



## M'Lop Tapang's Small Business Set-Up Activities Internal Research to Measure Impact (2017)

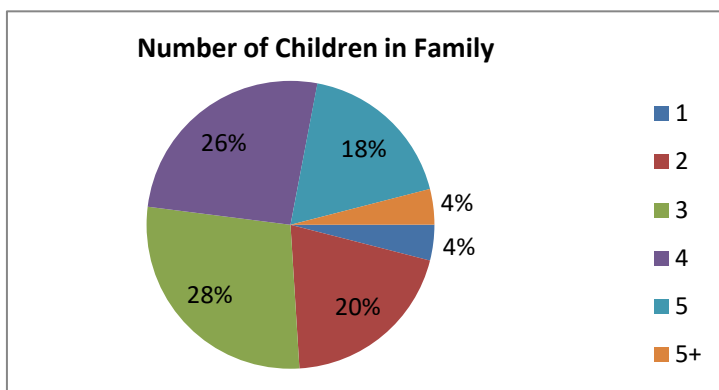
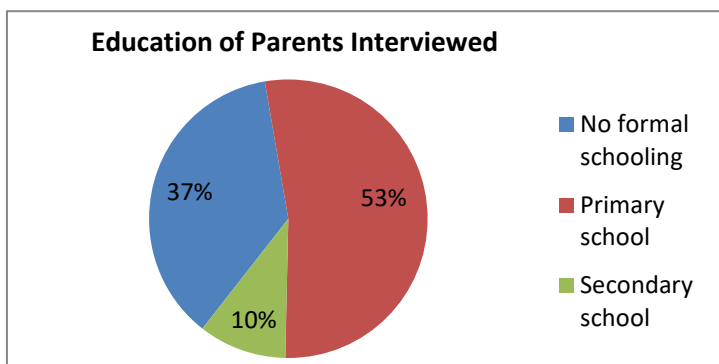
**Background:** Poverty is a leading reason that parents are unable to always provide for their children's needs. M'Lop Tapang's Outreach Team works with local families in small business set up projects to increase their income generation.

The decision to assist a family to start up a small business is based on assessments by M'Lop Tapang's Outreach team. The types of businesses are dependent on the family's abilities and interests. These businesses have included such things as helping families to raise pigs or chickens, assisting with fishing, laundry services, vegetable selling, etc.

**Research Project:** More than 110 families have been supported by M'Lop Tapang to start up small business projects since 2012. A random sample of 50 of those families was selected to conduct a follow up survey with.

### The Interviewees:

- **Marital Status:** 76% of the interviewees were married, 4% were divorced, and 20% were widows/widowers
- **Age:** 66% of the parents interviewed were between the ages of 30 and 50 years old.



*"M'Lop Tapang helped me to have a job when I had no job. The extra income has helped reduce my worrying and now we have money to buy food and send my children go to school."*

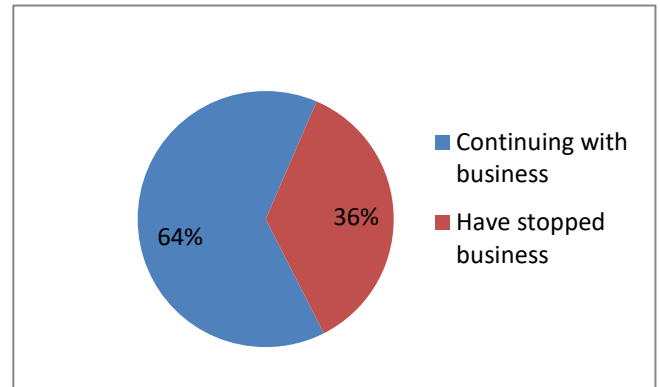
This 48 year old single parent mother of five children was helped with two small businesses set up ventures. She makes weaved floor mats at her home to sell. She also earns an income by buying vegetables from one of the main markets in town and then travels around on her motorcycle to resell them for a profit in local neighborhoods.



