

1 **An assessment of small rural and micro-enterprises as pathways out of poverty. Insights from** 2 **KwaZulu-Natal Province, South Africa**

3

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8 **Abstract**

9 Rural poverty continues to pose a significant development challenge in South Africa, marked by
10 pronounced inequality, persistent unemployment, and substantial dependence on social grants. The
11 present study investigates whether household-level micro and small enterprises (MSEs) function as
12 effective pathways out of poverty or primarily as coping mechanisms for survival in the Izingolweni
13 area of KwaZulu-Natal. Employing a community-level cross-sectional design within a positivist
14 paradigm, data were collected from 759 purposively selected household heads engaged in MSEs across
15 sectors such as poultry, petty trade, and vending. Descriptive results show that 60.4% of participants
16 receive government grants; however, formal savings (13.4%) and active product sales (13.9%) remain
17 low. Multinomial logistic regression analysis demonstrates that education has a significant positive effect
18 on participation in higher-potential sectors such as poultry and petty trading. The findings also reveal
19 gender disparities, with male participants being four times more likely to engage in vending and showing
20 significantly greater involvement of women in catering. Moreover, a prolonged investment duration was
21 determined to enhance the probability of participation across nearly all enterprise categories. The results
22 show that MSEs are important for survival, but they can't do much to help people get out of poverty
23 because of structural problems like bad infrastructure and limited access to capital. The study concludes
24 that focused business training and improved market access are essential to convert these survivalist
25 enterprises into enduring catalysts for rural economic development.

26 **Keywords:** Rural entrepreneurship, Micro and small enterprises (MSEs), Poverty alleviation,
27 Livelihood strategies, KwaZulu-Natal

28 **Introduction**

29 Rural poverty remains one of the most persistent global development challenges because it is structurally
30 engrained and increasingly reinforced by recurrent shocks, slow economic growth, climate change and
31 variability, conflict and fiscal pressure. The World Bank estimates that over 700 million people in rural
32 areas worldwide live in extreme poverty, earning less than USD 2.15 per day (1, 2). In 2025, an estimated
33 831 million people were living in extreme poverty, each trying to survive on less than \$3 per day (3). It
34 has become increasingly concentrated in Sub-Saharan Africa. Among the United Nations 17 SDGs, the
35 first one, ending all forms of hunger, is the focus of governments and development practitioners (4). An
36 estimated 18.2 million people in South Africa subsist below the poverty threshold (5, 6). Poverty in
37 South Africa has distinct variants: high inequality, sustained unemployment, the world's biggest
38 HIV/AIDS population, the legacy of apartheid, and sluggish economic growth, alongside a large social
39 protection footprint that nurture a dependency syndrome. In KwaZulu-Natal, these dynamics interact
40 with household-level livelihood strategies, subsistence farming, informal entrepreneurship, seasonal
41 work, remittances, and social grants, creating livelihood portfolios that are often rational responses to
42 welfare risks rather than linear steps towards sustainability.
43 Statistics South Africa (2025) estimated the unemployment rate of South Africa to be 42,4% in the third
44 quarter, at which youth unemployment remains the highest. An estimated 3,5 million out of 10,3 million,
45 equivalent to 33,9%, young people aged 15-24 were not in employment, education or training (NEET),

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46 and about 1,9 million out of 3,5 million discouraged work-seekers were young people aged 15-34 in
47 2025 (STATS SA, 2025). Understanding the impact of these economic challenges in the rural context is
48 very important. In South Africa, rural poverty is seen as an outcome of a growth deficit in the economy,
49 and exclusionary driven by core features of the economic structure, which resultantly created a deep
50 divide between urban “insiders” and rural “outsiders”(7). Rural areas are often marginalised and are
51 identified with poverty, food insecurity, unemployment, inequality, lack of important socio-economic
52 and service delivery services (8) and communal agrarian livelihoods which barely sustain their
53 consumption needs. There is an assumption that rural poverty in South Africa, just like in any other
54 Global South country, is likely driven by the construct to which poverty was created, where the
55 underlying causes may be ecocentric or structural (9). Lack of an entrepreneurship mindset and
56 rewarding opportunities often drive rural deprivation compared to urban areas. This study presents itself
57 at the intersection of two bodies of knowledge: (i) poverty dynamics and (ii) livelihood choices and
58 approaches in rural micro enterprises and small businesses.

