>	<b>781,687</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Most of the proceeds from businesses are consumed within the household. This represents 92% of the income from MSEs. The second largest use of business profits is reinvestment accounting for 65.6% of all the MSEs in the Uhuru Corridor. Other significant uses of profits include school fees, savings and family support.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **4.14 Prevalence of Farming Activities among MSE Operators**

**Table 4.14.1: Prevalence of farming activities among MSEs operators**

<b>Type of farming activity</b>	<b>Number</b>	<b>Percent (%)</b>
None – no farming activities	526,293	67.3
Farming – with annual sales upto Tshs 100,000	171,586	22.0
Farming businesses – annual sales over Tshs 100,000	83,808	10.7
<b>Total</b>	<b>781,687</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 4.14.1 indicates that 67.3% of the MSE operators are not engaged in any farming activities while 32.7% are in both farming businesses (MSFs) and in MSE business.

**Table 4.14.2: Proportion of household income from MSE activities**

<b>Proportion</b>	<b>Number</b>	<b>Percent (%)</b>
More than half	361,813	46.3
About half	198,958	25.5
Less than half	171,457	21.9
Cant tell (do not know)	49,459	6.3
Total	781,687	100.0

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Almost half of households with MSE activities consider their business as the most important source of income (See table 4.14.2). To the others, the business is of supplemental value, with a quarter considering it as equally important as other sources and slightly lower proportion (22%) considering that it has less importance than the other sources of income.

## **5 Farming Businesses in the Uhuru Corridor**

### **5.1 Magnitude and Structure of Farming Businesses**

This Uhuru Corridor MSE/MSF baseline survey used a household approach to study MSFs rather than the farm enterprise itself, which is the common approach, used in similar studies. In this study, when the main activity of the individual member of the household was identified as farming, then information was collected for it as long as the marketed output of the farm was more than Tshs 100,000 per year.

This baseline study established that the total number of households within the Uhuru Corridor earning less than Tshs. 100,000 was 705,066 representing 65.5% of all the households with farm enterprises. Those with annual marketed output of more than Tshs. 100,000 per annum and regarded as operating their farms as enterprises totalled 370,000 representing 35.5% of all the all the households.

**Table 5.1.1: Magnitude of MSFs by region**

<b>Region</b>	<b>Number of MSFs</b>	<b>Percentage</b>
Dar es Salaam	17,272	4.7%
Pwani	38,794	10.6%
Morogoro	73,593	20.2%
Iringa	101,260	27.7%
Mbeya	134,182	36.8%
<b>Total</b>	<b>365,102<sup>1</sup></b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 5.1.1 indicates that majority of the farming enterprises are located in Mbeya (36.8%), Iringa (27.7%) and Morogoro (20.2%). As would be expected, there are very few farming enterprises in Dar es Salaam.

Table 5.1.2 shows the structure (major activities) of farming enterprises in the Uhuru corridor. As per the table the major farming activities are crop farming with grains and cash crops accounting for nearly 80% of total farm enterprises. The grains sub sector (mainly maize) represents the largest number of farming enterprises at 57.2% followed by cash crops at 20.1%. Livestock, fisheries and forestry sub sectors, which are categorized as farming enterprises have relatively fewer enterprises at 6.1% for livestock, fisheries 1.1% and forest products at 0.4%.

This result implies that interventions that would have considerable scale and impact are the ones designed to target cash crops and grain farming. Other potential sub sectors include livestock, roots and tubers and also vegetables.

**Table 5.1.2: Type of Farming Activities Carried out as a Business**

<b>Type of activity</b>	<b>Number</b>	<b>Percent (%)</b>
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<sup>1</sup> The total number of farming enterprises in the survey is 365,102. The subsequent tables in this section may indicate a lesser figure. The difference represents “no response” or missing information (see table 5.13 for example). The percentages shown are valid percentages calculated from the available information.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

Grains	208,197	57.2
Cash crops	73,271	20.1
Fruits	8,144	2.2
Vegetables	15,911	4.4
Oil crops	5,220	1.4
Roots & Tubers	25,440	7.0
Livestock	22,343	6.1
Fisheries	3,895	1.1
Forestry & forest products	1,545	0.4
<b>Total</b>	<b>363,966</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **5.2 Ownership**

Farming businesses are largely owned as family units (husband and wife). Table 5.2 shows different categories of ownership of the farm businesses. Farm enterprises owned by husband and wife constitute the majority (54.8%) followed by those owned by male only at 29.2%. Female owned enterprises comprise 11.0%. The other category of ownership is classified as having multiple proprietors, which comprises of enterprises jointly owned by relatives, e.g. brothers, uncles and members of the extended family. A total of 17,955 or five percent (5%) of all farm enterprises belonged to this category as can be seen in the table 5.2 below.

**Table 5.2: Ownership of Farming Activities Carried out as a Business**

<b>Type of activity</b>	<b>Number</b>	<b>Percent (%)</b>
Female, one proprietor	40,198	11.0
Male, one proprietor	106,587	29.2
Husband and wife	199,986	54.8
Multiple proprietor	17,955	5.0
<b>Total</b>	<b>363,966</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **5.3 Age of Farm Enterprises**

Over half of farming businesses in the Uhuru Corridor of Tanzania have been in existence for over 11 years. Under normal circumstances, these businesses will survive and continue to provide income to the owners because they have gone beyond most vulnerable stage of business start-up. As per table 5.3 only 26.9% of the enterprises are below five years old.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 5.3: Age of Farming Activities**

<b>Type of activity</b>	<b>Number</b>	<b>Percent (%)</b>
1 yr or less	16,793	4.6
2 – 3 yrs	37,356	10.3
4 - 5 yrs	43,531	12.0
10 yrs	76,133	21.0
11– 20 yrs	108,040	29.8
21 + yrs	80,370	22.2
<b>Total</b>	<b>362,223</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **5.4 Size of Farm Holdings (in Acres)**

The bulk of the farms (71.8%) in the Uhuru Corridor are below five acres in size. On average, the farms are 6.3 acres. There are very few farms (2.7%), which are more than 20 acres with the largest ones being only 200 acres. The size of farm holding depends of course on the type of activities that are carried out on the farm.

**Table 5.4: Size of Farm Holdings (in Acres)**

<b>Size category</b>	<b>Number of farms</b>	<b>Per cent (%)</b>
Up to 1 acre	27,697	7.9
1.1– 2.0 acres	53,062	15.2
2.1– 5.0 acres	170,159	48.7
5.1– 10.0 acres	70,159	20.2
10.1– 20.0 acres	70,509	5.2
20.1 + acres	9,512	2.7
<b>Total</b>	<b>356,211</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **5.5 Employment in the Small Farm Sector**

Employment here means the total number of people working in the farm enterprise and who may or may not be paid salaries or wages. Such employment includes owner and family members working in the farm enterprise and regular hired workers.

Calculations made from table 5.5 shows that the mean number of workers per farm is 1.99. About two thirds of the workers in the small-scale farm business sector are working owners, comprising mainly of the husband and wife. Of major significance is the fact that among the paid workers category, there are more male workers (21.6)% than female workers (14.7%). In the unpaid workers category the distribution of male and female workers is almost equal.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 5.5: Structure of Farm Workforce**

<b>Type of worker</b>	<b>Men</b>		<b>Women</b>		<b>Total</b>	
Working owners	353,688	57.0%	354,116	72.4%	707,804	63.8%
Paid workers	134,054	21.6%	28,997	5.9%	163,051	14.7%
Unpaid workers	132,446	21.4%	106,327	21.7%	238,773	21.5%
<b>Total</b>	<b>620,188</b>	<b>100.0%</b>	<b>489,440</b>	<b>100.0%</b>	<b>1,109,628</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **5.6 Employment Size of Farming Businesses**

Table 5.6 shows that over 90% of farm businesses employ between one and five workers. This translates to over 300, 000 small farms out of an estimated total of 356,211 small farms within the Uhuru Corridor. Only 0.2% employ between 21 and 50 workers indicating the majority of the farms are on the micro rather than small end of the spectrum.

**Table 5.6: Employment Size of Farming Businesses**

<b>Size category</b>	<b>Number of farms</b>	<b>Percent (%)</b>
1 worker	57,222	16.1
2 workers	167,909	47.1
3 – 5 workers	98,747	27.7
5– 10 workers	26,039	7.3
11 – 20 workers	5,611	1.6
21 – 50 workers	682	0.2
<b>Total</b>	<b>356,211</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **5.7 Constraints Facing Farming Business**

In order to establish the major constraints faced by small farm owners in the Uhuru Corridor of Tanzania, the survey asked farm owners to rank the three main constraints that they faced in their farm business on the basis of severity. Table 5.7 shows that the majority of businesses (110,917) identified high competition as their first constraint. This is consistent with farm based enterprises because similar crops mature at the same time causing an over supply of the produce at the local market where most of the produce is sold. But on calculating the means scores, the ranking of the constraints changes whereby, lack of funds to buy farm inputs takes the first position followed by low prices for farm outputs. High costs of inputs is ranked third while high competition is ranked fourth. Other significant constraints include unavailability of quality seeds, poor knowledge of crop and animal husbandry, and access to essential utilities like water, power and telecommunication.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 5.7: Main Constraints Faced**

<b>Constraint</b>	<b>1<sup>st</sup> Problem</b>	<b>2<sup>nd</sup> Problem</b>	<b>3<sup>rd</sup> Problem</b>
High competition/excess supply	110,917	26,717	13,489
High cost of inputs	82,822	59,291	14,384
Low prices for farm output	76,198	99,052	53,697
Lack of funds to buy farm inputs	48,867	102,097	112,391
Unavailability of quality seeds	8,308	18,121	7,560
Poor knowledge of crop/animal husbandry	4,500	5,966	23,629
Low demand for products/poor markets	9,961	4,349	14,312
Access to utilities	1,978	4,008	9,371
Poor access roads	646	7,267	29,349
Other constraints	19,821	21,476	37,514

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **5.8 Profile of Owners of Small Farms**

#### **5.8.1 Level of Education of Farmers**

The summary of the distribution of education profiles on table 5.8(1) shows that nearly three quarters of all small farm enterprise owners in the Uhuru Corridor have education up to primary school level. The next largest group is the secondary school level at only 10.4%. The table further indicates that the category of those with no education (6.6%) is almost equal to those with education higher than secondary (6.5%). This distribution of education levels among the small farm enterprise owners is an indication that many individuals at different levels of education have taken to farming as an income generating activity. However, majority (74.2%) have only attained basic primary school education.

**Table 5.8.1: Level of Education of Farmers**

<b>Level of education</b>	<b>Number</b>	<b>Per cent (%)</b>
None	23,910	6.6
Primary	269,384	74.2
Lower primary (std 1 – 4)	47,150	13.0
Upper primary (std 5 – 7/8)	222,234	61.2
Secondary	37,523	10.4
Lower secondary	9,689	2.7
Upper secondary	27,834	7.7
Higher than secondary	23,352	6.5
Other (literacy classes)	8,880	2.4
Total	363,052	100.0

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

#### **5.8.2 Age of Small Farm Enterprise Owners**

The table 5.8.2 on age of small farm enterprise owners shows that the majority (30.8%) of owners are between the ages of 30 to 40 years. It is notable that the next large group (22.8%) consists of persons aged between 21 and 30 years. This age group consists mainly of school leavers who may have been forced to take up farming after failing to get formal employment. Similarly, the third largest group (22.7%) comprises of owners of small farms aged between 41 and 50 years. This category of MSF owners is likely to increase as more people are put out of wage employment due to the government's policy of civil service reforms.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Table 5.8.2: Age of Farmers**

<b>Age category</b>	<b>Number of farms</b>	<b>Per cent (%)</b>
Up to 20 yrs	4,195	1.2
21 – 30 yrs	82,450	22.8
31 – 40 yrs	111,267	30.8
41 – 50 yrs	81,965	22.7
51 – 64 yrs	20,882	5.8
65+ yrs	60,458	16.7
<b>Total</b>	<b>361,216</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### ***5.8.3 Occupation of Farmers prior to Engaging in Farming Enterprise***

School leavers and the unemployed persons make up nearly 50% of new entrants into small farm enterprises. When this group is combined with those who join farming from formal employment, the figure increases to nearly 70%. This is an indication that the choice to go into farming enterprises may be due to lack of formal employment opportunities and that given the chance, most farmers would prefer wage employment rather than farming. The other major category (23.6%) is that of persons who entered into farming enterprises after having been employed in similar farming businesses. This is interesting because it provides an indication whereby employment in a farming enterprise may serve as a good training ground for future small farm enterprise owners.

