



ETUDE ECONOMIQUE CONSEIL

## PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

Retail and IT Questionnaire – Kenya – with variables

March 12, 2007

Country:	countryname			
Questionnaire ID:	2	idquest		
Establishment ID Code:	estid			
Panel ID	panelid			
Supervisor Call Back	Yes		No	
	callback			

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# A - CONTROL INFORMATION

Establishment	est				
Address	addr	Phone		tel	
Region (see table below)	reg	City		city	
Respondent	resp	Interviewer		Code:	intcode
		Sample Frame		Reality	
Industry code (see table below)				industry	
Size (see table below)		sampsize		screensize	
Stratum (see table below )		sampstrat		screenstrat	
		Yes	No	No, but some shared activities	
Is the actual stratum the same as the sample stratum?		stratmatch			
				Yes	No
Is the establishment part of a larger firm?				multiest	
If <b>yes</b> , does your establishment maintain financial information specific to this establishment?				fins	
Supervisor				Code:	super

Region	
Nairobi	1
Mombasa	2
Nakuru	3
Kisumu	4

Industry code		
Manufacturing	Food	1
	Garments	2
	Textiles	3
	Machinery & Equipment	4
	Chemicals	5
	Electronics	6
	Non-metallic minerals	7
	Wood, wood products and furniture	8
	Metal and Metal products	9
	Other Manufacturing	10
Retail	Retail	11
Rest of the Universe	Information Technology	12
	Construction & Transport	13
	Hotels and restaurants	14
	Other	15

Stratum		
Manufacturing	Food	1
	Garment	2
	Other Mfg	3
	Retail	4
	Rest of the universe	5

Size	
Small (5-19 employees)	1
Medium (20-99 employees)	2
Large (100 employees and more)	3

Month(MM)	Day(DD)	Hour	Minutes	AM/PM
startmonth	startday	starthour	startmin	startampm

**Note: Questions 1 through 3 apply to your entire firm, including all its establishments**

B1)

What is the current <b>legal status</b> of your firm? (see table below)	b1
---	----

Legal status	
Publicly listed company	1
Private held, limited company	2
Sole proprietorship	3
Partnership	4
Other (specify):	5
b1x	

B2) What percentage of your firm is owned by:

Private domestic individuals, companies or organizations	b2a	%
Private foreign individuals, companies or organizations	b2b	%
Government/State	b2c	%
Other	b2d	%
<b>Total</b>	<b>100%</b>	

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

## B - GENERAL INFORMATION

B3)

What percentage of this firm does the largest shareholder(s) own?	b3a %	
Are any of the principal owners:	Yes	No
- Female?	b3b1	
- Of African origin?	b3b2	
- Of Indian origin?	b3b3	
- Of Lebanese or Middle Eastern origin?	b3b4	
- Of other Asian origin?	b3b5	
- Of European origin?	b3b6	
- Of other origin?	b3b7	

**Note: The following questions only apply to this establishment.**

B4)

What is the highest <b>level of education</b> of the top manager? (see table below)	b4a
How many years of managerial experience working in this sector does the top manager have?	b4b years
In what year did this establishment begin operations in this country?	b4c

Level of education	
No education	1
Started but did not complete primary school	2
Primary school	3
Started but did not complete secondary school	4
Secondary School	5
Vocational Training	6
Some university training	7
Graduate degree (BA, BSc etc.)	8
Masters of Business Administration (MBA) from university in this country	9
Masters of Business Administration (MBA) from university in another country	10
Other post graduate degree (Ph.D, Masters) from university in this country	11
Other post graduate degree (Ph.D, Masters) from university in another country	12

C1) RESERVED FOR MANUFACTURING QUESTIONNAIRE

C2)

In <b>2006</b> :	
What percentage of your establishment's sales were:	
- Paid for before delivery	c2a1 %
- Paid for on delivery	c2a2 %
- Paid for after delivery	c2a3 %
<b>Total</b>	<b>100%</b>
Who was the <b>principal buyer</b> for this establishment's output? (see table below)	c2e

