

Original Research Article**Economic Effect of Forest-Based Small Scale Enterprises (Fb-Sses) on Entrepreneurship Sustainability In South West, Nigeria****ABSTRACT**

THIS STUDY INVESTIGATED THE ECONOMIC EFFECTS OF FOREST-BASED SMALL-SCALE ENTERPRISES (FB-SSES) ON THE SUSTAINABILITY OF ENTREPRENEURSHIP DEVELOPMENT IN SOUTHWEST NIGERIA WITH FOREST-BASED PROCESSING, MANUFACTURING AND MARKETING AS A FOCUS. MULTISTAGE SAMPLING TECHNIQUE WAS ADOPTED TO PURPOSIVELY SELECT 502 ENTREPRENEURS FROM THE SIX STATES OF SOUTHWEST NIGERIA. A PRE-TESTED AND OPEN-ENDED QUESTIONNAIRE WAS ADMINISTERED FOR THE COLLECTION OF DATA FROM THE RESPONDENTS. DATA ON SOCIO-ECONOMIC VARIABLES, IDENTIFIED NON-TIMBER FOREST PRODUCTS, AGRICULTURAL WASTE PRODUCTS AND VALUE-ADDITION PRODUCTS (VAPS) WERE ANALYSED USING DESCRIPTIVE AND INFERENTIAL STATISTICS (I.E. FREQUENCY DISTRIBUTION, MEAN, MODE, ETC.). THE RESULTS REVEALED THAT TWENTY SEVEN TREE SPECIES FROM 18 FAMILIES AND AGRICULTURAL-WASTES WERE USED AS FUEL-WOOD AND/OR AS ASHES PRODUCTION FOR LYE AND SOAP MAKING. MAJORITY (51.80%) OF THE RESPONDENTS WERE IN THE PRODUCTIVE AGE GROUP (31-50 YEARS), 87.60% WERE FEMALES, AND 84.00% OF RESPONDENTS WERE ILLITERATE WITH INDIGENOUS KNOWLEDGE OF FOREST BASED PRODUCTS. ALL RESPONDENTS SOURCED CREDIT FROM INFORMAL SECTOR. COSTS AND RETURNS TO INVESTOR WERE ₦58,571.90 AND ₦516,147.00 RESPECTIVELY WHILE RATE OF RETURN ON INVESTMENT (RORI) WAS 781.22%. NET PRESENT VALUE (NPV) OF ₦776,774.81 AND BENEFIT/COST (B/C) RATIO (8.30) AT DISCOUNT FACTOR OF 10% CONFIRMED THAT INVESTMENT IN THE ENTERPRISE WAS PROFITABLE AND ECONOMICALLY VIABLE. ECONOMIC INEFFICIENCY FACTORS LIKE EDUCATIONAL LEVEL AND MEMBERSHIP OF COOPERATIVE GROUP WERE HIGHLY SIGNIFICANT ($P < 0.01$). CONCLUSIVELY, FOREST-BASED PRODUCTS HAVE HIGH ECONOMIC AND HEALTH POTENTIALS BUT WITH IMPERFECT MARKETS.

Key Words: *Economic Potentials, Forest-Based, Agricultural Waste, Marketing and Entrepreneurship*

1.0 INTRODUCTION

Sunderland *et al.*, 2004 asserted that, historically, FB-SSEs development predated any modern system of forest resource processing enterprises with commodity trading of sheabutter (*Vitellaria paradoxa*) recorded since the 14th century. In addition to employment, FB-SSEs are important in providing above average income to rural entrepreneurs and their families, transferring skills through informal training; providing alternative sources of medical treatments to rural and urban dwellers, as well as, contributing to the local, national and international markets development. (FAO, 1997, Oluwalana *et al.*, 2007, Soaga *et al.*, 2010). Forests account for 6 percent of GDP in Africa: the highest proportion in the world (RRI, 2009). In addition, agricultural-wastes generated from commercial processing by agribusiness enterprises involve in “value-chain” processing are utilised by FB-SSEs value chain activities into “value-added” or “consumers” products. These “value-added” herbal products are usually marketed directly to customers by the producers. These advantages improve entrepreneurs’ income and health security of the communities, and therefore lead to reduction of pressures on over-exploitation of the agricultural land-based enterprises (Fisseha, 1987; FAO, 1997; Adekunle, 2005; Apantaku *et.al*, 2006 Oyelaran-Oyeyinka *et al.*, 2007). Furthermore, Agbeja (2004) classified forest as a viable business in which ownership issue, investment, revenue generation and government policies have made a valuable contribution to small holders’ enterprises and Nigerian economy in general using Teak plantation as case study .

Small-scale industries are especially specialized in the production of consumer commodities and the following features characterize the industries:

- Special feature of adopting the labour-intensive approach for the production of goods. An advantage of small-scale industries therefore, lies in the absorption of the surplus amount of labor in the economy that is not being absorbed by the large and capital intensive industries. This, in turn, helps the system in scaling down the extent of unemployment as well as poverty.
- It has been empirically proved in many countries (FAO,1997) that Small Scale Industries were adopted in distributing national income (NI) in more efficient and equitable manner among the various participants in the process of goods production than their medium or larger counterparts.
- Small Scale Industries help the economy in promoting balanced development of industries across all the regions of the economy. The industries help the various sections of the society to build the skills required for entrepreneurship.
- Small-scale Industries act as an essential medium for the efficient utilization of the skills as well as resources available locally.
- Small-scale Industries often enjoy a lot of help and encouragement from the government through protecting these industries from the direct competition of the large scale ones, provision of subsidies in the form of capital and lenient tax structure. -In addition, FB-SSEs as a whole are a major

source of rural livelihood in developing countries often next only to agriculture in terms of current rural employment.

1.1 Features of Small and Medium Scale Enterprises

Since partnership spirit in Nigeria is at its infancy, partners in many SMEs pursue individualistic goals at the expense of the overall interest of the SMEs. Consequently, among SMEs is high mortality because of mistrust that often develops among the owners. Besides poor partnership spirit, regulatory environment - policy instability and reversals, inadequate infrastructure and many more often contribute to high mortality rate.

SMEs employ over sixty per-cent of the labour force in Nigeria. In China, SMEs are proven job creators as they employed over fifty per-cent of the workforce, reduce rural-urban migration and enhance income re-distribution. Also, workers in small-scale forest-based processing and manufacturing enterprises make up a large number of those employed outside of the agricultural sector. Furthermore, SMEs promote creativity among business owners and their existence broadens the sources of revenue generation for governments; most especially at the local government level.

