

## **POVERTY ALLEVIATION THROUGH CULTURAL ENTREPRENEURSHIP: A CASE OF NORTHERN NIGERIA**

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### **Abstract**

*The study attempts to investigate poverty alleviation through cultural entrepreneurship option. Skin tanning is seen as a means of diversification from oil sector. Pressures worldwide from governments to cut fiscal expenditures and reduce unemployment have been on the increase. To achieve economic diversification, a cut in expenditure and in unemployment as suggested by literatures inclusive growth has to be considered rather than focusing GDP. Economic growth is viewed as successful when it is diversified across sectors, inclusive of various groups in the labour force, attributable to productive employment, preserves culture and led by the market. Therefore, for inclusive growth to be achievable leading to economic growth, cultural entrepreneurship is to be considered. When the culture of various labour force are incorporated in economic activities, it leads to productive employment, preservation of culture and a sense of pride or belonging for various groups involved and eventually poverty alleviation. The study found out that education, price, wage, chemical and credit are determinants of skin tanning and leather production. Also, skin tanning has really contributed to household income thus leading to poverty alleviation.*

*Keywords: Poverty Alleviation. Cultural entrepreneurship, Skin tanning, Economic growth*

## INTRODUCTION

In recent decade, governments worldwide have been under pressure to cut fiscal expenditures and reduce unemployment, especially following the 2007-2008 global financial crises. There has been an increased focus on the need for government to pursue inclusive growth rather than merely focusing on macroeconomic indicators like GDP. Inclusive growth occurs when economic prosperity is longterm, sustainable, and reaches a broad spectrum of a population. Economic growth is viewed as successful when it is diversified across sectors, inclusive of various groups in the labour force, attributable to productive employment, preserves culture and led by the market (World Bank, 2009).

The World Bank estimates that about 86 million young men and women were unemployed in 2004, accounting for 45 per cent of the 191 million unemployed globally. Registered unemployment, however, reflects only the tip of the iceberg. Young people worldwide are more likely to work longer hours under informal, intermittent and insecure work arrangements, characterized by low productivity, meager earnings and reduced labour protection. In developing countries, young people, especially young women, make up the bulk of the underemployed and working poor in the informal economy in both rural and urban areas (UNESCO and ILO). At a time like this when the Nigerian government has been increasingly concerned with the need to provide decent and productive work, especially for the youth populations which are likely to be unemployed or underemployed at higher rates over the years. With global economic growth at low rates, Nigerian economy keep being hit with lower oil prices, thereby reducing income earned from oil exportation. Political turmoil and religious discord in many parts of the country is further adding to economic woes as is the inability and hesitancy of the government to continue using the public sector to achieve employment goals. It is therefore not surprising that unemployment rate remains high in Nigeria which eventually translates to high poverty rate. Nigeria is rated as one of the poorest countries in the world with high rate of corruption.

There is a lot of untapped potential in the cultural and creative industries to create growth and jobs. To do so, Nigeria must identify and invest in new sources of smart, sustainable and inclusive growth drivers to take up the baton. Much of our future prosperity will depend on how we use our resources, knowledge and creative talent to spur innovation building on our rich and diverse cultures. Nigeria must pioneer new ways of creating value-added, but also of living together, sharing resources and enjoying diversity.

Nigeria has one of Africa's largest livestock sectors and leather is the second major earner of foreign exchange after oil. The major drivers of recent change and growth in the Nigerian leather sector have been government interventions: the most recent being the banning

of wet blue exports and a minimum requirement of crust exports in 1999. In both cases many tanneries closed and only the foreign-owned tanneries had the financial resources and technological knowhow to invest in new equipment, machinery, and technology.

Leather has been tanned in Northern Nigeria where it formed an important trading commodity hundreds of years and possibly longer, production was started by the peasant traditional tanning industries which later became mechanized. The world cherished Morocco leather that was quoted in history books are being produced from Red Sokoto and Kano Brown goats found in northern Nigeria (Danbatta 1996, Aminu, Suleiman, Hassan and Bello, 2010). Hides and skin are the basic raw materials for leather production and Nigeria is known to possess a significant stock of animals from which these basic raw materials are derived. The most important are cattle, goats and sheep (Ihuoma, 1993).