**Table 5.8.3: Prior Occupation of Farmers**

<b>Occupation</b>	<b>Number of farms</b>	<b>Per cent</b>
Was in school	84,220	23.2
Was unemployed	89,110	24.5
Employed in formal sector	79,783	21.9
Ran/employed in off farm business – informal	9,790	2.7
Ran/employed in farming business	86,017	23.6
Other	14,980	4.1
<b>Total</b>	<b>363,900</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

## **5.9 Income and Expenses of the MSF Sector**

### **5.9.1 Annual Sales**

**Table 5.9.1: Gross annual sales earnings by farmers (marketed output with last year as reference)**

<b>Annual sales category (in Tshs)</b>	<b>Number</b>	<b>Percent (%)</b>
Tshs 100,001 – 200,000	190,223	52.7
Tshs 200,001 – 500,000	121,493	33.7
Tshs 500,001 – 1,000,000	31,500	8.7
Tshs 1,000,001 – 2,000,000	13,113	3.6
Tshs 2,000,001 – 5,000,000	3,222	0.9
Tshs 5,000,001 +	1,295	0.4
<b>Total</b>	<b>360,846</b>	<b>100.0</b>
<b>Mean</b>	<b>Tshs 364,336.51</b>	

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 5.9.1 indicates that majority of the farming businesses have gross annual sales of Tshs 100,000 to Tshs 500,000. This represents 86.4% of all the farming households in the Uhuru Corridor. A considerable number of households (12.3%) have annual gross sales of between Tshs 500,000 and Tshs 2 million while only 1.3% have annual gross sales of over Tshs 2 million. When this outcome is compared to the one depicted by table 4.8 (annual sales turnover for MSEs), it becomes clear that earnings in MSEs are much higher than in MSFs. In MSEs, 70% of the enterprises have average earnings of between Tshs 200,000 and 5 million. For instance, only 0.9% of the farming enterprises have annual gross sales of Tshs 2 million to 5 million, compared to 20.8% for MSEs in the same category of earnings.

### **5.9.2 Annual Expenses**

**Table 5.9.2: Average Annual Cost of Farming by Expense Category**

<b>Expense category</b>	<b>Mean annual cost (in Tshs)</b>	<b>Percentage (%)</b>
Seeds	13,537	9.2
Agrochemicals	28,109	19.2
Farm preparation and weeding	29,242	20.0
Hand tools & equipment	9,059	6.2
Maintenance and repairs	13,981	9.6
Transport	22,207	15.2
Labour costs	10,282	7.1
Other	19,944	13.5
<b>Total</b>	<b>146,361</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 5.9.2 indicates that the bulk of the expenses for farmers go into agrochemicals (19.2%), tools and equipment (20.0%) and transport services (15.2%). This represents 54.4% of the average annual farming expenses. With this level of farm expenses, the gross margin from farming activities is approximately 59.4%. The expenses vary largely with the type of farming activity.

## **5.10 Profile of MSF**

### **5.10.1 Start up Capital**

**Table 5.10.1: Amount of start-up capital for Farming Businesses**

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

<b>Amount</b>	<b>Number</b>	<b>Percent (%)</b>
Up to Tshs 10,000	181,308	49.6
10,001 – 20,000	45,044	12.3
20,001 – 50,000	71,673	19.6
50,001 – 100,000	35,448	9.7
100,001 – 200,000	16,799	4.6
200,001 – 500,000	9,211	2.5
500,001 +	6,619	1.5
<b>Mean</b>	<b>Tshs 87,971</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Farming businesses in the Uhuru corridor start with very small amounts of cash investments. Almost half (49.6%) of the farming enterprises operated as businesses today were started with only up to Tshs 10,000. Indeed many (29.2%) reported that they started with zero cash investment. Many of those in this category started with land resources available through inheritance/communal ownership and their own labour. Other farming inputs such as seeds, hand tools etc were also available in the family and they did not need to buy these.

### **5.10.2 Major Sources of Capital**

**Table 5.10.2: Major Sources of Start-up Capital for Farming Enterprises**

<b>Source</b>	<b>Number</b>	<b>Percent (%)</b>
Grant family/friends	47,348	14.5
<b>Past savings:</b>	<b>163,556</b>	<b>50.2</b>
- from agriculture	42,398	13.0
- from an off-farm business	49,359	15.2
- from wage employment	71,799	22.0
Loan from family/friends	17,211	5.3
Loan from other sources	10,772	3.0
Inherited business	62,357	19.1
Other	23,939	7.4
Total	325,686	100.0

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Past savings from agricultural activities, off-farm businesses and wage employment provide half of the start-up capital for farming enterprises. Other significant sources of start-up capital include grants from relatives and friends (14.5%) and inheritance (19.1%).

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **5.10.3 Perception of growth**

**Table 5.10.3: Perception of growth in volume**

<b>Source</b>	<b>Number</b>	<b>Percent (%)</b>
Growth:	<b>203,373</b>	<b>56.0</b>
Large increase	37,575	10.3
Small increase	165,798	45.7
No growth/stagnation	<b>53,124</b>	<b>14.6</b>
Negative growth:	<b>102,954</b>	<b>28.4</b>
Small decrease	82,600	22.7
Large decrease	20,354	5.6
Don't know	<b>3,632</b>	<b>1.0</b>
<b>Total</b>	<b>363,083</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Overall, 56% of the MSFs are perceived to have recorded some growth since they were established though only 10.3% of these reported a large increase in business growth. Those MSFs reported stagnation represent 14.6% while those that recorded negative growth are a significant figure of 28.4% of all the MSFs. In general 43% of all the MSFs have not recorded business growth along the Uhuru Corridor, and this raises the question of sustainability of the MSF sector and its ability to continually create employment and wealth.

### **5.10.4 Perception of change in Profitability**

**Table 5.10.4: Perception of changes in farm business profitability**

<b>Source</b>	<b>Number</b>	<b>Percent</b>
Higher than previous year	93,980	25.7%
Same as previous year	69,139	18.9%
Lower than previous year	178,108	48.8%
Don't know	23,876	6.6%
<b>Total</b>	<b>365,102</b>	<b>100.0%</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

The general perception of the farmers is that while there has been an increase in the volume of production, this has not been translated into profitability. Over half of farmers have experienced growth in volumes while only 18.9% report an increase in profits. This could be attributed to a number of reasons which include poor agricultural prices, low quality produce and lack of access to markets.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **5.10.5 Usage of profits**

**Table 5.10.5 Important use areas for farm business profit**

<b>Use</b>	<b>First use</b>		<b>Second use</b>		<b>Third use</b>	
Recurrent household consumption	325,868	89.3%	14,370	3.9%	7,627	2.1%
Reinvest in farming business	13,627	3.7%	232,307	63.6%	22,132	6.1%
Reinvest in off-farm business	2,826	0.8%	12,525	3.4%	13,004	3.6%
Support of family living elsewhere	851	0.2%	30,127	8.3%	47,720	13.1%
Put into savings	747	0.2%	17,327	4.7%	55,823	5.3%
School fees	7,516	2.1%	35,710	9.8%	119,007	32.6%
Other	9,217	2.5%	10,311	2.8%	34,909	9.6%
Total	365,102	100%	365,102	100%	365,102	100%

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Recurrent household consumption, reinvestment into the same business and investment in education are the three important areas of application of profit from farming businesses. This provides vital information for the design of financial services in the Uhuru Corridor.

## **6 Awareness and Usage of Business Development Services**

### **6.1 Business Development Services for MSEs**

#### **6.1.1 Awareness and Usage of Business Services**

Business Development Services (BDS) are services that improve the performance of the enterprise, its access to markets, and its ability to compete. For purposes of this study, the definition of “business development services” includes training, consultancy and advisory services, marketing assistance, information, technology development and transfer, and business linkage promotion. A distinction is sometimes made between “operational” and “strategic” business services. Operational services are those needed for day-to-day operations, such as information and communications, management of accounts and tax records, and compliance with labour laws and other regulations. Strategic services, on the other hand, are used by the enterprise to address medium and long-term issues in order to improve the performance of the enterprise, its access to markets, and its ability to compete<sup>1</sup>.

**Table 6.1.1: Awareness and Access to Business Services**

<b>Business Services</b>	<b>Percent aware</b>	<b>Percent received</b>
Training in book keeping	22.2	12.2
Training in costing & pricing	18.1	5.0
Training in New product technologies	14.0	2.0
Entrepreneurship training	6.6	5.3
Purchasing and stock control	10.8	3.3
Marketing and sales promotion	20.9	11.4
Marketing information	12.4	5.0
Business planning	16.4	9.9
Financial services	24.3	5.7
Transport services	27.6	23.7
Accounting and book keeping services	10.9	3.4
Communication services	24.6	15.0
Secretarial services	12.3	7.2
Advisory services on legal matters	10.7	0.9
Advisory services on taxation issues	12.6	8.6
Other services		0.1

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

The table 6.1.1 above illustrates the awareness levels of various BDS among the MSEs within the Uhuru Corridor. It also indicates the percentage of SMEs who received the various business services. As the table shows, the awareness and usage levels for all services are below 50% with awareness levels being higher than usage levels. For example, 22.2 per cent of MSEs were aware of “training in book keeping” but only 12.2% had actually used the service. Transport services had the highest levels of both usage and awareness at 27.6% and 23 respectively. The implication here is that there is need to increase the awareness of business services, which in turn will increase the usage.

<sup>1</sup> Tanburn J. G. Trah and K. Hallberg. “Business Development Services for Small Enterprises: Guidelines for Donor Intervention” Revision. 7 July 2000.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **6.1.2 Perceived Importance of Business Services**

According to table 6.1.2 the MSE respondents perceived business services to be either very important or fairly important. The highest number of respondents perceived training in book keeping as most important (69.2%) followed by financial services (64.8%), marketing and sales promotion (62.9%) and training in costing and pricing (54.9%). This implies that most MSEs consider finance and marketing to be important for success of their enterprises. Secretarial services had the highest number of MSEs (14.9%) who thought the service was not important while 30.1% stated that they did not know about the existence of entrepreneurship training. This finding is consistent with the level of awareness and usage (table 6.1) where entrepreneurship training had the lowest level of awareness at 6.6%.

**Table 6.1.2: Perceived Importance of Business Services**

<b>Business Services</b>	<b>Very important (%)</b>	<b>Fairly important (%)</b>	<b>Not important (%)</b>	<b>Do not know (%)</b>
Training in book keeping	69.2	14.9	1.3	14.5
Training in costing & pricing	54.9	19.6	1.8	23.7
Training in New product technologies	49.2	23.3	4.0	23.5
Entrepreneurship training	32.5	29.2	8.1	30.1
Purchasing and stock control	36.7	30.1	6.8	26.4
Marketing and sales promotion	62.9	18.9	2.0	16.3
Marketing information	45.1	28.1	3.1	23.7
Business planning	46.8	26.8	4.0	22.4
Financial services	64.8	19.3	1.5	14.3
Transport services	49.5	26.4	4.4	19.8
Accounting and book keeping services	43.5	26.8	4.4	25.3
Communication services	47.3	28.6	4.6	19.6
Secretarial services	23.1	34.7	14.9	27.3
Advisory services on legal matters	28.8	34.3	8.8	28.1
Advisory services on taxation issues	31.6	32.1	8.6	27.7

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **6.1.3 Level of Satisfaction with Business Services**

MSEs may be aware and have access to what they perceive to be important business services but what is most critical is whether or not they are satisfied with the services received. In this baseline, respondents were requested to state how satisfied they were with the services received. Overall, the respondents were either very satisfied or fairly satisfied with all the services received. As per table 6.1.3, 60.9% of those who received marketing information services stated that they were very satisfied. Other services MSEs were very satisfied with included purchasing and stock control (55.5%), training in new product technologies (51.7%) and accounting and book keeping services at 43.6%. Advisory services on taxation issues and legal matters had the highest number of MSEs who stated that they were not satisfied with those services at 28.2% for taxation and 21.6% for legal services respectfully.

**Table 6.1.3: Level of Satisfaction with Services**

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

<b>Business Services</b>	<b>Very satisfied (%)</b>	<b>Fairly satisfied (%)</b>	<b>Not satisfied (%)</b>
Training in book keeping	39.0	53.4	7.6
Training in costing & pricing	35.8	55.6	8.7
Training in New product technologies	51.7	48.3	-
Entrepreneurship training	38.2	59.9	1.9
Purchasing and stock control	55.5	39.4	5.1
Marketing and sales promotion	42.9	46.5	10.6
Marketing information	60.9	31.0	8.1
Business planning	39.9	50.2	9.9
Financial services	33.8	60.2	5.9
Transport services	29.7	61.4	8.9
Accounting and book keeping services	43.6	40.8	15.6
Communication services	32.5	62.5	5.1
Secretarial services	26.0	74.0	-
Advisory services on legal matters	7.7	70.7	21.6
Advisory services on taxation issues	17.1	54.7	28.2

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### **6.1.4 Constraints in Accessing Business Services**

**Table 6.1.4: Reasons (Constraints) for not Receiving Business Services (in %)**

<b>Business Services</b>	<b>Availability of service</b>	<b>Cost</b>	<b>Time/Timing constraints</b>	<b>Competence of provider</b>	<b>Other</b>
Training in book keeping	60.5	29.3	7.1	1.2	1.4
Training in costing & pricing	58.0	30.5	6.5	2.1	3.1
Training in New product technologies	68.3	21.2	6.2	0.5	2.7
Entrepreneurship training	65.6	22.1	8.6	0.9	2.8
Training in purchasing & stock control	61.7	28.4	3.4	2.7	3.7
Marketing and sales promotion	68.5	19.6	7.9	1.9	7.3
Marketing information	79.9	18.6	7.9	2.7	3.1
Business planning	71.3	17.1	6.2	1.9	3.5
Financial services	56.3	17.3	4.4	4.4	17.8
Transport services	64.2	21.7	6.3	3.4	4.5
Accounting and book keeping services	58.3	29.6	4.5	2.3	5.2
Communication services	62.4	24.1	4.7	3.4	5.2
Secretarial services	62.7	21.4	8.6	2.1	5.3
Advisory services on legal matters	62.4	21.0	7.1	3.7	5.9
Advisory services on taxation issues	66.2	18.8	5.2	2.7	7.1

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

The demand for business services is determined by many factors. During this baseline survey, respondents identified availability of the service, cost of the service and the time the services are provided as three major reasons, which prevent them from accessing the services. The table 6.4 shows that majority of MSEs identified availability of the service as the major constraint followed by cost of the service and the time the service is provided. Constraints related to availability of the service were highest for market information (79.9%) followed by business planning (71.3%), marketing and sales promotion (68.5%) and training in new product technologies (68.3%).

