CHAPTER-VI

FINDINGS AND CONCLUSIONS.
6.1. Majority of the respondents belong to the forward communities like Brahmin, Lingayat, Marwadi and Maratha (86.4 percent).

6.2. Only 4.8 percent of the entrepreneurs (6 out of 125) belong to the Schedule Caste and Schedule-Tribe communities.

6.3. Out of 125 sample units, 20 are agrobased, 8 are electronic and electrical goods units, 14 are primary metal product units, 20 are engineering, 19 are foundry units, 18 are building material and 20 belong to other industries.

6.4. Out of 125 respondents, 49 were in business, 30 owned an industry, 4 were in Government service, 31 were unemployed and 11 were employees in private factory before setting up their own units.

6.5. Over 60 percent of the entrepreneurs had annual incomes more than rupees 60,000 and only 2.4 percent of the respondents had annual income less than rupees 20,000 at the time of entering the industry.

6.6. Majority of the entrepreneurs had started their units before reaching the age of 31 years (45 out of 125).

6.7. 56 units are run on proprietorship basis, 49 are partnership and 20 are private ltd., companies.

6.8. More than 75 percent of the respondents were married before undertaking the industrial activity (95 out of 125).

6.9. 68.8 percent (86 out of 125) of the respondents have an urban background. Only 15 respondents amounting to 15.2 percent of the sample had rural background.
6.10. Out of 125 sample entrepreneurs', 45 entrepreneurs had established their units during 1986-90, 30 respondents had commenced their enterprises between 1991-95, 16.4 percent of respondents had established their units during 1980 and only 6 respondents established their units during 1996 to 2000.

6.11. 92 percent of the respondents are males (115 out of 125) and only 10 respondents are females constituting 8 percent of the sample.

6.12. Out of 125 sample respondents, 22 belong to Brahamin community, 32 belong to Lingayat community, 20 belong to Marwadi community, 34 are Marathas, 6 respondents belong to Scheduled caste and Scheduled-tribe communities and 11 belong to Other castes consisting of Muslims and Christians.

6.13. Over 93 percent (30 out of 32) of the Lingayat community entrepreneurs are spread in all types of industry except electronic and electrical goods industries.

6.14. Proprietorship is preferred by the entrepreneurs of all castes to private ltd., and partnership forms of carrying business.

6.15. More than 80 percent of the Marwadi respondents (16 out of 22) were confined to five industries, i.e., agrobased, engineering, foundry, building material and other industries.

6.16. Over 82 percent of the Maratha entrepreneurs chose agrobased, engineering, foundry, building material and other industries (30 out of 125).

6.17. 67.5 percent of the technically qualified entrepreneurs selected industries according to their educational qualifications (25 out of 37).
6.18. Out of 22 Brahamin entrepreneurs, 5 selected other industries, 4 each chose agrobased industry, 3 selected foundry units, 1, 2 and 3 selected electronic and electrical goods industry, primary metal product and building material industry respectively.

6.19. Out of 34 Maratha respondents, 17.6 percent chose agrobased industry, 11.8 percent chose primary metal product industry, 5.8 percent chose electronic and electrical goods industry, 14.7 percent selected foundry units, 17.6 percent chose other industries, 17.6 percent choose building material industry and 14.8 percent selected engineering industry.

6.20. Out of 32 Lingayat entrepreneurs, 7 selected other industries, 5 each chose agrobased engineering, and foundry units. 2, 4 and 4 selected electronic and electrical goods, primary metal product and building material industries respectively.

6.21. Out of 20 Marwadi respondents, 4 chose other industries, 2 each chose electronic and electrical goods and primary metal product industry, 3 each chose agrobased, engineering, foundry unit and building material industry.

6.22. Out of 6 SC/ST entrepreneurs, 33.6 percent chose primary metal product and 1 each constituting 16.6 percent, selected agrobased industry, engineering industry, foundry units and other industries.

6.23. Out of 11 Other caste respondents, 18.1 percent chose engineering industry, 27.5 percent selected other industries, 18.1 percent selected building material industry, 9.1 percent chose agrobased industries, 18.1 and 9.1 percent chose foundry and electronic and electrical goods industries respectively.
6.24 Out of 22 Brahmin respondents, 10 preferred proprietorship concern, 9 set-up partnership concerns, and 3 were attracted by private ltd., form of business organisation.

6.25 Out of 32 Lingayat entrepreneurs, 14 respondents set-up proprietorship concern, 13 preferred partnership form of business organisation and only 5 chose private ltd., form of business organisation.

6.26 Out of 20 Marwadi respondents, 9 and 8 were attracted by proprietorship concerns and partnership form of business organisations respectively; only 3 chose private ltd., form of business organisation.

6.27 Out of 6 SC/ST respondents, 2 preferred proprietorship concern, and 4 were attracted by partnership form of business organisation.