Ismail, (2005) indicated that Nigeria leather value chain constitutes complex multi layered trading system developed to connect the skin sources of supply to the tanneries and the value of skin transformed to finished leather increases by 113%. Unfortunately, however, the leather industry has been facing a lot of crises in the recent times ranging from declining number of marketable and mature livestock animals and incidence of pest and diseases attack on the skin especially in the relatively hotter regions of the country (Akanni and Ibrahim, 2008). Another problem confronting the Nigerian leather industry is the human consumption of the animal skin. Raw hides and skins worth millions of Naira are being consumed by man as “Pomo” on annual basis (FOS, 2001). It is important to note that about 60% of the cattle hides produced are used for “Pomo”, referring to human consumption of rudimentary prepared and cooked raw hide, considered by many as a staple ingredient in food and by others as a delicacy. Regrettably only 40% of the cattle hides obtained from the slaughterhouses are traded as raw material for the tanneries. The ready market for “pomo hides” is paying substantially more for a cattle hide than the established hide merchants are able to offer.

### **Statement of the problem**

Nigeria being the most populated African nation with a population of about 160million, the country is made up of people of diverse culture and religion, with many natural resources scattered in different parts of its territory. Since Nigeria’s independence in the 1960s has been agriculture and extraction of crude oil, and crude oil export presently accounts for over 90% of Nigeria’s export revenue and over 80% of government budget (Jekwe, N.D., 2010). Most of this petroleum revenue generated has been mismanaged through corruption, disoriented myopic and short term economic programmes. Government economic empowerment programmes for poverty alleviation such as SURE- P, N- POWER, has not being successful, this could possibly

due to lack of continuity on the part of the government, small populations covered, favoritism on the part of the awarders, and corruption among others. This necessitates the option of cultural empowerment for poverty alleviation. The neglect of other sectors of the economy has left majority of the Nigerian work force unengaged or under engaged creating a large pool of unemployed that become easy tools for destabilization of the country, thereby increasing the rate of poverty. Therefore, there is a need for diversification of the Nigerian economy to curb unemployment and stabilize the economy for sustainable national development. However, development entails the sustenance of the society and its values viable development must ensure equity and social political stability among the people and the future generation. For sustainable development to be achieved there must be respect for cultural diversity and ensure individual and group uniqueness. UNESCO in 2001 made a universal declaration of cultural diversity. It declared that cultural diversity is as necessary for human mankind as biodiversity of nature. Cultural diversity is one of the roots of development as it is a means to achieve a more satisfactory intellectual, emotional, moral and spiritual satisfaction (“sustainable development”, Wikipedia the free encyclopedia).

Thus, the need for cultural entrepreneurship empowerment option in order to curb unemployment, accommodate cultural diversity and stabilize the economy for sustainable national development, which in the end generate huge employment for the underemployed/ unemployed youth and still preserve their various culture which would still be passed on from generations to generations.

### **Objective of the research**

The main objective of the study is to appraise the effect of cultural entrepreneurship as a tool for poverty alleviation in Nigeria particularly the Hausa/Fulani in the north. The specific objectives of the study are:

- To investigate the factors that determine skin tanning in the leather industry.
- To appraise the contributions of skin tanning industry to the Hausa/ Fulani particularly in the leather and tanning industry.

### **Justification of the study**

Economic diversification which has been the major agenda of developing countries like Nigeria, lots of researches have been conducted to enable Nigeria that operates as a mono economy to become diversified and still maintain culture of various groups. The vast cultural heritage of the African community especially Nigeria which consist of various ethnic groups (over 250 languages) has become an essential tool for economic diversification. While acknowledging that

this is not the first of such researches, however the focus shall be placed on the northern part of Nigeria more specifically, the Hausa Fulani's of Kano and Kaduna state where the large scale cattle rearing has led to the production of leather which is used in the production of bags and shoes. Although tanning of animal skin and dyeing of leather has been a cultural activity for centuries, yet production level is still at the crude level.

Hausa/Fulani are considered in this study because they are one of the largest ethnic groups in Africa, consisting of over 40 million in Nigerian population and having great cultural heritage cut across the northern parts of Nigeria. Also, the northern part of Nigeria is known to have the highest rate of poverty in the country with a lot of dependents. Religious and cultural practices are held closely, such as polygamy and girl child education are challenged.

