



Profitability of Enterprises among Youth on Entrepreneurial Development in South-West Nigeria

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ABSTRACT: The study examined the profitability of enterprises among youth in entrepreneurial development in south-west, Nigeria (Ekiti, Ondo and Osun States). It specifically examined the demographic characteristics of the youth and the profitability of the ten selected enterprises the youth were engaged in. A multistage sampling procedure was employed in selecting 1,800 respondents and data collected were analyzed using descriptive statistics and budgeting analysis. Results revealed that the youth were between 30 to 40 years old, well-educated with over 70% of youth sampled in each enterprise having completed secondary school and above. Average household size was between four and five members. They were well experienced in their chosen enterprises with average years of experience above nine years. The enterprises were very profitable and also the capital requirements to start most of the enterprises were not much. It is recommended that findings from this study should be disseminated to the appropriate organs of the three tiers of governments saddled with the responsibility of planning for youth empowerment and employment and the Nigerian Universities for incorporation into their entrepreneurship courses curricula. They should key into the use of the opportunity of these available entrepreneurial opportunities to address the problem of youth unemployment and empowerment in Nigeria by providing training programmes, fund and conducive business environments for these category of Nigerians to eke out living for themselves in the absence of government white collar jobs.

Keywords: Empowerment, Enterprises Entrepreneur, Demographic characteristics, Profitability

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INTRODUCTION

Currently and globally youth population is the largest in history; approximately 1.8 billion people are between the ages of 15 and 29 years (Commonwealth Secretariat, 2016), making up a quarter of the world's working population, but representing half of the world's unemployed (International Food Policy Research Institute (IFPRI), 2002). Majority of young people in the developing world, Nigeria inclusive, face little prospect of obtaining a job in the formal sector; for many, self-employment is the only option. There are 223 million unemployed or

underemployed youth between the ages of 15-24 in developing and emerging economies (Alam, 2019). As such, helping young people to earn a living through entrepreneurship development can make a crucial contribution to poverty reduction and employment generations. In Nigeria, like some other economies, the government helps to encourage entrepreneurship development by empowering them to be gainfully employed thereby reducing unemployment problem in the country. The relevance of various enterprises in Nigeria

cannot be over – emphasized; this is as a result of its indispensable role towards the economic growth and social development of the nation. In Nigeria entrepreneurship development and innovations have manifested in all aspects of the economy ranging from production to service rendering via: micro business, small and medium industries, information/telecom services, agricultural produce, textile and hosiery, automobile enterprises and building enterprises. The role of entrepreneurs in economic development involves increasing per capita output and income, initiating and constituting change in the structure of business and society (Dispesh, 2021).

Many States and Federal Governments have introduced many programmes to provide employment opportunities for the teeming youth that are being released to the labour market on daily basis. Some of these employment opportunity programmes include; Better Life Programme (BLP), National Directorate of Employment (NDE), People Bank Of Nigeria (PBN), Community Bank (CB), Family Support Programme (FSP), Family Economic Advancement Programme (FEAP), Poverty Eradication Programme (PEP), National Economic Empowerment Development Strategy (NEEDS) and Subsidy Re-investment programme (SUREP) - (Federal Office of Statistics, FOS, 1996)

Youth empowerment is a process where young people are encouraged to take charge of their lives by addressing their situation and take action in order to improve their access to resources and transform their consciousness (Kar, *et al.*, 1999). Youth empowerment programmes are aimed at creating healthier qualities of life for underprivileged or at-risk

youth (Kar, *et al.*, 1999). These programmes thrive in positive developmental settings which promote youth competence, confidence and connections (Krauss, *et al.* 2013).

Due to the failure of many of the youth empowerment programmes and policies put in place by the various tiers of governments in Nigeria, the problem of youth unemployment persists. Meanwhile, unemployment in Nigeria is estimated at over 22%, while youth unemployment is significantly higher than 38% (NBS (2017). It is a common sight to see young educated youth getting involved in many socio-vices such as, kidnapping, armed robbery, cyber-crimes, drug trafficking and prostitution. Whereas a few others from disciplined background who refused to be drafted into these vices eke out some living through involvement in some enterprises like; okada-riding, bricklaying, hair-dressing among several others. It is therefore necessary to place the issue of youth empowerment through entrepreneurial development on high research agenda as a matter of urgency.

This paper examined the profitability of enterprises among youth on entrepreneurial development in south-west Nigeria. Specifically, demographic characteristics of the youth on the entrepreneurial development were examined, the major enterprises the youth were involved with were identified, and costs, returns and profitability of enterprises the youth were involved in were estimated and compared. This is with the aim of providing empirical information to assist the policy makers at all levels of government in formulating policies that will ensure youth empowerment and employment through entrepreneurial potential development.

METHODOLOGY

Study Area

The study was conducted in three States in the South-West Nigeria, namely; Ekiti, Ondo and Osun States (Figure 1).

Ekiti State has 16 Local Government Areas (LGAs). The State borders Kwara and Kogi States to the North, Osun State to the West, Ondo State to the South. The State has an area of 6353 km² with coordinates of 7^o 40¹ N of the

Equator and 5^o15¹E of the Greenwich Meridian Time. The State is mainly an upland zone, rising over 250 metres above sea level. The climate is tropical with two distinct seasons (rainy season, April-October, and dry season, November-March). The temperature is between 21^oC and 28^oC with high humidity. The population is 2,210,957 (National Population Commission, 2016) with culturally

homogeneous people that speak Ekiti dialect. The State is endowed with numerous natural resources, such as forests and mineral resources. It is also buoyant in agricultural resources with cocoa as its leading cash crop, while yam, cassava and maize are the important arable crops. The people are mainly farmers and civil servants (www.ekitistate.gov.ng, 2021).