Principal buyer	
Your parent company or affiliated establishments	1
Large private firms (more than 100 workers)	2
Medium private firms ( 20-100 workers)	3
Small private firms (less than 20 workers)	4
Individuals	5
Government or government agencies (including state-owned enterprises)	6
Others	7

C3) RESERVED FOR MANUFACTURING QUESTIONNAIRE

C4)

In its communications with clients and suppliers, does your establishment currently use:	Yes	No
- E-mail?	c4a	
- Its own website?	c4b	

C6) In **2006**, what percentage of your establishment's sales were:

National sales	<b>c6a</b>	%			
Direct exports	<b>c6b</b>	%	In what year did you begin exporting directly?	<b>c6b1</b>	
Indirect exports (see definition)	<b>c6c</b>	%	In what year did you begin exporting indirectly?	<b>c6c1</b>	
<b>Total</b>	<b>100%</b>				

If **Direct exports** = 0%, go to **D1**

<b>Indirect exports</b>
Goods sold domestically to another firm who then exports them.

C7) If you **exported directly** in **2006**,

What percentage of the consignment value of the products shipped was lost while in transit because of breakage or spoilage?	<b>c7c</b>	%
What percentage of the consignment value of the products shipped was lost while in transit because of theft?	<b>c7d</b>	%
<b>For the main point of exit in 2006:</b>		
- What was the average number of days it took you to clear customs? (see definition below)	<b>c7g1</b>	Days
- What was the longest number of days it took you to clear customs?	<b>c7g2</b>	Days

<b>Days to clear customs</b>
From the time your goods arrived at their point of exit (e.g. port, airport) until the time they cleared customs.

D1) RESERVED FOR MANUFACTURING QUESTIONNAIRE

D2) RESERVED FOR MANUFACTURING QUESTIONNAIRE

D3)

In <b>2006</b> , what percentage of total annual purchases of material inputs or services, were:	
- Paid for before delivery?	d3a %
- Paid for on delivery?	d3b %
- Paid for after delivery?	d3c %
<b>Total</b>	<b>100%</b>

D4)

Just prior to receiving a delivery of your main sales item, how many days of inventory (days of sales) does your establishment typically have on hand?	d4a Days
For how many years have you known the primary supplier of the main sales item used in <b>2006</b> ?	d4b Years

E1)

E2)

	Yes	No
Does this establishment have an internationally-recognized quality certification (ISO 9000, 9002, 14000 and/or SEI CMM certificate for IT firms, etc.)?	e2b	

E3)

How <b>important</b> are each of the following influences on (see table below):	Prices of existing products	Presenting new lines of products
- Pressure from domestic competitors	e3b1	e3c1
- Pressure from foreign competitors	e3b2	e3c2

Importance	
Not at all important	1
Slightly important	2
Important	3
Very important	4

E4)

	Yes	No
- Does this establishment compete against unregistered or informal trading firms?	e4	



## PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

## F –INVESTMENT CLIMATE CONSTRAINTS

F1) a) Do you think that the following present any **obstacle** to the current operations of your establishment? (See table below and show card):

1	Telecommunications	f1a1
2	Electricity	f1a2
3	Transportation	f1a3
4	Access to land	f1a4
4.1	– Land registration process	f1K4a
4.2	– Cost of land	f1K4b
4.3	– Availability of infrastructure	f1K4c
4.4	– Disputed ownership	f1K4d
4.5	– Land use/Zoning plan	f1K4e
4.6	– Government ownership of land	f1K4f
4.7	– Other land issues, specify: f1K4gx	f1K4g
5	Tax rates	f1a5
6	Tax administration	f1a6
7	Customs and Trade Regulations	f1a7
8	Functioning of the courts	f1a8
9	Labor Regulations	f1a9
10	Inadequately educated workforce	f1a10
11	Business licensing and Permits	f1a11
12	Access to finance (availability and cost)	f1a12
13	Political instability	f1a13
14	Macroeconomic instability	f1a14
15	Corruption	f1a15
16	Crime, theft and disorder	f1a16
17	Practices of competitors in the informal sector	f1a17
18	Zoning restrictions	f1a18
19	Regulation on hours of operation	f1a19
20	Regulations on pricing and mark-ups	f1a20

