

INFRASTRUCTURAL DEVELOPMENT AS PREDICTOR TO SMALL & MEDIUM ENTERPRISES PERFORMANCE IN NIGERIA

Dr. AKINYELE, Samuel Taiwo

Dept. of Entrepreneurial Studies, Federal University of Agriculture, Abeokuta, Ogun State, Nigeria

Email: akinyelest@funaab.edu.ng

AKINYELE, Feyisayo Esther

Dept. of Business Administration, School of Postgraduate Studies, Crawford University Igbesa, Ogun State, Nigeria

Email: fevisayosam@yahoo.com

AJAGUNNA, Oladimeji Daniel

Dept. of Entrepreneurial Studies, Federal University of Agriculture, Abeokuta, Ogun State, Nigeria

Abstract

This study is aimed at examining the effect which infrastructures have on SMEs performance. The main objective of the study was to critically examine the effects which certain infrastructures have on the performance of small and medium scale enterprises and to achieve this, salient issues on main infrastructures such as education, power/electricity, technology and transportation were examined to analyse what effects they have on SMEs using some performance measures such as; business survival, profitability, sales turnover and product/service delivery. The research design utilized for this study was the quantitative research design while the population includes all the 593 registered SMEs in Ogun-State (According to SMEDAN). A total of 239 questionnaires were administered to the target sample to find out the effects of the mentioned infrastructures on the performance of SMEs. Both the stratified and the simple random sampling techniques were utilized during the course of the study. To achieve the objectives of the study, four hypotheses were formulated and tested from the structure of the research questions. Furthermore, ANOVA was used in testing these hypotheses with the help of SPSS. The findings show that there is a significant positive correlation between infrastructures and SME performance, this implies that infrastructures play a huge role in ensuring the successful business operation of SMEs. It is therefore recommended that government should adequately provide these basic infrastructures for SMEs as most infrastructures cannot be afforded by the SMEs themselves. Also, SMEs should also do more to attract governmental attention and interest.

Keywords: Infrastructures, SMEs Performance, Business survival, Technology, Transportation, Electricity/Power

Introduction

The focus on economic development has shifted in recent years from public-sector led economic development to private sector driven economic development. In achieving this, the Small and

Medium Enterprise (SME) sector is usually relied upon because of extant scholarly knowledge of its capacity to contribute to economic development. In 2002, the Honourary Presidential Council on Investment (HPACI) SME sector profile reveals that the SMEs contribute as much as 40% of GDP in developed economies and some developing nations. The report further shows that SMEs constitute over 90% of firms in Nigeria with a meagre 1% contribution to GDP. This disproportionate contribution is as a result of factors within the business environments. Studies have cited several reasons including; access to finance, infrastructural limitations, entrepreneurial competence of owner-managers and the impact of multiple tax. Foremost of these barriers are inadequate finance and lack of infrastructures. (Kessides, 2008) identifies the importance of infrastructures in the process of economic growth.

Interestingly, the Honorary Presidential Council on Investment (HAPCI, 2002), after an in-depth study of the SME sector, gave the reasons limiting the role of SMEs as the hub of entrepreneurship in Nigeria. Some of the reasons given were infrastructural limitations, access to finance, access to enterprise support services, unfavorable business environment and poor access to information about sources of raw materials and market network. Interest in the development of small and medium sized enterprises (SMEs) and their contribution to the development process continue to be in the forefront of policy debates in developing countries. The advantages claimed for SMEs are various including; the encouragement of entrepreneurship, the greater likelihood that SMEs will utilize labor intensive technologies thus have an immediate effect on the promotion of business activities. Sani (2010) believes that indices of micro-economic infrastructural amenities are inadequate and the operation of the functional ones has not been efficient. This indeed has dire consequences for business performance. The SME sector in Nigeria operates in an environment with very poor infrastructure, which deter prospecting firms from entry and hinders international competitiveness (Kessides, 2008; Mandel, 2008; Akinwale, 2010).