Osun State has 30 LGAs. The State is an inland State and bounded in the North by Kwara State, in the East partly by Ekiti and Ondo States, in the South by Ogun State and in the West by Oyo State. The total land area is 9251 km² with a population of 3,423,535 (National Population Commission (2016)) the major sub-ethnic groups in Osun State are Ife, Ijesa, Oyo, and Igbomina. The climate is tropical with two distinct seasons (rainy season, April-October, and dry season, November-March). The temperature is between 21°C and 28°C with high humidity. The State has a covering of tropical rain forest and Osun is the most important river. The people are predominantly peasant farmers cultivating mainly food crops such as cassava, yam, maize and cash crops; cocoa and oil-palm (www.osunstate.gov.ng, 2021).

The Ondo State has 18 LGAs. The State is bounded in the North by Ekiti and Kogi States, in the West by Osun and Ogun States, in the East by Edo and Delta States and in the South by Atlantic Ocean. The land area is 15500 km² with a population of 3,460,877 (National Population Commission (2016)). The State is predominantly Yoruba with the following major sub-ethnic groups; Akure, Owo, Akoko, Ondo, Ikale, Ilaje and Apoi. The climate is tropical with two distinct seasons (rainy season, April-October, and dry season, November-March). The temperature is between 21°C and 28°C with high humidity. The State has a covering of tropical rain forest and the people are predominantly peasant farmers cultivating mainly food crops such as cassava, yam, maize and cash crops (cocoa and oil-palm). The riverine sub-ethnic groups are mainly into fishing (www.ondostate.gov.ng, 2021).

Sample and Sampling Techniques

A multistage sampling procedure which included purposive sampling, stratification and random sampling was used for the selection of samples.

The first stage was the purposive selection of the three States constituting the study area namely; Ekiti, Ondo and Osun States in the South-West Nigeria. The three States were selected based on their low level of commercial activities compared with States like Oyo, Ogun and Lagos in the Geo-political zone.

The second stage was the purposive selection of three LGAs headquarters in each of the selected State, with the State capital inclusive because we have many of the youth in search of employment migrating to these major cities and towns. The selected States, LGAs and towns are shown in Table 1:

Table 1: Selected States, LGAs and Towns of the Study Area

State	LGA	Town
Ekiti	Ado, Ikole, Moba	Ado-Ekiti, Ikole-Ekiti, Otun-Ekiti
Ondo	Akure South, Owo, Ondo West	Akure, Owo, Ondo
Osun	Osogbo, Iwo, Olorunda	Osogbo, Iwo, Olorunda

The third stage was the stratification of the youth population on enterprise basis in the selected cities and towns. The major enterprises sampled include; Auto-mobile enterprises (vehicle mechanics and Auto-wiring), Building enterprises (Tiling and Almanco fittings), Agro-allied enterprises (Rice marketing and Gari marketing), Fashion Related enterprises (fashion designing and barbing/hair dressing), Transportation enterprises (Okada riding and city cab operation).

The fourth stage was the random selection of 20 respondents from each enterprise in each LGA. The sample size was 200 respondents per LGA, 600 per State and 1800 for the three States.

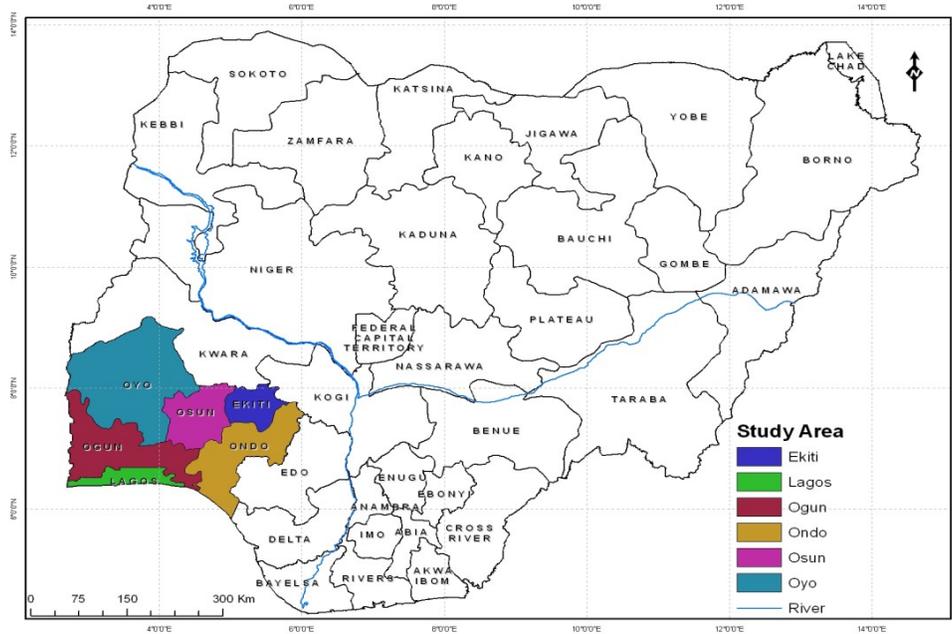


Figure 1: Map of Nigeria Showing the Study Area (researchgate.net, 2021)

Nature and Sources of Data

The data for the study were from Primary data. Data were collected using ten (10) sets of well-structured questionnaires, that is, a set of questionnaire for each enterprise. The questionnaire procedure was complemented with interview schedule to cater for respondents that were not literate. Data were collected on age, educational level, marital status, gender, household size, sources of income, income levels, primary occupation, secondary occupation, sources and amount of take-off capital, interest rate and so on.