The sole aim of this research would be focused on how to empower the Hausa Fulani's into entrepreneurship at the same time preserving their culture and enabling them to rise above poverty.

Furthermore, cultural contents play a crucial role in the deployment of the information society, fueling investments in broadband infrastructures and services, in digital technologies, as well as in new consumer electronics and telecommunication devices. Beyond their direct contribution to Gross Domestic Product, Cultural Creative Industries are also important drivers of economic and social innovation in many other sectors.

A state's arts and cultural resources can be economic assets. The arts and cultural industry would provide jobs, attract investments, and stimulate local economies through tourism, consumer purchases, and tax revenue. Perhaps more significantly, they also prepare workers to participate in the contemporary workforce, create communities with high appeal to residents, businesses, and tourists, and contribute to the economic success of other sectors.

## LITERATURE REVIEW

Organization theorists have long recognized that organizations take elements from their environments in the course of being founded. This observation articulated by Stinchcombe in 1965 and known today as the organizational imprinting hypothesis is frequently cited but remains little understood. The founding of the Paris Opera under Louis XIV serves as the basis for theorizing organizational imprinting at founding as an outcome of cultural entrepreneurship. Paris Opera which is the world's oldest continuously running ballet company Lully's seriousness towards the study of dance led to the development of professional dancers as opposed to courtiers who would dance.

Leather production was started in Nigeria by the peasant traditional tanning industries in the northern part. Tanners and leather workers existed in every main community, the principal

areas being Kano and Sokoto. The quality of raw goatskin in Nigeria has always been best in Sokoto, slowly decreasing in standard as one move eastward. The skins are dark red-haired in Sokoto, lighter red in Kano, white and black and white in Maiduguri. Sokoto has always produced the best ironware as well as the finest leather, used in Europe since mediaeval time. Today's tanning industries exist in dualistic pattern (two types). The modern tanneries that produce leather for both domestic and export use and traditional tanneries that mainly produce leather for home consumption the traditional tanning activity has been predominantly in the hands of local tanners using traditional tanning methods. The modern tanning technology was introduced into Nigeria as early as 1949 when John Holt established a tannery in Kano. In 1959, northern Nigerian government established a tannery in Sokoto. Five years later (1964) another tannery called Great Northern Tannery (GNT) was established in Kano (Aminu, Suleiman, Hassan and Bello, 2010).

Economic diversification has the propensity to meet the basic requirement for sustainable development like meeting the poor's basic needs which revolves around provision of job, food, health, clothing and shelter by opening diverse avenues of economic activity which accommodates broad spectrum of people. It also propels the expansion of environmental ability to meet people's needs by improving the technology, social organization, diversity of areas of economic activity and not over exploiting one aspect of natural resources to the point of extinction and environmental degradation. Again, it creates a broad-based economy that could secure equity both within and between generations thereby bringing poverty to its barest minimum.

Series of empirical studies on economic diversification on developed and developing countries are numerous. For instance, "The Entrepreneurial dimension of the cultural and creative industries" (2010) prepared by the Utrecht school of the Arts in the Netherlands, carried out for the European commission organized interviews, questionnaires and workshop to gather data across Europe. Recommendation reached was that culture-based creativity has the potential to have positive cross over effects in the wider economy and society in general. Such creativity can act as a driver of non-technological innovation if the right enablers are put in place to develop a conducive environment for entrepreneurial activity. Therefore, stimulation policies are needed a regional, national and European level. In other to support cultural creative industries, there is a need for easy accessibility of finance, readily available market supporting entrepreneurship training in cultural creative industries and enabling a conducive environment for it to flourish. Similar research conducted by the European commission, conclusions drawn was cultural creative industry were key drivers to globalization and digitization. The challenge is to put the right enablers in place by increasing the capacity to experiment, innovate and

succeed as entrepreneurs there by providing easier access to funding and the right mix of skills. Also a need to develop local and regional environment as a launch pad for a stronger global presence which in the end to move towards a creative economy by catalyzing the spillover effects of the cultural and creative industry on wide range of economic and social context.