6.28 Out of 11 Other caste entrepreneurs, 6 preferred proprietorship form of business organisations, 2 and 3 were attracted by partnership and private ltd., form of business organisations respectively.

6.29 Out of 34 Maratha respondents, 12 started their units during 1986-90, 8 started their units during 1991-95, 6 commenced their units during 1980-85, 2 started their units between 1996-2000 and 6 started their units before 1980.

6.30 Out of 32 Lingayat respondents, 11 started their units during 1986-90, 8 started their units during 1991-96, 6 started their units during 1980-85, 5 entered the industry before 1980 and only 2 started their units during 1996-2000.

6.31 Out of 22 Brahmin respondents, 8 started their units during 1986-90, 4 each entered the industry between 1980-85 and before 1980, 5 respondents started their units during 1991-95, and only 1 respondent started his unit during 1996-2000.
6.32. Out of 20 Marwadi respondents, 7 have started their units during 1986-90, 5 started their units during 1991-95, 4 started their units during 1980-85, 3 and 1 started their units before 1980 and during 1996-2000 respectively.

6.33. Out of 11 Other caste entrepreneurs, 4 started their units during 1986-90, 3 commenced their units during 1991-95, 2 each started their units during 1980-85 and before 1980.

6.34. Out of 6 SC/ST respondents, 50 percent started their units during 1986-90, 16.6 percent started their units before 1980 and 1 each respondent constituting 16.6 percent entered the industry during 1980-85 and 1991-95.

6.35. Out of 20 agricultural families, whose sons chose to become entrepreneurs in the district, 8 were in business, 5 were in industry, 1 in Government service, 4 were unemployed, 2 were employees in private factory before they entered the industry.

6.36. Out of 51 business background families, 24 remained in business, 15 of their sons entered industry, 48.4 percent of them were unemployed before entering industry, 2 were in Government Service and 5 were employed in private factories before entering the industry.

6.37. Out of 14 industry background families, 3 respondents followed their parents occupation, 5 were unemployed before entering the industry, 5 were in business and only 1 had job in private factory before setting up his industry.
6.38. Out of 22 Brahmin entrepreneurs, 9 entrepreneurs had business, 5 had industry, 6 were unemployed and 2 were employees in private factories before setting up their own units.

6.39. Out of 32 Lingayat entrepreneurs, 12 were in business, 8 were owning factory, 2 were in Government service, 8 were unemployed and 2 were employees in private factory before undertaking industrial activities.

6.40. Out of 20 Marwadi entrepreneurs, 8 had business background, 5 each were unemployed and owned an industry before entering the industry, 2 respondents were employees in private factories before setting up their own units.

6.41. Out of 34 Maratha respondents, 8 owned an industry, 8 were unemployed, 3 were employees in private factories, 13 had business background and 2 were in Government service before undertaking the industrial activities.

6.42. Out of 11 Other caste entrepreneurs, 6 had business, 4 had industry and only 1 was unemployed before entering the industry.

6.43. Out of 6 SC/ST entrepreneurs, 3 were unemployed, only 1 respondent had business and 2 were employees in private factory before setting-up their enterprises.

6.44. Out of 49 business background entrepreneurs, 18 entrepreneurs started their units during 1986-90, 12 respondents entered the industry during 1991-95, 9 entrepreneurs established their units during 1980-85, 8 respondents started their units before 1980 and 2 respondents commenced their business during 1996-2000.
6.45. Out of 4 respondents who were employed in Government departments, 2 respondents entered the industry during 1986-90, and 1 each entered the industry between 1991-95 and 1996-2000.

6.46. Out of 30 industry background respondents, 11 started their units during 1986-90, 6 respondents started their units during 1980-85, 7 started their units during 1991-95, 5 respondents started their units before 1980 and only 1 started his unit during 1996-2000.

6.47. Out of 31 unemployed background respondents, 11 had started their units during 1986-90, 7 had commenced their units during 1991-95, 6 respondents each started their units during 1980-85 and before 1980, 1 respondent started his unit during 1996-2000.

6.48. Out of 11 respondents employed in private factories, 3 had started their units during 1986-90, 2 had entered the industry during 1980-85, 3 respondents had entered the industry during 1991-95, 2 and 1 respondents started their units before 1980 and during 1996-2000 respectively.

6.49. Out of 62 graduates entrepreneurs, 10 each had started agro-based and engineering industry, 12 respondents opted for units falling under other industry, 9 respondents started foundry units, 8 respondents each started primary metal product and building material industry and 5 respondents started electronic and electrical goods industry.

6.50. Out of 37 technically qualified entrepreneurs, 8 entrepreneurs started other industries, 6 entrepreneurs started agro-based industry, 5 started foundry industry, 4 respondents started primary metal product industry, 6 respondents started building material industry, 2 entrepreneurs started
195
electronic and electrical goods industry and 6 entrepreneurs started engineering industry.