Data Analysis

Different analytical techniques were used to analyze the data collected based on the type of objectives of the study.

The demographic characteristics of the respondents were analyzed using the

descriptive statistics such as the mean, standard deviation and percentages.

The analysis of costs, returns and profitability of enterprises was achieved using the budgeting analysis.

The budgeting analysis gives the measure of the profitability of the enterprises. The measure of profitability used was the Net Return.

Net Revenue is the difference between the Revenue and the Total Cost.

Mathematically, it is expressed as: $NR = TR - TC$

Where, NR = Net Revenue (Profit), TR = Revenue, TC = Total Cost and $TC = FC + TVC$ and

FC = Fixed Cost and TVC = Total Variable Cost.

An enterprise is deemed to be profitable if the net revenue is positive, that is, $NR > 0$, (Ojo, et.al, 2006).

RESULTS AND DISCUSSION

Demographic Characteristics

The demographic characteristics of the youth on entrepreneurial development in south-west Nigeria on enterprise basis are presented and discussed in this section.

Demographic Characteristics of Youth on Almanco Enterprise

Table 1 presents the demographic characteristics of youth on almanco enterprise.

Age: The study revealed that the mean age of the youth on almanco enterprise in the three States ranged between 34 and 45 years old with the pooled mean age for the three States at 39 years old, which further explained while they were relatively married with about 80% married on the average for the three States. An Analysis of Variance (ANOVA) result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was no significant variation in the age of the youth across the three States, (prob > $\chi^2 = 0.59$).

Household Size: The youth maintained relatively small household sizes of between 3 and 6 members, with an average of 4 members. A Bartlett's test for equal variances showed that there was relatively significant variation in the household sizes among the three States (prob > $\chi^2 = 0.074$).

Experience: The youth were relatively experienced on the enterprise. Years of experience varied significantly among the three States (prob > $\chi^2 = 0.000$) with Ekiti youth having the least years of experience in Almanco Enterprise.

Educational Level: The youth are highly well educated with about 90% in each of the sampled State having completed secondary education

and above. Ekiti and Ondo States youth took the lead in this aspect.

Occupation: The study also revealed that youth in Ekiti and Ondo States took the enterprise as their sole occupation, except youth in Osun State who diversified to many other enterprises.

Demographic Characteristics of Youth on Tiling Enterprise

Table 2 presents the demographic characteristics of youth on tiling enterprise.

Age: The study revealed that the mean age of youth on tiling enterprise in the three States was 35 (7.22) years, with about 68% married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was very significant variation in the age of the youth among the three States (prob > $\chi^2 = 0.009$).

Household Size: The youth maintained small household sizes of about three members across the three States. The Bartlett's test for equal variances showed that there was very significant variation in the household sizes among the three States (prob > $\chi^2 = 0.016$).

Experience: The youth were very experienced on the enterprise with a mean of about seven years across the three States and with very significant variation among the States as shown by the Bartlett's test for equal variances of prob > $\chi^2 = 0.027$.

Educational Level: The study showed that the youth were well educated with over about 91% having secondary education and above in across the States.

Occupation: The study showed that in Ekiti State about 57% of the youth in Tiling enterprise took the enterprise as their sole occupation, while about 17% and 13% for Ondo and Osun States respectively.

Table 1: Demographic Characteristics of Youth on Almanco Enterprise

State	Age (years)	Marital	Household Size	Experience (years)	Education	Occupation (% Sole)
Ekiti	34 (7.5)	63	3.0 (2.07)	6.8 (3.55)	90	80
Ondo	38 (7.31)	80	3.7 (1.37)	10.5 (6.81)	90	70
Osun	45 (8.71)	93	6.2 (1.96)	15.5 (9.15)	86.7	10
Pooled	39 (9.09)	78.9	4.3 (2.28)	11.0 (7.71)	88.9	53.3

Figures in parenthesis are standard deviations

Table 2: Demographic Characteristics of Youth on Tiling Enterprise

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	34 (6.4)	63.3	3.3 (2.08)	5.7 (3.37)	93.3	56.6
Ondo	33 (4.9)	63.3	2.8 (1.57)	7.6 (3.44)	83.3	16.6
Osun	39 (8.7)	76.6	4.8 (2.70)	8.4 (5.19)	96.6	13.3
Pooled	35 (7.2)	67.7	3.6 (2.32)	7.2 (4.20)	91.1	28.8

Figures in parenthesis are standard deviations

Table 3: Demographic characteristics of youth on auto mechanic enterprise

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	39.8 (9.24)	80	5.2 (2.48)	15.2 (8.47)	76.7	66.7
Ondo	38.83 (6.39)	90	4.2 (1.51)	11.6 (6.70)	53.3	56.7
Osun	36.73 (8.07)	80	4.5 (2.61)	12.4 (8.85)	86.7	7
Pooled	38.46 (8.00)	83.3	4.6 (2.27)	13.0 (8.12)	72.2	43.3

Figures in parenthesis are standard deviations

Demographic Characteristics of Youth on Auto Mechanic Enterprise

Table 3 presents the demographic characteristics of youth on auto-mechanic enterprise.

Age: The study revealed that the mean age of youth on auto-mechanic enterprise in the three States was 38 (8.00) years old, with over 80% married. The ANOVA result on the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was no significant variation in the age of the youth across the three States (prob > $\chi^2 = 0.148$).

Household Size: The youth maintained relatively manageable household sizes of about five members, A Bartlett's test for equal variances showed that there was no significant variation in the household sizes among the three States (prob > $\chi^2 = 0.195$).