These results indicate that possibly there is lack of service providers (availability of service) because cost and time of providing the services were not identified as major constraints. This is an interesting departure from conventional belief that MSEs do not access business services because of cost, i.e. they cannot afford to pay for the services.

### **6.1.5 Linkages**

The survey sought to know the types of business services received from input suppliers and buyers.

**Table 6.1.5: Proportion of Micro Enterprises Receiving Services from Input Suppliers and Buyers**

<b>Service</b>	<b>Input suppliers</b>	<b>Buyers</b>
Training	6.2%	6.5%
Advisory services	10.1%	9.9%

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Linkages between MSEs and service providers were found to be relatively new phenomena among MSE respondents. Few input suppliers were found to offer limited training (6.2%) and advisory services (10.1%) to MSEs who were selling items of technical nature such as chemicals, instruments, and appliances. The nature of training involved demonstration on handling and use of other assorted items. The knowledge acquired by MSEs from input suppliers would then be transmitted to buyers through training (6.5%) and advisory services (9.9%) at the time of purchase.

### **6.1.6 Demand for BDS by MSEs**

**Table 6.1.6: Key Business Services MSEs would wish to access**

<b>Business service</b>	<b>First service</b>		<b>Second service</b>		<b>Third service</b>	
Training in bookkeeping	321,826	76.7%	18,525	4.4%	13,466	3.2%
Financial services	26,114	6.2%	40,530	9.7%	75,245	17.9%
Training in costing and pricing	13,606	3.2%	107,769	25.7%	8,721	2.2%
Training in business planning	13,478	3.2%	66,717	15.9%	27,029	6.4%
Training in new product development	12,303	2.9%	54,114	12.9%	23,512	5.6%
Training in purchasing and stock control	8,278	2.0%	56,189	13.4%	85,348	20.3%
Entrepreneurship training	6,576	1.6%	23,852	5.7%	9,390	2.2%
Marketing and sales information	5,540	1.3%	22,360	6.4%	37,871	9.0%
Accounting and bookkeeping services	2,520	0.6%	7,038	1.7%	48,412	11.5%
Communications services	2,210	0.5%	2,617	0.6%	24,529	5.8%
Transport services	1,844	0.4%	9,689	2.3%	12,033	2.9%
Other	2,114	0.5%	3,787	0.9%	25,606	6.1%

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

<b>Total</b>	<b>419,712</b>	<b>100%</b>	<b>419,712</b>	<b>100%</b>	<b>419,712</b>	<b>100%</b>
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Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Table 6.1.6 indicates that there is a very high demand for “low-end” business services. These are services other than the traditional BDS like marketing, technical training and business counseling. 76.7% of the MSE operators would want to access training in book-keeping as a priority service. This indicates the importance of keeping good records and formalization of MSE businesses. Other services with relatively high demand include training costing and pricing, business planning and purchasing and stock control.

### **6.2 Business Development Services for MSFs**

#### **6.2.1 Awareness and Usage of Business Services**

The survey specifically asked for the level of awareness and access to business services in the farms sector. In general, there is a low level of awareness of the various business services on offer in support of this sector.

**Table 6.2.1: Awareness and Access to Business Services**

<b>Business Services</b>	<b>Percent aware</b>	<b>Percent received</b>
Animal husbandry services	26.2	13.5
Crop husbandry services	29.9	27.4
Veterinary services	53.3	19.8
Artificial insemination services	26.1	8.4
Financial services	31.0	7.7
Transport services	30.9	21.8
Marketing and promotion services	31.9	13.0
Marketing information	23.4	7.6
Accounting/bookkeeping services	11.5	2.6
Training in business management	32.6	13.6
Communication services	24.5	5.5
Secretarial services	9.1	1.4
Advisory services on legal matters	9.9	3.2
Advisory services on taxations issues	9.4	6.6
Other services		

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Veterinary services recorded the highest level of awareness of 53% of the farming enterprises. Other business services with a considerable level of awareness include training in business management (33%), marketing and promotion services (32%), financial services (31%) and transport services (31%). Among the services with the least level of awareness include secretarial services, advisory services on tax issues and legal advisory services.

This survey revealed that business services with the highest level of awareness are not necessarily the ones with the highest level of usage by the farming enterprises. For instance, 53% of the farming enterprises are aware of the veterinary services but only about 20% have accessed the services. Similarly, 26% of the farming enterprises are aware of the artificial insemination services but only 8% had actually received the service. However certain business services have almost the same level of awareness, as is the level of access. These include crop husbandry services and transport services.

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

As will be seen in table 6.7.2 below, such business services are the ones perceived by farming enterprises as having the highest level of importance.

### **6.2.2 Perceived Importance of Business Services**

The survey results indicate that business services that are directly related to crop or animal production are perceived to be very important by the farming enterprises. About 72% of the farming enterprises perceive crop husbandry services to be very important. Other business services that are perceived to be very important include financial services (63%), animal husbandry services (54%), marketing and promotion services (55%), veterinary services (53%) and transport services (51%). The low-end business services like secretarial, accounting/bookkeeping services, tax advisory services and legal advisory are perceived by only a few farming enterprises as very important.

**Table 6.2.2: Perceived Importance of Business Services**

<b>Business Services</b>	<b>Very Important (%)</b>	<b>Fairly important (%)</b>	<b>Not Important (%)</b>	<b>Do not Know (%)</b>
Animal husbandry services	53.5	9.6	5.4	31.6
Crop husbandry services	71.6	6.6	2.4	19.4
Veterinary services	53.3	13.9	5.2	27.7
Artificial insemination services	44.2	14.6	6.6	34.6
Financial services	63.0	16.2	1.4	19.5
Transport services	51.5	16.5	2.1	30.0
Marketing and promotion services	55.2	18.3	1.8	24.7
Marketing information	49.5	16.8	2.2	31.5
Accounting/bookkeeping services	27.9	27.5	2.2	41.8
Training in business management	64.5	9.0	2.0	24.5
Communication services	42.9	19.0	4.3	33.8
Secretarial services	19.9	25.2	8.7	46.2
Advisory services on legal matters	24.1	23.2	6.7	46.0
Advisory services on taxations issues	23.3	24.7	7.1	44.9

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

The survey also found out that a significant number of farming households do not know the importance of these business services with regard to the performance of their enterprises. However, only a few farming enterprises do not attach any importance to business services in the conduct and performance of their businesses.

### **6.2.3 Level of Satisfaction with Business Services**

There appears to be a considerable level of satisfaction with the business services received by the farming enterprises. Farming enterprises are fairly satisfied by services that are directly linked to production activities such as animal husbandry, crop husbandry and veterinary services. The level of satisfaction however needs to be enhanced through provision of quality and value added services.

**Table 6.2.3: Level of Satisfaction with Services Received**

<b>Business Services</b>	<b>Very satisfied (%)</b>	<b>Fairly satisfied (%)</b>	<b>Not satisfied (%)</b>
Animal husbandry services	48.3	41.6	9.2

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Crop husbandry services	39.7	50.1	10.3
Veterinary services	45.8	44.0	10.1
Artificial insemination services	28.8	60.9	10.2
Financial services	42.4	57.6	-
Transport services	17.2	67.7	15.0
Marketing and promotion services	16.8	68.7	14.5
Marketing information	37.9	55.1	7.0
Accounting/bookkeeping services	78.5	21.5	-
Training in business management	47.3	47.5	5.2
Communication services	56.2	43.8	-
Secretarial services	47.3	52.7	-
Advisory services on legal matters	54.8	39.1	6.0
Advisory services on taxations issues	27.0	48.8	24.1

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Services with a high level of satisfaction among farming enterprises include financial services, accounting/bookkeeping services, communication services and secretarial services. Apart from these, the rest of the business services are perceived by some households as not satisfying their needs.

### **6.2.4 Constraints to Accessing Business Services**

**Table 6.2.4: Reasons (Constraints) for not Receiving Business Services (in )**

<b>Business Services</b>	<b>Availability of service</b>	<b>Cost</b>	<b>Time/timing constraints</b>	<b>Competence of provider</b>	<b>Other</b>
Animal husbandry services	58.7	25.3	3.5	7.7	4.8
Crop husbandry services	64.3	23.1	3.1	6.7	2.8
Veterinary services	54.4	30.0	4.7	6.0	4.9
Artificial insemination services	54.6	29.7	4.5	6.6	4.5
Financial services	66.1	9.1	2.1	4.6	19.2*
Transport services	67.8	16.8	6.6	5.4	3.3
Marketing and promotion services	78.9	10.2	3.3	4.2	3.3
Marketing information	78.5	10.5	4.6	3.5	2.8
Accounting/bookkeeping services	64.2	19.4	7.7	6.9	1.8
Training in business management	64.5	22.1	5.7	6.3	1.4
Communication services	63.6	24.8	3.5	5.2	3.0
Secretarial services	65.9	13.9	8.7	6.2	5.3
Advisory services on legal matters	65.9	12.7	7.2	7.9	6.3
Advisory services on taxations issues	67.1	12.6	5.4	8.6	5.6

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

*\*Conditions difficult to fulfil account for 15.2 why farmers are unable to access financial services*

On average, two-thirds of the farming households are unable to access the various types of business development services due to unavailability of the services. This is the single most important factor limiting the accessibility of services. The cost of the services is the second largest factor that limits the accessibility of the business services.

### **6.2.5 Linkages**

**Table 6.2.5: Proportion of Farmers Receiving Services from Input Suppliers and Buyers**

Service	Input suppliers	Buyers

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

Training	12.4	11.1
Advisory services	16.3	9.6
Other services	24.5	30.1
Total	53.2	50.8

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Linkages between MSFs and service providers were found to be a relatively low. As per table 6.2.5 few input suppliers were found to offer limited training (12.4) and advisory services (16.3) to MSFs who were buying items of technical nature such as chemicals and pesticides to farmers. Similarly the linkages between the buyers and MSFs were limited. Linkages between buyers and MSFs in training were only 11 and 9.6 in advisory services. Overall, the linkages between MSFs and both the suppliers and the buyers were slightly over 50.

### **6.2.6 Demand for Business Services**

The survey specifically asked the farming households to say the type of business services they would wish to access. About 41 of the farms would want to access crop husbandry services as a priority service. This is followed by animal husbandry services (22) and financial services (18). Very few or no farms would want to receive communication services, accounting/bookkeeping services transport services market information and veterinary services as a first priority service. As a second priority, a significant number of farmers would want to receive crop husbandry, financial, marketing and promotion and market information services.

**Table 6.2.6 Key Services that Farmers would wish to Access**

<b>Business Services</b>	<b>First service</b>	<b>Second service</b>	<b>Third service</b>
Crop husbandry	40.6	20.0	4.5
Animal husbandry	21.6	2.0	1.8
Financial services	18.0	21.3	10.4
Marketing and promotion services	2.3	13.4	11.2
Training in business management	7.2	6.6	36.9
Artificial insemination services	1.8	4.5	0.6
Veterinary services	1.4	6.1	5.1
Marketing information	1.8	12.2	9.2
Transport services	1.1	9.6	3.6
Communication services	-	1.2	6.0
Accounting and book keeping services	1.0	1.8	2.9
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Source: Baseline Survey of MSEs and MSFs in the Uhuru Corridor

Business services that clearly demonstrate lack of effective demand by farming enterprises include accounting and bookkeeping services, communication services, transport services and veterinary services.