6.51. Out of 20 respondents educated up to S.S.L.C., 20 percent of the respondents opted for industrial units falling under the category of engineering industry, 10 percent of the respondents started primary metal product industry, 15 percent of entrepreneurs started agro-based industry, 20 percent of them started other industries, 15 percent of entrepreneurs started building material industry and 5 percent of them started electronic and electrical goods industry.

6.52. Out of 6 postgraduate entrepreneurs, 33.2 percent of the respondents chose foundry industry, 16.5 percent of the entrepreneurs selected agro-based industry, 2 respondents constituting 33.2 percent chose other industry and 1 respondent started building material industry.

6.53. Out of 20 respondents educated up to S.S.L.C., 7 respondents entered the industry, between 1986-90, 5 respondents entered the industry during 1991-95, 4 respondents started their units between 1980-85, 3 entrepreneurs entered the industry before 1980, 2 entrepreneurs entered the industry between 1991-95 and 1 started his unit between 1996-2000.

6.54. Out of 62 graduates, 22 respondents entered the industry between 1991-95, 15 entrepreneurs entered the industry between 1991-95, 11 entrepreneurs entered the industry during 1980-85, 10 respondents entered the industry before 1980 and 4 respondents entered the industry between 1996-2000.

6.55. Out of 6 postgraduate respondent, 2 respondents started their units during 1986-90, 1 respondent started his units between 1980-85, 2
entrepreneurs entered the industry during 1996-2000 and 1 respondent started his unit before 1980.

6.56. Out of 37 technically qualified entrepreneurs, 14 respondents entered the industry during 1986-90, 8 entrepreneurs started their units during 1991-95, 7 respondents each started their units during 1980-85 and before 1980, 1 respondent entered the industry between 1996-2000.

6.57. Out of 6 postgraduate entrepreneurs, 3 respondents were attracted by proprietorship concerns, 2 entrepreneurs chose partnership form of business organisation and 1 respondent preferred private ltd., form of business organisation.

6.58. Out of 52 graduates, 28 respondents preferred proprietorship concerns; 24 entrepreneurs selected partnership concerns, and 10 respondents were attracted by private ltd., form of business organisation.

6.59. More number of highly educated entrepreneurs chose proprietorship than private ltd., and partnership forms of business organisation.

6.60. Out of 125 respondents, 73 hail from joint family and the rest 52 respondents from nuclear families constituting 58.4 and 41.6 percent respectively.

6.61. Business was the earlier occupation of more number of Lingayat and Maratha entrepreneurs before entering the industry.

6.62. Majority of the respondents have started their enterprises when their age was below 36 (88 percent) years.

6.63. Out of 125 sample respondents, 6 are post graduates, 20 are educated up to S.S.L.C., 37 respondents are technocrats and 62 are graduates.
6.64. Grand father's and father's occupation was followed in case of business background respondents.

6.65. 40.9 percent of the Brahmin community respondents had business background before undertaking industrial activities.

6.66. 44.8 percent of the business background respondents selected proprietorship form of business organisation.

6.67. Economic gain is the most outstanding motive guiding the sample entrepreneurs to undertake the industrial activity (weighted score 199).

6.68 Among the supporting factors, property inherited is rated highest having weighted score of 179.

6.69. Idle fund is the most important compelling reason to undertake industrial activities (weighted score 189).

6.70. Low capital requirement is one of the prominent reasons to start a particular industry (weighted score 231)

6.71. Among the facilitating factors availability of funds is one of the most prominent facilitating reasons to undertake industrial activities (weighted score 200).

6.72. Belgaum district is rich in natural resources. Important minerals found in the district are iron ore, manganese, bauxite, clay, lime, sand, and building stone. Industries using these raw materials can be set-up in the district without difficulty.

6.73. Belgaum district has a good network of transportation. It is well connected with Road-Ways, Railways and Airways. At the end of
2000-01 the total road length in the district was 8626 kms. The district has a railway track of 220 kms., at the end of 2000-01. Belgaum district has access to airways also.

6.74. Belgaum district possesses reliable communication network as well. This is evident from the fact that, at the end of 2000 there were 715 post offices, 160 Telephone exchanges and 75599 telephones.

6.75. Banks play an important role in the industrial development of a region. At the end of 2000, there were 216 commercial, 96 Grameen, and 121 urban Cc-Operative Banks in Belgaum district.

6.76. Belgaum district has 11 Industrial Estates having 302 industrial sheds, which have been allotted to the entrepreneurs.

6.77. Out of five reasons for locating the industries in Belgaum district, good infrastructure is one of the prominent reasons cited by the respondents (weighted score 172).