Experience: The youth were very experienced on the enterprise but there was no significant variation among the States as shown by the insignificant Bartlett's test for equal variance of prob > $\chi^2 = 0.299$).

Educational Level: The youth are fairly well educated with about 53% in Ondo, about 77% Ekiti and about 87% in Osun States respectively.

Occupation: The study also revealed that only about 67% and 57% of youth in Ekiti and Ondo

States took the enterprise as their sole occupation, while it was only 7% in Osun State.

Demographic Characteristics of Youth on Rewiring Enterprise

Table 4 presents the demographic characteristics of youth on rewiring enterprise.

Age: The study revealed that the mean age of the youth on rewiring enterprise in the three States was 38 (7.49) years, with about 83% married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was significant variation in the ages of the youth among the three States (prob > $\chi^2 = 0.068$).

Household Size: The youth maintained small household sizes of over four members across the three States. The Bartlett's test for equal variances showed that there was very significant variation in the household sizes among the three States (prob > $\chi^2 = 0.003$).

Experience: The youth were very experienced on the enterprise with a mean of about 12 years across the three States and with very significant variation among the States as shown by the Bartlett's test for equal variances of prob > $\chi^2 = 0.000$.

Educational Level: The study showed that the youth were well educated with over 77% of them having secondary education and above in Ekiti State and over 80% in Osun State. The percentage for the three States was 67.7%.

Table 4: Demographic Characteristics of Youth on Rewiring Enterprise

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	39.3 (8.72)	90	5.4 (2.64)	13.9 (7.71)	76.6	86.6
Ondo	36.47 (5.64)	83.3	4.0 (1.40)	9.4 (3.70)	43.3	63.3
Osun	37.9 (7.75)	76.6	4.5 (2.43)	11.7 (7.84)	83.3	10
Pooled	37.9 (7.49)	83.3	4.6 (2.28)	11.7 (6.87)	67.7	53.3

Figures in parenthesis are standard deviations

Occupation: The study showed that in Ekiti and Ondo States about 87% and 63% of youth respectively took the enterprise as their sole occupation, while it was about 10% in Osun State and about 53% across the three States.

Demographic Characteristics of Youth on Okada Riding Enterprise

Table 5 presents the demographic characteristics of youth on okada riding enterprise.

Age: The study revealed that the mean age of youth on okada riding enterprise in the three States was 34 (6.22) years, with about 76% married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was significant variation in the age of the youth among the three States (prob > $\chi^2 = 0.068$).

Household Size: The youth maintained relatively small household sizes of about three members across the three States. The Bartlett's test for equal variances showed that there was significant variation in the household sizes among the three States (prob > $\chi^2 = 0.022$).

Experience: The youth were fairly experienced on the enterprise with a mean experience of about six years across the three States and with no significant variation among the States as shown by the Bartlett's test for equal variances of prob > $\chi^2 = 0.130$.

Educational Level: The study showed that the youth were well educated with over 70% of them having secondary education and above. That percentage was highest in Osun State with over 90%.

Occupation: The study showed that in Ekiti and Ondo States about 34% and 47% of youth respectively took the enterprise as their sole

occupation, while it was about 7% in Osun State and about 29% across the three States.

Demographic Characteristics of Youth on Taxi Driving Enterprise

Table 6 presents the demographic characteristics of youth that are into taxi driving enterprise.

Age: The study revealed that the mean age of youth that are into taxi driving enterprise in the three States was 40 (6.40) years, with over 90% of the youth married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was significant variation in the age of the youth among the three States (prob > $\chi^2 = 0.056$).

Household Size: The youth maintained manageable household sizes of about five members across the three States. The Bartlett's test for equal variances showed that there was very significant variation in the household sizes among the three States (prob > $\chi^2 = 0.081$).

Experience: The youth were very experienced on the enterprise with a mean year experience of about ten years across the three States and with very significant variation among the States as shown by the Bartlett's test for equal variances of prob > $\chi^2 = 0.000$.

Educational Level: The study showed that the youth were quite educated with over 75% of them having secondary education and above in Ekiti and Ondo States respectively. The percentage for the three States was about 73%.

Occupation: The study showed that in Ekiti and Ondo States about 58% of the youth in taxi driving took the enterprise as their sole occupation respectively, while it was about 17% in Osun State.

Table 5: Demographic Characteristics of Youth on Okada Riding Enterprise

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	34 (7.53)	79.3	3.9 (1.92)	5.6 (2.99)	68.9	34.4
Ondo	33 (4.83)	86.6	3.6 (1.22)	5.8 (2.22)	70	46.6
Osun	34 (6.25)	63.3	3.3 (2.02)	6.5 (2.1)	93.3	6.6
Pooled	34 (6.22)	76.4	3.6 (1.75)	6.0 (2.47)	77.5	28.9

Figures in parenthesis are standard deviations

Table 6: Demographic Characteristics of Youth on Taxi Driving Enterprise:

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	41 (8.00)	91.6	6.0 (1.77)	12.2 (6.67)	75	58.3
Ondo	38 (5.18)	89.6	4.1 (1.69)	8.2 (3.80)	75.8	58.6
Osun	42 (5.56)	96.6	5.7 (2.48)	11.2 (8.52)	70	16.6
Pooled	40 (6.40)	92.7	4.9 (2.13)	10.4 (6.78)	73.4	43.3

Figures in parenthesis are standard deviations

Demographic Characteristics of Youth on Hair Dressing Enterprise

Table 7 presents the demographic characteristics of youth on hair dressing enterprise.