S/N	Features	Small-Scale Enterprises	Large-Scale Enterprises
1.	Capital requirement	Small capital outlay required.	Large capital outlay required.
2.	Type of industry	They are mainly involved in primary production, agriculture, and some direct services.	They are mainly involved in secondary and tertiary production.
3.	Nature of market	They require small market due to low output of goods	They require a large market because of their high output of goods.
4.	Employment	They usually employ few workers	They usually employ large number of workers

5.	Techniques of production	They employ simple techniques as most of the operations are manual.	The employ heavy techniques, with machinery and equipment.
6.	Economies of scale	They cannot take advantage of economies of scale	They can easily benefit from internal and external economies of scale
7.	Nature of product	They have no special or standard design for their product	Their product is subject to standardization.
8.	Research and publicity	They may lack the resources of carry out research and publicity	They usually embark on extensive research and publicity to enhance their efficiency.
	Business organisation	General principles applicable in respective of the size	General principles in respective of the size

Table 1: Features of Small-Scale and Large-Scale Enterprises

Source: Adapted from Ande, 2005 Essential Economic.

1.2 Problem Statement

The state of subsistence of production in agriculture and forestry means state of low investment (low input), low output, low income, low savings leading to high level of poverty in Nigeria. Forest-based Small-scale Enterprises (FB-SSEs) processing, manufacturing and marketing is supposed to be an important part of SMEs, but they are neglected parts of the forestry and forest resources processing industrial sectors.

Furthermore, the present economic crisis and understanding of health benefits of natural products in Nigeria has brought about an increase in the demand for locally produced soap such as black soap or herbal soap. Yet, the women who produce these goods are still constrained by lack of access to critical resources (capital, labour, infrastructures, and improved technology) (Oluwalana *et.al*, 2007; IDRC, 2011).

This may be due to under-valuation of forests and its resources especially the NTFPs such as medicinal plants. In addition, this sector usually attracts less investment than it deserves (Adekunle

1998, Adekunle and Oluwalana 2002; Adekunle 2004, Agbeja, 2008). Thus, the herbal-based soap industry utilising some of the natural products has remained largely unfocused while the hydroquinone or mercury-based antiseptic or medicated cleansing soaps industries are thriving for treatment of skin infections and bleaching agent despite the debate on the danger to the skin and other organs (Simran, 2007). Part of the debate on “Skin Lightening/Brightening Products that have been banned” was that hydroquinone or mercury-based product is being banned because of cases of extreme skin lightening or even darkening from overuse. Some of the cases mentioned are the problems mostly from African countries where dark skinned people have literally bathed themselves for years in high levels of hydroquinone to try to lighten their skin tone. This has caused the problems that have made hydroquinone look bad.

In addition, the future of the sector is still faced with several uncertainties such as resource scarcity, credit unavailability, and lack of modern technology to ensure efficient use of scarce resources. This necessitated the study of economic importance of FB-SSEs to ensure efficient resource-use, marketing efficiency, returns on investment, and increase income distribution to ensure better livelihood status of the rural entrepreneurs. Hence, this study addressed the following research questions:

- (i) What are the socio-economic characteristics of the Forest Based- Small Scale Enterprises (FB-SSEs) that enhance economic development of the study area?
- (ii) What are the constraints to expansion of output and income generated from Forest Based products

1.3 Objectives of the study

The broad objective investigated in this study was the economic importance of Forest-based Small-Scale Enterprises (FB-SSE) in Southwest Nigeria

The specific objectives are to:

- (i) describe the socio-economic characteristics and determine factors influencing the exploitation and utilization of forest-based products (FBP) in the study area;
- (ii) Investigate the types of plants commonly used and vegetation exploited for Herbal production in the study area;
- (iii) evaluate the ex-ante investment in Forest Based Products in the study area;

1.4 Research Hypotheses tested

Ho: Socio-economic variables of Forest Based-Small-Scale Enterprises (FB-SSEs) do not have significant effect on the economic development of the study area

Ho: $\beta_1 = \beta_2 = \dots = \beta_n = 0$ -----1.1

Ha: Socio-economic variables of Forest Based-Small-Scale Enterprises (FB-SSEs) do have significant effect on the economic development of the study area

Ha: $\beta_1 \neq \beta_2 \dots \beta_n \neq 0$ -----1.2

Ho: It is not profitable to invest into Forest Based Production

Ho: $\beta_1 = \beta_2 \dots \beta_n = 0$ -----1.3

Ha: It is profitable to invest into Forest Based Production

Ha: $\beta_1 \neq \beta_2 \dots \beta_n \neq 0$ -----1.4

1.5 Scope of Study

The study was carried out in South-western Geo-political (SWGP) zone of Nigeria. The zone comprised six (6) states namely Ogun, Oyo, Osun, Ondo, Ekiti, and Lagos states. There are one hundred and thirty-seven (137) Local Government Areas (LGAs) in the geopolitical zone. In view of the cluster nature of Small-scale Enterprise/Industries (SSEs/Is), size and logistics problems, sixteen (16) LGAs (representing more than 10%), where forest based products, such as Herbal Soap processing enterprises clusters existed were purposively selected for the study. These represented over 10% of the total number of LGAs in the zone.

2.0 LITERATURE REVIEW

There are countless natural additives (value-added products) that make forest based products good for natural hygiene, luxurious and adaptable to the human skin and hair. Consequent upon the noted effects of synthetic soap on the human skin and hair, great attention has been shifted globally to the use of natural products from herbal-based materials that are natural for maintenance of good personal hygiene (skin and cloth), healthier body and better for the conservation of the environment and through which farmers or processors can generate additional income. Unfortunately, benefits of PKO and CPHs have not been fully exploited in Nigeria whereas, CPH accounts for about seventy-five percent (75%) of the whole cocoa fruit (Oluyole and Adeogun, 2005).

2.1 Role of Gender in FB-SSEs and Agricultural-wastes Management

The generation and management of natural wastes is done mainly by women and is increasingly becoming an environmental and health problem in the processing community areas of Nigeria, especially when the waste are not sun-dried or artificially dried immediately they are generated but left exposed to the rain. In this situation, commercial processing activities can have negative, mainly site-specific effects on the environment and human health, by producing unpleasant odour, unsightly display of waste and a veritable breeding place for diseases in the community. The natural wastes management should embrace the technical, financial, health and economic efficiency in the use of natural wastes to obtain maximum production, optimal profit and cost minimization, but these natural

wastes are still currently under-utilized, while maximizing profit from natural wastes is desirable for poverty alleviation, health management and environmental sustainability. It was therefore logical to relate FB-SSEs to poverty reduction and to endeavour to review the issue of contribution of FB-SSEs to poverty alleviation, health issues in terms of the chemical attributes of herbal soap and market development in rural, urban, national and international.