59 There have been calls for more focus on entrepreneurship to ascertain how it influences economic growth
60 and development (10, 11). Rural entrepreneurship can be a solution to unemployment, inequality, low
61 productivity, and stimulate economic growth. Globally, small and micro- enterprises are viewed as
62 important socio-economic levers in employment creation (12), resource utilisation and income
63 generation because of their unique economic and organizational characteristics (13). Understanding the
64 growth and value of micro and small enterprises on the micro and macro levels is pertinent. The value
65 of SMEs has grown over the few decades as income growth and more specialised market demand
66 including the evolving technologies that strengthen their comparative advantages and lessen structural
67 disadvantages to realise the economies of scale have kept them evolving (14, 15). According to the
68 World Bank, micro-entrepreneurial businesses account for over 60% of total employment in low-income
69 countries (1) and up to 40% of national income (GDP) in emerging economies (16). These statistics
70 would be significantly higher if informal small and micro businesses were considered. In the Global
71 South, the sector is pivotal in the development of rural economies and has a significance in reducing the
72 number of poor people and improving their socioeconomic conditions. In Sub-Saharan Africa, micro,
73 small and medium enterprises represent a critical column of the economic landscape, accounting for the
74 bulk of private-sector employment and contributing substantially to gross domestic product (GDP) (17,
75 18). In 2021 alone, South Africa recorded 2.3 million enterprises actively contributing to the mainstream
76 economy, with over 1.5 million operating informally, creating an incredible 9.7 million jobs (19, 20).
77 SMEs span both rural and urban areas. In 2024, an estimated 13.4 million people were employed in the
78 MSME sector in South Africa, including in rural and township areas (21). However, (22, 23) argues that
79 the extent to which South African SMMEs have efficiently achieved their intended purpose in driving
80 socio-economic development within the mainstream economy is overestimated.

81 However, the available literature still struggles to distinguish between enterprise as coping and
82 enterprise as accumulation. Many studies measure “enterprise participation” as a binary, but a pathway
83 out of poverty requires understanding scale, profitability, seasonality and reinvestment capacity.

84 Research efforts have not added sufficient reflections on the position of rural small businesses in South
85 Africa. Thus, less is known about the value, challenges and contributions of the SMEs operating in the
86 rural economy, particularly in KwaZulu-Natal. About 15% of SMEs in South Africa are situated in rural
87 areas (24), which makes this study valuable because the state of micro-enterprises is not known. Since
88 1995, significant policy effort has been made in South Africa to eliminate poverty and unemployment
89 in a broader context through the development of small businesses. In the same year, a White Paper on
90 SMMEs and entrepreneurship development was gazetted, followed by a separate department of SMMEs
91 and other support functionaries, such as the Small Enterprises Development Agency (SEDA), to
92 augment the sector into a vehicle of economic growth (25-27). Policies such as the Preferential
93 Procurement Act (2000), Competition Act (2000) and the Broad-based Black Economic Empowerment
94 Act (2003) were enacted as enablers for emerging entrepreneurs (28). Specifically, Black people, women
95 and entrepreneurs from rural and other marginal communities. The 2011 National Development Plan
96 (NDP) pledges to create 1 million jobs in rural areas through the development and growth of SMMEs

97 by 2030 (5). However, a review of these policies shows a focus on growing SMMEs in urban and
98 township economies rather than rural entrepreneurship development.

99 There is no single definition of micro-enterprises and small businesses, as they all depend on different
100 business environments and contexts. The contexts vary from country to region, economic dynamics, and
101 period because of the classification of businesses into large-scale, medium-scale, small and micro is
102 highly subjective (29). Small and medium businesses are considered those enterprises that have fewer
103 than 50 employees (30). Some classify them into five stages from existence, survival, success-
104 disengagements, success-growth, and take-off to maturity, because of their management style,
105 organization structure, and business ownership (31, 32). On the other hand, the South African
106 Department of Small Business ranks SMEs according to industries, number of employees and annual
107 turnover, whilst the Small Enterprise Development Agency (SEDA) only defines SMEs based on the
108 number of employees (24). They operate across diverse sectors, including agribusiness, mining,
109 manufacturing, retail, and services, serving as instruments of rural livelihoods.