## ANNEXES

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**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Annex 1 Survey Instruments**

**Annex 1.1 Household Listing Form**

**BASELINE SURVEY OF MSEs/MSFs IN THE UHURU CORRIDOR, TANZANIA  
HOUSEHOLD LISTING FORM**

**SECTION A: To be completed directly AFTER conducting interview.**

NO.	QUESTIONS	ANSWER CATEGORIES AND CODES	CODE
A.01	Enumerator name and code		
A.02	Supervisor name and code		
A.03	Stratum code	1 [ ] City (DSM)      2 [ ] Municipality 3 [ ] Township      4 [ ] Rural area	
A.04	Region	1 [ ] Dar es Salaam    2 [ ] Coast    3 [ ] Iringa 4 [ ] Morogoro      5 [ ] Mbeya	
A.05	District		
A.06	Ward		
A.07	Enumeration area name and code		
A.08	Date of interview	[       ]/[       ]/2002	
A.09	Unique identification number of respondent	<b>3</b>	

**SECTION B: Begin interview with introduction of YOURSELF and the SURVEY.**

B.01	How many members do you have in this household?	[       ]	
B.02	Please indicate the number of members of your household in the following categories	<p><b>1. Below school-going age (up to age 4)</b></p> <p>_____</p> <p>2. In various levels of education system _____</p> <p>3. Number in wage employment _____</p> <p>4. Number self-employed – in business _____</p> <p>5. Number self employed – agriculture _____</p> <p>6. Domestic workers _____</p> <p>7. Out of school and not working _____</p> <p>8. Too old to work _____</p> <p>9. Others (<b>EXPLAIN</b> _____) _____</p> <p><b>TOTAL</b></p>	<p>a) _____</p> <p>b) _____</p> <p>c) _____</p> <p>d) _____</p> <p>e) _____</p> <p>f) _____</p> <p>g) _____</p> <p>h) _____</p> <p>i) _____</p> <p>j) _____</p>
B.03	What are the sources of your household income?  (PLEASE RANK THE 1 <sup>ST</sup> 3)	<p>1 [ ] Farming – crop cultivation (<b>GO TO B.04</b>)</p> <p>2 [ ] Farming – animal husbandry (<b>GO TO B.04</b>)</p> <p>3 [ ] Fishing/mining/forestry (<b>GO TO B.04</b>)</p> <p>4 [ ] Business (<b>GO TO B.05</b>)</p> <p>5 [ ] Wage employment</p> <p>6 [ ] Transfers (from family/friends)</p> <p>7 [ ] Other (<b>EXPLAIN</b> _____)</p>	<p>(a)</p> <p>(b)</p> <p>(c)</p>
B.04	<b>What proportion of your household's farming output is marketed?</b>	<p>1 [ ] None/negligible</p> <p>2 [ ] Less than half but significant (&gt; Tsh 100,000 pa)</p> <p>3 [ ] About half and worth &gt; Tshs 100,000 pa</p> <p>4 [ ] More than half and worth &gt; Tshs 100,000 pa</p>	
B.05	<b>How many businesses are owned by members of your household?</b>	[       ]	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.06	Has any member of your household owned a business that closed in the last five years?	1 [    ] Yes (ENSURE A CEQ IS FILLED) 2 [    ] No	
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IF MSE OR FARM BUSINESS IS MENTIONED AS A SOURCE OF INCOME, GO TO A EEQ; IF NOT AND NO CLOSED BUSINESS, TERMINATE INTERVIEW

That is the last of my questions. Could you remind me of your name?

RESPONDENT NAME: \_\_\_\_\_

**THANK YOU FOR YOUR TIME!**

**TIME INTERVIEW STARTED:** \_\_\_\_\_ **TIME INTERVIEW COMPLETED:**  
\_\_\_\_\_

**TIME CHECKED BY SUPERVISOR:** \_\_\_\_\_ **DATE:** \_\_\_\_\_ **SIGNATURE:**  
\_\_\_\_\_

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Annex 1.2 Existing Business Questionnaire**

**BASELINE SURVEY OF MSEs/MSFs IN THE UHURU CORRIDOR, TANZANIA  
EXISTING BUSINESS QUESTIONNAIRE**

**SECTION A: To be completed directly AFTER conducting interview.**

NO.	QUESTIONS	ANSWER CATEGORIES AND CODES	CODE
A.01	Enumerator name and code		
A.02	Supervisor name and code		
A.03	Stratum code	1 [ ] City (DSM)      2 [ ] Municipality 3 [ ] Township      4 [ ] Rural area	
A.04	Region	1 [ ] Dar es Salaam    2 [ ] Coast 3 [ ] Morogoro        4 [ ] Iringa 5 [ ] Mbeya	
A.05	District		
A.06	Ward		
A.07	Enumeration area name and code		
A.08	Date of interview	[       ]/[       ]/2002	
A.09	Unique identification number of respondent	<b>4</b>	

**SECTION B: Ask to speak with the OWNER of the business. If not present, try to locate him/her. If unable to locate the owner, conduct the interview with SPOUSE or an INFORMED worker or family member .**

B.01	Who are the owners of this business?	1 [ ] Female, one proprietor 2 [ ] Male, one proprietor 3 [ ] More than one female 4 [ ] More than one male 5 [ ] Husband and Wife 6 [ ] Multiple proprietors - mixed sex	
B.02	When business was started	Month:  Year:	a)  b)
B.03	What are the specific activities of your business?	_____ _____  <b>(USE ENTERPRISE CODE LIST PROVIDED)</b>	
B.04	Location of Business  <b>(FILL BY INSPECTION IF POSSIBLE)</b>	1 [ ] In the home/on the homestead (include farm) 2 [ ] Traditional marketplace 3 [ ] Along roadside, track, or path 4 [ ] Commercial district 5 [ ] Industrial site 6 [ ] Mobile 7 [ ] Other	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.05	Ownership status of business premises/workspace	1 [ ] <b>Owned – self/family (inc. communal – farm)</b>  2 [ ] <b>Leased/rental</b> 3 [ ] Allowed to occupy temporarily (TOL) 4 [ ] Squatting/free occupation 5 [ ] Other ( <b>EXPLAIN</b> )	
B.06	Is your business registered?	1 [ ] Yes 2 [ ] No	
B.07	IF REGISTERED, what type of registration?	1 [ ] <b>Sole proprietorship</b> 2 [ ] Partnership 3 [ ] Company 4 [ ] Other ( <b>EXPLAIN</b> _____)	
B.08	What licenses do you have for your business?	1 [ ] None 2 [ ] Trade license 3 [ ] Local authority license (Nguvu kazi) 4 [ ] Daily license 5 [ ] Other ( <b>EXPLAIN</b> _____)	
B.09	Working patterns:  <b>(ASK FIRST QUESTION ONLY IF BUSINESS HAS BEEN IN OPERATION FOR 12 MONTHS OR MORE.)</b>	[ ] How many months was your business in operation over last 12 months?  [ ] How many days was your business in operation  <b>over the last month</b> (Use 30 if “every day”) (Use 25 if “every day but Sunday”) (Use 20 if “Monday through Friday”)  [ ] How many <u>hours per day</u> was your business in operation last week	a)  b)  c)

B.10 Tally of Total Workforce:

	Working Owners	Paid Workers	Unpaid Workers	Apprentices/ Trainees	GRAND TOTAL
Present total:	(a)	(b)	(c)	(d)	(e)
<i>Of total, # female</i>	(f)	(g)	(h)	(i)	(j)
<i>Of total, # part-time</i>	(k)	(l)	(m)	(n)	(o)
Total workers when business first started:	(p)	(q)	(r)	(s)	(t)

B.11	What was your primary occupation before you started this business?	1 [ ] Unemployed ( <b>GO TO B.14</b> ) 2 [ ] Housewife (home maker) 3 [ ] In school 4 [ ] Employed in formal sector 5 [ ] Worked for someone else in this same line 6 [ ] Ran another business in this same line 7 [ ] Worked for another business in another line 8 [ ] Ran another business in another line 9 [ ] Other ( <b>EXPLAIN</b> :	
B.12	Do you still work in that capacity?	1 [ ] Yes 2 [ ] No	

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B.13	What level of education did you complete?	1 [ ] None 2 [ ] Std 1 - 4 3 [ ] Std - 5 - 7/8 4 [ ] Form 1 - 2 5 [ ] Form 3 - 4 6 [ ] Form 5 - 6 7 [ ] College 8 [ ] University 9 [ ] Other (e.g. literacy classes _____)	
B.14	Including this business and any others, for how many years have you been in this type of business, either employed or as the owner?	[            ]	
B.15	Why did you decide <u>to start</u> your own business?	1 [ ] Parents/relatives were/are in business 2 [ ] Too few wage opportunities 3 [ ] Saw a profitable opportunity 4 [ ] Was encouraged to start by relative/friend 5 [ ] Needed to supplement my income 6 [ ] Had no better options 7 [ ] Other ( <b>EXPLAIN:</b>	
B.16	Why did you choose <u>this type</u> of business	1 [ ] <b>Had experience/skills in this line of business</b> 2 [ ] <b>Friends/relatives in this type of business</b> 3 [ ] Felt there was a market for this type of business 4 [ ] Was encouraged to start this type by friends/r'tives 5 [ ] Start-up capital could only afford this type of b. 6 [ ] No apparent reason 7 [ ] Other ( <b>EXPLAIN:</b>	
B.17	If you were to get a paid job now, would you leave your business?	1 [ ] <b>Yes</b> 2 [ ] No 3 [ ] Not sure – would depend on salary	
B.18	Did you start the business from scratch, purchase it, or did you inherit it?	1 [ ] <b>Started from scratch</b> 2 [ ] Purchased  3 [ ] <b>Inherited</b> 4 [ ] Other ( <b>EXPLAIN:</b>	
B.19	How much money did you spend to <u>start</u> this business	<b>Tshs :</b>	
B.20	What was the principal source of your money/assets to start the business?	1 [ ] Loan from family/friends 2 [ ] Given free from family/friends 3 [ ] Moneylender 4 [ ] Own savings from agriculture 5 [ ] Own savings from employment  6 [ ] <b>Own savings from other business</b> 7 [ ] Inherited business 8 [ ] Loan – from banks and other formal fin. institutions 9 [ ] Loan - Microfinance program 10 [ ] Loan – Savings association 11 [ ] Loan from Rotating Savings & Credit Ass.(ROSCAs) 12 [ ] Loan – from other (explain 13 [ ] Other ( <b>EXPLAIN:</b>	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.21	Have you received credit for your business from any of the following ? Consider all types of credit – family, moneylenders, rotating credit societies, banks, etc.	1 [ ] None 2 [ ] Loan (not free) from family/friends 3 [ ] Moneylender 4 [ ] Formal credit institution 5 [ ] Microfinance program 6 [ ] Supplier credit 7 [ ] Savings clubs 8 [ ] Other ( <b>EXPLAIN:</b>	
B.22	Thinking about all the sources of cash income for your household (including farming, employment, and any other income), how much of your household's income comes from <u>this particular</u> business?	1 [ ] More than half of all income 2 [ ] About half of income 3 [ ] Less than half of income 4 [ ] Don't know	
B.23	When were you born?	Year _____ -	
B.24	What is your current marital status	1 [ ] Single – never married 2 [ ] Married 3 [ ] Divorced/separated 4 [ ] Widowed	
B.25	How many dependents are you responsible for?	[ ]	
B.26	What are your <b>THREE MOST CRITICAL</b> business problems now, in order of importance?	1 [ ] None 2 [ ] Low demand for products 3 [ ] High competition from other businesses 4 [ ] High cost of inputs 5 [ ] Low prices for products sold 6 [ ] Insufficient working capital 7 [ ] Lack of funds to buy equipment/fixed assets 8 [ ] Lack/poor market for products 9 [ ] Shortage/unavailability of inputs/products to sell 10 [ ] Lack of proper workspace 11 [ ] Lack of skilled workers 12 [ ] Lack of trusted workers 13 [ ] Harassment from authorities 14 [ ] Lack of access to utilities (water/electricity/tel) 15 [ ] Poor access roads to business 16 [ ] Lack of proper management skills ( <b>EXPLAIN</b> ) 17 [ ] Other ( <b>EXPLAIN</b> )	a)  b)  c)
B.27	<b>Over the past two years (or since your business started), how has the volume of your business changed?</b>	1 [ ] Large increase 2 [ ] Small increase 3 [ ] No change 4 [ ] Small decrease 5 [ ] Large decrease 6 [ ] Don't know	
B.28	To whom do you sell your products or provide services? ( <b>TICK THE TWO MOST IMPORTANT</b> )	1 [ ] Final Consumer 2 [ ] Traders 3 [ ] Other Businesses 4 [ ] Export 5 [ ] Manufacturer 6 [ ] Marketing Board 7 [ ] Other ( <b>EXPLAIN:</b>	

B.29 Which months during the year do you have sales that you would consider “high”, “average” or “low”?

## Baseline Survey of MSEs and MSFs in the Uhuru Corridor

**(FOR EACH ROW, check if appropriate, leave blank otherwise, and code “don’t know” as Average)**

	Jan (a)	Feb (b)	Mar (c)	Apr (d)	May (e)	June (f)	July (g)	Aug (h)	Sept (i)	Oct (j)	Nov (k)	Dec (l)	Total
High													m)
Average													n)
Low													o)

B.30	For “high” months, how much do you expect to see in average sales?	Tshs _____	
B.31	For “average” months, how much do you expect to see in average sales?	Tshs _____	
B.32	For “low” months, how much do you expect to see in average sales?	Tshs _____	
B.33	During the past month, what was the value of your total sales?	Tshs _____	
B.34	Was last month a high, average, or low month for sales?	1 [    ] High sales month 2 [    ] Average sales month 3 [    ] Low sales month	
B.35	During the past month, how much money did you spend on business expenses, including these categories and any other?	Stock/inventory: Tshs _____ Hired Labor Tshs _____ Transport Tshs _____ Rental Tshs _____ Maintenance/Repairs Tshs _____ Other Tshs _____ <b>5 TOTAL TSHS</b> _____	a) b) c) d) e) f) g)
B.36	<u>After all costs</u> are considered, how much profit did you earn in the business last week?	Tshs _____ (Consider goods received in barter or purchased from proceeds as part of profits)	
B.37	What are the <b>THREE MOST</b> important things you do with profits from this business?	1 [    ] use for household needs 2 [    ] Re-invest in this business 3 [    ] Re-invest in another business 4 [    ] Give to family in rural area 5 [    ] Put into savings 6 [    ] Use for entertainment 7 [    ] School fees 8 [    ] Other ( <b>EXPLAIN:</b>	
B.38	Are there any other income-earning activities <u>at this location</u> ?	1 [    ] Yes ( <b>IF YES, START NEW INTERVIEW</b> ) 2 [    ] No	
B.39	Have you owned any other businesses that are <u>no longer</u> in operation, having closed in the past?	1 [    ] Yes ( <b>GO DIRECTLY TO CEQ</b> ) 2 [    ] No	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

That is the last of my questions. Could you remind me of your name?