If “No Obstacle” (1) then go to 5 - Tax Rates

Obstacle	
No Obstacle	1
Minor Obstacle	2
Moderate Obstacle	3
Major Obstacle	4
Very Severe Obstacle	5

b) Among all of the above issues, please indicate which one constitutes:

The most serious obstacle	f1b1
The second most serious obstacle	f1b2
The third most serious obstacle	f1b3

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# G - INFRASTRUCTURE & SERVICES

G1)

In <b>2006</b> , did your establishment experience:	Yes	No	If yes,			
			How many times in a typical month?	How long did each occurrence last on average?	What were your total losses for the year as a result,	
					as a % of annual sales	or as a total amount
Power outages?	g1a1		g1a2	g1a3 hrs	g1a4 %	g1a5 Ksh

G2)

	Yes	No	
Does this establishment have a high-speed, broadband Internet connection on its premises?	g2a		If <b>no</b> , go to G3
If <b>yes</b> , is this establishment's Internet connection used to: (multiple answers possible)	Yes	No	
- Communicate with clients and suppliers?	g2b1		
- Deliver services to this establishment's clients?	g2b2		
- Do research and develop ideas on new products and services?	g2b3		
- Make purchases for this establishment?	g2b4		
Do concerns about the security of Internet connections or authentication of parties in a transaction affect the volume and/or nature of these purchases?	g2c		
In <b>2006</b> did this establishment experience unavailability of Internet connection?	g2d1		
If <b>yes</b> :			
- How many times over a typical month?	g2d2		
- On average how long did the unavailability of the connection last?	g2d3	hrs	

## PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

## G - INFRASTRUCTURE & SERVICES

G3) ASK THIS QUESTION ONLY FOR RETAIL ESTABLISHMENTS

	Area	Units
What is the total selling area in this establishment? Please specify the measurement unit (see table below)	g3a1 units <sup>2</sup>	g3a2
	Owned	Leased/ Rented
Of the buildings occupied by this establishment, what percentage are:	g3b1 %	g3b2 %
Over the last three years:	Yes	No
Has this establishment attempted to acquire new land or buildings to expand operations?	g3c	
If <b>yes</b> , have any of these attempts been unsuccessful?	g3d	

Unit	
Square Feet	1
Square Yards	2
Square Meters	3
Other (specify)	4
g3a2x	

G4)

G5)

G6)

G7)

G8)

In <b>2006</b> , did this establishment:	Yes	No	If <b>yes</b> , how much was spent,	
			as a total amount	or as a % of annual sales
Pay for security (equipment, personnel, or professional security services)?	g8a		g8b1 KSh	g8b2 %
Make any protection payments (to organized crime to prevent violence)?	g8K2		g8K2a KSh	g8K2b %

G9)

	Yes	No	
In <b>2006</b> , did this establishment experience incidents of theft, robbery, vandalism or arson?	<b>g9a</b>		If <b>no</b> go to G10K
<b>If yes,</b>			
- How many incidents occurred?	<b>g9K1</b>		
- How many were reported to the police?	<b>g9K2</b>		
- How many reported incidents were solved (that is, the perpetrator was caught)?	<b>g9K3</b>		
- What were the estimated losses? (calculated as the total annual value or as a percentage of annual sales)	<b>g9b1</b> KSh	<b>g9b2</b> %	

G10K)

To what <b>extent</b> are the following operations/decisions of your establishment affected by the security situation in the area?	Extent
- Hours of operations	<b>g10K4</b>
- Transportation of goods	<b>g10K5</b>
- Investment decisions	<b>g10K6</b>

Extent	
Not at all	1
To some extent	2
To a significant extent	3

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# H - CONFLICT RESOLUTION/LEGAL ENVIRONMENT

H1)

To what extent do you <b>agree or disagree</b> with the following characteristics of the court system when resolving business disputes (see definition below)? (See table below)	Rating
- Fair, impartial and uncorrupted	<b>h1a</b>
- Quick	<b>h1b</b>
- Affordable	<b>h1c</b>
- Able to enforce its decision	<b>h1d</b>

Business disputes
Matters of payment for goods or services, liability and property right enforcement. Labor disputes are not included.