Women traditionally rely on forest products to meet their basic household needs, from fuel wood, to food, to medicine. The gathering and processing of forest products for market is often done in conjunction with other activities. Much of the work can be done in or near their home, allowing them to perform other tasks at the same time, such as caring for children, fetching water, and other routine activities and household chores (Yahaya, 2002, Adegbite, *et.al*, 2004 and Sokoya *et.al*, 2006). And, since women traditionally have fed, clothed and cared for the family, they tend to rely more heavily on the income generated from FB-SSEs. Most of the income earned from the sale of fuel wood is used for subsistence purposes, such as for buying food to feed the family. Further, the role of women as enterprise owners and employees in most developing countries are very important. Women are generally concentrated in particular enterprise activities. They tend to be involved in the gathering and trading of forest products, while men control the processing of forest products generally. The labor-intensive processes of producing such products as mats and baskets, as well as of selling of those products are dominated by women. The forest-based food products, such as beer made with forest fruits are marketed by women also. The collection and sale of fuel wood are women dominated. Based on susceptibility to changes in market prices and cost because of the household nature, low-return, seasonality and amount of labor involved in many FB-SSEs, women are the most affected (FAO, 1997, Oluwalana *et al.*, 2007, Soaga *et al.*, 2010).

2.2. Characteristics and role of SMEs in National development

Oyeyinka *et al.* (2007) studied Small and Medium Enterprises (SMEs) clusters in Nigeria and identified one basic characteristic of SMEs in Nigeria as the utilization of Indigenous knowledge system (IKS). This has been a source of local economic growth and employment creation in both rural and urban locations. IKS is community- based knowledge that every community has evolved over many generations in a particular natural environment. Essentially the knowledge reflects the relationship between the community and its environment. The conceptualization of IKS is the complexities of knowledge, beliefs and practices developed by indigenous people over the years in the practice of agriculture, natural resources (forest resources) management; human and animal health; education and many other areas. IKS is not static but dynamic, constantly evolving through indigenous experiments and innovations, fresh insight and external stimuli. The knowledge system adopts new external techniques and integrates in decision making in all aspects of life including forest (natural) resources and agricultural management (FAO, 1990).

The Communist era in China was marked by series of experimentations to improve the system of production, reduce wastes and spur development with varying levels of successes which made China

become the toast of the world economy in this century. The successes came because China embraced the market economy reforms out of experience since 1979. Nigeria can imitate the Chinese experience, because imitation of, or benchmarking to, 'best practices' has become a prime management technique. Therefore, Nigeria has to learn and embrace market-oriented economy reformation like China. FB-SSE processing manufacturing is a form of SMEs that have economic potentials that is yet to be tapped. The industry transform into herbal soap some of the agro-wastes such as, Cocoa pod husks, cassava peels, Palm Kernel Oil (PKO) along with some NTFPs such as firewood and sawdust.

Another advantage of this enterprise is the economic utilization of these wastes to generate income and reduce health hazard caused by the wastes among processing community. These value- chain activities generate income, good health, as well as employment to rural entrepreneurs. The income generated can lead to reduction in poverty level among the processors and marketers in particular, and the nation in general. Therefore, if encouraged, income from the production value-added or consumer's products from NTFPs and agro-processing wastes may lead to wealth creation, the achievement of sustainable development in the processing community as well as achieving health related and anti-poverty goals of UN-Millennium Development Goals.

2.3 The Concepts of Economic Importance of Forest-based Small-scale processing Enterprises (FB-SSEs)

FB-SSEs are important in providing above average incomes to entrepreneurs and their families, and wage income to employees (even if sometime below the minimum wage level) and avenue transferring entrepreneurship and vocational skills through informal training. SSEs in general contribute to the local and natural economy and sometime to exports. Also, the disadvantaged landless women in particular and other agriculturally disadvantaged groups are well represented among those getting income and employment from FB-SSIs/Es. Technologically simple operations and those that only demand limited skills and low capital.

FB-SSIs/Es are located predominantly in rural areas. Labour input is mainly family-based, that is, household dependence. Small size (Micro or Small- scale). Average employee size ranged from about 2 to 5 workers per enterprise. FB-SSIs/Es types include the following enterprises such as sawmilling/pit sawing; Carpentry/ furniture; Wood carving/ bamboo cane processing; Baskets/ mats/ hats weaving and Non-utility handcraft goods .However, fire wood and off cut wood (raw material being used in herbal soap making) were not recorded in FAO 1990 report because of the nature of the enterprise activities which includes large-scale sawmills, furniture plants, and so on. Although FB-SSIs/E s were defined in most of the field surveys to encompass all enterprises with up to 50 employees, average employment in practice ranged from about 2 to 4 worker per enterprises. Over fifty percent were one-person, household-based operations, and less than one percent employed 10 workers or more. FB-SSIs/Es have been found to be heavily clustered at the bottom of the scale range and could on average be best classified as "micro" unit with less than 5 workers.

2.4 Concepts of Entrepreneurship development in Small Scale Enterprises

An entrepreneur is different from a manager who only plans, organises and controls a business idea after it has been successfully initiated by the entrepreneur. There are specific functions associated with successful entrepreneurs such as searching for and discovering new information which are translated to new information into new market, techniques and goods. They also seek and develop economic opportunities their evaluating economic opportunities. He utilises financial resources necessary for the enterprises development and bear the risk for the business.

Entrepreneurship can also be defined in terms o ability to perceive profitable business opportunities, willingness to act on what is perceived and the necessary organising skills associated with the project. Therefore, entrepreneurship refers to the act or process of identifying business opportunities and organizing to initiate a successful business activity. Entrepreneurship is different from management and entrepreneurship, that is, entrepreneurship involves initiating changes in production, whereas management involves the on-going coordination of the production process. Entrepreneurship refers to one of the ways of making organizations to be adaptive. It is the price of corporate entrepreneurship where managers begin and develop new business ventures within the structure of an existing organization.