Related researches that examined poverty alleviation on an entrepreneurial framework are: Ahmed Zain Elabdin (2015) examined the contribution of diversified sectors based on the UAE country's GDP especially during and after the global financial crisis (2008-2012) using statistical analysis procedure. The result confirmed that investment in different sectors rather than oil would have substantially improved the performance UAE economy. George O. T (2009), worked on the sultanate of Brunei, it showed that unemployment had increased from 3.6% in 1981 to 4.9% in 1995. These therefore accounted for the growing call for diversification, not only to tamper over reliance on oil and gas but also to provide more job opportunities for the growing work force by examining the effect of diversification programs as contained in the seventh five year development plan (1996-2000) in Brunei, while preserving domestic stability and Islamic values for which the country has been known for centuries.

Hogue, Khan and Mohammed (2015), designed an explanatory sequential mixed method for qualitative data. 17 managers were interviewed and 85 Zakah recipients were purposively surveyed for quantitative purpose. Result indicated that Zakah has significant bearing in the conditions of recipients and lie the foundation of developing small business entrepreneurship by mobilizing zakah as investment and not for consumption.

Nnadozie, Akalefu and Asogwa (2013), sought to respond and establish a correlation between entrepreneurship education and unemployment and economic development in Nigeria. It proved that Nigerian educational institutions engage in unproductive paper work and teaching than in entrepreneurship education which would help equip young graduates to become self-employed and employers. Authors recommended a review of the country's educational policies so that these polices can be made responsive in social and economic needs. Mensah and Benedict (2010) are of the opinion that poverty indicators confirm the accepted view of the Free State as one of the poorest provinces in South Africa, which makes QwaQwa the poorest of the Free State a real human plight. While government hand out poverty alleviation measures with their unintended consequences of violent protests and demonstrations may only help some of the poor in the short term, training in entrepreneurship and provision of other facilities could give poor owners of micro and small enterprises (MSE's) opportunities to grow their business and get themselves and others out of poverty.

Ayodele, Akongwale and Nnadozie (2013) employed but qualitative and quantitative analysis, to examine if there was any was any role for solid minerals sector in Nigeria, result



proofed positive as it could help in combating poverty in Nigeria via job creation, especially given forward linkage with other sectors of the economy. Anyaehie and Areji (2015) investigated tourism in Nigeria economy diversification, findings from a linear model through the multiple regression's analysis for the prediction of tourism prospect in the Nigerian economy if diversified. The study corroborates the literature and showed the empirical support of effects of tourism on the Nigerian economy and concludes that tourism would be of immense benefit to the Nigerian economy.

Onwuka, Ugwu, Itoya and Okeke (2015), investigated the relationship between entrepreneurship development and poverty reduction in rural communities in Edo state. Result showed that entrepreneurship development has translated positively toward poverty reduction in the rural communities through job creation, development of rural areas, establishment of small and medium size enterprises, youth empowerment through soft loans provided by federal government of President Good-luck Jonathan's you-win programs among others. Recommendation such as the government's strengthening of macroeconomic policies such that judiciary can prosecute corrupt government officials that loot government treasury.

Mark, Saidu and Philp (2017), discussed the role of entrepreneurship education as an engine room for poverty reduction and national development in Nigeria. Conclusion showed that there is a close relationship between entrepreneurship education, poverty reduction and national development in Nigeria. Thus, recommending entrepreneurship education to be included in school's curriculum to instill useful skills in Nigerian youths. Nasike (2016), objective was to investigate the effects of social entrepreneurship practices by microfinance institutions on poverty reduction. It was observed that there is a strong relationship between the products and services offered by Microfinance institutions and the level of poverty eradication through income generation in Eldoret Kenya.

Ali and Ali (2013), explored the relationship between the entrepreneurship development and economic growth. The study found weak but positive relationship between entrepreneurship development and poverty reductions. Finding showed that measuring relationship between small business entrepreneurship and poverty reduction has proved difficult due to the unavailability of data and differences in definition of the key variables small business entrepreneurship and poverty. Therefore, conclusions were drawn that in Banaadir region of Somalia, entrepreneurship development is not significantly related to poverty. Nkang (2013), examined the relationship between entrepreneurial educational programs of universities in the Niger Delta and employment/ poverty alleviation in the region. Purposive sampling technique was used, and Pearson product moment correlation Analysis was used in analyzing the data collected for the study. Result revealed no significant relationship between entrepreneurial



education programs of universities in the Niger Delta and employment/ poverty alleviation in the region. Based on findings it was concluded that entrepreneurial education programs of universities in the Niger delta do not facilitate self-productivity among the graduates, and the program have no significant bearing with poverty alleviation in the region.