110 While previous literature often uses the term SMEs, this study's unit of analysis focuses on the South
111 African micro and small enterprises (MSEs) sector in the rural economy. Just like (33) and (34), this
112 study also categorizes businesses with between 1 and 3 employees as "micro-enterprises" while those
113 with between 4 and 9 employees as "small enterprises" to fill the existing research gap about targeting
114 this business category explicitly. The South African definition, as per the National Small Business Act
115 102 of 1996, defines micro-enterprises as businesses run by owners and their families with fewer than
116 five employees and an annual turnover below R150, 000 (22). The development of MSEs is considered
117 vital for a binary purpose of hastening rural-urban industrialization and reducing unemployment and
118 poverty (35).

119 The need for more MSEs research in the rural economy and its significance to poverty alleviation has
120 gained more traction in the 21st century. The primary aim of this study is to assess whether income-
121 generating ventures at the household level function as a pathway out of poverty or as mechanisms of
122 coping and risk management in rural KwaZulu-Natal. Specifically, the research seeks to identify the
123 socio-economic drivers of participation in small and micro-enterprises and to examine their relationship
124 with welfare outcomes such as livelihood diversification and food security. In doing so, the study
125 responds directly to unresolved arguments on whether informal enterprise creates a pathway toward
126 resilience and equity or merely stabilises household subsistence.

127

128 **Literature Review**

129 Rural entrepreneurship and rural enterprises in South Africa

130 South Africa is classified as an upper-middle-income nation based on its GDP per capita (22, 36), with
131 an estimated per capita income of USD 6,500 in 2024 and a population of approximately 63,1 million in
132 2025. An estimated 70% of the rural population is poor, and 85% live in the former designated homelands
133 (37), where there is widespread poverty, high unemployment rates, and income inequality. The majority
134 rely on government social grants for their financial needs. The three largest social grants are the Child
135 Support Grant (CSG), which has 13 million recipients, while the Old Age Pension (OAG) is received by
136 3.7 million, and the Disability Grant (DG) reaches about a million beneficiaries (38). Hence, rural
137 entrepreneurship can be both a medium- and long-term solution to these challenges. Different scholars
138 have defined entrepreneurship differently depending on context and region. For many, it is associated
139 with small businesses, even though this has changed with the realisation that there is more to
140 entrepreneurship than just an enterprise (39). One of the most popular definitions of entrepreneurship is
141 by (40), who defined entrepreneurship as "how, by whom, and with what effects opportunities to create
142 future goods and services are discovered, evaluated, and exploited". This definition is focused on the
143 means, the human capital and opportunity identification being at the core of any entrepreneurship.
144 Broadly, (41, 42) have driven home that entrepreneurship is the act of initiating, creating, building and
145 expanding an enterprise and mobilising other resources to exploit an opportunity in the marketplace for
146 long-term gain. Sarason, Dean (43) supports that an act of entrepreneurship occurs as the individual
147 specifies, interprets, and exploits available opportunities. In the year 2000, researchers (44) defined an

148 entrepreneur as an individual who consistently creates and innovates to build an enterprise of
149 distinguished value around identified opportunities (45). Rural entrepreneurship is fundamental for
150 poverty alleviation, food security, employment creation, wealth generation and the overall development
151 of rural communities (46, 47). Whilst several streams of research into entrepreneurship focus on urban
152 business phenomena, rural entrepreneurship researchers have narrowed the definition to account for the
153 fundamentals of rural economies. Therefore, it is important to understand the circumstances that enable
154 and constrain opportunities for rural entrepreneurs, specifically small and micro businesses across
155 different sectors, and the strategies to enhance growth and sustainability. The definition of rural
156 entrepreneurship is being scrutinized because of its distinctive characteristics, particularly whether the
157 geographic location of rural areas is the sole factor in identifying it (48). However, (49) argues that rural
158 entrepreneurship does not differ from the general concept of entrepreneurship and (50, 51) asserts that
159 to be considered truly rural, the entrepreneur must not only live in the rural area but must be influenced
160 by its local environment and impact their localities. Scholars such as (52-54) defined rural
161 entrepreneurship as enterprise opportunities that serve and create new markets in rural environments and
162 can take place in a variety of sectors such as manufacturing, retail, industry, service and tourism and
163 agriculture, mobilising and utilising local resources for profit. On the other hand (55, 56), derive their
164 understanding of rural entrepreneurship from concepts such as “risk taking,” “successfully undertaking
165 a business venture,” “innovation,” and “drive, capabilities and organizational skills”. This study believes
166 that rural entrepreneurship is the innovative utility of available rural resources, human capital, markets
167 and facilities to exploit business opportunities.