Therefore, for these small and medium enterprises (SMEs) to thrive, certain infrastructures must be in place to promote and encourage the activities of such businesses. Infrastructure is the basic physical and organizational structures needed for the operation of a society or enterprise, or the services and facilities necessary for an economy to function. It can be generally defined as the set of interconnected structural elements that provide framework supporting an entire structure of development. It is an important term for judging a country or region's development. The term typically refers to the technical structures that support a society, such as roads, bridges, water supply, sewers, electrical grids, telecommunications, and so forth, and can be defined as "the physical components of interrelated systems providing commodities and services essential to enable, sustain, or enhance societal living conditions." Infrastructure refers to resource systems that have been harnessed for the development of a society. Such systems include telecommunications, energy, transportation, governance and other public utilities (Frischmann, 2005; Frischmann, 2007). The development of a society depends on availability of infrastructures at homes or industries. Acute shortages of infrastructures in Nigeria affect individuals and organisation in the country. Inadequate infrastructures constitute a great threat to human survival in Nigeria, the populous Black African Country with abundant deposits of resources such as petroleum, natural gas and solid minerals. Viewed functionally, infrastructure facilitates the production of goods and services, and also the distribution of finished products to markets, as well as basic social services such as schools and hospitals; for example, roads enable the transport of raw materials to a factory. In military parlance, the term refers to the buildings

and permanent installations necessary for the support, redeployment, and operation of military forces. To make it simple, infrastructure is anything that is needed every day, that is, an everyday item.

Statement of Problem

Infrastructures are basic essential services that should be put in place to enable development to occur. Social and economic activities can be facilitated and accelerated by the presence of infrastructures. It takes little analysis to see that infrastructures play a major role in the economy of a country whether developing or developed. The need for good infrastructure is of great importance to businesses and their owners all over the world and over various sectors of the economy (Adeola, 2005; Agba et al, 2010; Adenipekun, 2013). But unfortunately, the provision of infrastructures to meet the demand of businesses and hence, positively affect the performance of their operation is still in low demand in some parts of the country. It is widely believed that the key to business survival is knowledge. Any who has broken into the business scene recently and has been successful has only been able to do that due to his education and experience. Sound business education will help a business owner to develop his ability to tailor his messages to different types of audiences (communication). Sales skills are also a specialized subset of communications; a business education helps to develop effective sales methods that suit his field of business. Through education prospective business owners will have progressively more challenging educational activities that will enable them to develop the insight needed to discover and create businesses and manage the businesses. Therefore, many start-up businesses have collapsed completely due to the lack of education which makes it difficult for the owner to interact well with customers and develop new strategies at tackling competition. Also in the business world of today, Power/Electricity is very important to the effective performance and continued operation of SMEs. Many businesses have moved from Nigeria to other countries due to the continued drop in electricity supply. Lack of power/electricity infrastructures negatively affects the productivity and profitability of manufacturing SMEs (Adelakan, 2005; Akinwale, 2010; Doe & Asamoah, 2014). The poor quality of electricity supplies in the country is perceived by SMEs to impact their operations negatively. Voltage fluctuations and power outages can halt production, damage equipments and affect product quality. Therefore, it is generally believed that poor power/electricity infrastructure is a serious constraint on SME performance.

Technology has in recent times allowed businesses to expand quickly and efficiently. Business technology such as video conferencing, social networks e.t.c. with business technology, companies can target a wider customer base and ultimately increase its sales level. Through the use of technology, businesses can get closer to its main target market and bring to their awareness its product and services through social networking and thereby increasing the demand for their products. Also through technology, business can provide online self-service, online marketing and also provide needed information about a particular product to the customers. Through technology also, businesses can employ capital intensive production techniques through the use of machines which will ultimately save time and increase production levels making them to meet meeting their product demand and thereby increasing sales. Therefore, without technological infrastructures, businesses would find it difficult to meet its demand and reach its production levels which ultimately affect its performance. The quality of transport infrastructure is a key determinant of performance in the business sector. Transport infrastructure plays a major role as a capital output into production and wealth generation. Transport infrastructure is a necessary input into the production of transport services which in turn are necessary to allow for

the market exchange of final goods and inputs. Due to lack of quality transportation infrastructures, most businesses find it difficult to perform to expectation as they cannot deliver the purchased goods and services at the time they are needed. For example, would be very difficult to deliver goods that are highly perishable along roads that are highly inaccessible.