Ogundele, Akingbade and Akinlabi (2012), Using Stratified random sampling technique for entrepreneurs and apprentices from five recognized local government area in Lagos, simple regression analysis was used to test the relationship between entrepreneurship training and education and poverty alleviation. The study confirmed that entrepreneurship training and education are significantly related to the youth empowerment and social welfare services. Findings revealed that youth empowerment are influenced by their acquired technical skill. Thus, effective technical education, youth empowerment and social welfare service serve as catalyst for poverty.

This research work would differ from other works as it would focus on how diversification could be reached in Nigeria while maintaining and enjoying the beauty of culture. This research work isn't focusing on the other natural resources that Nigeria have and can explore to diversify the economy, but its focus is in the diversity of culture available in Nigeria. Nigeria is made up of over 250 different tribes and each has their unique culture. The ability to diversify the economy with every culture being represented and empowered, none being relegated would be true economic diversification.

## **METHODOLOGY**

The information necessary for this research work was gotten from primary sources. Self-administered Questionnaires was developed and distributed to the locals of Kano state, an interpreter was employed as they have their native language such as Fulani and Kanuri, even though the most spoken language is Hausa. Multistage sampling technique was adopted for the study. Five (5) local governments' areas out of twenty in the study area was purposively selected based on intensity of hides and skins activities, a simple random sampling technique was used to select the people to respond to the questionnaires based on their contribution to the value chain of leather contribution.

A questionnaire consisting of four different sections was designed. Section A consisted of items requesting demographic information such as age, gender whereas section B contained items pertaining to various choices that make such craft unique to their culture. Section C contained two items, one of which is the approach a country like Nigeria should follow in terms of diversification and the other on whether or not a country like Nigeria could be able to compete well in a globalized economy.

Table 1: Sample size determination for the proposed Skin tanning study

Local Govt.	Sample Size						
	Population		Wards		Household Size		
	Estimates		2015 <sup>†</sup>	Sample <sup>‡</sup>	2015 <sup>ℓ</sup>	Sample <sup>√</sup>	Sample by Ward <sup>#</sup>
	2006 <sup>*</sup>	2015 <sup>**</sup>					
Kano manucipal	371243	307657.3	10	6	58048.55	16	2.6 ≈ 3
Dambata	210474	141320.6	10	6	26664.26	7	1.2 ≈ 1
Nasarawa	596411	224735.4	10	6	42402.91	11	1.9 ≈ 2
Kumbotso	294391	284772.4	11	7	53730.64	14	2.2 ≈ 2
Dala	418759	361254.2	11	7	68161.16	18	2.7 ≈ 3
KnoMetropo.	2828661	178830.4	10	6	33741.58	9	1.5 ≈ 2
Gwale	357827	437230.8	11	7	82496.38	22	3.3 ≈ 3
Ungogo	365737	188634.6	10	6	35591.43	10	1.6 ≈ 2
DwakinTofa	246197	374965.2	11	7	70748.15	19	2.8 ≈ 3
Gezawa	282328	194954	11	7	36783.77	10	1.5 ≈ 2
Bichi	278309	374727	11	7	70703.21	19	2.8 ≈ 3
Makoda	220094	410527.7	11	7	77458.05	21	3.1 ≈ 3
Rogo	22607	523778.2	13	8	98826.08	27	3.3 ≈ 3
<b>TOTAL</b>	<b>6066562</b>	<b>7867811</b>	<b>255</b>	<b>156</b>	<b>1484493</b>	<b>400</b>	

NOTE:

\* NBS(2007) 2006 national population census figures

\*\* Projections based on NBS (2012) 2011 estimates and World Bank (2015) annual growth rates of 2.5%, 2.5%, 2.66% and 2.7% for 2012, 2013, 2014 and 2015 respectively.

† Adopted from KAN-SIECOM (2010): A guide to local government areas: Wards and poling units. Kano: Government Printer.