RESPONDENT NAME: \_\_\_\_\_

**THANK YOU FOR YOUR TIME!**

**TIME INTERVIEW STARTED:** \_\_\_\_\_ **TIME INTERVIEW COMPLETED:**

\_\_\_\_\_

TIME CHECKED BY SUPERVISOR: \_\_\_\_\_ DATE: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Annex 1.3 Questionnaire for Farming Enterprises**

**BASELINE SURVEY OF MSEs/MSFs IN THE UHURU CORRIDOR, TANZANIA  
QUESTIONNAIRE FOR FARMING ENTERPRISES**

**SECTION A: To be completed directly AFTER conducting interview.**

NO.	QUESTIONS	ANSWER CATEGORIES AND CODES	CODE
A.01	Enumerator name and code		
A.02	Supervisor name and code		
A.03	Stratum code	1 [ ] City (DSM)      2 [ ] Municipality 3 [ ] Township      4 [ ] Rural area	
A.04	Region	1 [ ] Dar es Salaam    2 [ ] Coast 3 [ ] Morogoro        4 [ ] Iringa 5 [ ] Mbeya	
A.05	District		
A.06	Ward		
A.07	Enumeration area name and code		
A.08	Date of interview	[        ]/[        ]/2002	
A.09	Unique identification number of respondent	<b>6</b>	

**SECTION B: Ask to speak with the OWNER of the business. If not present, try to locate him/her. If unable to locate the owner, conduct the interview with SPOUSE or an INFORMED worker or family member .**

B.01	Who are the owners of this business?	1 [ ] Female, one proprietor 2 [ ] Male, one proprietor 3 [ ] More than one female 4 [ ] More than one male 5 [ ] Husband and Wife 6 [ ] Multiple proprietors - mixed sex	
B.02	When business was started	Month: Year:	a) b)
B.03	What are the <b>THREE MAIN</b> specific activities of your farming business?	1. _____ 2. _____ 3. _____  <b>(USE FARMING CODES PROVIDED)</b>	a) b) c)
B.04	IF CROP CULTIVATION OF LIVESTOCK KEEPING, Please tell me the total size of land (in acres) you use for your farming business	Acres _____	
B.05	Ownership status of business premises/workspace	<b>1 [ ] Owned – self/family (inc. communal – farm)</b>  <b>2 [ ] Leased/rental</b> 3 [ ] Allowed to occupy temporarily (TOL) 4 [ ] Squatting/free occupation 5 [ ] Other ( <b>EXPLAIN</b> )	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.06	IF LIVESTOCK, Please tell me how many animals you have	<b>1. Chicken</b> _____ 2. Dairy cows _____ 3. Other cattle _____ 4. Goats/sheep _____ 5. Pigs _____ 6. Others ( <b>EXPLAIN:</b> _____)	a) _____ b) _____ c) _____ d) _____ e) _____ f) _____
------	--	--	--

**B.07 Tally of Total Workforce:**

	Working Owners	Paid Workers	Unpaid Workers	Apprentices/ Trainees	GRAND TOTAL
Present total:	(a)	(b)	(c)	(d)	(e)
Of total, # female	(f)	(g)	(h)	(i)	(j)
Of total, # part-time	(k)	(l)	(m)	(n)	(o)
Total workers when business first started:	(p)	(q)	(r)	(s)	(t)

<b>B.08</b>	What was your primary occupation before you started this farm business?	1 [ ] Unemployed ( <b>GO TO B.08</b> ) 2 [ ] Housewife (home maker) 3 [ ] In school 4 [ ] Employed in formal sector 5 [ ] Ran an off-farm business 6 [ ] Worked for someone else in this same line 7 [ ] Ran another farm business in this same line 8 [ ] Worked for another farmer in another line 9 [ ] Ran another farm business in another line 10 [ ] Other ( <b>EXPLAIN:</b> _____)	
B.09	Do you still work in that capacity?	1 [ ] Yes 2 [ ] No	
B.10	What level of education did you complete?	1 [ ] None 2 [ ] Std 1 - 4 3 [ ] Std - 5 - 7/8 4 [ ] Form 1 - 2 5 [ ] Form 3 - 4 6 [ ] Form 5 - 6 7 [ ] College 8 [ ] University 9 [ ] Other (e.g. literacy classes _____)	
B.11	Including this farm business and any others, for how many years have you been in this type of business, either employed or as the owner?	[ ]	
B.12	Why did you decide to start your farming business?	1 [ ] Parents/relatives were/are in same farm business 2 [ ] Too few wage opportunities 3 [ ] Saw a profitable opportunity 4 [ ] Was encouraged to start by relative/friend 5 [ ] Needed to supplement my income 6 [ ] Had no better options 7 [ ] Other ( <b>EXPLAIN:</b> _____)	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.13	Why did you choose <u>this type</u> of farm business?	<p>1 [ <input type="checkbox"/> ] <b>Had experience/skills in this line</b></p> <p>2 [ <input type="checkbox"/> ] <b>Friends/relatives in this type of farm business</b></p> <p>3 [ <input type="checkbox"/> ] Felt there was a market for this type of business</p> <p>4 [ <input type="checkbox"/> ] Was encouraged to start this type by friends/r'tives</p> <p>5 [ <input type="checkbox"/> ] Start-up capital could only afford this type of b.</p> <p>6 [ <input type="checkbox"/> ] No apparent reason</p> <p>7 [ <input type="checkbox"/> ] Other (<b>EXPLAIN:</b></p>	
B.14	If you were to get a paid job now, would you leave your farming business?	<p>1 [ <input type="checkbox"/> ] <b>Yes</b></p> <p>2 [ <input type="checkbox"/> ] No</p> <p>3 [ <input type="checkbox"/> ] Not sure – would depend on salary</p>	
B.15	Did you start the business from scratch, purchase it, or did you inherit it?	<p>1 [ <input type="checkbox"/> ] <b>Started from scratch</b></p> <p>2 [ <input type="checkbox"/> ] Purchased</p> <p>3 [ <input type="checkbox"/> ] <b>Inherited</b></p> <p>4 [ <input type="checkbox"/> ] Other (<b>EXPLAIN:</b></p>	
B.16	How much money did you spend to <u>start</u> this farming business	Tshs :	
B.17	What was the principal source of your money/assets to start the business?	<p>1 [ <input type="checkbox"/> ] Loan from family/friends</p> <p>2 [ <input type="checkbox"/> ] Given free from family/friends</p> <p>3 [ <input type="checkbox"/> ] Moneylender</p> <p>4 [ <input type="checkbox"/> ] Own savings from agriculture</p> <p>5 [ <input type="checkbox"/> ] Own savings from employment</p> <p>6 [ <input type="checkbox"/> ] <b>Own savings from an off-farm business</b></p> <p>7 [ <input type="checkbox"/> ] Inherited business</p> <p>8 [ <input type="checkbox"/> ] Loan – from banks and other formal fin. institutions</p> <p>9 [ <input type="checkbox"/> ] Loan - Microfinance program</p> <p>10 [ <input type="checkbox"/> ] Loan – SACCOs</p> <p>11 [ <input type="checkbox"/> ] Loan from Rotating Savings &amp; Credit Ass.(ROSCAs)</p> <p>12 [ <input type="checkbox"/> ] Loan – from other (explain</p> <p>13 [ <input type="checkbox"/> ] Other (<b>EXPLAIN:</b></p>	
B.18	Have you received credit for your business from any of the following ? Consider all types of credit – family, moneylenders, rotating credit societies, banks, etc.	<p>1 [ <input type="checkbox"/> ] None</p> <p>2 [ <input type="checkbox"/> ] Loan (not free) from family/friends</p> <p>3 [ <input type="checkbox"/> ] Moneylender</p> <p>4 [ <input type="checkbox"/> ] Formal credit institution</p> <p>5 [ <input type="checkbox"/> ] Microfinance program</p> <p>6 [ <input type="checkbox"/> ] Supplier credit</p> <p>7 [ <input type="checkbox"/> ] Savings clubs</p> <p>8 [ <input type="checkbox"/> ] Other (<b>EXPLAIN:</b></p>	
B.19	Thinking about all the sources of cash income for your household (including farming, employment, and any other income), how much of your household's income comes from <u>this particular</u> business?	<p>1 [ <input type="checkbox"/> ] More than half of all income</p> <p>2 [ <input type="checkbox"/> ] About half of income</p> <p>3 [ <input type="checkbox"/> ] Less than half of income</p> <p>4 [ <input type="checkbox"/> ] Don't know</p>	
B.20	When were you born?	Year _____ -	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.21	What is your current marital status?	1 [ ] Single – never married 2 [ ] Married 3 [ ] Divorced/separated 4 [ ] Widowed	
B.22	How many dependents are you responsible for?	[ ]	
B.23	What are your <b>THREE MOST CRITICAL</b> business problems now, in order of importance?	1 [ ] None 2 [ ] Low demand for products  3 [ ] <b>Crop/animal diseases</b> 4 [ ] High cost of farm inputs 5 [ ] Unavailability of quality seeds/breeding stock 6 [ ] Low prices for farm products 7 [ ] Insufficient working capital 8 [ ] Lack of funds to buy equipment/fixed assets 9 [ ] Lack/poor market for products 10 [ ] Lack of proper workspace (inc size of farm) 11 [ ] Shortage of workers at peak times 12 [ ] Lack of skilled workers 13 [ ] Lack of access to utilities (water/electricity/tel) 14 [ ] Poor access roads to farm 15 [ ] Poor knowledge on crop/animal husbandry 16 [ ] Lack of proper management skills ( <b>EXPLAIN</b> ) 17 [ ] Other ( <b>EXPLAIN</b> )	a)  b)  c)
B.24	<b>Over the past two years (or since your business started), how has the volume of your business changed?</b>	1 [ ] Large increase 2 [ ] Small increase 3 [ ] No change 4 [ ] Small decrease 5 [ ] Large decrease 6 [ ] Don't know	
B.25	To whom do you sell your products or provide services? ( <b>TICK THE TWO MOST IMPORTANT</b> )	1 [ ] Final Consumer 2 [ ] Traders 3 [ ] Other Businesses 4 [ ] Export 5 [ ] Manufacturer 6 [ ] Marketing Board 7 [ ] Other ( <b>EXPLAIN:</b>	
B.26	How much money did you earn from sale of output from your farming business last year? (in Tshs)	Tshs _____	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.27	Over the past year, how much money did you spend on farming business expenses, including these categories and any other?	Seeds Tshs _____ Fertilizer Tshs _____ Farm preparation/weeding Tshs _____ Hand tools Tshs _____ Fuel Tshs _____ Equipment Tshs _____ Maintenance/Repairs Tshs _____ Transport Tshs _____ Hired Labor Tshs _____ Other Tshs _____ <b>7 TOTAL TSHS</b> _____	a) b) c) d) e) f) g) h) i) j) k)
B.28	Considering all possible costs, how much profit did you earn last year from your farming business?	Tshs _____ (Consider goods received in barter or purchased from proceeds as part of profits)	
B.29	How does the profit you made last year compare with previous years'?	1 [ ] Higher than previous years 2 [ ] Lower than previous years 3 [ ] About the same as previous years 4 [ ] Don't know	
B.30	What are the <b>THREE MOST</b> important things you do with profits from this farming business?	1 [ ] Use for household needs 2 [ ] Re-invest in farm activities 3 [ ] Invest in off-farm business 4 [ ] Transfer to family living in urban area 5 [ ] Put into savings 6 [ ] <b>Use for entertainment</b> 7 [ ] School fees 8 [ ] Other ( <b>EXPLAIN:</b>	
B.31	Does any member of your household own an off-farm income-earning activity(ies)?	1 [ ] Yes ( <b>IF YES, START A BUSINESS INTERVIEW</b> ) 2 [ ] No	
B.32	Have you owned any other businesses that are <u>no longer</u> in operation, having closed in the past?	1 [ ] Yes ( <b>GO DIRECTLY TO CEQ</b> ) 2 [ ] No	

That is the last of my questions. Could you remind me of your name?