Objectives of the Study

The broad objective of this research is to find out or ascertain the effects which infrastructures have on the performance of small and medium enterprises (SMEs) in Nigeria. The specific objectives are to:

1. determine the effect of education on business survival
2. examine the impact of power/electricity on business profitability
3. determine the effect of technological infrastructures on sales turnover
4. examine the effect of transportation infrastructures on product/service delivery

Literature Review

Concept of Infrastructure

Infrastructure is basic physical and organizational structures needed for the operation of a society or enterprise, or the services and facilities necessary for an economy to function. It can be generally defined as the set of interconnected structural elements that provide framework supporting an entire structure of development. It is an important term for judging a country or region's development. The term typically refers to the technical structures that support a society, such as roads, bridges, water supply, sewers, electrical grids, telecommunications, and so forth, and can be defined as "the physical components of interrelated systems providing commodities and services essential to enable, sustain, or enhance societal living conditions." Research on infrastructure dwells on different issues such as education, roads, water supply, power grids, telecommunications, and hospitals (Adelakan, 2005; Abosedra *et al.*, 2009; Mandel, 2008; Achimugu *et al.*, 2010). Major infrastructures can be classified into the following categories;

1. Energy/Power Infrastructure: electricity, gas and petroleum pipelines.
2. Transportation Infrastructure: surface roads, rail system, ports, and aviation.
3. Water Infrastructure: Piped water and irrigation.
4. Communication Infrastructure: mass media, internet, phones and postal services.
5. Health Infrastructure: primary, secondary and tertiary health care services.
6. Education Infrastructure: all categories of schools and higher institutions

There is a generally agreed consensus among scholars that infrastructures affect the development of a society (Abosedra *et al.*, 2009; Mandel, 2008; Frischmann, 2007).

The Nature of Infrastructure in Third World Country (Nigeria)

Infrastructure development is one of the bases of assessing the achievements of democratic leaders and it is the foundation of good democratic governance. Agitation for infrastructural development is higher in democratic government than in military dictatorship or compared to developed countries. This is because the resources for provision of infrastructure are always scarce. Ethnic-interest agitation and lobbying are common things in democratic governance in developing countries. This is why the Office of Government Commerce (OGC) in United Kingdom, advised that infrastructure project initiation should be done by an office specifically established to do this job. The Infrastructural report of Nigeria just like any third world country is nothing to write home about. The housing situation is in a very bad state both quantitatively and qualitatively sense of it (Oyedele, 2006; Akinwale, 2010). Most infrastructures are now decayed and need repair, rehabilitation or replacement. Government is the system that plans,

organizes, controls and supervises the people who are resident in an area in order for all to have conducive-environment for living and a sense of belonging. Governments have the power to put in place all measures that it deem fit will make an environment beneficial for living for everybody. Infrastructure development in democratic governance is more challenging because of the accessibility of people to government and involves identifying the right project, carrying out feasibility and viability studies and embarking out physical development of the project. The challenges are numerous and include finance, technology for development, maintenance and design. The challenges also include quality requirements of projects to meet international standard and to be sustainably developed. Projects must meet the carbon emission standard set by international organizations like International Standard Organization. Air capture and analysis are done in communities to ensure that they emit as little greenhouse gases (GHGs) as possible, human settlements must be bio-diversified with co-habitation of other animals and plants and natural environment must be conserved for sustainable development and so on. Tradesmen and other technical human resources needed for infrastructural development are scarce because of lack of training and motivation. "As a result many professional people, tradesmen and women and also senior managers are relocating to other countries" (Robbins et al, 2009). Because of fast money, most youths that supposed to learn a trade are now "commercial bicycle riders". The numerous challenges have not been tackled as they should. Nigeria's lack of basic infrastructure to facilitate sustainable development and trade – both regionally and globally – and to ensure competitiveness is already known by all. In particular, for the large number of local governments, especially the rural ones, the dwellers produce have no access to markets and are not stored, hampered by weak transport and energy infrastructure (Agba et al, 2010; Adenipekun, 2013).

Infrastructural Development in Nigeria

Studies and discussions on the condition of infrastructure in Nigeria has been that it is distressing and highly inadequate to stimulate business activity (Aigbokhan, 1999; Peterside, 2005; Adeola, 2005; Akinwale, 2010). These observations are consequences of epileptic power supply, comatose industrial base and decaying infrastructure. The rate of power supply is depressing and undependable making the expenses incurred by SMEs on power supply moving up to about 40 percent of production cost because they have to source other means of generating electricity to continue production (Tsauni, 2005). These SMEs also operate in an environment where public power and water supply are most unreliable in spite of the timeliness with which the public utilities send their bills. This has been very costly as SMEs that can afford resort to independent power generating sets.