2.5 East Asian Experience in Small-scale Industries Development

Since 1960, Asia, the largest and most populous of the continents has become richer faster than any other region of the world through establishment of Small-scale Industries. However, the growth did not occur at the same pace all over the continents. The western part of Asia grew during this period at about the same rate as the rest of the world, but, as a whole, the eastern half (ten countries: China, Hong Kong, Indonesia, Japan, Korea, Malaysia, the Philippines, Singapore, Taiwan Province of China, and Thailand) turned in a superior performance, variations in achievement were observed here too. The least performer was the Philippines, which grew at about 2 percent a year (in per capita terms), about equal to the average of non-Asian countries. China, Indonesia, Japan, Malaysia, and Thailand did better, achieving growth rates of 3–5 percent. This impressive achievement is, however, still modest compared with the phenomenal growth of Hong Kong, Korea, Singapore, and Taiwan Province of China, known as the “Four Tigers” because of their powerful and intimidating economic performance. The Tigers have had annual growth rates of output per person well in excess of 6 per-cent. These growth rates, sustained over a 30-year period, are simply amazing. While the average resident of a non-Asian country in 1990 was 72 per-cent richer than his parents were in 1960, the corresponding figure for the average Korean is no less than 6.38 per-cent.

3.0 MATERIALS AND METHODS

3.1 The Study Area

The study area is South-west Geo-political (SWGP) zone of Nigeria which lies between Latitudes 7° 01' and 8° 14' and Longitude 2° 45' and 4° 15' and within the tropics along the Gulf of Guinea Atlantic

Ocean on the Western coast of Africa. Kwara and Kogi States bound it on the north and Edo and Delta States on the east (Figures 3.1 – 3.2). It covers a total land area of 79,795.1km² with a population of over thirty million. The sampled locations in all the zones have mainly two vegetation, which are forest and derived savannah areas. All the States have samples in one vegetation type (forest) except Oyo State with samples that were in two vegetation namely forest and derived savannah. There are vast forest and games reserves that are available to the entrepreneurs to source for raw materials for Forest-based production (FBP) in Southwest, Nigeria (Table 3.1).

3.2 Method of Study

3.2.1 Sampling Techniques and Sampling size

The multi-stage sampling technique was used in selecting the 502 entrepreneurs that participated in the cross-sectional survey adopted for the study. The first stage-involved stratification of Southwest Nigeria into six states based on political divisions- Ogun, Oyo, Osun, Ondo, Ekiti and Lagos States. Each State denotes a stratum. Stratification at the state level made it possible to get enumerators from Agricultural Development Agencies (ADPs). The enumerators understood the various languages and location of the Forest based producers in the study area. The second stage involved purposive sampling of sixteen (16) LGAs based on pre-test survey information. In the third stage, systematic random sampling procedure was employed to select entrepreneurs/respondents from the sampled LGAs. This was determined with Probability Proportionate to Size (PPS) based on the population distribution in the strata. There was random selection of the entrepreneurs from the first K sampling interval by taking the $(i + K)^{th}$, $(i + 2K)^{th}$, $(i + 3K)^{th}$... $(i + nK)^{th}$ respondent/entrepreneur (Adegeye and Dittoh, 1985). A kind of purposive selection of entrepreneurs was done at this stage because some entrepreneurs selected by the systematic sampling were non forest based producers or non-herbal products entrepreneurs. These were deliberately replaced with the herbal products entrepreneurs.

Table 3.1: Demographics of States in Southwest Nigeria

States	Land Area	Population	LGAs/ state
Ekiti	6,353 km ²	2,737,186	16
Lagos	3,475.1 km ²	9,013,534	20
Ogun	16,762 km ²	4,054,272	20
Ondo	15,500 km ²	3,440,000	18
Osun	9,251 km ²	4,137,627	30
Oyo	28,454 km ²	6,617,720	33

Total	79,795.1 km ²	30,000,339	137
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Source: Adapted from "C-GIDD (Canback Global Income Distribution Database)" (<http://www.cgidd.com>) Canback Dangel. Retrieved 2008-08-2