Age: The study revealed that the mean age of youth on hair dressing enterprise in the three States was 33 (7.07) years old, with over 75% married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was significant variation in the age of the youth among the three States (prob > $\chi^2 = 0.022$).

Household Size: The youth maintained relatively small household sizes of about four members across the three States. The Bartlett's test for equal variances showed that there was significant variation in the household sizes among the three States (prob > $\chi^2 = 0.024$).

Experience: The youth were very experienced on the enterprise with a mean year of experience of about ten years across the three States and with significant variation among the States as shown by the significant Bartlett's test for equal variances of prob > $\chi^2 = 0.000$).

Educational Level: The youth in the three States were very educated with about 90% having secondary education and above.

Occupation: The study showed that in Ekiti and Ondo States about 50% and 63% of youth respectively took the enterprise as their sole

occupation, while it was about 80% in Osun State and about 64% across the three States.

Demographic Characteristics of Youth on Fashion Designing Enterprise

Table 8 presents the demographic characteristics of youth on fashion designing enterprise.

Age: The study revealed that the mean age of youth on fashion designing enterprise in the three States was 34 (6.72) years, with over 70% of the youth involved in the enterprise married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was no significant variation in the age of the youth across the three States (prob > $\chi^2 = 0.901$).

Household Size: The youth maintained relatively small household sizes of about three members. A Bartlett's test for equal variances showed that there was no significant variation in the household sizes among the three States (prob > $\chi^2 = 0.184$).

Experience: The youth were fairly experienced on the enterprise with a mean year of experience of about nine years across the three States but with no significant variation among the States as shown by the insignificant Bartlett's test for equal variances of prob > $\chi^2 = 0.218$).

Educational Level: The youth are very well educated with over 90% having secondary education and above across the three States.

Table 7: Demographic Characteristics of Youth on Hair Dressing Enterprise:

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	32.3 (9.00)	86.6	4.4 (1.99)	12.5 (9.86)	86.6	50
Ondo	32.2 (5.68)	66.6	3.3 (1.68)	67.0 (5.60)	90	63.3
Osun	34.5 (6.03)	73.3	4.4(2.76)	8.2 (3.48)	96.6	80
Pooled	33.0 (7.07)	75.5	4.0 (2.23)	9.2 (6.94)	91.1	64.4

Figures in parenthesis are standard deviations

Table 8: Demographic Characteristics of Youth on Fashion Designing Enterprise

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	32 (6.35)	56.7	3.0 (1.95)	7.2 (5.36)	96.7	70
Ondo	36 (6.91)	83.3	3.7 (1.42)	9.7 (7.12)	93.3	66.7
Osun	35 (6.53)	86.7	4.1 (1.92)	9.0 (5.45)	100	23.3
Pooled	34 (6.72)	75.6	3.6 (1.82)	8.6 (6.06)	96.7	53.3

Figures in parenthesis are standard deviations

Occupation: The study showed that in Ekiti and Ondo States about 70% and 67% of youth respectively took the enterprise as their sole occupation, while it was about 23% in Osun State.

Demographic Characteristics of Youth on Gari Marketing Enterprise

Table 9 presents the demographic characteristics of youth on gari marketing enterprise.

Age: The study revealed that the mean age of youth on gari marketing enterprise in the three States was 42 (9.02) years, with over 80% of the youth married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was no significant variation in the age of the youth across the three States (prob > $\chi^2 = 0.546$).

Household Size: The youth maintained relatively small household sizes of over 4 members across the three States. The Bartlett's test for equal variances showed that there was significant variation in the household sizes among the three States (prob > $\chi^2 = 0.000$).

Experience: The youth were very experienced on the enterprise with a mean year of experience of about ten years across the three States and with significant variation among the States as shown by the significant Bartlett's test for equal variances of prob > $\chi^2 = 0.002$).

Educational Level: The youth in Ondo State were very educated with about 90% of them having secondary education and above. That percentage was least in Osun State and it was about 48% across the three States.

Occupation: The study showed that in Ekiti and Ondo States about 60% of the youth involved in gari marketing enterprise, respectively took the enterprise as their sole occupation, while it was about 20% in Osun State and about 48% across the three States.

Demographic Characteristics of Youth on Rice Marketing Enterprise

Table 10 presents the demographic characteristics of youth on rice marketing enterprise.

Age: The study revealed that the mean age of youth on rice marketing enterprise in the three States was 39 (8.72) years, with about 88% of the youth married. The ANOVA result of the age of the youth on the enterprise revealed that the Bartlett's test for equal variances showed there was no significant variation in the age of the youth among the three States (prob > $\chi^2 = 0.290$).

Household Size: The youth maintained small household size of over four members across the three States. The Bartlett's test for equal variances showed that there was very significant variation in the household sizes among the three States (prob > $\chi^2 = 0.000$).

Table 9: Demographic Characteristics of Youth on Gari Marketing Enterprise

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	41 (8.87)	83.3	4.9 (2.76)	8.5 (6.61)	63.3	60
Ondo	41 (7.86)	90	4.3 (1.32)	7.0 (4.43)	90	63.3
Osun	46 (9.67)	76.7	5.5 (1.70)	16.2 (8.88)	43.3	20
Pooled	42 (9.02)	83.3	4.9 (2.05)	10.6 (7.92)	65.5	47.8

Figures in parenthesis are standard deviations

Table 10: Demographic Characteristics of Youth on Rice Marketing Enterprise

State	Age (years)	Marital % Married	Household Size	Experience (years)	Education % ≥ Secondary	Occupation (% Sole)
Ekiti	35 (8.09)	70	3.8 (2.25)	7.4 (6.16)	83.3	80
Ondo	43 (6.80)	100	4.4 (0.62)	8.3 (4.07)	83.3	16.6
Osun	42 (9.15)	93.3	5.0 (1.60)	12.0 (8.63)	60	20
Pooled	39 (8.72)	87.7	4.4 (1.69)	9.2 (6.78)	75.5	38.8

Figures in parenthesis are standard deviations

Experience: The youth were very experienced on the enterprise with a mean year of experience of about nine years across the three States and with very significant variation among the States as shown by the Bartlett's test for equal variances of $\text{prob} > \chi^2 = 0.001$.