It was reported that the Nigerian power sector has one of the highest percentage of power. SMEs have thus, been compelled to install their generating sets and transmission equipment, thereby adding considerably to their operating and capital costs. The SMEs as a result of epileptic power supply and inability to buy and maintain generating plant are forced into inefficiency resulting from idle time. The deplorable State of water supply for both human consumption and industrial use has been reported. This has impacted negatively on such industries like ternaries, textiles and bottling companies. Unfortunately the SMEs in the water packaging business and other businesses that relies on water as its main raw material for production has faced devastating effect. The entire telecommunication systems in Nigeria has been characterized by serious shortfalls between planned and realized targets due largely to poor management and the low level of executive capacity (Jorgensen, 2001). The cost structure is also reported in Doe &

Asamoah (2014) to be high, ranking 20 out of 24 African countries, twenty-second in internet access and twenty-third in terms of telephone charges. These factors have limited the expected impact of deregulation of telecommunication on business development in Nigeria, especially the global systems for communications. Infrastructural support to SMEs is weak, the roads are in disrepair and sometimes inaccessible especially the rural roads in particular. The railway system has remained in a state of serious disrepair and abandonment and the airports have not fared better so far in facilitating economic progress in the country (Tsauni, 2005; Iwayemi, 2008). Doe & Asamoah (2014) reveals that Nigerian roads, railways, ports and airports were given the least satisfactory assessment of the twenty-four countries in Africa.

The Role of Social Infrastructure in Promoting Business Activities

Social infrastructure has enormous externalities. Education and health are both social infrastructure and are also social goods under social marginal productivity (SMP) which exceeds the private marginal productivity (PMP). Therefore private investment capital in such social infrastructure is likely to fall far short of what is needed. In that case, it is imperative for the state to provide the finance and other complementary resources for the take-off of such social infrastructural projects. Entrepreneurial Education is a very important way to promoting business activities, though education may be a social investment it is also an economic investment, since it enhances the stock of human capital (Onugu, 2005; Ijaiya & Akanbi, 2009; Ogechukwu, 2011). Human resource development may be a more realistic and reliable indicator of modernization or development than any other single measure. It is one of the necessary conditions for all kinds of growth. Social, political, cultural or economic, this economic development is not possible without education and investment in human capital which is hugely productive. Therefore, that it is the duty of the state to initiate a long term programme of educational expansion and reform stretching from a literacy drive to the university level so that in all branches of national life, entrepreneurial education becomes the focal point of business activities. The role of entrepreneurial education as a social infrastructure, and as a stimulant of business activity can be enhanced only if it is qualitatively provided (Familoni, 2011; Enefiok & Ekong, 2011).

Small and Medium Enterprises (SMEs)

In Nigeria small scale industry is not prominently defined and it is not structurally established in the economy; the reason is attributed to the ambiguous concept of small scale enterprise. The definition of small scale industry in Nigeria is not static, but varied functionally within institutions with emphasis on the size of the investment rather than the number of employee. For example, the Central Bank of Nigeria (CBN) (2005) Defines small scale enterprise as an enterprise having an investment and working capital not exceeding N750, 000. In 1979, the Central Bank of Nigeria (CBN) in its credit guideline to banks define Small Scale Enterprise as an enterprise whose annual turnover is not exceeding N500, 000, it is arguable whether the criteria can still hold today given the high cost of operation resulting from deregulation of foreign exchange and inflationary impact. However the Central Bank of Nigeria (CBN, 2005) as defined small scale industry as an industry whose (working capital including land cost) total investment does not exceed 2.5 million naira and whose annual turnover N12.5 million annually. This definition seems to have recognized the impact of inflation and exigencies. Bamidele (2005) defines small scale industries as those industries whose fixed asset and cost of new investment does not exceed N10 million. In the new industrial policy in Nigeria, Small scale enterprise are defined as those enterprise the total investment of between N100, 000 and N2 million excluding the cost of capital and including working capital. Going by all literature

reviewed; the definition of small scale industries yields meaning which varies from institution to institution and from country to country, depending on the level of employment, ownership structure, method of production etc. Right now in Nigeria, businesses which are originally regarded as small scale enterprises has been extended to include Small, Medium and Micro enterprises (SMMEs). (Eboh, 2005; Carpenter, 2006; Etebefia & Akinkumi, 2013).