168 Evidence from years of research shows that entrepreneurship among small-business owners is
169 often driven by passion, innovation, job dissatisfaction, the need to earn more income, poverty,
170 opportunities and growth prospects (10, 57, 58). In many SSA countries, livelihoods in the rural economy
171 are predominantly rain-fed agriculture with minimal and seasonal non-farming ventures. South Africa is
172 a completely different context, as many households do not own adequate land to support their own
173 production. Rural small businesses and micro-entrepreneurship involve individuals or families
174 undertaking small-scale income-generating activities, mostly in the informal sector, to support their basic
175 lifestyles (1, 59, 60). (61) supported that most households operate businesses in easy entry activities, but
176 fewer in ventures that require higher start-up costs and solid business acumen. In rural areas, non-farm
177 entrepreneurial behaviour is determined by factors such as access and rights to land, access to credit and
178 markets, labour availability, household wealth and socio-demographic characteristics of the entrepreneur
179 (10, 61, 62). Typically, the enterprises in rural South Africa include village saving and loan groups
180 (VSLGs), transport, microfinance, petty trading, sole traders, agripreneurship, general dealers, spaza
181 shops, fruit and vegetables vendors, among others. Interestingly, these ranges of business activities are
182 also linked to urban entrepreneurs, but the mode of production, target market, consumption rate and
183 turnover distinguish a rural entrepreneur from an urban entrepreneur in business logic (54, 63). The
184 (VSLGs) as local microfinance establishments often provide a wider range of financial services to
185 support entrepreneurship ventures and help to improve the livelihoods of their members, particularly
186 women who constitute the majority in the groups (64). On the other hand, microfinance entrepreneurs,
187 popularly known as “Loan Sharks” in South Africa, emerge and flourish by providing credit facilities to
188 the middle class, social grant beneficiaries and the unbankable population at exorbitant interest. When
189 formal financial institutions are beyond reach, households instead rely on money lenders and informal
190 financial microfinance, which evolve in different forms (65, 66) depending on the environment. Due to
191 limited opportunities in the formal sector of the South African economy, the vulnerable poor are often
192 forced into petty trading as hawkers in order to generate an income (67). Hawkers or vendors, mostly
193 women, are informal street retailers who sell different merchandise depending on the needs of their target
194 market. The rural and township retail sector, particularly tuck shops, restaurant outlets, general dealers
195 and mini-supermarkets is dominated by traders. At least 80% of them benefit from collective purchasing
196 and economies of scale, giving them a distinct advantage over local micro-enterprises (68, 69). Petty
197 trading is a prevalent economic activity that involves both men and women with small financial stocks
198 who struggle to earn a living by growing their small businesses into bigger ventures (70). Some of the