6.78. More than 29 percent of the respondents were motivated by the advice of family members and friends.

6.79. 22.4 percent of respondents had raised initial capital from own business, 19.6 percent from their own industry, 16 percent entrepreneurs entered the industry by bringing with them their wealth made out of savings from income from agriculture.

6.80. Majority of the respondents raised loan from Nationalised and Karnataka State Financial Corporation, constituting 48 and 33.6 percent respectively.
6.81. 70 percent of the agrobased industries obtained raw materials from within the district and units covered by other industry group i.e., electronic and electrical goods, primary metal, engineering, foundry and other industries obtained raw materials from outside the district.

6.82. In case of the initial year more number of entrepreneurs had sales below Rs.20 lakhs. But in the latest year more number of enterprises registered sales between Rs. 21 to 40 lakhs and Rs.41-60 lakhs respectively.

6.83. The percentage growth in the sales from the initial year to latest year is highest in the enterprises owned by Marwadi entrepreneurs (28.2 percent).

6.84. Graduates are relatively more consistent than others with respect to sales turnover while post graduate respondents are more inconsistent.

6.85. Industry background entrepreneurs are relatively more consistent than the respondents falling in the category of other occupational background.

6.86. The percentage growth in the sales from the initial year to latest year is highest in the engineering industry (42.6).

6.87. Capital investment in plant and machinery of different enterprises increased over a period of time.

6.88. The percentage growth in the capital employed between the initial year and the latest year shows an increase in the enterprises owned by Maratha community constituting 10.5 percent.

6.89. Respondents belonging to Lingayat community are relatively more consistent than others with respect to capital employed.
6.90. Respondents having Government job prior to establishing the units are relatively more consistent in relation to capital employed.

6.91. The increase in the capital employed from the initial year to latest year is highest in the enterprises owned by post graduate entrepreneurs (10.3 percent).

6.92. The respondents educated up to S.S.L.C. are relatively more consistent than others with respect to capital employed.

6.93. 2.19 percentage increase has taken place in the size of work force, from the initial year to latest year of all enterprises.

6.94. The percentage growth in the size of employment from the initial year to latest year is highest in the enterprises owned by Brahanin entrepreneurs (8.6).

6.95. The Brahanin respondents are relatively more consistent than others with respect to size of employment.

6.96. Entrepreneurs having industry background are relatively more consistent than others with respect to size of employment.

6.97. The percentage growth in the size of employment from the initial year to latest year has decreased in the enterprises owned by post graduate entrepreneurs (-11.9 percent).

6.98. Capacity utilisation by different enterprises in Belgaum district increased over a period of time.

6.99. The percentage growth in the capacity utilisation from the initial year to the latest year is highest in building material industries (25.9 percentage).
6.100 In case of other industries a decline in the degree of capacity utilisation has taken place, from the initial year to latest year, amounting to (5.5 percent).

6.101 The increase in the capacity utilisation from the initial year to latest year, is highest in the enterprises owned by the Marwadi Entrepreneurs. (49.2 percent).

6.102 The changes in percentage of capacity utilisation from the initial year to the latest year is highest in the enterprises started by post graduate respondents (18.1 percent).

6.103 The percentage growth in capacity utilisation from the initial year to latest year is highest in the enterprises owned by the Government job background, entrepreneurs (54.6 percent) whereas in the case of private factory background respondents a decrease in capacity utilisation has taken place to the tune of (-4.9 percent).

6.104 Only 16.8 percent of the enterprises increased their production more than four times, from the initial year to the latest year.

6.105 Majority of the industries could increase their production up to two times.

6.106 Brahmin, Lingayat, Maratha and Marwadi entrepreneurs have increased their production up to two times.

6.107 Return on capital employed in different enterprises has increased from the initial year to latest year.

6.108 51.2 percent of the entrepreneurs faced working capital problems (64 out of 125).
6.109. 41.3 percent of the respondents felt that raw material was available at high prices (77 out of 186).

6.110. Majority of the respondents felt that men and machine capacity was not fully utilised due to inadequate and uncertain power supply.

6.111. More than 60 percent of the respondents lacked the necessary managerial skill and experience.

6.112. Over 63 percent of the entrepreneurs faced problems of both skilled and unskilled labour.

6.113. 53.6 percent of the respondents faced problems of industrial sheds while setting-up their unit.

6.114. More than 50 percent of the respondents faced competition from the medium and large-scale industries.

6.115. The hypothesis that entrepreneurship in Belgum district is confined mostly to the socially and economically forward castes has been proved positively.

6.116. The hypothesis that majority of the respondents belonged to the urban areas has been tested positively and accepted.

6.117. The hypothesis that the performance of the entrepreneurs depends upon earlier experience, in terms of sales, capital investment and return on capital employed has been proved positively and accepted.

6.118. The hypothesis that the performance of the respondents depends upon educational qualifications, in terms of sales, capital employed, and return on capital employed has been proved positively.