### Research Findings:

**Of the 50 families surveyed, 32 (64%) are continuing with the business that they were assisted in getting started with.**

- Of the 18 families surveyed that have not continued with the business set ups assisted by M'Lop Tapang, the reasons included: found other employment (9), illness (2), family problems (1), business failed (6<sup>1</sup>)



**Of those 32 families interviewed that is continuing with their businesses:**

### Income generation:

- **81% (26/32) reported increased income with their business**
  - 44% of those 26 families reported an increased monthly income of at least \$60
- **66% (21/32) reported that the business is their primary source of income while 33% (11/32) report that it is a supplemental income.**

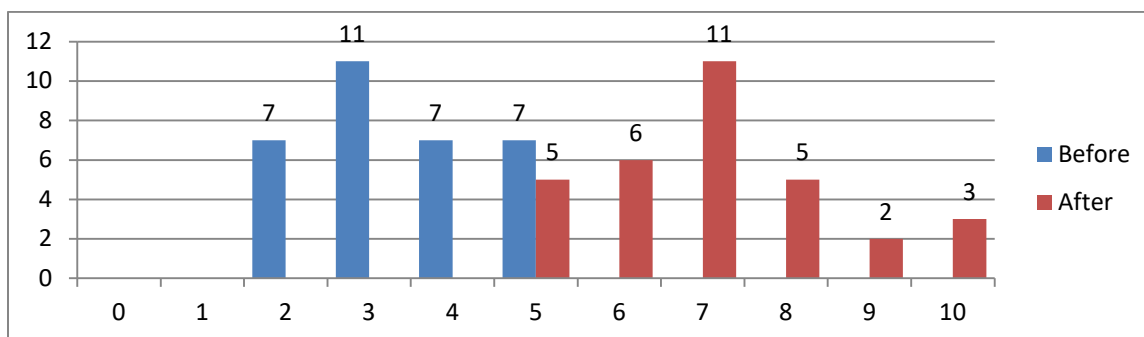
### Debt Reduction:

- **19/32 reported that they had debts before the businesses set up. This decreased to 16/32 after business set up**
  - Of those that still have debts, 50% reported that their debts were less

### Concerns about food security:

Using a scale of 0 – 10, interviewees were asked to rate their concerns over food security before and after starting their small businesses.

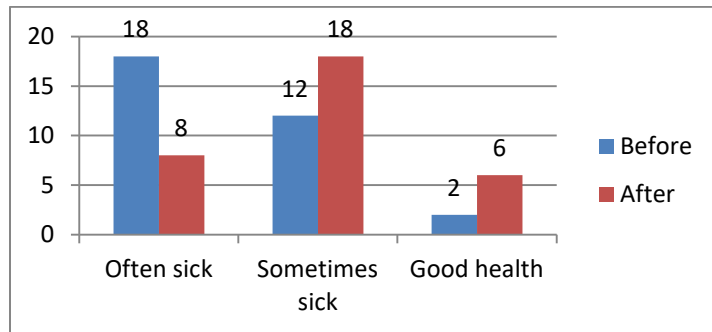
- 0 = very worried about not having enough food
- 5 = have food but not enough
- 10 = have enough food of good quality



<sup>1</sup> Reasons reported for businesses failing include difficulty in growing vegetables, not enough income from fishing, new house eliminated space for raising pigs, livestock died, no motorcycle to travel and sell products



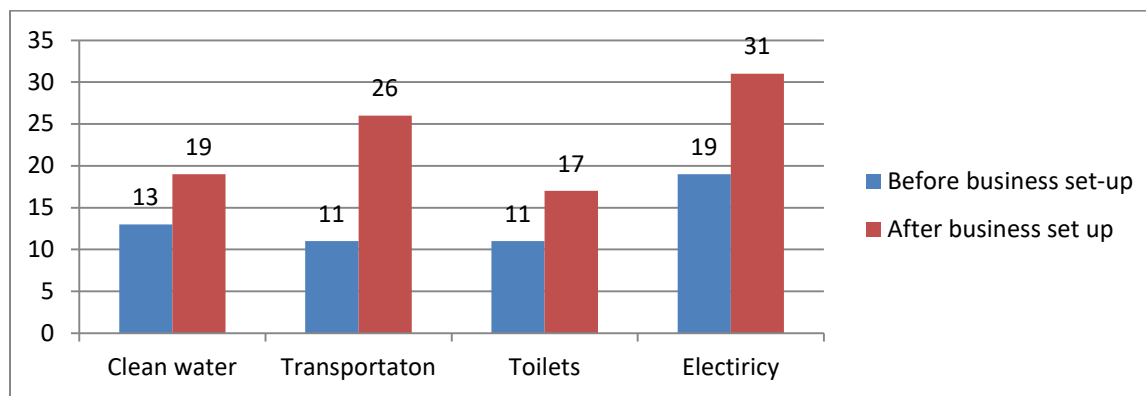
### Family Health:



