



Record new address and contact details, so they can be attempted to be interviewed at this new address
5 = Respondent not found
6 = Respondent verified as deceased (end survey)
7=Other (Specify)

*This is a set of questions to be asked of neighbors, other family members, etc. if the person cannot be located this time around, or if they refuse to participate anymore in the survey. If the reason for attrition is refusal and the interviewer can observe the owner and whether or not he or she has a business, then the interviewer can be one of the information suppliers in 2.*

2. Who is supplying information about the business (more than one person possible)?

Co-business owner to the intended Respondent	<b>1</b>
A relation to the intended Respondent	<b>2</b>
Friend to the intended Respondent	<b>3</b>
Business neighbor	<b>4</b>
Others...specify	<b>5</b>

3. Does the targeted respondent currently own a business?

1 = Yes
2 = No -> Q5
3= Don't know -> Q5

4. Approximately how many employees does this business have?

Write in number/figures(e.g 2)

**Don't know, write in -999**

5. Where does this person currently live?

1 = In the same market area as the survey
2 = In a different location area within the same county as the survey
3 = Elsewhere in Kenya
4 = In another country
5 = Could not be established

*End Interview for Attritors*

## SECTION 2: CURRENT BUSINESS STATUS

2.3 Which of the following explains your current situation:

1. I continue to operate the same business as I did the last time you interviewed me -> Section 5
2. I have closed that business, but am now operating a different business -> Question 2.4
3. I no longer operate a business -> Section 3 (*This should include people who claim never to have operated a business*)

2.4 What is the new type of business that you now operate? (e.g. selling tomatoes, making clothes, etc.)

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2.5 When did you start the new business?

Month \_\_\_\_\_ Year \_\_\_\_\_

*If the respondent is still in business, Go to Section 5*

## SECTION 3: NO LONGER ENGAGED IN BUSINESS ACTIVITY

Enumerator: Ask this section to respondents who are no longer in business

3.1 When did you stop operating a business (including opening new business)?

*(i.e. the time the target respondent operated the business last)*

3.1m Month : \_\_\_\_\_ 3.1y Year : \_\_\_\_\_

999. Don't know

3.8 After closing the business, what is your main activity now? (To make it easier, I will list some possible activities)

1. Working for wage-includes casual and formal employment → ask 3.13
2. Looking for work → go to last Section
3. Housework or looking after children → go to last Section
4. Other (specify) \_\_\_\_\_ -> go last Section

**If currently working as a wage worker (i.e. answered 1 for question 3.8):**

3.13 How much did you earn from this work last week? (Consider a 7 day period. Include all types of income such as bonuses, overtime, in-kind payments. If the payment is done monthly, divide by 4)

Now go to last Section if they don't currently own a business

## SECTION 5: ASSETS, INCOME, EXPENSES AND PROFIT

4.2 Do you keep records for income, expenses assets etc. of your business?

- 1) Yes
- 2) No

5.7 What were the total sales of your business YESTERDAY? \_\_\_\_\_

**Write zero if the business was closed yesterday. Include sales on credit and value of any sales in a barter transaction.**

*5.7a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range of sales*

Which of the following ranges is yesterday's sales in?

0(zero)

1 to 200 KSH

201 to 300 KSH

301 to 400 KSH

401 to 500 KSH

501 to 700 KSH

701 to 1000 KSH

1001 to 1500 KSH

1501 to 2000 KSH

2001 or more

5.8 What were the total sales of your business in the LAST WEEK? \_\_\_\_\_

*Write zero if the business was closed in the last week. If today is Tuesday, begin asking from Tuesday last week*

*5.8a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range of sales*

Which of the following ranges is last week's sales in?

0(zero)

1 to 999 KSH

1000 to 1499 KSH

1500 to 1999 KSH

2000 to 2499 KSH

2500 to 2999 KSH

3000 to 3999 KSH

4000 to 4999 KSH

5000 to 6999 KSH

7000 to 9999 KSH

10000 KSH or more

5.9 What was the total income the business earned during last WEEK after paying all expenses including wages of employees, but not including any income you paid yourself. That is, what were the profits of your business during last WEEK? KSh. \_\_\_\_\_