199 business enterprises are survivalists, which often lack income-generating activities, are in households
200 and usually constitute the informal sector characteristics (71-73). Rearing poultry, particularly
201 indigenous chickens, on an extensive scale in backyards for income and household consumption is a
202 traditional practise in Sub Saharan Africa. The poultry business is currently the largest column of
203 agriculture, and the level of consumption of poultry meat in South Africa suggests that the sector is
204 viable (74), which requires bold intrapreneurs to tap the rural market. Thus, there is an increasing interest
205 in rural entrepreneurs to relaunch new rural businesses and stimulate the economy (5). However,
206 compared to urban SMEs, rural SMEs are remarkably reliant on access to external markets if they are to
207 expand, because their home markets are too small to accommodate growth, hence they remain micro-
208 enterprises (75). Despite their importance, SMEs in South Africa often face structural challenges that
209 hamper their ability to scale operations and achieve sustainability. This includes poor infrastructure,
210 limited access to modern technologies, and insufficient capital resources (17, 76), the lack of access to
211 markets, a lack of management skills, a lack of production capacity, and lengthy bureaucratic processes
212 (19), in decision-making. In South Africa, just like in other Global South countries, COVID-19, the
213 global health and economic pandemic, threatened the survival of rural livelihoods, particularly small and
214 micro enterprises. This was exacerbated by energy load shedding. In addition, rural enterprises have
215 limited access to timely market information, mainly due to the country's weak transport infrastructure
216 and communications network, specifically in rural KwaZulu-Natal (77). This is mainly because South
217 African policy implementation does not suit local conditions and policymakers lack insights into the
218 circumstances of entrepreneurs, resulting in policies being ineffective. While studies have documented
219 challenges and failures of small and micro businesses, they are notable drivers of success and
220 sustainability. Rural places and business activities offer certain location-specific rewards related to the
221 socio-spatial dimension of locality. Various entrepreneurship authors consider that dynamic and
222 complex factors influence business activity in rural areas specifically location, natural resources and
223 landscape, social capital, local authority, business and social networks, and information and
224 communication technologies (50). Similarly, (78) pronounced that capital, hard work, record keeping,
225 and financial controls, understanding of customers' needs, and the use of professional advice are the key
226 drivers of the success of small businesses in emerging markets. Business incubation has been identified
227 as a strategy for promoting rural entrepreneurship (46), as the purpose of a business incubator is to ease
228 start-up failures and to provide them with the necessary support and to mentor them up to a stage where
229 they can become viable businesses (79). This is because many MSE entrepreneurs in the rural and
230 township economies know little about business management. Thus, comprehensive training is required
231 to reverse the long-term effects of the barriers of doing business, and to improve entrepreneurial
232 knowledge and skills at all stages of the enterprise value chain.

233 **Materials and methods**

234 **Study site,**

235 The study was conducted in Izingolweni area, in Ugu District of KwaZulu-Natal Province in South
236 Africa. Izingowelni is in Ray Nkonyemi Municipality, one of the economically disadvantaged areas of
237 the KwaZulu-Natal province, characterized by low livelihood resource endowments and limited
238 economic opportunities. We selected Izingoweni as the study area, because unlike other areas, there is a
239 paucity of knowledge in terms livelihoods dynamics which evolve in the area. There is a high reliance
240 on social grants, such as the child social grant, foster care grants, disability grant and old age pension for
241 household income. Individuals and households in the area earn a living from government social grants,
242 artisanal mining, processing companies, casual labour, buying and selling, private and public sector
243 employment, roadside survivalist informal trading, the service sector, informal micro enterprises, and
244 smallholder agriculture. According to RNM 2026/27 IDP, the municipality has been proactive in
245 establishing SMMEs to enable people to be economically active, as the sector represents an important
246 component of the economy of the municipality and plays a major role in the job creation, economic
247 growth and poverty alleviation. These enterprises usually lack formality in terms of registration, business
248 premises, business records and usually operate from households. This socio-economic context makes it

249 highly relevant for research on rural small and micro enterprises. Therefore, the households were
250 *purposely* selected since small and micro-irrigation projects have been prioritized as strategic
251 investments aimed at addressing rural poverty, food insecurity, unemployment, and frequent climate
252 variability and drought in the KwaZulu-Natal province. The Izingolweni area thus provided an
253 appropriate context for examining the *village-level* entrepreneurial behaviour among the households.

254 **Design and data collection technique**

255 The study employed a community-level cross-sectional design, a descriptive and quantitative approach
256 to achieve the study objectives. It is descriptive because the study aims to explain and describe the
257 dynamics for the growth and development of small and micro enterprises operating in the Izingolweni
258 area of KwaZulu-Natal province. To understand the challenges, opportunities, and best practises for
259 small and micro-enterprises in Izingolweni, a positivist paradigm was employed. Positivism in the study
260 is reflected in the use of structured questionnaires to collect quantifiable data from SME owners (80).
261 This research design was appropriate for this study because of the nature and objectives of the research.
262 The target population were heads of households owning micro and small businesses operating in
263 different industries, including *art and crafts, community savings, health and beauty, poultry, grocery*
264 *shops and so forth*, employing between one and ten employees. To identify both male and female
265 entrepreneurs for the survey, the study used a purposive sampling procedure to target sectors of
266 businesses with specific characteristics. The focus was on easy entry sectors considered to be most
267 significant in terms of their income potential for household-level subsistence. In purposive sampling, the
268 participants are selected based on the judgment of the researcher who decides who will be most useful
269 for the data required (81).