#### Help with Health Costs

- **84 % (27/32) reported that income from business set up helped to pay for health related costs.**
  - For almost half, the costs were related to transportation to MT clinic for free medical care

### Access to basic needs:



#### Access to clean water:

- **25 % (7/32) reported having access to clean water that they did not have before**
  - 59 % (19/32) reported having access to electricity before and after business set up
  - 3% (1/32) continue to have no access to electricity

#### Access to transportation:

- **47 % (15/32) reported having increased to transportation (bicycle, motorcycle)**

#### Access to adequate toilets:

- **22 % (7/32) having access to toilets that they did not have before**
  - 33 % (10/32) reported having access to toilets before and after business set up
  - 47 % (15/32) continue to have no access to adequate toilets

#### Access to electricity:

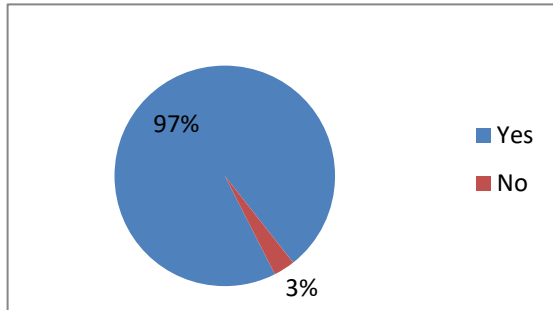
- **24 % (12/32) reported having access to electricity that they did not have before**
  - 59 % (19/32) reported having access to electricity before and after business set up
  - 3% (1/32) continue to have no access to electricity



**Education:** There were very little changes in status related to education and businesses set up. This may be due to the fact that most families were already receiving support for education of the children from MT prior to business set up, or the ages of the children before and after business set up.

### Other services provided by MT:

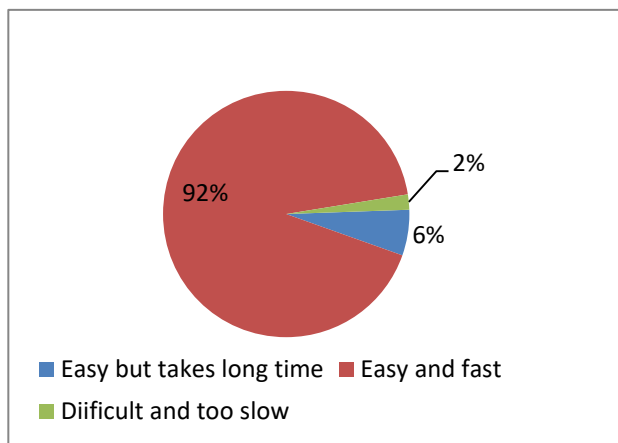
M'Lop Tapang provides holistic services and many families are provided more than just business set up assistance.



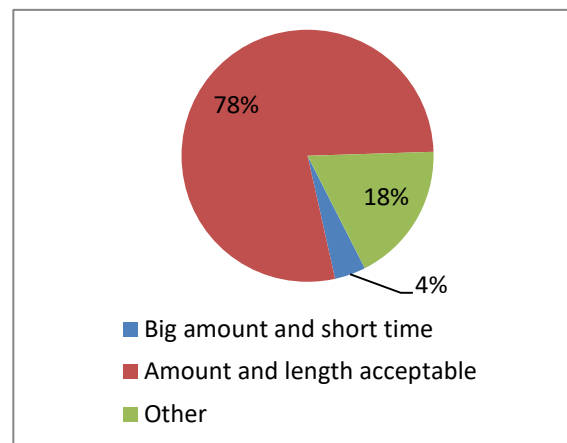
**97% of those interviewed (31/32) reported that they were provided with more than one service by MT**

**64% (20/31) were provided with three or more services** (eg. education support, medical care, emergency support)

### Feedback about the business set-up process



### Feedback about process of paying back



### Recommendations from research findings to improve program:

- Important to carefully assess and match business set up with client skills abilities
- Recognize that clients will need multi-service social support
- Increase baseline data collection prior to business set up
- Inclusion of child feedback in future all research and evaluation projects