RESPONDENT NAME: \_\_\_\_\_

**THANK YOU FOR YOUR TIME!**

<p><b>TIME INTERVIEW STARTED:</b> _____ <b>TIME INTERVIEW COMPLETED:</b> _____</p> <p>TIME CHECKED BY SUPERVISOR: _____ DATE: _____ SIGNATURE: _____</p>
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## Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### Annex 1.4 BDS Supplementary Questionnaire: MSEs

#### BASELINE SURVEY OF MSEs/MSFs IN THE UHURU CORRIDOR, TANZANIA BDS SUPPLEMENTARY QUESTIONNAIRE: MSEs

#### SECTION A: To be completed directly AFTER conducting interview.

NO.	QUESTIONS	ANSWER CATEGORIES AND CODES	CODE
A.01	Enumerator name and code		
A.02	Supervisor name and code		
A.03	Stratum code	1 [ ] City (DSM)      2 [ ] Municipality 3 [ ] Township      4 [ ] Rural area	
A.04	Region	1 [ ] Dar es Salaam    2 [ ] Coast 3 [ ] Morogoro        4 [ ] Iringa 5 [ ] Mbeya	
A.05	District		
A.06	Ward		
A.07	Enumeration area name and code		
A.08	Date of interview	[       ]/[       ]/2002	
A.09	Unique identification number of respondent	<b>8</b>	

#### SECTION B. EXPLAIN PURPOSE OF THIS SUPPLEMENTARY QUESTIONNAIRE

##### B.01 Please indicate the following with regard to farm services

9	Business service	Aware of any of the following business services?		How important are these to your business? 1=Very important 2=fairly important 3=Not important	Received services aware of? 1 = Yes 2 = No	If not received, Why? 1=Cost 2=Availability 3=Time 4=Competence of provider 5=Timing 6=Duration 7=Other	FOR THOSE WHO HAVE RECEIVED				
		aa) V	ab) P								
				b)	c)	d)	e)	f)	g)	h)	
	1. Training in business management - general										
	2. Training in financial management										
	3. Training in sales & marketing										
	4. Entrepreneurship training										
	5. Training in new technologies										
	6. Business counseling/advisory services										
	7. Sales and market promotion										
	8. Market information										

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

9. Financial services									
10. Transport services									
11. Accounting/B. keeping services									
12. Communication services									
13. Secretarial services									
14. Advisory services on legal matters									
15. Advisory services in taxation									
16. Others ( <b>EXPLAIN</b> )									

B.02	If you had the opportunity, what <b>THREE SERVICES</b> would you consider most <b>IMPORTANT</b> for you to access in relation to your business?	<b>1</b> [ <input type="checkbox"/> ] <b>Training in business management</b> - general <b>2</b> [ <input type="checkbox"/> ] Training in financial management <b>3</b> [ <input type="checkbox"/> ] Training in sales and marketing <b>4</b> [ <input type="checkbox"/> ] Entrepreneurship training <b>5</b> [ <input type="checkbox"/> ] Training in new technologies <b>6</b> [ <input type="checkbox"/> ] Business counseling and advisory services <b>7</b> [ <input type="checkbox"/> ] sales and marketing promotion <b>8</b> [ <input type="checkbox"/> ] Market information <b>9</b> [ <input type="checkbox"/> ] Financial services <b>10</b> [ <input type="checkbox"/> ] Transport services <b>11</b> [ <input type="checkbox"/> ] Accounting/ book-keeping services <b>12</b> [ <input type="checkbox"/> ] Communication services <b>13</b> [ <input type="checkbox"/> ] Secretarial services <b>14</b> [ <input type="checkbox"/> ] Advisory services on legal matters <b>15</b> [ <input type="checkbox"/> ] Advisory services in taxation <b>16</b> [ <input type="checkbox"/> ] Others ( <b>EXPLAIN</b> )	
B.03	From whom do you purchase your stock/inputs	<b>1</b> [ <input type="checkbox"/> ] <b>Manufacture</b> <b>2</b> [ <input type="checkbox"/> ] <b>Wholesaler</b> <b>3</b> [ <input type="checkbox"/> ] Retailers <b>4</b> [ <input type="checkbox"/> ] <b>Other MSEs</b> <b>5</b> [ <input type="checkbox"/> ] Other ( <b>EXPLAIN</b> )	
B.04	Does any of your input suppliers provide:	<b>1</b> [ <input type="checkbox"/> ] Business training <b>2</b> [ <input type="checkbox"/> ] Advisory services <b>3</b> [ <input type="checkbox"/> ] Other services ( <b>EXPLAIN</b> _____)	
B.05	<b>To whom do you sell your products/services?</b>	<b>1</b> [ <input type="checkbox"/> ] Households <b>2</b> [ <input type="checkbox"/> ] Institutions e.g. Government <b>3</b> [ <input type="checkbox"/> ] Large enterprises <b>4</b> [ <input type="checkbox"/> ] Other MSEs <b>5</b> [ <input type="checkbox"/> ] Others ( <b>EXPLAIN</b> )	
<b>B.06</b>	Does any of your customers provide:	<b>1</b> [ <input type="checkbox"/> ] Business training <b>2</b> [ <input type="checkbox"/> ] Advisory services <b>3</b> [ <input type="checkbox"/> ] Other services ( <b>EXPLAIN</b> _____)	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

That is the last of my questions. Could you remind me of your name?

RESPONDENT NAME: \_\_\_\_\_

**THANK YOU FOR YOUR TIME!**

**TIME INTERVIEW STARTED: \_\_\_\_\_ TIME INTERVIEW COMPLETED:**

\_\_\_\_\_

TIME CHECKED BY SUPERVISOR: \_\_\_\_\_ DATE: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

## Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### Annex 1.5 BDS Supplementary Questionnaire: MSFs

#### BASELINE SURVEY OF MSEs/MSFs IN THE UHURU CORRIDOR, TANZANIA BDS SUPPLEMENTARY QUESTIONNAIRE: MSFs

**SECTION A: To be completed directly AFTER conducting interview.**

NO.	QUESTIONS	ANSWER CATEGORIES AND CODES	CODE
A.01	Enumerator name and code		
A.02	Supervisor name and code		
A.03	Stratum code	1 [ ] City (DSM)      2 [ ] Municipality 3 [ ] Township      4 [ ] Rural area	
A.04	Region	1 [ ] Dar es Salaam    2 [ ] Coast 3 [ ] Morogoro        4 [ ] Iringa 5 [ ] Mbeya	
A.05	District		
A.06	Ward		
A.07	Enumeration area name and code		
A.08	Date of interview	[        ]/[        ]/2002	
A.09	Unique identification number of respondent	<b>10</b>	

#### SECTION B. EXPLAIN PURPOSE OF THIS SUPPLEMENTARY QUESTIONNAIRE

##### B.01 Please indicate the following with regard to farm services

11	Business service	Aware of any of the following business services? 1 = Yes 2 = No		How important are these to your business? 1=Very important 2=fairly important 3=Not important	Received services aware of? 1 = Yes 2 = No	If not received, Why? 1=Cost 2=Availability 3=Time 4=Competence of provider 5=Timing 6=Duration 7=Other d)	FOR THOSE WHO HAVE RECEIVED						
		aa) V	ab) P				b)	c)	Level of satisfaction 1=Very satisfied 2=Fairly satisfied 3=Not satisfied e)	Cost of Service (in Tshs) f)	Who paid? 1=Self 2=Supplier 3=Govt 4=NGO/Donor/Ass 5=Customer 6=Other g)	Who provided the service? 1=Relative/friend 2=Supplier 3=Govt 4=NGO/Donor/Ass 5=Customer 6=Another MSE 7=Private firm 8=Other h)	
	1. Animal husbandry												
	2. Crop husbandry												
	3. A.I. services												
	4. Veterinary services												
	5. Financial services												
	6. Transport services												
	7. Marketing services												
	8. Market information												
	9. Accounting/ book-keeping services												
	10. Training in business management												
	12. Secretarial services												

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

13. Advisory services on legal matters									
14. Advisory services in taxation									
15. Others ( <b>EXPLAIN</b> )									

B.02	If you had the opportunity, what <b>THREE SERVICES</b> would consider most <b>IMPORTANT</b> for you to access in relation to your farm business?	1 [ ] Animal husbandry 2 [ ] Crop husbandry 3 [ ] A.I. Services 4 [ ] Veterinary services 5 [ ] Financial services 6 [ ] Transport services 7 [ ] Marketing services 8 [ ] Market information 9 [ ] Accounting/ book-keeping services 10 [ ] Training in business management 11 [ ] Communication services 12 [ ] Secretarial services 13 [ ] Advisory services on legal matters 14 [ ] Advisory services in taxation 15. [ ] Others ( <b>EXPLAIN</b> )	a)  b)  c)
B.03	From whom do you purchase your stock/inputs	1 [ ] Manufacture 2 [ ] Wholesaler 3 [ ] Retailers/stockists 4 [ ] Other ( <b>EXPLAIN</b> )	
B.04	Does any of your input suppliers provide:	1 [ ] Training 2 [ ] Advisory services 3 [ ] Other services ( <b>EXPLAIN</b> _____)	
B.05	<b>To whom do you sell your products/services?</b>	1 [ ] Households 2 [ ] Institutions e.g. Government 3 [ ] Large enterprises 4 [ ] Other MSEs 5 [ ] Others ( <b>EXPLAIN</b> )	
B.06	Does any of your customers provide:	1 [ ] Training 2 [ ] Advisory services 3 [ ] Other services ( <b>EXPLAIN</b> _____)	

That is the last of my questions. Could you remind me of your name?

RESPONDENT NAME: \_\_\_\_\_

**THANK YOU FOR YOUR TIME!**

<p><b>TIME INTERVIEW STARTED:</b> _____ <b>TIME INTERVIEW COMPLETED:</b> _____</p> <p><b>TIME CHECKED BY SUPERVISOR:</b> _____ <b>DATE:</b> _____ <b>SIGNATURE:</b> _____</p>
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**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Annex 1.6 Closed Enterprise Questionnaire**

**BASELINE SURVEY OF MSEs/MSFs IN THE UHURU CORRIDOR, TANZANIA  
CLOSED ENTERPRISE QUESTIONNAIRE**

**SECTION A: To be completed directly AFTER conducting interview.**

NO.	QUESTIONS	ANSWER CATEGORIES AND CODES	CODE
A.01	Enumerator name and code		
A.02	Supervisor name and code		
A.03	Stratum code	1 [ ] City (DSM)      2 [ ] Municipality 3 [ ] Township      4 [ ] Rural area	
A.04	Region	1 [ ] Dar es Salaam    2 [ ] Coast 3 [ ] Morogoro        4 [ ] Iringa 5 [ ] Mbeya	
A.05	District		
A.06	Ward		
A.07	Enumeration area name and code		
A.08	Date of interview	[        ]/[        ]/2002	
A.09	Unique identification number of respondent	<b>12</b>	

**SECTION B. IF YOU HAVE NOT DONE SO, INTRODUCE YOURSELF AND THE PURPOSE OF YOUR VISIT. THEN ASK: Have you done any businesses in the past that are no longer in operation?  
IF YES: Proceed with this questionnaire.                      If NO: Thank respondent and move on to next person.**

B.01	When business closed	<b>Month</b> _____ Year _____	a) b)
B.02	What type of business were you operating? (see <b>Business Code List for codes</b> )		
B.03	When business Opened	Month _____ Year _____	a) b)
B.04	Where was your business located?	1 [ ] In the home/on the homestead (include farm) 2 [ ] Traditional marketplace 3 [ ] Along roadside, track or path 4 [ ] Commercial district 5 [ ] Industrial site 6 [ ] Mobile 7 [ ] Other	
B.05	Ownership structure	1 [ ] Female, one proprietor 2 [ ] Male, one proprietor 3 [ ] More than one female 4 [ ] More than one male 5 [ ] Husband and wife 6 [ ] Multiple proprietors, mixed gender	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

B.06	Reason that Business Closed	1 [ ] High competition from other MSEs
		2 [ ] High competition from large firms
		3 [ ] Low demand for products
		4 [ ] High cost of inputs
		5 [ ] Low prices for products sold
		6 [ ] Insufficient working capital
		7 [ ] Machine/equipment break-down
		8 [ ] Lack/poor market for products
		9 [ ] Business workspace became unavailable
		10 [ ] Lost skilled workers
		11 [ ] Misappropriation by workers
		12 [ ] Harassment from authorities
		13 [ ] Problems related to utilities (water/ electricity.)
		14 [ ] Lack of proper management skills ( <b>EXPLAIN</b> )
		15 [ ] Other ( <b>EXPLAIN</b> )

**B.07 Business workforce**

	Working Owners	Paid Workers	Unpaid Workers	Apprentice/Trainee	Total Workers
# Workers at Start	(a)	(b)	(c)	(d)	(e)
# Workers when Closed	(f)	(g)	(h)	(i)	(j)
Highest # Workers	(k)	(l)	(m)	(n)	(o)
B.8	In what year did this business have the highest number of workers?		Yr _____		a)
			5 [ ] Same number throughout		b)
B.9	What do you do now for a living now?		1 [ ] Run another business		
			2 [ ] Work for someone else		
			3 [ ] Nothing, but not retired		
			4 [ ] Nothing, retired		
			5 [ ] Housewife		
			6 [ ] Other		
B.10	What level of education do you have?		1 [ ] None		
			2 [ ] Std 1 - 4		
			3 [ ] Std - 5 - 7/8		
			4 [ ] Form 1 - 2		
			5 [ ] Form 3 - 4		
			6 [ ] Form 5 - 6		
			7 [ ] College		
			8 [ ] University		
			9 [ ] Other (e.g. literacy classes _____)		

That is the last of my questions. Could you remind me of your name?