Educational Level: The study showed that the youth were well educated with over 83% of them having secondary education and above in Ekiti and Ondo States respectively. The percentage for the three States was 75.5%.

Occupation: The study showed that in Ekiti State about 80% of the youth involved in rice marketing took the enterprise as their sole occupation, while it was about 20% and about 17% in Osun and Ondo States respectively.

Profitability Analysis

This section presents and discusses the profitability analysis of the enterprises the youth were involved in on enterprise basis.

Costs and Return Analysis of Almanco Enterprise

Table 11 presents the costs and return analysis of the almanco enterprise in the three States. The fixed cost was made up depreciation and rent expenses. Depreciation was charged on important equipment used in almanco work. They included; drilling machines, cutting machine, milling machine, hand saw, diamond, screw-driver and generator for provision of

electricity. The total variable cost was incurred mainly from the stipends (wages) paid to trainees and expenses on running the generators and transportation. The study showed that almanco enterprise was very profitable in the States and therefore could be recommended for youth empowerment programmes.

The TVC, TC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2 = 0.030$ for TVC, $\text{prob} > \chi^2 = 0.060$ for TC, $\text{prob} > \chi^2 = 0.001$ for Revenue and $\text{prob} > \chi^2 = 0.000$ for Profit. The FC did not vary significantly among the three States ($\text{prob} > \chi^2 = 0.990$).

Cost and Return Analysis of Tiling Enterprise

Table 12 presents the cost and return analysis of the tiling enterprise in the three States. The fixed cost was made up depreciation and rent expenses. Depreciation was charged on important equipment used in tiling work. These equipment included; cutting machine, grinder, spade/shovel, plier, pincher and trowel. The study revealed that tiling enterprise was very profitable in the three States and required very small fixed cost outlay to establish.

The FC, TVC, TC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2 = 0.000$ for FC, TVC, TC, Revenue and Profit respectively.

Table 11: Cost and Return Analysis of Almanco Enterprise

State	FC ₦'000	TVC ₦'000	TC ₦'000	Revenue ₦'000	Profit ₦'000
Ekiti	58.78 (7.68)	148.67 (42.40)	207.44 (44.41)	750.00 (388.13)	542.56 (363.18)
Ondo	72.73 (7.59)	188.67 (70.16)	261.40 (69.65)	663.33 (340.27)	401.93 (326.90)
Osun	69.49 (7.46)	180.33 (58.04)	249.82 (60.15)	986.00 (660.60)	736.18 (637.76)
Pooled	67.00 (9.59)	172.56 (59.90)	239.56 (62.82)	799.78 (497.80)	560.22 (478.87)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Table 12: Cost and Return Analysis of Tiling Enterprise

State	FC ₦'000	TVC ₦'000	TC ₦'000	Revenue ₦'000	Profit ₦'000
Ekiti	43.16 (13.64)	81.40 (180.01)	124.56 (179.01)	2166.00 (2192.08)	2041.44 (2199.40)
Ondo	30.65 (9.40)	49.72 (23.50)	80.37 (26.48)	1140.00 (494.27)	1059.63 (478.01)
Osun	58.12 (31.67)	43.10 (16.16)	101.23 (32.89)	2568.00 (2674.40)	2466.77 (2669.15)
Pooled	43.98 (23.32)	58.07 (105.39)	102.05 (106.54)	1958.00 (2083.62)	1855.95 (2079.23)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Costs and Return Analysis of Auto Mechanic Enterprise

Table 13 presents the cost and return analysis of the auto mechanic enterprise in the three States. The FC was comprised of the depreciation on important durable equipment used auto-mechanic enterprise. They included equipment such as spanners, jack, drench, and so on. The variable cost elements included expenses on stipends paid to trainees and sundry servicing items, while the revenue was got from charges on servicing and repairs of cars and vehicles brought to the garage.

The study revealed that auto mechanic enterprise was very profitable in the States and therefore could be recommended for youth empowerment programmes. The FC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2 = 0.001$ for FC, $\text{prob} > \chi^2 = 0.000$ for Revenue and $\text{prob} > \chi^2 = 0.000$ for Profit. The TVC and TC did not vary significantly among the States as shown by the $\text{prob} > \chi^2 = 0.100$ and 0.160 for the TVC and TC respectively.

Table 13: Costs and Return Analysis of Auto-Mechanic Enterprise

State	FC ₦'000	TVC ₦'000	TC ₦'000	Revenue ₦'000	Profit ₦'000
Ekiti	44.03 (18.50)	111.75 (82.74)	155.79 (87.75)	920.64 (692.13)	764.86 (693.77)
Ondo	37.74 (9.50)	120.20 (65.25)	157.95 (69.44)	1070.20 (531.25)	912.25 (528.63)
Osun	31.96 (12.28)	103.98 (55.44)	135.94 (62.08)	1049.13 (288.13)	913.19 (274.55)
Pooled	37.91 (14.65)	111.98 (68.29)	149.89 (73.72)	1013.33 (528.70)	863.43 (526.65)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Costs and Return Analysis of Rewiring Enterprise

Table 14 presents the costs and return analysis of the rewiring enterprise in the three States. The FC was composed of rent paid on premises being used as workshop and depreciation charges on essential equipment for rewiring. The variable cost elements are expenses on wages paid to trainees, and servicing materials.