Small and Medium Enterprises (SMEs) occupy a place of pride in virtually every country or state. Because of their (SMEs) significant roles in the development and growth of various economies, they (SMEs) have aptly been referred to as “the engine of growth” and “catalysts for socio-economic transformation of any country.” SMEs represent a veritable vehicle for the achievement of national economic objectives of employment generation and poverty reduction at low investment cost as well as the development of entrepreneurial capabilities including indigenous technology(Nnaji, 2008; Otegbulu, 2011;Nwangugu, 2012; Nwoji & Oluwalaiye, 2012). Other intrinsic benefits of vibrant SMEs include access to the infrastructural facilities occasioned by the existence of such SMEs in their surroundings, the stimulation of economic activities such as suppliers of various items and distributive trades for items produced and or needed by the SMEs, stemming from rural urban migration, enhancement of standard of living of the employees of the SMEs and their dependents as well as those who are directly or indirectly associated with them. In recognition of the enormous potential roles of SMEs, some of which have been outlined above, various special measures and programs have been designed and policies enunciated and executed by government to encourage their (SMEs) development and hence make them more vibrant in Nigeria. The highlights of these measures include:

1. Fiscal incentives and protective fiscal policies
2. Specialized financial institutions and funding schemes for the SMEs
3. Favorable tariff structure
4. The SMIEIS funding scheme
5. Selective exemption and preferential treatment in excise duties
6. Establishment of export processing zones
7. Selective reservation of items for exclusion manufacture in the SME subsector
8. Government’s full weight and support for NEPAD and AGOA activities and operations

It has however been worrisome that despite the incentives, policies, programmes and support aimed at revamping the SMEs, they have performed rather below expectation in Nigeria. Different people, organizations, and operators have advanced various reasons as to why SMEs have not been able to live up to their billing. While an average operator would always hinge his failure on lack of access to finance, some others think otherwise arguing that inappropriate management skills, difficulty in accessing global market, lack of entrepreneurial skills and know how, poor infrastructure etc are largely responsible. This chapter will also therefore examine the various problems contributing to the failure of SMEs(Nnaji, 2008; Otegbulu, 2011;Nwangugu, 2012; Nwoji & Oluwalaiye, 2012).

Research Methods

The data was collected through the administration of questionnaires to respondents’. Small and Medium Enterprises Development Agency of Nigeria in conjunction with Nigerian Bureau of Statistics (NBS) in 2012 gave the population of registered SMEs in Ogun State as 593 which form the basis of the population for this study. The sampling method used by the researchers is both simple random sampling and the stratified sampling technique. The questionnaire was well

structured and was in line with the objectives of the study. The Cronbach’s alpha test for the instrument was ensured (Asika, 1991).

Data Analysis and Discussion

The researchers distributed a total of 239 copies of questionnaire to respondents which are the registered SMEs in Ogun State. 198 copies were filled and returned. The details of the questionnaires issued are shown below:

Table 1 Analysis of rate of questionnaire response

Questionnaire	Respondents	Percentage of Respondents
Returned	198	82.85
Not returned	41	17.15
Total distributed	239	100

Field Survey

The questionnaires administered were 239 and 198 (82.85%) of it were returned, while 41 (17.15%) were not returned. The 198 questionnaires that were returned are considered large and capable enough to make valid deductions and conclusions.

Test of Hypotheses

Hypothesis 1: Ho: There is no significant relationship between education and business survival.

Table 2a Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.664 ^a	.440	.438	1.72571	1.621

a. Predictors: (Constant), Education

b. Dependent Variable: Business Survival

Table 2b ANOVA

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	459.294	1	459.294	154.225	.000 ^a
	Residual	583.701	196	2.978		
	Total	1042.995	197			

a. Predictors: (Constant), Education

b. Dependent Variable: Business Survival

The result from the model summary table revealed that the extent to which the variance in business survival can be explained by education is 44.0% i.e. (R square = 0.440). The ANOVA table shows the Fcal154.225 at above 0.01 significance level and 0.95% confidence level. The significance level above 0.01 implies that a statistical confidence of below 95%. This implies that the education has a positive significant relationship on business survival. Thus, the decision would be to reject null hypothesis (Ho) and accept the alternate hypothesis (Ho), i.e. there is a significant relationship between education and business survival.

Hypothesis 2

Ho: There is no significant relationship between electricity/power and profitability

Table 3a Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.577 ^a	.333	.329	2.36215	.923

a. Predictors: (Constant), Electricity/Power

b. Dependent Variable: Profitability

Table 3b ANOVA

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	545.142	1	545.142	97.700	.000 ^a
	Residual	1093.631	196	5.580		
	Total	1638.773	197			

a. Predictors: (Constant), Electricity/Power

b. Dependent Variable: Profitability

The result from the model summary table revealed that the extent to which the variance in profitability can be explained by electricity/power is 33.3% i.e. (R square = 0.333). The ANOVA table shows the Fcal97.700 at above 0.01 significance level and 0.95% confidence level.