270 An in-person and on-site survey was conducted between April 2024 and August 2024 by trained
271 enumerators who were fluent in Isizulu, the local language, by visiting the micro and small entrepreneurs
272 at their locations. to household heads, who served as the primary respondents. Enterprise owners were
273 purposely selected as primary respondents, given their key roles in decision-making and their ability to
274 provide business operations data, as well as comprehensive data on the household dynamics, which
275 served as the unit of analysis

276 Our data collection approach incorporated our research aim to explore and understand the specific
277 variables *that drive rural small and micro-entrepreneurs*. Data were collected using a pre-tested and
278 semi-structured questionnaire, which included questions about demographic and socio-economic
279 factors such as age, gender, education level, type of social grant, livelihood assets, type of enterprise,
280 and households' entrepreneurial characteristics. The Cronbach alpha, the most widely used objective
281 measure of reliability of the research instruments, was used (82). Further to ensure validity, various
282 sources of verification, such as past records, as well as a review of the literature, were used. The
283 small and micro entrepreneurs under study rendered a solid, diverse range of products and services
284 to sustain households' livelihoods. The questionnaire was pre-tested to check the validity, flow,
285 cultural sensitivity and consistency of the questions, and to facilitate and improve the translation of
286 questions to the local language (83). Overall, 759 were selected by employing a purposive random
287 sampling method, identifying households with SMEs. This sample is considered suitable according
288 to the ten-time sample rule, which indicates that the sample size should exceed ten times the highest
289 number of links directed towards any latent variable within the inter or outer model (84, 85). In the
290 third and final stage, twenty households were randomly selected from each village using systematic
291 random sampling from updated village rosters, yielding a total of 759 primary sampling units. The
292 study employed the (86) quantitative formula for selecting the study sample size with a confidence
293 precision interval level of 95%, as illustrated below:

$$294 \quad n = \frac{N}{1+Ne^2} \quad [1]$$

295

296 Where N is the total sample, n signifies the total number of households, and e denotes the error
297 (0.05% error). The e took the value of 0.05, as the variation level among the households was
298 unknown. Therefore, from a sample size of 759 households, the smallest sample size was 262. The
299 Yamane sample dimension formula is used to regulate the minimum sample required for a study
300 when the size of the population is identified, and a desired level of precision is estimated (87).

301

302 Data Analysis

303 The International Business Machines (IBM) Statistical Package for the Social Sciences (SPSS) version
304 27 and STATA SE version 15 were utilized to analyze the primary survey data. This study employed
305 both descriptive and inferential statistics. Descriptive statistics included means, percentages (%),
306 standard deviations (SD), and robust standard errors (Std. Err.). The researchers further employed
307 inferential statistics to test the hypothesis, evaluate the strength of the relationship between variables
308 using the Multinomial logistic regression.

309 Model specification

310 Multinomial logit regression model

311 A multinomial logistic (MNL) model was used to estimate the polytomous response variable (rural
312 enterprises) to a set of regressor variables determining the household choice of factors to participate in
313 each enterprise, see (88), (89) and (90). The explanatory variables were household demographics and
314 socio-economic factors (e.g. levels of Stokvel investment). The objective is to predict the likelihood of
315 a rural household, with given variables, participating in income-generating ventures representing an
316 identifiable combination of small and micro enterprises.