The study revealed that rewiring enterprise requires relatively small capital outlay to establish. Also, the ratio of TC to Revenue is very low and therefore makes the rewiring enterprise a very profitable one in the study area.

The FC, TVC and TC did not vary significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2$

= 0.012 for FC, $\text{prob}>\chi^2 = 0.530$ for TVC and $\text{prob}>\chi^2 = 0.473$ for TC. The Revenue and Profit varied significantly among the three States as shown by the ANOVA result with $\text{prob}>\chi^2 = 0.000$ for Revenue and Profit respectively.

Costs and Return Analysis of Okada Riding Enterprise

Table 15 presents the costs and return analysis of the okada riding enterprise in the three States. The fixed cost was generally low compared to the Total cost for Ekiti, Ondo and Osun States respectively. This implies a small capital outlay for the establishment of the enterprise. This on the other hand resulted into significant profit margins in each of the States.

The FC, TVC, TC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob}>\chi^2 = 0.001$ for FC and TVC respectively. The test showed a $\text{prob}>\chi^2 =$

0.002 for TC, $\text{prob}>\chi^2 = 0.000$ for Revenue, and $\text{prob}>\chi^2 = 0.000$ for Profit.

Costs and Return Analysis of Taxi Driving Enterprise

Table 16 presents the costs and return analysis of taxi driving enterprise in the three States. The FC was derived mostly from the permit paid at the motor parks and depreciation expenses on durable maintenance materials used in serving and repair of the cars/vehicles, while the variable cost elements are the expenses on petrol, servicing and tyres bought for the cars/vehicles. The study revealed that taxi driving enterprise is profitable and requires relatively small capital outlay to establish, especially if the taxi driver is on drive and delivery status.

The FC, TVC, TC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob}>\chi^2 = 0.000$ for FC, TVC, TC, Revenue and Profit respectively.

Table 14: Costs and Return Analysis of Rewiring Enterprise

State	Fixed Cost N'000	Total Variable Cost N'000	Total Cost N'000	Revenue N'000	Profit N'000
Ekiti	82.19 (28.72)	122.95 (118.27)	186.18 (122.69)	1046.10 (643.72)	859.92 (574.94)
Ondo	79.47 (16.70)	188.55 (118.23)	249.68 (123.72)	2426.58 (3147.70)	2176.90 (3133.84)
Osun	43.51 (27.00)	207.26 (141.48)	240.73 (149.65)	1812.47 (1181.70)	1571.74 (1159.58)
Pooled	68.39 (30.19)	172.92 (130.22)	225.53 (134.11)	1761.72 (2034.94)	1536.19 (2009.70)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Table 15: Costs and Return Analysis of Okada Riding Enterprise

State	FC N'000	TVC N'000	TC N'000	Revenue (N'000)	Profit (N'000)
Ekiti	28.68 (10.41)	259.55 (68.04)	288.22 (73.26)	956.24 (500.17)	668.02 (460.66)
Ondo	39.83 (10.71)	332.28 (89.97)	372.11 (91.02)	1484.94 (667.84)	1112.83 (626.22)
Osun	24.50 (5.35)	191.71 (44.59)	216.21 (45.75)	636.72 (260.83)	420.51 (258.00)
Pooled	31.03 (11.15)	261.20 (90.36)	292.22 (96.32)	1026.75 (611.61)	734.52 (550.05)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Table 16: Cost and Return Analysis of Taxi Driving Enterprise:

State	FC (N'000)	TVC (N'000)	TC (N'000)	Revenue (N'000)	Profit (N'000)
Ekiti	261.29 (135.86)	3235.28 (861.12)	3496.57 (925.11)	7405.58 (3976.30)	3909.01 (3661.87)
Ondo	216.98 (54.25)	1325.73 (401.83)	1542.71 (415.33)	3043.28 (2560.19)	1500.57 (2276.41)
Osun	201.01 (48.69)	1221.46 (468.70)	1422.46 (466.37)	4074.32 (1690.74)	2651.86 (1429.42)
Pooled	224.02 (87.40)	1840.20 (1069.64)	2064.22 (1105.99)	4677.33 (3307.53)	2613.11 (2680.12)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Costs and Return Analysis of Hair Dressing Enterprise

Table 17 presents the cost and return analysis of the hair-dressing enterprise in the three States. The fixed cost elements were derived from rent on premises and depreciation charges on hair dressing equipment, while the TVC was mainly from wages paid to stylists and trainees employed and the revenue was from charges for different hair styles of customers.

The FC was about 44%, 44% and 52% of the TC for Ekiti, Ondo and Osun States respectively. This implies a relatively large capital outlay for the establishment of the enterprise. Nevertheless, the enterprise is very profitable in each of the States. The FC, TVC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2 = 0.000$ for FC, $\text{prob} > \chi^2 = 0.005$ for TVC, $\text{prob} > \chi^2 = 0.000$ for Revenue and Profit respectively. It did not

vary significantly for Total Cost ($\text{prob} > \chi^2 = 0.134$).

Cost and Return Analysis of Fashion Designing Enterprise

Table 18 presents the cost and return analysis of the Fashion Designing enterprise in the three States. The study revealed that fashion designing enterprise requires very low capital outlay to establish and it has very high returns and therefore is very profitable in the States and could be recommended for youth empowerment programmes.

The FC did not vary significantly among the States ($\text{prob} > \chi^2 = 0.529$) but the TVC, TC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2 = 0.001$, 0.001 , 0.000 and 0.003 for TVC, TC, Revenue and Profit respectively.