RESPONDENT NAME: \_\_\_\_\_

**THANK YOU FOR YOUR TIME!**

<p><b>TIME INTERVIEW STARTED:</b> _____ <b>TIME INTERVIEW COMPLETED:</b> _____</p> <p>_____</p> <p><b>TIME CHECKED BY SUPERVISOR:</b> _____ <b>DATE:</b> _____ <b>SIGNATURE:</b> _____</p>
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**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Annex 2 Sampled Clusters**

**Annex 2.1 Dar es Salaam Region**

<b>Region: Dar es Salaam - Total 30 clusters</b>										
<b>- Urban Domain - 27 clusters</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	07	Dar es Salaam	03	Temeke	072	Mbagala	095	Kwa Nyoka	345	76
2	07	Dar es Salaam	03	Temeke	092	Yombo Vituka	124	Yombo Vituka	305	53
3	07	Dar es Salaam	03	Temeke	102	Charambe	178	Machinjioni	317	88
4	07	Dar es Salaam	03	Temeke	132	Temeke	029	Matumbi	307	78
5	07	Dar es Salaam	03	Temeke	152	Keko	066	Keko Mwanga 'A'	339	87
6	07	Dar es Salaam	03	Temeke	172	Azimio	113	Azimio Kusini	344	90
7	07	Dar es Salaam	03	Temeke	192	Sandali	086	Mamboleo 'A'	398	95
8	07	Dar es Salaam	03	Temeke	212	Mbagala Kuu	156	Kibonde maji 'B'	308	59
9	07	Dar es salaam	02	Ilala	012	Ukonga	069	Gongo la Mboto	308	58
10	07	Dar es salaam	02	Ilala	042	Tabata	085	Tenge	361	74
11	07	Dar es salaam	02	Ilala	082	Vingunguti	024	Kombo	411	91
12	07	Dar es salaam	02	Ilala	092	Kipawa	075	Kipawa	392	66
13	07	Dar es salaam	02	Ilala	112	Kariakoo	009	Kariakoo - Mashariki	322	61
14	07	Dar es salaam	02	Ilala	192	Kiwalani	077	Minazi Mirefu	341	88
15	07	Dar es salaam	02	Ilala	202	Segerea	112	Segerea	315	61
16	07	Dar es Salaam	01	Kinondoni	022	Makurumla	062	Mianzini	436	107
17	07	Dar es Salaam	01	Kinondoni	042	Tandale	034	Sokoni	300	59
18	07	Dar es Salaam	01	Kinondoni	052	Mwananyama	109	Kwa Kopa	312	63
19	07	Dar es Salaam	01	Kinondoni	092	Kigogo	010	Mbuyuni	480	109
20	07	Dar es Salaam	01	Kinondoni	102	Mabibo	150	Kanuni	318	73
21	07	Dar es Salaam	01	Kinondoni	122	Ubungo	009	N.H.C	319	72
22	07	Dar es Salaam	01	Kinondoni	152	Kawe	085	Mzimuni	317	67
23	07	Dar es Salaam	01	Kinondoni	163	Kunduchi	417	Ununio	312	68
24	07	Dar es Salaam	01	Kinondoni	202	Mburahati	038	Mburahati Barafu	446	93
25	07	Dar es Salaam	01	Kinondoni	222	Sinza	032	Sinza 'C'	301	62
26	07	Dar es Salaam	01	Kinondoni	242	Kimara	046	Kimara - Matangini	362	89
27	07	Dar es Salaam	01	Kinondoni	272	Hananasif	044	Mkunguni	406	87

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

<b>Rural Domain - 3 clusters Selected</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	07	Dar es Salaam	03	Temeke	041	Kisarawe II	022	Chekeni - Mwasonga	949	253
2	07	Dar es salaam	02	Ilala	031	Msongola	015	Msongola - Kitonga	784	136
3	07	Dar es Salaam	01	Kinondoni	141	Goba	023	Goba - Kibululu	993	252

## Baseline Survey of MSEs and MSFs in the Uhuru Corridor

### Annex 2.2 Mbeya Region

<b>Region: Mbeya - Total 30 clusters</b>										
<b>Rural Domain - 24 clusters</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	12	Mbeya	1	Chunya	21	Mafyeko	11	B/manyanga	660	132
2	12	Mbeya	1	Chunya	131	Kanga	36	Ifwekenya	472	41
3	12	Mbeya	1	Chunya	211	Gua	21	Some	724	114
4	12	Mbeya	1	Chunya	183	Mkwajuni	56	Saza	225	56
5	12	Mbeya	2	Mbeya (R)	71	Iwiji	42	Masewe	775	179
6	12	Mbeya	2	Mbeya (R)	121	Mshewe	71	Mshewe	841	157
7	12	Mbeya	2	Mbeya (R)	113	UT/Usongwe	32	Utengule	610	79
8	12	Mbeya	3	Kyela	61	Kajunjumele	23	Kajunjumele	773	178
9	12	Mbeya	3	Kyela	131	Ikama	61	Ngolela	431	85
10	12	Mbeya	4	Rungwe	51	Luteba	62	Mpunguti	434	87
11	12	Mbeya	4	Rungwe	141	Kambasegela	41	Kapula Mpunguti	900	180
12	12	Mbeya	4	Rungwe	211	Ikuli	41	Ibungu	858	223
13	12	Mbeya	4	Rungwe	281	Kinyala	53	Lukata	596	141
14	12	Mbeya	5	Ileje	31	Ibaba	51	Shuba	778	156
15	12	Mbeya	5	Ileje	151	Chitete	21	Ikumbilo	273	66
16	12	Mbeya	6	Mbozi	31	Ivuna	41	Mkomba	878	162
17	12	Mbeya	6	Mbozi	61	Isansa	52	Nansama	700	161
18	12	Mbeya	6	Mbozi	91	Nyimbili	43	Hezya	875	208
19	12	Mbeya	6	Mbozi	131	Halungu	22	Shasya	846	203
20	12	Mbeya	6	Mbozi	181	Ihanda	81	Ihanda	755	203
21	12	Mbeya	6	Mbozi	251	Myunga	33	Nzoka	842	189
22	12	Mbeya	7	Mbarali	21	Madibira	37	Mkunywa Mlonga	630	85
23	12	Mbeya	7	Mbarali	71	Utengule/Usangu	73	UT/Usangu	548	71
24	12	Mbeya	7	Mbarali	103	Ubaruku	24	Imalillo songwe	665	103
<b>Mbeya Urban - 6 Clusters</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	12	Mbeya	03	Kyela	053	Kyela Mjini	327	Kyela kati	322	102
2	12	Mbeya	06	Mbozi	193	Tunduma	334	Tunduma - Tukuyu	402	137
3	12	Mbeya	08	Mbeya Urban	182	Ruanda	037	Mwenge	305	56
4	12	Mbeya	08	Mbeya Urban	342	Nonde	002	Mwalingo	346	79
5	12	Mbeya	08	Mbeya Urban	153	Mwakibete	306	Viwandani	474	99
6	12	Mbeya	08	Mbeya Urban	283	Iwambi	319	Ndeje	330	71

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **Annex 2.3 Iringa Region**

<b>Iringa Region - Total 30 clusters</b>										
<b>Rural Domain - 25 clusters</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	11	Iringa	01	Iringa Rural	031	Nzihi	011	Nyamihuu	413	115
2	11	Iringa	01	Iringa Rural	061	Magulilwa	041	Nyabula Udinda	503	96
3	11	Iringa	01	Iringa Rural	081	Ifunda	043	Kibena	555	121
4	11	Iringa	01	Iringa Rural	131	Idodi	041	Ruaha N.Park	455	91
5	11	Iringa	01	Iringa Rural	181	Kihorogota	023	Nyangoro	455	120
6	11	Iringa	02	Mufindi	031	Mninga	042	Mkalala	596	123
7	11	Iringa	02	Mufindi	113	Nyololo	011	Maduma	796	155
8	11	Iringa	02	Mufindi	173	Mafinga	047	Kinyanambo	542	108
9	11	Iringa	02	Mufindi	231	Kibengu	013	Igomtwa	803	152
10	11	Iringa	02	Mufindi	283	Mtwango	055	Luiga tea Estate	700	239
11	11	Iringa	03	Makete	061	Bulongwa	041	Imehe	727	190
12	11	Iringa	03	Makete	151	Mfumbi	011	Mfumbi	386	105
13	11	Iringa	04	Njombe	021	Imalinyi	074	Kidugala	798	124
14	11	Iringa	04	Njombe	061	Saja	021	Igomba	1014	225
15	11	Iringa	04	Njombe	093	Makambako	055	Lyamkena/Maheve	489	112
16	11	Iringa	04	Njombe	121	Mtwango	081	Ngamanga	888	197
17	11	Iringa	04	Njombe	151	Usuka	041	Ikwega	982	210
18	11	Iringa	04	Njombe	201	Uwemba	022	Italingolo	788	155
19	11	Iringa	04	Njombe	241	Kifanya	081	Lilombwi	772	154
20	11	Iringa	05	Ludewa	073	Lugarawa	032	Mkongobaki	798	180
21	11	Iringa	07	Kilolo	011	Image	012	Ilambo	589	91
22	11	Iringa	07	Kilolo	033	Ilula	057	Ilula	412	95
23	11	Iringa	07	Kilolo	071	Mtitu	055	Lulanzi	467	92
24	11	Iringa	07	Kilolo	111	Boma la Ng'ombe	022	Boma la Ng'ombe	825	165
25	11	Iringa	07	Kilolo	111	Boma la Ng'ombe	044	Idegenda	497	83
<b>Urban Domain - 5 clusters</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	11	Iringa	02	Mufindi	173	Mafinga	301	Wambi	576	100
2	11	Iringa	04	Njombe	013	Njombe Mjini	378	Idundilanga	276	64
3	11	Iringa	05	Ludewa	163	Manda	302	Nsungu	527	103
4	11	Iringa	06	Iringa Urban	053	Ruaha	318	Ipogolo A	246	82
5	11	Iringa	06	Iringa Urban	143	Kitwiru	304	Kitwiru/Kitwiru 'B'	295	92

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **Annex 2.4 Pwani Region**

<b>Pwani Region : Total - 16 clusters</b>										
<b>Rural Domains - 13 clusters (90% level of confidence)</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	06	Pwani	01	Bagamoyo	011	Kiwangwa	024	Kiwangwa - Kibaoni	970	184
2	06	Pwani	01	Bagamoyo	081	Zinga	021	Kerege	715	157
3	06	Pwani	01	Bagamoyo	123	Chalinze	065	Mdaula - Kudumale	712	143
4	06	Pwani	01	Bagamoyo	161	Kibindu	033	Kibindu - Chapuku	918	147
5	06	Pwani	02	Kibaha	051	Visaga	091	Misugusugu	961	215
6	06	Pwani	03	Kisarawe	041	Kibuta	063	Masanganya	601	136
7	06	Pwani	03	Kisarawe	131	Mzenga	041	Mitengwe	637	158
8	06	Pwani	04	Mkuranga	081	Kitomondo	012	Kitomondo	487	106
9	06	Pwani	04	Mkuranga	123	Mkamba	031	Mkerezange	887	151
10	06	Pwani	05	Rufiji	061	Ngorongo	022	Kilimani Magharibi - Tangini	553	109
11	06	Pwani	05	Rufiji	093	Bungu	032	Uponda-Uchembe Kusini	719	169
12	06	Pwani	05	Rufiji	131	Mbwara	023	Kitapu Mashariki	775	156
13	06	Pwani	05	Rufiji	061	Ngorongo	022	Kilimani Magharibi - Tangini	553	109
<b>Urban Domains - 3 clusters</b>										
1	06	Pwani	01	Bagamoyo	062	Dunda	012	Dunda	480	130
2	06	Coast	02	Kibaha	093	Mali Moja	311	Mali Moja	321	84
3	06	Coast	05	Rufiji	023	Mgomba	313	Mgomba Kusini	500	109

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **Annex 2.5 Morogoro Region**