The significance level above 0.01 implies that a statistical confidence of below 95%. This implies that electricity/power has a positive significant relationship on profitability. Thus, the decision would be to reject null hypothesis (Ho) and accept the alternate hypothesis (Ho), i.e. there is a significant relationship between electricity/power and profitability

Hypothesis 3

Ho: There is no significant relationship between technology and sales turnover.

Table 4a Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.394 ^a	.155	.151	1.85821	1.507

a. Predictors: (Constant), Technology

b. Dependent Variable: Sales turnover

Table 4b ANOVA

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	124.174	1	124.174	35.962	.000 ^a
	Residual	676.780	196	3.453		
	Total	800.955	197			

a. Predictors: (Constant), Technology

b. Dependent Variable: Sales turnover

The result from the model summary table revealed that the extent to which the variance in employee satisfaction can be explained by leadership is 0.155% i.e. (R square = 0.155). The ANOVA table shows the Fcal35.962 at above 0.01 significance level and 0.95% confidence level.

The significance level above 0.01 implies that a statistical confidence of below 95%. This implies that the technology has a positive significant relationship on the sales turnover. Thus, the decision would be to reject null hypothesis (Ho) and accept the alternate hypothesis (Ho), i.e. there is a significant relationship between technology and sales turnover.

Hypothesis 4

Ho: There is no significant relationship between transportation and product/service delivery.

Table 5a Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.349 ^a	.122	.117	2.44094	1.279

a. Predictors: (Constant), Transportation

b. Dependent Variable: Product/Service delivery

Table 5b ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	162.197	1	162.197	27.223	.000 ^a
	Residual	1167.803	196	5.958		
	Total	1330.000	197			

a. Predictors: (Constant), Transportation

b. Dependent Variable: Service delivery

The result from the model summary table revealed that the extent to which the variance in product/service delivery can be explained by transportation is 0.122% i.e. (R square = 0.122). The ANOVA table shows the Fcal27.223 at above 0.01 significance level and 0.95% confidence level.

The significance level above 0.01 implies that a statistical confidence of below 95%. This implies that the transportation has a positive significant relationship on the product/service delivery. Thus, the decision would be to reject null hypothesis (Ho) and accept the alternate hypothesis (H₁), i.e. there is significant relationship between transportation and product/service delivery.

Empirical Findings

From the questionnaire administered, it was revealed that majority of the respondents are of the opinion that infrastructures play specific role on SMEs performance. The findings gotten from this data include;

1. This research shows a significant relationship between education and business survival. This was ascertained when hypothesis one was tested using the pearson’s correlation analysis

which showed a positively correlated significant relationship between education and business survival with a “P” value of ≤ 0.05 meaning that the null hypothesis was rejected while the alternate hypothesis was accepted.

2. This research shows a significant relationship between electricity/power and profitability. This was ascertained when hypothesis two was tested using the pearson’s correlation analysis which showed a positively correlated significant relationship between electricity/power and profitability with a “P” value of ≤ 0.05 meaning that the null hypothesis was rejected while the alternate hypothesis was accepted.

3. This research shows a significant relationship between technology and sales turnover. This was ascertained when hypothesis three was tested using the pearson’s correlation analysis which showed a positively correlated significant relationship between technology and sales turnover with a “P” value of ≤ 0.05 meaning that the null hypothesis was rejected while the alternate was accepted.

4. This research shows a significant relationship between transportation and product/service delivery. This was ascertained when hypothesis four was tested using pearson’s correlation analysis which showed a positively correlated significant relationship between transportation and delivery with a “P” value of ≤ 0.05 which means that the null hypothesis was rejected while the alternate was accepted.

Conclusion

From the computation of the analysis and the findings of the study, the result shows some facts with which we can make some conclusions. Infrastructure is one of the most important factors in any profit making organization be it small, medium or large. Only when the relevant infrastructures are adequately provided can the goals and the objectives of the Organizations be achieved and from the study, we can infer that some of the major infrastructures include education, electricity/power, technology and transportation infrastructures. This research has been able to describe and evaluate how various forms of infrastructures have effect on the performance of SMEs. Also, considering the good percentage in favor of the four hypotheses, it can be concluded that infrastructure is relevant to SMEs performance (Ogechukwu, 2011; Ogwude, 2011; Okoh &Ebi, 2013 ;Odunoye et al, 2013).