‡† Computed based on Yamane (1973):  $S_p = \frac{N}{1+N(ME^2)}$ , where  $S_p$  = desired population sample size;  $N$  = population;  $ME$  = Margin of error (5%).

ℓ based on National Bureau of Statistics (2012) average household size of 5.3 for Kano States.

√ Computed using the formula,  $S_p = \frac{N}{1+N(ME^2)}$ .

#computed as [Household sample size/Ward single size] for each local government.

A simple stratified random sampling method was used in selecting the wards to include in the sample. This is to ensure that both rural and urban settlements are well represented in the overall survey.

For this study, the Nigeria's National Bureau of Statistics (NBS, 2012) framework for the measurement of unemployment and underemployment was adopted. The framework defines labour force as employed persons plus underemployed persons. Similarly, people outside the labour force will be defined as persons within the working age population who are neither employed nor unemployed, while the labour force participation rate (LFPR) will be defined as percentage of labour force in the working age population measured as

## ANALYSIS AND RESULTS

### Socio-economic Characteristics of the Skin tanners

#### *Age Distribution of Skin tanning*

Table 2: Age Distribution of Skin tanners

Age	Frequency	Percentage
21 – 30	76	30
31 – 40	127	50.2
41 – 50	48	19
>60 years	2	.8
Total	253	100

Table 2 shows that 30 percent of the tanners interviewed fell within the age range of 21 to 30 years. While 50.2 percent were aged between 31 to 40 years, 19 percent fell within the age group of 41 to 50 however, 0.8 percent of the respondents were 60 and above years. The above implies that a large proportion of the tanners producing leather are within the active age of 21 to 50 years. The average age of the tanners was 36 years. The age factor is important especially in the adoption of innovations and the ability to cope with the drudgery associated with leather production in general.

The result here is an indication that leather production will be sustained in the years ahead in the state. However, the implication is that ownership of factors of production such as land and capital is usually limited for young tanners.

*Gender of Skin Tanners*

Table 3: Gender Distribution of Leather Leathers

Gender	Frequency	Percentage
Male	177	70
Female	76	30
Total	253	100

Table 3 shows that 177 represent (70%) of the respondents were males while 30% of them were females. The implication is that men dominate the production of skin and leather in the study area. This is an added advantage to the area, since men have more opportunity to acquire land and credit for expansion of production.

*Marital Status of Leather*

Table 4: Distribution of Skin tanning Based on Marital Status

Marital	Frequency	Percentage
Married	228	90.1
Single	23	9.1
Widowed	2	0.8
Total	253	100

The study showed on Table 4 that 90.1 percent of the tanners in the study area were married, 9.1 percent were single, and 0.8 percent of the tanners were widowed. This shows that the contribution of the tanners in the study area towards leather development and poverty reduction should be favourably as a reasonable number of them were married and were expected to be able to attract support from their children. Married tanners are likely to be under pressure to produce more not only for immediate consumption but for commercial purpose.

*Household Size (Family Size)*

The household size is shown in Table 5. Among the leather producers, 2.8 percent had more than 16 people in the household, 11.1 percent had between 11 and 15 in the household while about 47 percent had between 6 and 10 people in their household and 39.1 percent had between 1 and 5 people in their household. The average household size was 8 this could mean that there was a reasonable supply of family labour for farm operations in the study area.

Table 5: Distribution of Skin tanning Based on Family Size

Family Size	Frequency	Percentage
1 – 5	99	39.1
6 – 10	119	47
11 – 15	28	11.1
16 and above	7	2.8
Total	253	100

### *Educational Level*

Table 6: Distribution of Skin tanning Based on Educational Level

Education	Frequency	Percentage
Informal education	50	19.8
Adult education	48	19
Primary education	71	28.1
Secondary education	74	29.2
Tertiary education	10	4
<b>Total</b>	<b>253</b>	<b>100</b>

The educational levels of the tanners are shown in Table 6. The table shows that 19.8 percent of the Skin tanning interviewed had no formal education, 19 percent of leather farmers had adult education, 28.1 percent had primary education and 29.2 percent had secondary education, 4 percent had tertiary education. The educational levels of the tanners in this study show that most of them were educated. The education level of tanners is a key factor in the comprehension of extension guides and the adoption of improved tanning techniques, and this would contribute to high yield of leather which may have impact on poverty reduction quest of the government.