Agree or disagree	
Strongly disagree	1
Tend to disagree	2
Tend to agree	3
Strongly agree	4

H2)

	Yes	No	
In the last 2 years, did your establishment have a payment dispute over payments owed to it in which a third party (such as arbiters, collecting agency or judicial system) was involved?	<b>h2a</b>		If <b>no</b> , go to I1
- If <b>yes</b> , was the court system used to resolve it?	<b>h2b</b>		If <b>no</b> , go to I1
	Yes	No	Still in process
If <b>yes</b> , was a court judgment made?	<b>h2c</b>		If <b>no</b> or <b>still in process</b> , go to I1
- If <b>yes</b> , how many weeks did it take the courts to come to judgment on this dispute (from the day the establishment first took court action until the moment a judgment was made)?	<b>h2d</b> weeks		
	Yes	No	Still in process
- Was the decision of the court enforced?	<b>h2e</b>		
If <b>yes</b> , how many weeks did the enforcement of the court judgment take?	<b>h2f</b> weeks		

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# I - BUSINESS – GOVERNMENT RELATIONS

I1)

<b>Over the last 12 months</b> , in a typical week, what percentage of total senior management's time was spent in dealing with requirements imposed by government regulations? (see definition below)	<b>i1a</b> %	
To what extent do you <b>agree or disagree</b> with the following statements? (see table below and show card)		
- Government officials' interpretations of the laws and regulations affecting this establishment are consistent and predictable	<b>i1b1</b>	
- It is common for establishments in this line of business to have to pay informal payments/gifts to get things done with regard to customs, taxes, licenses, regulations, etc.	<b>i1b2</b>	
- Establishments in this line of business know in advance about how much this informal payment/gift is to get things done.	<b>i1b3</b>	
We've heard that establishments are sometimes required to make gifts or informal payments to public officials to "get things done" with regard to customs, taxes, licenses, regulations, services etc. On average, what percentage of total annual sales, or estimated annual value, do establishments like this one pay in informal payments/gifts to public officials for this purpose?	<b>i1c1</b> %	<b>i1c2</b> Ksh
When establishments like this one do business with the government, what percentage of the contract value would typically be paid in informal payments/gifts to secure the contract?	<b>i1d</b> %	

Agree or disagree	
Strongly disagree	1
Tend to disagree	2
Tend to agree	3
Strongly Agree	4

Senior Management
Managers, directors, and officers above direct supervisors of production/sales workers.

Government regulations
For example : taxes, customs, labor regulations, licensing and registration, including dealings with officials and completing forms

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# I - BUSINESS – GOVERNMENT RELATIONS

I2)

In the last 2 years, did you request:	Yes	No	If yes, how many days did it take to obtain? If still in process, write "SIP"	If yes, was a gift or informal payment ever expected/requested?	
				Yes	No
A mainline telephone connection	i2a1		i2a2 Days	i2a3	
An electrical connection	i2b1		i2b2 Days	i2b3	
A construction-related permit	i2d1		i2d2 Days	i2d3	
An import license	i2e1		i2e2 Days	i2e3	
An operating license	i2f1		i2f2 Days	i2f3	

I2K1)

Does your establishment need the following licenses/permits to operate?	Yes	No	If yes, how many days did it take to obtain? If still in process, write "SIP"	If yes, was a gift or informal payment ever expected/requested?	
				Yes	No
A single business permit	i2K1a1		i2K1a2 Days	i2K1a3	
An expatriate work permit	i2K1b1		i2K1b2 Days	i2K1b3	

I2K2)

			Yes	No
Does this establishment need to renew licenses and/or permits periodically (ex. every year, every two years, etc.)?			i2K2a	
If yes,	Number to be renewed		Average time needed to renew	
	Permits/Licenses		Permits/Licenses	
- At the Local Government level:	i2K2b		i2K2c Days	
- At the National Government level:	i2K2d		i2K2e Days	