Recommendations

Based on the findings of the research, the following recommendations have been drawn:

1. Government should seek ways to support SMEs and provide the needed infrastructures such as education to aid their survival and also SMEs should work on ways to attract government interest and attention.
2. SMEs should also do more to educate its employees entrepreneurially in order to enhance their performance and thereby the survival of the enterprise.
3. Entrepreneurs should also locate their businesses where there is higher proximity to power supply as it will boost their productivity and profitability.
4. Government should try as much as possible to provide another means of transportation apart from road as this will ultimately lead to more effective product/service delivery.
5. SMEs should outsource for and utilize more sophisticated technology in its operations as this will increase their sales and give them an edge over their competitors.

References

- Abosedra, S., Dah, A.& Ghosh, S. (2009), "Electricity Consumption and Economic growth: the case of Lebanon", in *Applied Energy*, 86(4):42-432
- Achimugu, P., Oluwagbemi, O. & Oluwanranti, O. (2010). "An Evaluation of the Impact of ICT diffusion in Nigeria's Higher Educational Institutions", in *Journal of Information Technology Impact*, 10(1):25-34
- Adelekan, I.O. (2005). 'Gender, economic policy and domestic energy use in Nigeria' in *Ibadan Journal of the social sciences*, 3 (1): 1-16
- Adenipekun, M.T (2013) Sustainable Rural Infrastructure Development in Nigeria within the Context of Vision 20:2020. *International Journal of Development and Sustainability Vol 2, No.1 (2013). Pp.254-269*
- Adeola, A. (2005). Analysis of the cost of infrastructure failures in a developing: The case of electricity sector in Nigeria. *Africa Economic Research Consortium AERC WP/05/148 Nairobi Kenya.*
- Agba, A.M.O., Ikoh, M., Ushie, E.M. & Bassey, A.O. (2010), "Telecommunications Revolution: Implications on Criminality and Family Crisis in the south-south States of Nigeria", in *Computer and Information Society*", 3(1):42-51
- Aigbokhan BE (1999). Evaluating Investment on Basic Infrastructure in Nigeria. *Proceedings of the Eighth Annual Conference of the Zonal Research Units*, Organized by Research Dept, Central Bank of Nigeria, at Hamdala Hotel, Kaduna, 11-15 June, P. 208
- Akinwale A.A (2010). The Menace of Inadequate Infrastructure in Nigeria. *African Journal of Science, Technology, Innovation and Development Vol.2, No.3 pp. 207-228*
- Asika N. (1991). *Research Methodology in the Behavioural Sciences*. Longman Nigeria Plc.
- Bamidele, R. (2005) Small and Medium Enterprises (SMEs): A Panacea for Economic Growth in Nigeria. *Journal of Management and Corporate Governance Volume 4, June 2012*
- Carpenter, C. (2006): Small and Medium Scale Enterprises (SMEs) finance in Nigeria: on "Making Small Business Finance Profitable in Nigeria" A paper presented on SMEs, held at Institute of Bankers, Lagos.
- Central Bank of Nigeria (CBN) (2005). "Highway Maintenance in Nigeria: Lessons from Other Countries", *Research Department Occasional Paper, 27* Cesar Queiroz and Surhid Gautam, *Road Infrastructure and Economic Development: Some Diagnostic Indicators*, (World Bank, D.C. ,June 1992, WPS 921).
- Doe, F., & Asamoah E.S. (2014) The Effect of Electric Power Fluctuations on the Profitability and Competitiveness of SMEs: A Study of SMEs within the Accra Business District of Ghana. *Journal of Competitiveness*, 6(3), 32-48
- Eboh, E. C.(2005). "A Review of roads and Rail Transport Infrastructure in Nigeria", In *Promoting Non-Oil Private Sector Evidence and Recommendations*. Enugu African Institute for Applied Economics for the Better Business Initiative, 2005.
- Etebefia, O.S & Akinkumi, B.W (2013) The Contribution of Small Scale Industries to the National Economy. *Standard Research Journal of Business Management Vol 1(2): 60-71*
- Enefiok, I. & Ekong D. (2011). The Impact of Rural Roads and Bridges on the Socio-Economic Development of Akwa-Ibom State, Nigeria: An Evaluation. *Global Journal of Political Science and Administration Vol.1, No.1, pp.27-36, September 2013*
- Familoni, K.A (2011). The Role of economic and Social Infrastructure in Economic