*Note: If you paid yourself a salary, add that back in to your profits.)*

-999. Don't know/ refuse answer

*5.9a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range of sales*

*Which of the following ranges is last week's profits in?*

*0(zero)*

*1 to 499 KSH*

*500 to 999 KSH*

*1000 to 1499 KSH*

*1500 to 1999 KSH*

*2000 to 2499 KSH*

*2500 to 2999 KSH*

*3000 to 3499 KSH*

*3500 to 3999 KSH*

*4000 to 4499 KSH*

*4500 to 4999 KSH*

*5000 to 5999 KSH*

*6000 to 6999 KSH*

*7000 to 9999 KSH*

*10000 to 14999 KSH*

*15000 KSH or more*

5.10 What were your profits in the worst week for your business so far in 2014? Ksh  
\_\_\_\_\_

5.11 Tell me now about the product or service that you sell that accounts for the highest percentage of your profits:

- a) Name of the product \_\_\_\_\_
- b) FO: What is the main unit you sell this product in (e.g. 1 kg bags, single item, 1 bunch of bananas, etc.): \_\_\_\_\_
- c) Cost of the raw materials used to produce one unit: KSH \_\_\_\_\_
- d) What is the typical price you charge for this product? KSH \_\_\_\_\_
- e) How many units of this product did you sell in the last week? \_\_\_\_\_

5.14 How many customers did your business have in a typical week this month? \_\_\_\_\_

5.14 a. If answer is "don't know", prompt for a range:

*Fewer than 5*

*5 to 10*

*11 to 20*

*21 to 30*

*31 to 40*

*41 to 50*

*51 to 75*

*76 to 100*

*More than 100*

5.15 . Have gained a new regular customer in the past three months who previously did not shop at your business?

1 = Yes

2 = No

5.16 Have you lost a regular customer in the past three months, who no longer shops at your business?

1 = Yes

2= No

## SECTION 6: LAST SECTION (ASK EVERYONE)

1.4 Imagine for a minute that you are living the best life you can possibly imagine. Now imagine that your life is the worst it could possibly be. Imagine a ladder with 10 steps. Suppose we say that the top of the ladder (step 10) represents the best possible life for you and the bottom (step 1) represents the worst possible life for you. Which step on the ladder best represents where you personally stand at the present time?

1.5 Think about your life five years from today. Which step best represents where you personally will be on the ladder five years from now?

a) Presently	b) 5 year's time
<b>10 High</b>	<b>10 High</b>
<b>9</b>	<b>9</b>
<b>8</b>	<b>8</b>
<b>7</b>	<b>7</b>
<b>6</b>	<b>6</b>
<b>5</b>	<b>5</b>
<b>4</b>	<b>4</b>
<b>3</b>	<b>3</b>
<b>2</b>	<b>2</b>
<b>1 Low</b>	<b>1 Low</b>

**6.3** Are you currently married?

1= Yes

2= no \_> go to Q6.8

**6.4** Does your husband operate a business?

1 = Yes

2 = No

**6.5** What is your husband's main occupation?

1 = Wage work

2 = Agricultural labor

3 = Self-employment/running a business

4 = Other paid work (specify)\_\_\_\_\_

5 = Does not currently work

**6.6** How much do you think your husband earned last week from all paid work, including wage work and any business he runs?

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-999. Don't know/ refuse answer

*6.6a If they don't know, please prompt to get their best estimate. If they refuse to answer with a best estimate, then please elicit a range*

*Which of the following ranges is his last week's income in?*

*0(zero)*

*1 to 499 KSH*

*500 to 999 KSH*

*1000 to 1499 KSH*

*1500 to 1999 KSH*

*2000 to 2499 KSH*

*2500 to 2999 KSH*

*3000 to 3499 KSH*

*3500 to 3999 KSH*

*4000 to 4499 KSH*

*4500 to 4999 KSH*

*5000 to 5999 KSH*

*6000 to 6999 KSH*

*7000 to 9999 KSH*

*10000 to 14999 KSH*

*15000 KSH or more*

**6.7 Have you heard of the Uwezo Fund?**

**1= Yes**

**2= No -> Q 6.9**

**6.8 Have you already taken a loan from the Uwezo Fund?**

**1= Yes**

**2= No**

**6.9** If you wanted to borrow 10,000 KSH from a bank or microfinance institution or a fund (Women Enterprise Fund, Uwezo fund) to use in your business, do you think you could get this loan?

1= Yes

2= No

3= Don't know/Not sure

4 = Refuse to answer

**6.10** If you received a grant of 10,000 KSH to spend however you like, what would you spend it on?

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Open-ended response, plus then ask how much would be spent on the following categories:

- a) Household needs (food, clothing, etc. for household members)\_\_\_\_\_
- b) Children's school fees \_\_\_\_\_
- c) New goods for your household (TV, sewing machine, etc.) \_\_\_\_\_
- d) Raw materials or goods to sell in your business \_\_\_\_\_
- e) New machinery or equipment for your business \_\_\_\_\_
- f) Other business uses \_\_\_\_\_
- g) Gifts to other individuals \_\_\_\_\_
- h) Other (specify) \_\_\_\_\_