I2K3)

If <b>yes</b> , to I2, I2K1, or I2K2:	Yes	No
In 2006, did you use facilitators, consultants, or one or more employees to help you process these permits and/or licenses?	i2K3a	
- If <b>yes</b> , what was the total cost/salary paid in a year by your establishment to those facilitators, consultants, and/or employees?	i2K3b	

I3)

	Yes	No
Over the last 12 months, was this establishment visited by, inspected by, or required to meet with tax officials?	i3a	
- If <b>yes</b> , how many times?	i3b	
	Yes	No
- In any of these visits, inspections or meetings, was a gift or informal payment expected/requested?	i3c	

I3K)

	Yes	No
In <b>2006</b> , did your establishment file one or more requests to obtain a VAT refund from the Kenya Revenue Authority?	i3K1	
- If <b>yes</b> , how many days, on average, did it take to obtain the refund (from the day the request was filed)?	i3K2 Days	

I4)

What percentage of total annual sales would you estimate a typical establishment in your sector of activity reports for tax purposes?	i4	%
---	----	---

*Please refer to the following definitions for this section*

Definitions	
Skilled production workers :	Persons involved directly in the production process or at a supervisor level and whom management considers to be skilled
Unskilled production workers :	Persons involved in production processes but whom management considers to be unskilled.
Non production workers :	Management, professional, support, administrative, sale employees and others
Temporary/seasonal workforce	All paid short-term (i.e. for less than a fiscal year) employees that work 8 or more hours per day with no guarantee of renewal of employment contract)
Permanent workforce	All paid employees that work 8 or more hours per day and that are contracted for a term of one or more fiscal years and/or have a guaranteed renewal of their employment contract.
Part-time workers	All paid workers that work less than 8 hours per day

J1)

How many full-time employees did this establishment employ when it started operations?	j1
--	----

J2)

Please describe the <b>full-time permanent workforce</b> of your establishment:	<b>Total</b>
Total number of employees at the end of <b>2006</b>	j2a
Total number of employees at the end of <b>2003</b>	j2c

J3)

Please describe the <b>full-time seasonal/temporary workforce</b> of your establishment in <b>2006</b>	
Total number of seasonal/temporary employees :	j3a
– Percentage of which are female:	j3b %
Average length of employment (months)	j3c Months

J4)

At the end of <b>2006</b> , how many <b>part-time</b> workers did you employ?	j4a
---	-----

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# J – LABOR RELATIONS

J5)

What percentage of the total workforce would you estimate the typical establishment in your line of business declares for tax purposes?	j5	%
---	----	---

J5K)

	Yes	No	
In <b>2006</b> , did this establishment attempt to hire skilled workers?	j5K1		If <b>no</b> go to J6
If <b>yes</b> , did this establishment experience a shortage in any of the following categories :	Yes	No	
– Managers	j5K2		
– Accountants	j5K5		

J6)

How did this establishment find its most recent employee? (see table below and show card)	j6a				
What percentage of your workforce is currently unionized?	j6b	%			
	Yes, to hire	Yes, to fire	Yes, to both	No	
In 2006, did labor regulations affect your decisions about hiring or firing permanent employees in a significant way?	j6c				If <b>no</b> go to J7
If <b>yes</b> , if you had not had to comply with labor regulations, would you have:	Yes	No			
– Hired workers?	j6d				
If <b>yes</b> , how many?	j6e				
– Fired workers?	j6f				
If <b>yes</b> , how many?	j6g				

New employees			
1	Through family/friends	4	Public announcement/advertisement
2	Public placement office	5	School-related network
3	Private placement office	6	Other (Specify)
j6ax			