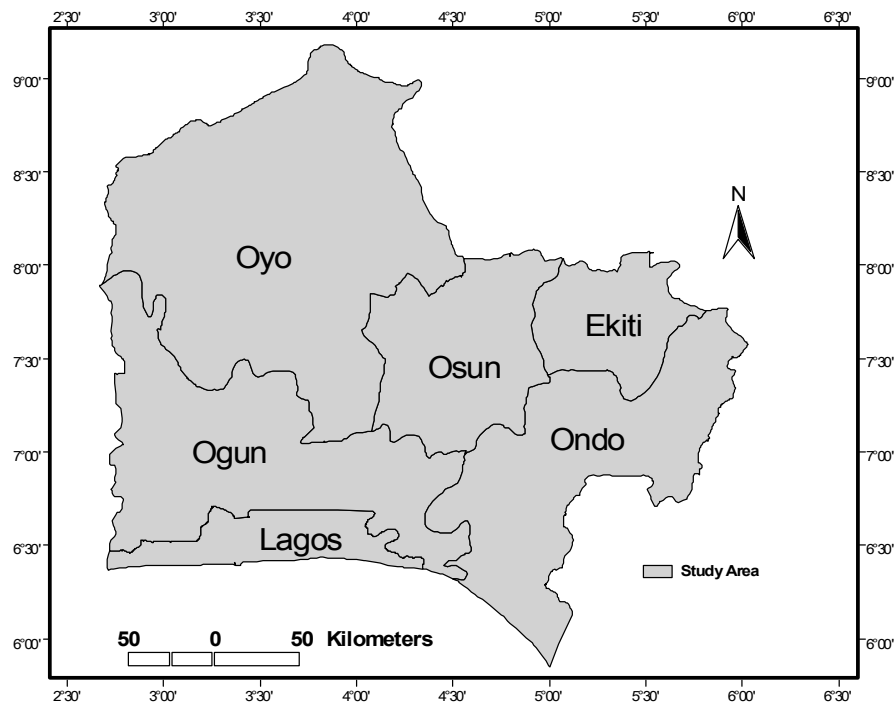


Figure 3.1: Map of South-West Geo-Political Zone Showing the various States

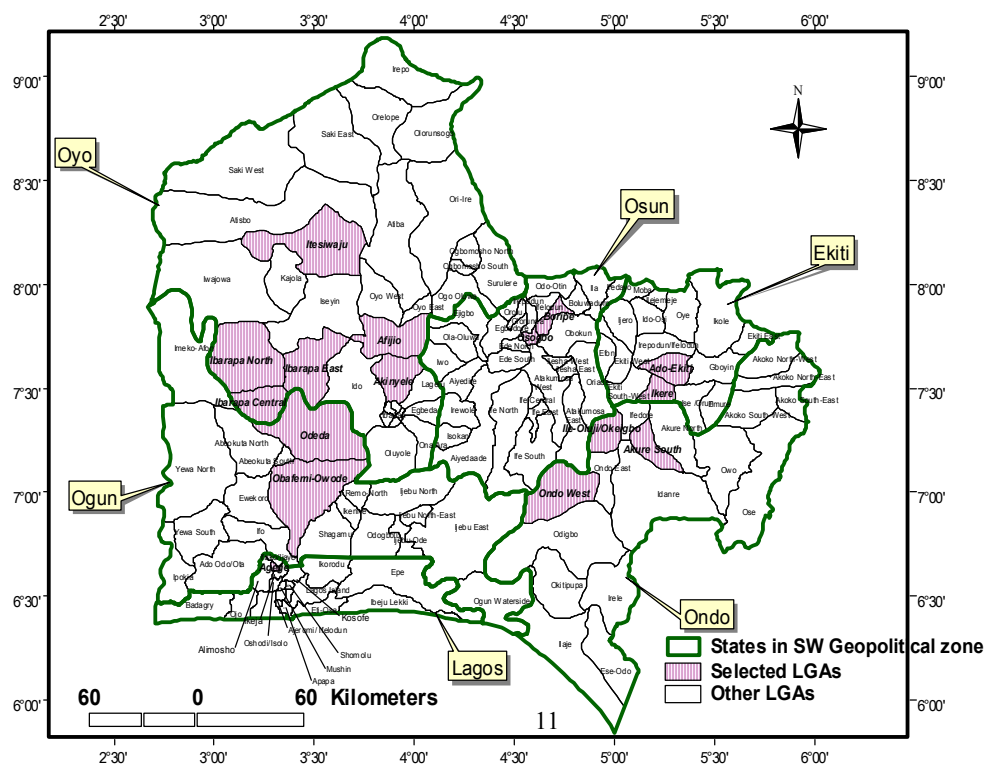


Figure 3.2: Map of Southwest Geo-Political Zone Showing Selected locations Within Study Area

3.2.2 Source of Data Collection

The data for this study were collected from both primary and secondary sources. The primary data were collected from respondents through the aid of a combination of Participatory Rural Appraisal (PRA) method and conventional survey. The origin of PRA (as coined by Robert Chambers) as an approach to development planning and as a method of investigation evolved from many different sources. Some of the sources were modified to be utilized in a participatory mode, and the others were taken up as they were used for investigation and planning. Such as the Semi-structured questionnaire which was administered to 502 respondents which was designed using questionnaire schedule covering herbal forest based products and users in the Southwest of Nigeria. The design of a questionnaire depends on a number of factors namely, the objectives for which the data are collected and the type of data to be collected; the accuracy required and the method to be adopted in collecting the data; the characteristics of the target population and the size of the sample. The questionnaire interviews were conducted with the assistance of extension officers from Agricultural Development Agencies (ADPs) in the six states who were familiar with the study area and the subject matter.

3.3 Limitation of Data Collection

Some forest-based entrepreneurs were unwilling to divulge major information needed, some had no record of sales or past transactions. Much of the information needed was gotten through memory recall on the part of the respondents. The entrepreneurs were together in clusters according to the enterprise engaged in the processing and markets sites, thus making it easy to locate and group the entrepreneurs into enterprises combination. There is no reason to doubt the data collected, however, as the respondents, though, were deficient in record keeping seemed to have high technical and financial in-depth knowledge in their production and marketing information.

4.0 RESULTS OF THE STUDY

Descriptive Analysis of Socio-Economic and Demographic Characteristics of FB Entrepreneurs

This chapter presents the result of descriptive and inferential statistics analyses carried out in the study and the interpretations.

4.1 Distribution of the Respondents by Gender per State in the Study Area

Majority of FB Entrepreneurs (FBEs) in the study area are female. From gender analysis, it is clear that the FB-SSEs are female dominated. Out of the 502 respondents, 490 were females, representing 87.65% while, the few men (62) in Ekiti and Ondo States represented 12.35 % were involved in ash-burning and marketing enterprise. Women, therefore, can be said to be custodians of indigenous knowledge Forest-based processing and manufacturing (FBPM). The reason why few men are involved in the converting cocoa pod husks (agricultural-wastes) into ash for soap making in Ondo and Ekiti States may be due to lack of

information about the economic and health potentials of the enterprise as against leaving the pods as wastes on the farms. This implies that, if awareness is created among the cocoa farmers, they will likely utilize the agro-wastes to generate more income in the cocoa-dominated States (Table 4.1).

Table 4.1: Distribution of the Respondents by Gender per State in the Study Area

Characteristics	Respondents in Six States in Southwest, Nigeria															
Gender	Ekiti		Lagos		Ogun		Ondo		Osun		Oyo		Total		Mode	Mean
	n=30		n=33		n=56		n=32		n=16		n=335		N=502			
	freq	%	Freq	%	freq	%	freq	%	freq	%	freq	%	Freq	%		
Male	30	100.0	0	0.0	0	0.0	32	100	0	0.0	0	0.0	62	12.4		
Female	0	0.0	33	100.0	56	100.0	0	0.0	16	100.0	335	100.0	440	87.6	Female	-
Total	30	100.0	33	100.0	56	100.0	32	100.0	16	100.0	335	100.0	502	100.0		

Source: field survey, 2015

4.2 Distribution of the Respondents by Age per State in the Study Area

Age is a very important parameter used in measuring the productivity of farmers. Young and active entrepreneurs are expected to be more productive than older entrepreneurs. Table 4.2 shows the age distribution of entrepreneurs in the study area. Two hundred and forty two (48.2 per cent) of the 502 respondents in the six States studied were in the 51- 60 years age group, followed by 37.1 per cent of the respondents were in the productive age of 31-40 years. The age group of 41-50 had 14.7% of the respondents. The average age was found to be 53.7year. The 41-50 years age group represents a gap between 31-40 and 51-60 years age groups. The 31-40 year age group is recruitment to the Forest-Based Industry (FBI). This means that the entrepreneurs in their productive age have the required physical strength for FBPM. Therefore, given adequate level of processing and marketing resources, the entrepreneurs are capable of achieving high level of processed forest-based output (Yusuf and Okoruwa, 1995; Oluyole and Adeogun; 2005). In all the States, with the exception of Lagos, respondents were more in the 31-40 and 51-60 years age groups than in the 41-50 years age group. This shows recruitment into the Forest-Based enterprise (FBE) as shown in Table 4.2. This should be interesting to policy makers as the FBI seems to attract younger people and that the cultures of Forest-Based production and marketing (FBPM) will go a long way into the decades ahead to create employment for the youth in the rural area.