<b>Morogoro Region - Total 30 clusters</b>										
<b>Rural Domains - 23 clusters</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	05	Morogoro	01	Kilosa	011	Chakwale	025	Idibo	523	88
2	05	Morogoro	01	Kilosa	043	Magubike	035	Maguha	341	52
3	05	Morogoro	01	Kilosa	083	Msowero	053	Mvumi	831	241
4	05	Morogoro	01	Kilosa	171	Mabwerekwe	073	Tindiga	716	178
5	05	Morogoro	01	Kilosa	231	Malolo	041	Malolo 'B'	472	114
6	05	Morogoro	01	Kilosa	281	Lumuma	052	Mkung'hulu	732	134
7	05	Morogoro	01	Kilosa	341	Mandege	024	Njungwa - Kimhanda	422	68
8	05	Morogoro	02	Morogoro	011	Kasanga	022	Kitonga - Bigwa, Taland a, King'ok	610	135
9	05	Morogoro	02	Morogoro	061	Bwakila Juu	031	Mgata-Gongo, Shuleni, Mitunu, Bond e	835	186
10	05	Morogoro	02	Morogoro	171	Kiroka	025	Kiziwa - Msombisi & Tomondo	481	102
11	05	Morogoro	03	Kilombero	021	Sanje	012	Sanje - Shuleni	505	88
12	05	Morogoro	03	Kilombero	061	Kiberege	033	Signalini - Mailimia	493	95
13	05	Morogoro	03	Kilombero	121	Mofu	013	Mofu	705	187
14	05	Morogoro	03	Kilombero	163	Mlimba	053	Mlimba 'A'	746	188
15	05	Morogoro	04	Ulanga	071	Isongo	022	Isongo - Morogoro & Iringa	755	173
16	05	Morogoro	04	Ulanga	071	Isongo	022	Isongo - Morogoro & Iringa	755	173
17	05	Morogoro	04	Ulanga	181	Biro	031	Mbalinyi	730	119
18	05	Morogoro	04	Ulanga	241	Iragua	012	Kidugalo	813	127
19	05	Morogoro	02	Morogoro	121	Kidugalo	013	Kidugalo - Kuyu	634	159
20	05	Morogoro	02	Morogoro	171	Kiroka	025	Kiziwa - Msombisi & Tomondo	481	102
21	05	Morogoro	06	Mvomero	141	Mzumbe	053	Tangeni - Chalinze & Mng'ongo	624	104
22	05	Morogoro	06	Mvomero	051	Sungaji	061	Kilimanjaro - Kwa Mayambi & Kwa	592	118
23	05	Morogoro	06	Mvomero	091	Kanga	055	Dihinda - Kaole	714	130

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

<b>Morogoro Region - Urban Domain</b>										
Serial	Reg Code	RegName	Dist Code	DistName	Ward Code	Ward Name	EA Code	Vill_street	Est Pop	No Hhlds
1	05	Morogoro	01	Kilosa	063	Dumila	308	Dumila Njia Panda	356	69
2	05	Morogoro	01	Kilosa	213	Kidodi	337	Ruaha Mikoroshoni	352	75
3	05	Morogoro	03	Kilombero	043	Mang'ula	312	Mwaya	446	121
4	05	Morogoro	04	Ulanga	023	Lupiro	307	Lupiro - Libalatula	372	73
5	05	Morogoro	05	Morogoro Urban	072	Sultan Area	004	Mbuga st./Bushiri,Sab asaba	349	98
6	05	Morogoro	05	Morogoro Urban	093	Mazimbu	432	Kitata	317	85
7	05	Morogoro	05	Morogoro Urban	132	Boma	023	Kibwe	257	41

## **Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

### **Annex 3 Code List**

#### **Annex 3.1 Farming Code List**

<b>Major Group</b>	<b>Code</b>	<b>Description of Activity</b>
1. Grains	101	Maize
	102	Rice
	103	Wheat
	104	Beans
	105	Peas
	106	Millet/sorghum
	107	Other
2. Traditional Cash crops	201	Coffee
	202	Tea
	203	Cotton
	204	Sisal
	205	Tobacco
	206	Cashew nuts
	207	Sugar cane
	208	Coconut
	209	Cocoa
	210	Pyrethrum
	211	Other
3. Fruits	301	Bananas
	302	Mangoes
	304	Citrus fruits
	305	Avocadoes
	306	Pineapples
	307	Water melon
	308	Apples
	309	Passions
	310	Other
4. Vegetables	401	Tomatoes
	402	Cabbages/ Spinach/ Other
	403	Carrots
	404	Other vegetables
5. Flowers	500	Flowers – all types
6. Oil crops	601	Sunflower
	602	Peanuts
	603	Sesame

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

	604	Ground nuts
	605	Palm
	606	Other
7. Tubers	701	Sweet potatoes/Irish potatoes
	702	Arrow roots
	703	Cassava
	704	Other
8. Other crops	800	Other crops
9. Livestock	901	Dairy cattle
	902	Other livestock – beef
	903	Poultry
	904	Other livestock
10. Fisheries	1000	Fish and other fishing products
11. Forest and forest products	1101	Timber
	1102	Charcoal
	1103	Bee-keeping
	1104	Other forestry products

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

**Annex 3.2 Enterprise Code List**

<b>Major Group</b>	<b>Code</b>	<b>Description of Activity</b>	
Food Manufacturing	3111	Slaughtering, preparing and preserving of meat	
	3112	Dairy products	
	3113	Canning and preserving of fruits and vegetable	
	3114	Canning, preserving and processing of fish	
	3115	Vegetables and animal oils and fats	
	3116	Grain mill products	
	3117	Bakery products	
	3118	Sugar processing and jaggery	
	3119	Cocoa, chocolate and sugar confectioneries	
	3120	Tea processing and packaging	
	3121	Coffee processing and packaging	
	3122	Animal feed production	
	3123	Food products n.e.c.	
Beverage enterprises	3131	Distilling, rectifying and blending spirits	
	3133	Malt liquors and malt, beer brewing	
	3134	Soft drinks and carbonated water industries	
Tobacco manufactures	3140	Tobacco manufactures	
Manufacture of textiles and clothing	3210	Cotton ginneries	
	3211	Spinning, weaving and finishing textiles.	
	3212	Made-up textiles goods except wearing apparel.	
	3213	Knitting and crotcheting	
	3215	Cordage, rope and twine	
	3216	Basket making	
	3219	Manufacture of textiles n.e.c.	
	3220	Manufacture of wearing apparel, except footwear.	
	Manufacture of leather and leather products, except footwear and wearing apparel	3231	Tanneries and leather finishing.
		3233	Manufacture of products of leather, except footwear and wearing apparel.
Manufacture of footwear except plastic footwear	3240	Manufacture of footwear, except plastic footwear	
Manufacture of wood and cork products except furniture	3311	Sawmills, planing and other wood mills	
	3312	Manufacture of wooden and cane containers	
	3313	Charcoal production	
	3319	Manufacture of wood and cork products n.e.c.	
Manufacture of furniture and fixtures, except primarily of metal or plastic.	3320	Manufacture of furniture and fixtures, except primarily of metal or plastic	
Manufacture of paper and paper	3411	Manufacture of pulp, paper and paper-board	

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

products		
	3419	Manufacture of pulp, paper and paper board articles n.e.c.
Printing, publishing and allied industries chemicals	3420	Printing, publishing and allied industries
Manufacture of industrial chemicals	3511	Manufacture of basic industrial chemicals except fertilizers
	3512	Manufacture of fertilizer and pesticides.
Manufacture of other chemical products	3521	Manufacture of paints, varnishes and lacquers
	3522	Manufacture of drugs and medicines
	3523	Manufacture of soap and cleaning preparations, perfumes, cosmetics and other toilet preparations.
	3529	Manufacture of chemical products n.e.c.
Manufacture of rubber products	3550	Manufacture of rubber products
Manufacture of plastic products	3560	Manufacture of plastic products
Manufacture of pottery, china and earthenware	3610	Manufacture of pottery, china and earthenware
Manufacture of glass and glass products	3620	Manufacture of glass and glass products
Manufacture of other non-metallic mineral products	3691	Manufacture of structural clay products, including tiles
	3692	Manufacture of cement, lime and plaster.
	3693	Brick/block making
	3694	Stone mason
	3699	Manufacture of non-metallic mineral products n.e.c.
Basic metal industries	3700	Basic metal industries
Manufacture of fabricated metal products, except machinery and equipment	3811	Manufacture of cutlery, hand tools and general hardware.
	3812	Manufacture of furniture and fixtures primarily of metal
	3813	Manufacture of structural metal products
	3819	Manufacture of fabricated metal products (except machinery and equipment) such as knives, keys, stoves, lamps, sufurias and tools
Manufacture of machinery except electrical	3820	Manufacture of machinery, except electrical
Manufacture of electrical machinery and appliances	3830	Manufacture of electrical machinery and appliances
Manufacture of transport equipment	3841	Ship and boat building and repairing
	3843	Assembly of motor vehicles.
	3844	Assembly of motorcycles and bicycles

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Manufacture of professional and scientific equipment	3850	Manufacture of professional and scientific equipment, photographic and optical goods
Other manufacturing industries	3900	Jewelry production
	3901	Wood carving
	3902	Recycling trash and scrap
	3903	Other manufacturing industries
Electric light and power	4101	Electric light and power
Water works and supply	4200	Water works and supply
Special Trade Contractors	5101	Electrical contractors
	5102	Plumbers
	5103	Structural steel erectors
	5104	Painters, roof-tilers and minor repairs.
	5105	Borehole drilling
General trade contractors	5201	Construction/partitioning of buildings
	5202	All other construction (roads, sewerage, water works, etc)
Joint wholesale and retail trade	6001	Motor vehicles
	6002	Non-electric machinery and appliances
	6003	Electrical machinery and appliances
Wholesale trade	6110	Food, drink and tobacco.
	6111	Agricultural produce
	6112	Oil and petrol
	6113	Textiles, soft furnishings, clothing and shoes
	6114	Building materials, hardware and timber
	6115	Domestic hardware
	6116	Photographic and pharmaceutical goods
	6117	Engineering products, scrap, industrial and agricultural chemicals, seed, etc.
	6118	General wholesale trade.
	6119	Livestock
	6120	Second hand garments
	6121	Wholesale trade n.e.c.
Retail trade	6211	Food drink and tobacco.
	6212	Butcheries
	6213	Oil and petrol
	6214	Textiles, soft furnishings, clothing and shoes
	6215	Building materials and timber
	6216	Photographic and pharmaceuticals goods
	6217	General retail trade
	6218	Livestock
	6219	Agricultural produce
	6220	Paraffin and charcoal
	6221	Domestic hardware
	6222	Machinery tools
	6223	Ready made garments
	6224	Second hand garments

**Baseline Survey of MSEs and MSFs in the Uhuru Corridor**

	6225	Shoes and leather goods
	6226	Art and artifacts
	6227	Baskets eg kiondos
	6228	Newspapers/magazines
	6229	General kiosks and groceries
	6230	Stationery and bookstores
	6231	Retail trade n.e.c.
Restaurants, cafes and other eating and drinking places	6310	Restaurants, cafes and bars
	6311	Kiosks, other catering and drinking places
Hotels, rooming houses, camps and other lodging places	6320	Hotels, rooming houses, camps and other lodging places
Land transport	7112	Urban, sub-urban and inter-urban highway passenger, bus/daladala
	7113	Other passenger land transport, incl. taxis
	7114	Freight transport by road
	7115	Ox cart, donkey cart and hand cart
	7116	Livestock transport
	7117	Construction materials transport, eg sand and stones
	7118	Dairy transport
	7119	Fruit flower and vegetable transport
	7120	Timber transport
Water transport	7121	Ocean and coastal water transport
	7122	Inland water transport
	7123	Supporting services to water transport
Air transport	7131	Air transport carriers, including aircraft rental.
	7132	Supporting services to air transport
Services allied to transport	7190	Booking and travel agencies
	7191	Services incidental to transport n.e.c.
	7192	Storage and warehousing of grain
	7193	Storage and warehousing of other goods
Communications	7200	Communications
	7201	Tanzania Posts and Telecommunications Corporation administrative services
Financial Institutions	8101	Monetary institutions
	8102	Other financial institutions, except holding companies.
	8103	Financial services
	8104	Holding companies
Insurance	8201	Insurance companies
	8202	Other insurance
Real estate	8311	Property companies
	8312	House and state agents
Business services except machinery and equipment	8321	Legal services

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	8322	Accounting, auditing and book keeping services
	8323	Data processing and tabulating services
	8324	Engineering, architectural and technical services.
	8325	Advertising services
	8329	Business services, except machinery and equipment rentals and leasing n.e.c.
Machinery and equipment renting and leasing	8330	Machinery and equipment rental and leasing.
Education services	9310	Schools and colleges
	9311	Daycare centres and nurseries
Research and scientific Institutes.	9320	Research and scientific institutes
Medical, dental other health and veterinary services	9331	Medical, dental and other health services
	9332	Veterinary Services
	9333	Herbalist
Welfare institutions	9340	Welfare institutions
Business, professional and labour associations	9350	Business, professional and labour associations.
Other social and related community services	9391	Religious organisations
	9399	Social and related community services n.e.c.
Motion picture and other entertainment services	9410	Motion picture and other entertainment services.
Libraries, museums, botanical and zoological gardens and other cultural services n.e.c.	9420	Libraries, museums, botanical and zoological gardens and other cultural services n.e.c.
Amusement and recreational services n.e.c.	9490	Pleasure boat hire
	9491	Other amusement and recreational services n.e.c.
Repair Services n.e.c.	9511	Repair of footwear and other leather goods.
	9512	Electrical repair shops
	9513	Repair of motor vehicles and motorcycles
	9514	Watch, clock and jewellery repair
	9515	Repair of bicycles
	9519	Other repair n.e.c.
Laundries, laundry services and cleaning and dyeing plants	9520	Laundries, laundry services and cleaning and dyeing plants
Domestic services	9530	Domestic services
Miscellaneous personal services	9591	Barber and beauty shops
	9592	Photographic studios, including commercial photography.
	9593	Hunting and tourist guide services
	9594	Personal services n.e.c. eg toilet and bath facilities

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	9595	Garbage collection
	9596	Funeral services
	9597	Other miscellaneous personal services
	9600	Other services n.ec.

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**Annex 4: Research Personnel Trained**

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