J7) ASK THIS QUESTION ONLY FOR IT ESTABLISHMENTS

How important is the technical staff's working <b>knowledge of English</b> to successfully conduct the tasks required in this establishment's line of business? (see table below)	j7a	
In the last three years, did the <b>average wage rate</b> increase, remain the same or decrease for employees with the following sets of skills (see table below)? If it increased or decreased, please estimate the percentage change during the period:	Rate	If 1 or 3, % of change
Basic computer skills (to fill out online forms move between forms and files, retrieve and save information, and perform elementary word processing, data entry, or software installation)	j7b1	j7b2 %
Good working knowledge of standard office software (to manipulate and format information, do sophisticated word processing to create customized documents, customized spreadsheets, create databases, and use presentation software)	j7c1	j7c2 %
Facility with industry specific software (to produce original digital media content, designer web pages and customized graphics design content, or use specialized financial or business management software)	j7d1	j7d2 %
Knowledge of hardware and maintenance (the ability to troubleshoot and provide technical and network support)	j7e1	j7e2 %
Advanced knowledge of programming and application or system architecture (the ability to write new software and design system architectures)	j7f1	j7f2 %

Knowledge of English	
Not important	1
Slightly important	2
Fairly important	3
Very important	4

Average wage rate	
Increase	1
Remain the same	2
Decrease	3

J8)

J9)

In <b>2006</b> , did your establishment undertake any of the following activities to prevent HIV/AIDS among employees?	Yes	No
- HIV prevention messages	j9a	
- Free condom distribution	j9b	
- Anonymous HIV testing	j9c	

J10)

In the past 24 months, has your workforce been affected in any of the following ways:	Yes	No
- High absenteeism among workers due to sickness	j10a	
- High absenteeism among workers who need to care for family members or friends due to sickness	j10b	
- High absenteeism among workers due to HIV/AIDS	j10c	
- High absenteeism among workers who need to care for family members or friends due to HIV/AIDS	j10d	

K1)

	Yes	No
In <b>2006</b> , did this establishment have its annual financial statements checked and certified by an external auditor?	k1a	
Does this establishment currently have a checking and/or saving account?	k1b	
In 2006, what share of this establishment's financial transactions (sales and purchases) was done through a financial institution?	k1K1 %	

K1K)

		If owned,			
Of the land occupied by this establishment, what percentage does it:		In what year did your establishment most recently register title to land?	How many days did it take to register the title?	Was a gift or informal payment ever expected/requested?	
				Yes	No
– Own	k1c1 %	k1K2	k1K3 days	k1K4	
– Lease	k1c2 %				
– Other (specify): k1c3x	k1c3 %				

K2)

	Yes	No
Does your establishment have an overdraft facility?	k2a	
– If <b>yes</b> , what is the average annual interest rate?	k2b %	

K3)

For 2006, please estimate the proportion of financing from the sources below for :	Working capital (Current assets)	Did you purchase Fixed assets in 2006?		If No, go to K3K
		Yes	No	
		k3a		
		Purchases of fixed assets		
Internal funds/Retained earnings	k3a1 %		k3a2 %	
Borrowed from private commercial banks	k3b1 %		k3b2 %	
Borrowed from state-owned banks and/or government agency	k3c1 %		k3c2 %	
Borrowed from non-bank financial institutions	k3d1 %		k3d2 %	
Purchases on credit from suppliers and advances from customers	k3e1 %		k3e2 %	
Borrowed from family/friends	k3f1 %		k3f2 %	
Borrowed from informal sources (e.g., moneylenders)	k3g1 %		k3g2 %	
Issued new equity (shares)			k3h2 %	
Issued new debt (including commercial paper and debentures)			k3i2 %	
Other (Specify): k3j1x k3j2x	k3j1 %		k3j2 %	
<b>Total</b>	<b>100%</b>		<b>100%</b>	

Current assets
Inventory, accounts receivable and cash accounts

Fixed assets
Machinery, vehicles, equipment, land, or buildings

K3K)

Did this establishment borrow in foreign currency:			If yes, what was the average annual interest rate on total borrowing in foreign currency?
	Yes	No	
- In 2006?	K3K1		K3K1a %
- In 2003?	K3K2		K3K2a %

# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# K – FINANCE

K4)