Table 4.2: Distribution of the Respondents by Age per State in the Study Area

Characteristics		Respondents in Six States in Southwest, Nigeria														
	Ekiti		Lagos		Ogun		Ondo		Osun		Oyo		Total		Mode	Mean
	n=30		n=33		n=56		n=32		n=16		n=335		N=502			
Age	freq	%	freq	%	freq	%	freq	%	freq	%	freq	%	freq	%		
31 - 40	13	43.3	17	51.5	14	25.0	11	34.4	6	37.5	125	37.3	186	37.1		
41 - 50	2	6.7	12	36.4	10	17.9	2	6.2	2	12.5	46	13.7	74	14.7	51-60	53.7
51 - 60	15	50.0	4	12.1	32	57.1	19	59.4	8	50.0	164	49.0	242	48.2		
Total	30	100.0	33	100.0	56	100.0	32	100.0	16	100.0	335	100.0	502	100.0		

Source: field survey, 2015

4.3 Distribution of the Respondents by Marital Status per State in the Study Area

The study revealed that, 338 respondents of the 502 respondents, that is, 67.3% were married. Married dominated the study area. The range was between 54.6% recorded in Oyo state and 100% in Ondo, Ekiti and Lagos states. It was 80.4% in Ogun state and 93.8% in Osun State. The mean for entire study area was 89.5% married status proportion of respondents. 32.7% of the respondents were widow but had families to cater for and therefore (FBPM) is important to the likelihood of the respondents and their families. (Table 4.3).

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Table 4.3: Distribution of Respondents by Marital Status per State in the Study Area

Characteristics	Respondents in Six States in Southwest, Nigeria												Total	Mode	Mean	
	Ekiti		Lagos		Ogun		Ondo		Osun		Oyo					
	n=30		n=33		n=56		n=32		n=16		n=335					N=502
Marital Status	freq	%	Freq	%	freq	%	freq	%	freq	%	freq	%	freq	%		
Married	30	100.0	33	100.0	45	80.4	32	100.0	15	93.8	183	54.6	338	67.3	Married	89.5
Widowed	0	0.0	0	0.0	11	19.6	0	0.0	1	6.2	152	45.4	164	32.7		
Total	30	100.0	33	100.0	56	100.0	32	100.0	16	100.0	335	100.0	502	100.0		

Source field survey, 2015

4.4 Distribution of the Respondents by Occupation per State in the Study Area

As presented in table 4.4, about 87.65 per-cents of the respondents described FBEs as their major occupation while only 12.35 percent had secondary occupation. This means that the FBI was their main occupation. However, in Ekiti and Ondo States; all the 62 respondents (12.35%) had farming as their major occupation. This result revealed that few entrepreneurs in the State have the knowledge of economic and health potentials of FBEs and the opportunity to earn extra income by utilizing cocoa pod husks waste on the farm. Hence, there is the need to create awareness on value-added technique of generating wealth from agro-wastes generated along with NTFPs.

Table 4.4: Distribution of Respondents by Occupation per State in the Study Area

Characteristics	Respondents in Six States in Southwest, Nigeria														Total	Mode	Mean
	Ekiti		Lagos		Ogun		Ondo		Osun		Oyo						
	n=30		n=33		n=56		n=32		n=16		n=335						
Occupation	freq	%	Freq	%	freq	%	freq	%	freq	%	freq	%	freq	%			
Primary	0	0.0	33	100.0	56	100.0	0	0.0	16	100.0	335	100.0	439	87.45			
Secondary	30	100.0	0	0.0	0	0.0	32	100.0	0	0.0	0	0.0	62	12.35	Primary	-	
Total	30	100.0	33	100.0	56	100.0	32	100.0	16	100.0	335	100.0	502	100.0			

Source field survey, 2015

4.5 Distribution of Respondents by Annual Income per State in the Study Area

The average annual Income generated from FBE ranged from below ₦100,000 to over ₦300,000 with average total income of ₦150,000.00 per entrepreneur. Table 4.5 revealed that Ogun State had the highest per cent (1.8%) of respondents in the income bracket below ₦10,000 per annum followed by Oyo and Osun States with 1.8 percent and 1.39 percent respectively. There are no respondents in this income level in Ondo, Ekiti and Lagos states. The highest percentage of respondents in the next income bracket of ₦100,000-199,999 were found in Ekiti State (100%), followed by Ondo and Osun States with 75 percent and 56.2 percent respectively. Lagos State had 51.5 percent and Ogun State with the least 35.7 percent. The highest income bracket of greater than ₦300,000 was only recorded in Ogun and Oyo States with 8.9 per-cent and 2.4 per-cent respectively. These income generations confirmed that FBE could be a very profitable business that can enhance livelihood status of entrepreneurs in rural areas if all the necessary infrastructures and entrepreneurship development trainings are provided and stakeholders intervening in economic development of rural people.

Table 4.5: Distribution of Respondents by Annual Income

Characteristics	Respondents in Six States in Southwest, Nigeria															Mode	Mean
	Ekiti		Lagos		Ogun		Ondo		Osun		Oyo		Total				
	n=30		n=33		n=56		n=32		n=16		n=335		N=502				
Annual Income (₦)	freq	%	freq	%	freq	%	freq	%	freq	%	freq	%	freq	%			
<100,000	0	0.0	0	0.0	1	1.9	0	0.0	7	1.39	6	1.8	14	2.6		150,000	
100,000-199,999	30	100.0	17	51.5	20	35.7	24	75.0	9	56.2	140	42.8	240	47.9	100,000-199,999	-	
200,000-299,999	0	0.0	16	48.5	30	53.6	8	25.0	0	0.0	181	54.0	235	47.0			
≥300,000	0	0.0	0	0.0	5	8.9	0	0.0	0	0.0	8	2.4	13	2.60			
Total	30	100.0	33	100.0	56	100.0	32	100.0	16	100.0	335	100.0	502	100.0			

Source: field survey, 2015

4.6 Distribution of the Respondents by Sources of Credit

The highest source of credit to the respondent was personal savings. Table 4.6 shows the different sources of credit available to the respondents. Informal source of credit are personal savings which form a bulk of major source of funds to all the respondents. 82.23% of the respondents enjoy loans from Family and friends, and cooperative groups form two other important groups of sources of funds. In Oyo State, only nine (9) respondents representing 1.8% respondents have access to formal credit (financial institutions). This groups benefitting from banks were mainly from Awe in Oyo State, and were helped by a Non-Government Organization (NGO) to obtain loans from banks. This figure is very insignificant compare to number of entrepreneurs who did not have access to credit from banks.