### *Skin tanning Experience*

The Skin tanning Experience of the tanners is an indication of expertise in leather production. Experience is gained with age, as the age of the tanner increases likewise his experience increases. It is believed that the higher the years of Skin tanning Experience of a tanner, the more ability of such leather to make farm management decision. Table 7 indicates that majority of the tanners represent 51 percent have been producing leather for 11 to 20 years. About 29.6 percent had 1 to 10 years' experience in leather production, 17.4 percent had 21 to 30 years'

experience while 1.2 percent had 31 to 40 years' experience in leather production and 0.8 percent had 41 and above years' experience in leather production. There is high level of experience in leather production among the tanners which suggests that their managerial ability in terms of managing farm risks and uncertainties such as price fluctuations and disease outbreaks in leather.

Table 7: Distribution of Skin tanning based on Skin tanning Experience

Experience	Frequency	Percentage
1 – 10	75	29.6
11 – 20	129	51
21 – 30	44	17.4
31 – 40	3	1.2
41 and above	2	0.8
<b>Total</b>	<b>253</b>	<b>100</b>

Based on the regression result presented above, the co-efficient of factor such as education, price, chemical (agrochemical), labour and credit were found to be positive and significant. This implies that education, price, chemical, labour and credit are determinants of leather production in the study area.

#### *Determinants of Leather Production*

Table 8: Result of the Regression Co-efficient of Determinants of Leather Production

Variable	Coefficients	Standard error	T- stat
Constant	18.841	8.921	2.112**
Education	19.520	7.073	2.760***
Price	8.241E-5	0.000034	2.433**
Wage	2.991E-5	0.000042	0.761
Chemical	0.001	0.000019	3.293**
Labour	6.696E-5	0.0000	3.605***
Credit	6.994E-5	0.000015	4.571***
R Square	0.615		
Adjusted R Square	0.606		
F-Value	65.65		
P – Value	0.0000		

Note: \*\*\*  $P < 0.01$ , \*\*  $P < 0.05$ , Level of Significance

The first objective of this study was to examine the determinants of leather production in the study area. The purpose of this objective was to examine the factors that contribute to high leather production. The determinants of leather production are; Education, price, wage, cost of chemical, labour and Credit.

The result of multiple regression analysis as shown in Table 8 indicated that the coefficient determination ( $R^2$ ) was 0.615 which signified that about 61.5% of total variation observed in dependent variable was explained by the explanatory variables ( $\beta_1$ - $\beta_6$ ) included in the model. The fitness of the model was further confirmed by the low value of the standard error of the estimate (Standard Error = 35.12540). Again, the overall significance of the model was depicted by the F-Statistic (65.619) and the P value of  $P \leq 0.000$  which was significant at 1% level of significance. The significance of F-ratio shows that the regression result was statistically reliable.

The multiple regression result is above. The co-efficient of education ( $\beta_1$ ) of the leather exerted positive influence on the output of leather and statistically significant at 5%. This finding was in consistence with a prior expectation as education tends to increase so also the quantity of leather output increase.

The co-efficient of leather price ( $\beta_2$ ) was found to have positive and significant influence on leather production at the 5% probability level. Of course, leather price serve as the backbone and major determinant of leather production. In this study, the co-efficient of leather price was positive and significant on the total output of leather. The implication of this is that an increase in quantity of leather price would increase the total output of leather.

The co-efficient of wage used ( $\beta_3$ ) was positive and statistically insignificant at 5% probability level. The implication of this finding could result to low leather output as the result of insignificant value of wage.

The co-efficient of cost of chemical used ( $\beta_4$ ) was positive and statistically significant at 5% probability level on leather production. Chemical plays important role in quality of the leathers. This study reveals that co-efficient of chemical had a positive and significant relationship between outputs. This implies that leather tanners apply chemical in production of leather which helps in reducing cost. Increase in the quantity of chemical would exert positive influence on leather output.

The co-efficient of labour ( $\beta_5$ ) include family, hire and land preparation found to be positive and statistically significant at 1% probability level. The finding corroborated with Nandiet *al.*, (2011) who found positive and significant relationship between labour and total output of leather. The study shows that labour had positive and significant effect on leather production in



the study area. The implication of this finding is that as the labour increase the output would also increase in the same direction.