Development: A Global View

Frischmann, B.M. (2005), "An Economic Theory of Infrastructure and Commons Management", in *Minnesota Law Review*, 89(917): 917-1030

Frischmann, B.M. (2007), "Infrastructure Commons in Economic Perspective" in *First Monday* (Online), 12(6), 04 June. Available at <http://firstmonday.org/article/view/1901/1783>

Honorary Presidential Advisory Council on Investment in Nigeria (HPACI, 2002). *Sectoral Profiles on Small and Medium Scale Enterprises (SME)* Vol. I & II, Abuja-Nigeria, May.

Ijaiya, G.T & Akanbi, S.B (2009). An Empirical Analysis of the Long-Run Effect of Infrastructure on Industrialization in Nigeria. *Journal of International Economic Review*, 2:1-2(2009): 135-149

Iwayemi, A. (2008), "Investment in Electricity Generation and Transmission in Nigeria: Issues and Options", in *International Association for Energy Economics*, First Quarter, (No Vol): 37-41

Jorgensen, D.W. (2001). Information technology and the U.S economy (Presidential address to the American Economic Association). *American Economic Review*, 91(1):1-32

Kessides, C. (2008). The contribution of Infrastructure to Economic Development. A review of Experience and Policy Implication. World Bank, Washington D.C.

Mandel, G.N. (2008), "When to Open Infrastructure Access, in *Ecology Law Quarterly*, 35(2):205-214

Nnaji, B. (2008), "Challenges of Power in Nigeria: Issues in projects selection, risk, financing and operation", Paper presented at the Africa Infrastructure Summit, Pretoria, South Africa, 7 October 2008.

Nwangugu, A.V (2012). The Role of Infrastructure Development on National Economic Growth: A Case study of the Telecommunication Sector in Nigeria, Unpublished- Caritas University, Amorji-Nike Enugu Nigeria.

Nworji, I.D., & Oluwalaiye, O.B (2012). Government Spending on Road Infrastructure and its Impact on the Growth of Nigerian Economy. *IJMBS VOL.2, APRIL-JUNE 2012*

Oduyoye, O.O, Adebola, S.A & Binuyo, A.O (2013). Empirical Study of Infrastructure Support and Small Business Growth in Ogun State, Nigeria. *Journal of Research and Development Vol. 1, No.1, 2013*

Ogechukwu, A.D (2011). The Role of Small Scale Industry in National Development in Nigeria. *Universal Journal of Management and Social Sciences Vol.1, No.1, December*

Ogwude I.C. (2011). Transport Infrastructure and Mobility in Nigeria. *JORIND(9) 1 June, 2011. ISSN 1596-8303*

Okoh, A.B & Ebi, B.O (2013). Infrastructure Investment, Institutional Quality and Economic Growth in Nigeria: An Interactive Approach. *European Journal of Humanities and Social Sciences* Vol. 26, No.1

Onugu, B.A.N (2005). Small and Medium Enterprises (SMEs) in Nigeria: Problems and Prospects, Unpublished- ST. Clemens University

Otegbulu, A. (2011). Economic Valuation of Poor Road Infrastructure Lagos: A focus on Urban Households. *Global Journal of Human Science* vol.11 (10) 2249-460

Oyedele, O.A. (2006). Effects of Waste Dumps Values of Adjoining Properties: A case study of Abule-Egba Waste Dump. Being Unpublished Thesis Submitted to the Senate of University of Ibadan, Nigeria, in partial fulfillment of the conditions for the award Master of Science in Housing

- Peterside, C. (2005). Power and Infrastructure in Nigeria. *Business Day Ltd*
<file:///A:/indexphp.htm>
- Robbins, S. P., Judge, T. A., Odendaal, A. & Roodt, G. (2009). *Organisation Behaviour: Global and Southern African Perspectives*. Cape Town, South Africa: Pearson Education
- Sani, B.M. (2010). 'The Collapse of industries in Kano: Causes and Solutions. *Paper presented at joint Annual general meeting of manufacturers Association of Nigeria*. Kano.
- Tsauni, A.M. (2005). 'Infrastructure and Business Performance in Nigeria: Evidence from manufacturing Sector (1985-2004). *Conference Paper presented at Department of Business Administration Annual Conference*. Bayero University, Kano.