It can be deduced that access to adequate credit should become a policy issue to help small-scale producers or entrepreneurs to purchase the raw materials during excess (that is dry season). Also consumption loans and productive loans should be granted at the same time to improve their livelihood status of beneficiaries.

Table 4.6: Distribution of Respondents by Sources of Credit *

Sources of Credit	Ekiti	Lagos	Ogun	Ondo	Osun	Oyo	Total		Mode	Mean
	n = 30	n = 33	n = 56	n = 32	n = 16	n = 335	n = 502	%		
Personal Savings (P.S.)	30	33	56	32	16	335	502	100	P.S.	
Loans from Family and Friends	12	20	46	20	10	305	413	82.23		
Association/Cooperative Groups	20	13	40	10	6	300	389	77.49		
Financial Institution (Formal)	-	-	-	-	-	9	9	1.8		

Source: Field Survey, 2009

* Multiple responses

4.7 Distribution of Respondents by Uses of Credit

A prospective and existing entrepreneur usually utilise credit to start a new business or expand existing business. Table 4.7 revealed that 75.89% of the respondents used credit given to them to embark on an entirely new enterprise investment (FBPM) while 23.9% of them used it to finance current enterprise investment (ash burning). Thirdly 29.48% and 32.84% invested in processing equipment and packaging materials (cooking pot, steering sticks, containers) 84.06% of the respondents used part of their credit for purchase of raw materials. While 34.8% used credit for miscellaneous expenses which consist of paying of their children school fees, medical bills and family obligations.

However, all the respondents used part of their credit for family consumption. It is revealed that 71.7% of the respondents used part of their credit to settle debts while 68.32% of them used part of their own credit on social activities like naming ceremonies, burial ceremonies and marriage. The details of the amount used for each of the activities are not given as the entrepreneurs were not able to be so precise. This finding confirmed that credit policy to the entrepreneurs should be packaged to include consumption credit as well as productivity credits. This will go a long way to reduce poverty and enhance the economic status of the entrepreneurs.

Table 4.7: Distribution of Respondents by uses of Credit *

Forest-Based Activities	Ekiti n = 30	Lagos n = 33	Ogun n = 56	Ondo n = 32	Osun n = 16	Oyo n = 335	Total n = 507	Mode	Mean
							freq %		
New Enterprise Investment	30	33	30	32	6	250	381	75.89	
Current Enterprise Investment	-	-	20	-	10	100	120	23.9	
Processing Equipment	-	-	10	-	3	135	148	29.48	
Packaging Materials	-	-	56	-	4	105	165	32.86	
Raw Materials (R.M.)	-	-	56	-	16	350	422	84.06	R.M.
Debt Settlement	-	-	30	-	10	320	360	71.70	
Social Activities	-	-	40	-	3	300	343	68.32	
Family Consumption	30	33	56	32	16	335	502	100	
Miscellaneous Expenses	-	-	20	-	5	150	175	34.86	

Source: Field Survey, 2015 * Multiple responses

4.8 Distribution of Respondents by type of Vegetation in the study area

The dominant vegetation type in the study area was forest. The study area was classified into three areas, namely forest, derived savanna, and city centre. Table 4.8 revealed that Lagos State represented the city centre with 33 respondents representing 6.6%. The respondent in Ogun, Osun, Ondo, Ekiti and parts of Oyo State were forest-based, representing 81.48% of respondents while 11.95% were Derived Savannah-based.

It can be deduced therefore, that each of the vegetation types was supportive of the FBPM. While herbal soap is not produced in Lagos State, Agege market in Lagos city is a major urban commercial point where herbal soap were marketed in large quantity whether locally produced soap or imported from Ghana or other nations.

Table 4.8: Distribution of Respondent by Type of Vegetation per State in Southwest Nigeria

Characteristics		Respondents in Six States in Southwest, Nigeria														
	Ekiti		Lagos		Ogun		Ondo		Osun		Oyo		Total		Mode	Mean
Vegetation Type	n=30		n=33		n=56		n=32		n=16		n=335		N=502			
	freq	%	Freq	%	freq	%	freq	%	freq	%	freq	%	freq	%	Forest area	
Forest area	30	6.00	33	6.60	56	11.20	32	6.38	16	3.12	275	77.9	409	81.48		
Derived Savannah	-		-		-		-		-		60		60	11.95		
City centre	-		33		-		-		-		-		33	6.57		
Total	30	6.00	33	6.60	56	11.20	32	6.38	16	3.12	335	77.9	502	100		

Source: Field Survey, 2009

4.9 Plant Species Exploited and Utilised in Forest-Based Production and Marketing (FBPM)

There were many forest plant species used as fuel wood and ash production by forest-based small-scale FBE. Table 4.9 revealed the utilization of 27 plant species in 18 families in different states by the FB-SSE processing Herbal Soap enterprise in South-West Nigeria. The parts of the plants being used are the off cuts classified as Non-Timber Forest Products (NTFPs) as fuel- wood for cooking, baking in the bakery for lye production and soap making. Saw dusts ashes from saw mill are also utilised by the Forest-based processors in Osun state and part of Oyo state. The ashes collected were used to produce lye for making the herbal soap. The part of the tree used are usually classified as wastes, hence, the utilization of these wastes is desirable to generate more income, thereby improve their income generating activities leading to improvement in the livelihood status of the entrepreneurs involved in herbal soap production.

Table 4.9: States of Forest plant species used by Forest-Based Small-Scale Enterprise Industries (FB-SSEs)

Family	Species	Yoruba name	Source	Parts used	Uses	State where used
1.Bignoniaceae	Blighia sapida	Isin	Forest, Sawmills	Off cuts, stem, branches	Fuel wood during soap production; Wood ash for lye production	Ogun, Osun, Oyo
2. Bignoniaceae	Cordia millenii	Omo	Forest, Sawmills	Off cuts, stem, branches	Fuel wood during soap production; Wood ash for lye production	Ogun, Osun, Oyo
3. Combretaceae	Anogeissus leiocarap	Ayin,Orin dudu	Savannah, Sawmills	Stem, branches, off cuts	Fuel wood during soap production; Wood ash for lye production	Ogun, Osun, Oyo
4. Combretaceae	Daniellia oliverii	Iya	Savannah, and forest re-growth, Sawmills	Off cuts, stem, branches	Fuel wood during soap production; Wood ash for lye production. The lye is traditional prized for the cure of skin diseases. The lye is drunk and bathed with by affected persons.	Ogun, Osun, Oyo
			Free areas		Fuel wood during soap production;	