	Yes	No	
Does your establishment currently have a line of credit or loan from a financial institution?	k4a		If <b>No</b> , go to K5
If <b>yes</b> , for the most recent line of credit or loan which is still current:	Line of credit	Loan	
– Is it a line of credit or a loan?	k4b		
– What year was it approved?	k4c		
– What was the amount at the time of approval?	k4d	Ksh	
– What is the average annual interest rate?	k4e	%	
– What is the total duration (term) in months?	k4f	Months	
– What <b>type of financial institution</b> granted the line of credit or the loan? (see table below)	k4h		
	Yes	No	
Did your financial institution require collateral?	k4i		If <b>No</b> , go to K5
If <b>yes</b> , which of the following assets were required as collateral:	Yes	No	
– Land, buildings	k4j1		
– Machinery and equipment including movables	k4j2		
– Accounts receivable and inventories	k4j3		
– Personal assets of owner (house, etc.)	k4j4		
– Other (Specify): k4j5x	k4j5		
– If <b>yes</b> , what was the approximate value of the collateral required as a percentage of the amount of the loan or line of credit?	k4k %		Go to K5

Type of financial institution	
Private commercial banks	1
State-owned banks and/or government agency	2
Non-bank financial institutions (microfinance institution, credit cooperative, credit union, finance company)	3
Other	4

K5)



# PRODUCTIVITY & INVESTMENT CLIMATE SURVEY

# K – FINANCE

	Yes	No	
In <b>2006</b> , did this establishment apply for loans or lines of credit?	k5a		If <b>No</b> , go to K6
- If <b>yes</b> , how many applications were submitted?	k5b		
- How many of those applications were rejected?	k5c		If <b>0</b> , go to K6K
- What was the most common <b>reason</b> given by the lender for those rejections? (see table and show card)	k5d		Go to K6K

Reason cited by lender	
Collateral or cosigners unacceptable	1
Insufficient profitability	2
Problems with credit history/report	3
Incompleteness of loan application	4
Concerns about level of debt already incurred	5
Other objections	6

K6)

If your establishment did not apply for a line of credit or a loan, what was the <b>main reason</b> ? (see table below and show card)	k6
---	----

Main reason	
No need for a loan - establishment has sufficient capital	1
Application procedures for loans or line of credit are complex	2
Interest rates are not favorable	3
Collateral requirements for loans or line of credit are unattainable	4
Size of loan and maturity are insufficient	5
Did not think it would be approved	6
Other	7

K6k)

	Yes	No
Does your establishment currently have a multiyear business plan?	k6K1	
Did your establishment have one 5 years ago?	k6K2	

L1)

	2006 (Ksh)	2003 (Ksh)
What were the total sales of your establishment in:	I1b	I1c

L2)

Please provide the following information on your establishment's costs:	2006 (Ksh)
- Total cost of purchases (ASK THIS QUESTION ONLY FOR RETAIL ESTABLISHMENTS)	I2a
- Total cost of labor, including wages, salaries and bonuses and social payments	I2b
- Total cost of rental of land/buildings, equipment, furniture	I2d

L3)

Please provide the following information on your establishment's costs:	2006 (Ksh)
- Electricity	I3a
- Communications services	I3e

L4)

In <b>2006</b> , how much did your establishment spend on purchases of:	2006 (Ksh)
- Machinery, vehicles and equipment (new and/or used)	I4a
- Land and buildings	I4b
- Information technology	I4c

## M - FEEDBACK

Month(MM)	Day(DD)	Hour	Minutes	AM/PM
endmonth	endday	endhour	endmin	endampm

I perceive the answers to questions regarding <b>opinions and perceptions</b> to be (see table below):	m1	
The answers to questions regarding <b>figures</b> (productivity and employment numbers) (see table below):	m2	
This <b>questionnaire</b> was completed in (see table below):	m3a	
– If <b>2</b> or <b>3</b> , estimate the duration of the whole interview	m3b1 h	m3b2 min

Opinions and Perceptions	
Truthful (reflect real opinions)	1
Somewhat truthful	2
Not truthful	3

Figures	
Are taken directly from establishments' records	1
Are estimates computed with some precision	2
Are arbitrary and unreliable numbers	3

Questionnaire	
One visit in face-to-face interview with one person	1
One visit in face-to-face interview with different managers/staff	2
Several visits	3

## comments

[illegible]