The co-efficient of Credit ( $\beta_6$ ) found to be positive and statistically significant at 1% probability level. This finding implies that credit acquisition is one of the factors that influence leather production. In this study, amount of credit found to be positive and significant on total output of leather in the study area. This implies that amount of credit is the function of leather output. An increase in the amount of credit will lead to increase in the production of leather.

Table 9: Logistic Regression on Contribution of skin Production on Household's Income

Variable	Co-efficient	Std Error	Z-value
Constant	22.722	3183.603	0.000
Access to Credit	16.805	3183.602	0.000
Price	0.572	0.789	0.525
Labour	0.859	1.069	0.646**
Chemicals	2.88	1.346	4.578**
Skin Quantity	4.855	0.801	36.724***
Nagelkerke R Square		0.765	
H & L Chi-square		2.345	
Overall Percentage		0.877	

Note: \*\*\* significant at 1% and \*\* significant at 5% level of significance

Where: H & L = Hosmer and Lemeshow Chi – Square

Table 9 shows the logic regression results which analyses the probability of those selected factors that influence leather production on tanner's income. From the logic regression result on table 9, the co-efficient of access to Credit ( $\beta_1$ ) had positive and statistically not significant at 5% level of significance. This finding agrees with Yusuf (2016) who observed that access to credit was insignificant to influence skin resources for leather production that can boost tanner's income. The implication of this finding is that access to credit is insignificant to boost tanner's moral on leather production that would contribute on tanner's income. This implies access to credit had important role on tanner's income. An increase in access to credit would lead to expansion of leather production which would have the positive effect on tanner's income. In this study, the co-efficient was positive and not significant implies that tanner's do not gain access to credit facilities.

The co-efficient of Price ( $\beta_2$ ) found to be negative and statistically insignificant at 5% level of significance. This implies that the price of leather in the market makes production less

attractive and not significant to boost tanner's moral to cultivate more leather to enhance their income. The reason the price is not significant on income could be because of price fluctuation on market demand and supply. The implication of this finding is that prices for leather produce tend to be fluctuated.

The co-efficient of Labour ( $\beta_3$ ) was positive and statistically significant at 5% level of significance. This implies that the number of hired labour was enough to influence tanner's income.

The co-efficient of Skin Quantity ( $\beta_4$ ) was found to be positive and significant at 5% level of significance. This implies that Skin Quantity on leather production contributed to boost tanner's income as of producing good yield.

The co-efficient of employment ( $\beta_5$ ) found to be positive and statistically significant at 1% level of significance. This implies that leather production is the source of employment for both households. The value chain analysis of leather production indicated that from the point of production, processing, packaging and marketing it has created employment and there by contributed to their income.

The co-efficient of constant found to have a negative and significant relationship with income of leathers. This implies that when factors such as access to credit, price, labour, Skin Quantity and Chemicals are set to be zero, the leather would be dis-saving from their past saved income. The finding clearly reveals that all these factors mentioned are good predictors of explaining tanner's income.

## CONCLUSION AND RECOMMENDATIONS

Based on the findings of this study, it is concluded that factors such as Access to credit, price, labour, Chemicals and Skin Quantity contributed positively and significant determinants of Skin tanning output in the study area. Access to credit was found to be positive and not significant in determining Skin tanning output. Lack of Access to credit would result to the tanners having low yield of Skin tanning. These factors identified as determinants could in effect boost Skin tanning production.

Skin tanning production has increased the income of tanners in the study area. It can be concluded that productive resources such as labour, Access to credit and price could improve tanner's income. Access to credit and market price of Skin tanning were not significant in contributing to tanner's income. Without a doubt addressing the issue of access to credit and market price of Skin tanning could in effect add to the income of the tanners. Yusuf (2016) stated that access to productive resources such as, labour, price, chemicals among others could improve tanner's income thereby lead to poverty reduction.

Furthermore, the finding of this study revealed that Skin tanning production has impacted on social wellbeing of the tanners thereby reducing poverty level of the tanners. It can be concluded that Skin tanning production is one among the factors of poverty alleviation. Skin tanning tanners in the study area were faced with problems of productive resources, providing access to productive resources will enhance Skin tanning production thereby lead to poverty alleviation in Kano State, Nigeria.

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