5.	Combretaceae	Terminalia avicennioides	Idi	and savannah woodland, Sawmills	Stem, branches, off cuts.	Wood ash for lye production.	Ogun, Osun, Oyo
				Forest, Free areas, Sawmills		Fuel wood during soap production; Wood ash for lye production.	
6.	Combretaceae	Terminalia ivorensis	Idigbo	Forest, Free areas, Sawmills	Branch, off cuts	Fuel wood during soap production; Wood ash for lye production.	Ogun, Osun, Oyo
		Terminalia superba	Afara	Forest, and free areas, Sawmills	Branch, off cuts	Fuel wood during soap production; Wood ash for lye production.	
7.	Combretaceae	Lophira alata				Fuel wood during soap production; Wood ash for lye production.	Osun, Oyo
		Afzelia	Ekki/Para n/Pahan	Free areas, Derived savanna, Sawmills	Stem, branches, off cuts		

	africana					Osun, Oyo
8. Ebenaceae		Apa		Branch, off cuts		
			Forest, Sawmills		Fuel wood during soap production; Wood ash for lye production.	
9. Leguminosae						
:						
Ceasalpinioidea	Brachystegia eurycoma	Eku	Forest, Sawmills		Fuel wood during soap production; Wood ash for lye production.	Osun, Oyo
				Branch, off cuts		
	Nesogordonia papaverifera		Forest, Sawmills		Fuel wood during soap production; Wood ash for lye production.	
10. Leguminosae		Oro				Osun, Oyo
e:						
Ceasalpinioidea						
	Piptadeniastrum africanum		Free areas, Forest, Sawmills		Fuel wood during soap production; Wood ash for lye production.	
		Agboin		Branch, off cuts		Osun, Oyo
11. Leguminosae:	Albizia zygia		Forest, Free areas,		Fuel wood during soap production;	
Ceasalpinioidea						

12. Leguminaseae: Ceasalpinioidea	Pterocarpus erinaceus	Ayinre/ Ayunre	Sawmills	Stem, branches	Wood ash for lye production.	Ogun, Osun, Oyo
			Free areas		Fuel wood during soap production; Wood ash for lye production.	
13. Leguminaseae: Ceasalpinioidea	Azadirachta indica	Apepe	Free areas, Sawmills	Stem,		Ogun, Osun, Oyo
				Branches, Off cuts	Fuel wood during soap production; Wood ash for lye production.	
14. Leguminaseae: Papillioidea	Khaya ivorensis	Dogonyar o	Free areas, Forest Sawmills	Stem, branches, off cuts	Fuel wood during soap production; Wood ash for lye production.	Ogun, Osun, Oyo
15. Meliaceae	Milicia excelsa	Oganwo	Free areas, drier types of forest, Sawmills	Stem, branches	Fuel wood during soap production; Wood ash for lye production.	Ogun, Osun, Oyo
						Osun
16. Meliaceae	Vitellaria paradoxa	Iroko		Branches, Off cuts		

			Osun, Oyo
17. Meliaceae	Emi	Branches, Off cuts	
		Stem, branches, off cuts	
18. Sapotaceae			

Source: Field survey, 2009 Classification

5.0 DISCUSSIONS AND CONCLUSIONS

The Bank acknowledges a positive role of functional, or market friendly interventions in SMEs development in the East Asia. In addition, there must be strategy to management waste generated in agricultural commercialized processing and NTFPs. In Nigeria, virtually everything is wasted namely husks, seeds, peelings, plant stems and the plant environment. Furthermore, the issue about the emerging health consciousness of consumers to the medicinal values of herbal products brings about the need for market oriented strategies that encourage the production of the herbal-based products in a convenient form (value-added products) to meet local, national and international marketing standard. Thus, this study had attempted to study the economic potentials of forest-based small-scale enterprises (FB-SSEs) on the sustainability of entrepreneurship development in Southwest, Nigeria. The findings of this study will enable the development of functional policies and strategies to actualize the economic and health potentials of Forest-based Small-scale Enterprises (FB-SSEs).

5.1 CONCLUSION

The socio-economic characteristics of the respondents that influence the use of Agricultural waste also identified namely age, gender, distance from market, classes of customers, years of experience, level of education, cost of raw materials and so on. But the major policy implication is the productive age of respondents (30 – 40 years) of the respondents that are already involved in the business. This means that, the youth are already attracted to the business venture. Hence, the future of the enterprise in bright for Nigeria youths, if well managed to develop market into international standard. There is therefore the need to improve on the co-ordination activities of institutions of higher learning to incorporate entrepreneurship skills in herbal medicine development into the curriculum. The findings of this study can be used in policy making by all stakeholders in SMEs and entrepreneurship development in Nigeria in order to achieve sustainable economic development.

5.2 POLICY RECOMMENDATIONS

On the basis of the findings of the study, the following recommendations are suggested to ensure that the entrepreneurs benefitted from the potentials of FB-SSEs in Agricultural waste.

1. From the socio-economic characteristics of the respondents, the majority are in active age bracket. This attraction for the younger people should be a deliberate effort on the part of all stakeholders to encourage and promote this aspect of the people's culture among the youth. The stakeholders/users/beneficiaries (local, state and federal governments of Nigeria, West Africa, Africa as continent and world at large) should involve the youth (economic agents of change) in the transformation programme of the economy;

2. The fact that majority of the respondents had no formal education should be a serious concern for all. Education has become a veritable tool of socio-economic development. Uneducated people can never be able to compete in a world and age of computer education. The disadvantages are grave. Such a people may never be able to follow-up technological advances and valuable information crucial to the enhancement of herbal products. In addition adult literacy programme should be encouraged for entrepreneurs since their level of education affects their adoption of modern technology and during the processing of loans or credits, mostly when filling some required documents. An uneducated people are a dying people.
3. Forest-Based Small Scale Enterprises (FB-SSEs) should be encouraged to form or maintain a formidable and functional groups in order to secure substantial credits from the banks and thus increase their income, profit, reduce poverty which will lead to sustainable economic development. In particular, cooperative groups should be established among the FB users to enable them benefit from banks, government and non-governmental organizations (NGO), especially in terms of credit administration and inputs purchase. Awareness should also be created by government on the existence of agricultural credit in the banks in order to make them aware of institutional sources of credit and their benefits.
4. Extension services and contacts should be improved and intensified to impact more technical and economic knowledge to entrepreneurs
5. Government, Non-Governmental Organization (NGO) and Cooperative groups should be encouraged to peg the interest rate to one figure, that is, less than 10% interest rate charged by cooperative group. This will enable the FBE to be viable, economically efficient and socially acceptable in order to attract the youth to invest into.

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