Table 17: Cost and Return Analysis of Hair Dressing Enterprise

State	FC N'000	TVC N'000	TC N'000	Revenue N'000	Profit N'000
Ekiti	75.32 (30.21)	96.44 (47.06)	171.76 (68.17)	1254.14 (767.20)	1082.38 (742.21)
Ondo	71.11 (14.22)	90.08 (82.11)	161.19 (85.89)	1213.51 (474.43)	1052.32 (443.19)
Osun	81.01 (26.48)	75.32 (52.71)	156.33 (59.48)	1626.72 (1186.83)	1470.39 (1174.58)
Pooled	75.81 (24.67)	87.28 (62.47)	163.09 (71.51)	1364.79 (871.24)	1201.70 (854.22)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Table 18: Costs and Return Analysis of Fashion Designing Enterprise

State	FC N'000	TVC N'000	TC N'000	Revenue N'000	Profit N'000
Ekiti	38.19 (9.74)	795.87 (401.27)	834.06 (405.94)	1968.23 (1234.36)	1134.18 (851.08)
Ondo	48.25 (11.48)	1112.75 (223.79)	1161.00 (226.28)	3398.63 (703.80)	2237.63 (563.49)
Osun	43.43 (11.94)	1065.75 (470.74)	1109.18 (472.26)	2680.75 (1553.03)	1571.57 (1094.75)
Pooled	43.29 (11.72)	991.46 (400.88)	1034.75 (404.81)	2682.54 (1337.39)	1647.79 (968.58)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Costs and Return Analysis of Gari Marketing Enterprise

Table 19 presents the cost and return analysis of the gari marketing enterprise in the three States. The study revealed that gari marketing enterprise requires very low capital outlay to establish and it has very high returns and therefore is very profitable in the States and could be recommended for youth empowerment programmes.

The FC and Profit varied significantly in the three States, Total Revenue, and Revenue did not vary significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2 = 0.000$ for FC and $\text{prob} > \chi^2 = 0.039$ for Profit.

Costs and Return Analysis of Rice Marketing Enterprise

Table 20 presents the cost and return analysis of the Rice Marketing enterprise in the three States. The study revealed that the TVC accounted for about 99% of the Total Cost outlay in rice marketing. This was due to the large acquisition cost in rice marketing. Nevertheless, rice marketing enterprise was profitable in the study area.

The FC, TVC, TC, Revenue and Profit varied significantly among the three States as shown by the Bartlett's tests of equal variances of $\text{prob} > \chi^2 = 0.000, 0.001, 0.001, 0.001$ and 0.000 for FC, TVC, TC, Revenue and Profit respectively.

Table 19: Costs and Return Analysis of Gari Marketing Enterprise

State	FC ₦'000	TVC ₦'000	TC ₦'000	Revenue ₦'000	Profit ₦'000
Ekiti	27.17 (1.09)	1249.91 (673.23)	1277.60 (673.60)	1566.40 (804.75)	288.80 (202.49)
Ondo	34.71 (10.24)	1578.23 (888.59)	1612.93 (888.82)	2128.72 (1198.96)	515.79 (329.35)
Osun	29.06 (4.57)	1047.53 (799.40)	1076.60 (798.50)	1396.60 (1017.46)	320.00 (270.28)
Pooled	30.49 (720)	1291.89 (813.36)	1322.38 (813.95)	1697.24 (1056.29)	374.86 (287.60)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

Table 20: Cost and Return Analysis of Rice Marketing Enterprise

State	FC ₦'000	TVC ₦'000	TC ₦'000	Revenue ₦'000	Profit ₦'000
Ekiti	13.60 (4.53)	2838.90 (2445.10)	2852.50 (2446.29)	3492.60 (3068.21)	640.10 (674.94)
Ondo	23.33 (2.07)	4208.08 (2929.46)	4231.41 (2929.75)	5725.80 (3969.00)	1494.39 (1085.03)
Osun	17.26 (2.83)	3004.57 (1453.23)	3021.83 (1455.08)	3897.00 (1915.40)	875.17 (518.57)
Pooled	18.06 (5.19)	3350.52 (2410.18)	3368.58 (2412.04)	4371.80 (3217.21)	1003.22 (866.58)

FC = Fixed Cost

TVC = Total Variable

Cost TC = Total Cost

Figures in parenthesis are standard deviations

CONCLUSION AND RECOMMENDATIONS

The study examined the profitability of enterprises among youth in entrepreneurial development in south-west, Nigeria. It specifically examined the demographic characteristics of the youth and the profitability of the ten selected enterprises the youth were engaged in.

Results revealed that the youth were mostly between 30 to 40 years old, highly well-educated with over 70% of youth sampled in each enterprise having completed secondary school and above. The youth are mostly married with average household sizes between four and five members. They are well experienced in

their chosen enterprises with average years of experience in each enterprise above nine years. The profitability analysis of the enterprises revealed that all the enterprises were significantly profitable. In addition to the fact that the capital requirements to start most of the enterprises were not much.

It is therefore recommended that findings from this study should be disseminated to the appropriate organs of the three tiers of governments saddled with the responsibility of planning for youth empowerment and employment and the Nigerian Universities for incorporation into their entrepreneurship

courses curricula. They should key into the use of the opportunity of these available entrepreneurial opportunities to address the problem of youth unemployment and empowerment in Nigeria by providing training programmes, fund and conducive business

environments for these category of Nigerians to eke out living for themselves in the absence of government white collar jobs.

Findings from the study will be disseminated to the governments.

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