317 The probability associated with the choice of an enterprise of a rural household is denoted by
318 P_{nj} (j = poultry, petty trade, vending, handicraft, catering, beauty products and health
319 products), where n represents the household; $j = 1$ represents the rural household in choosing a
320 Poultry enterprise; $j = 2$ represents the rural household in choosing a livelihood strategy in Petty
321 Trading, etc. The multinomial logistic model is specified as follows: if the unobserved portion
322 of the utility (ε_n) is identically and independently distributed (iid) across alternatives according
323 to (91) and (92) :

$$324 \quad P_{nj} = \frac{e^{(\beta' X_{nj} - \gamma' H_{nj})}}{\sum_{j=1}^4 e^{(\beta' X_{jj} + \gamma' H_{nj})}} \quad [2]$$

325

326 If the β s and the γ s are set to zero for one of the enterprises (for example Poultry), the MNL
327 model for each enterprise ($j \neq$ enterprise) can be expressed as:

328

$$329 \quad P_{nj, j \neq 1} = \frac{e^{(\beta' X_{nj} + \gamma' H_{nj})}}{1 + \sum_{j=2}^4 e^{(\beta' X_{nj} + \gamma' H_{nj})}} \quad (j=2, 3, \text{ and } 7) \text{ and}$$

330

$$P_{n1} = \frac{1}{1 + \sum_{j=2}^4 e^{(\beta' X_{nj} + \gamma' H_{nj})}} \quad [3]$$

The coefficients of the MNL model are interpreted in terms of the marginal effects, i.e. the margin of the probability of choosing one outcome category over the reference category. The marginal effect of a change in each regressor, X_i , on the probability of choosing a particular enterprise is expressed by a positive or negative parameter indicates that the relative probability of participating in the 'Poultry', 'Petty trade' ...or... 'Health products' SMEs categories.

1

2 Results

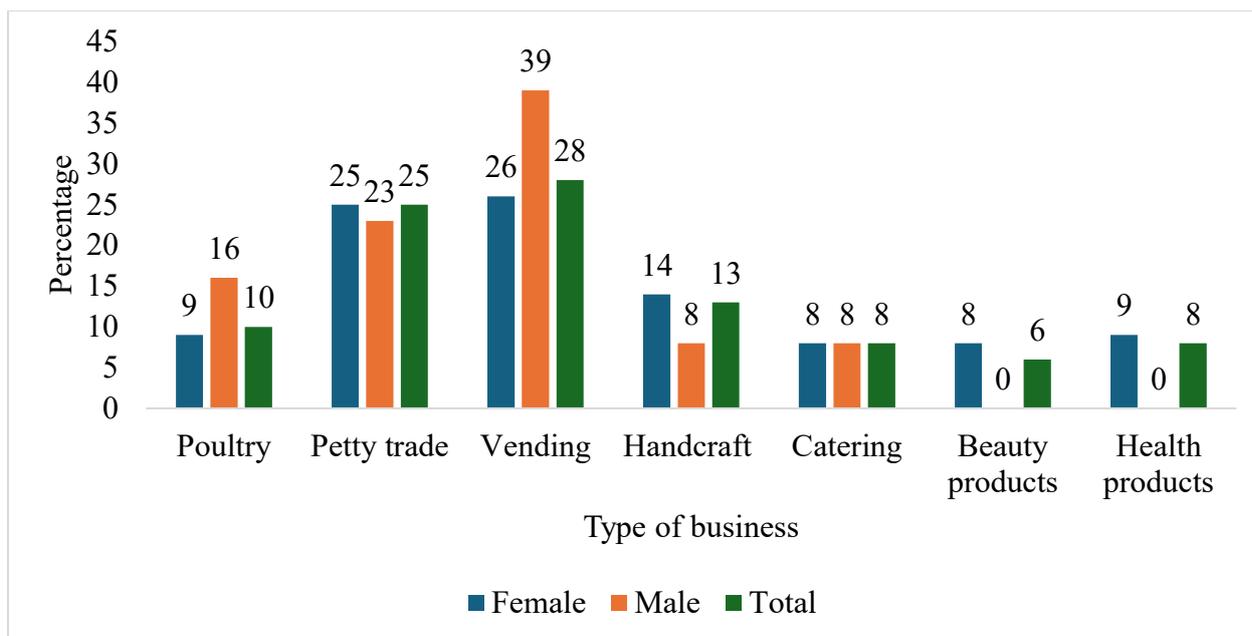
3 Descriptives

4 The majority of participants in this study receive grants from the government (60.4%).
 5 However, female participants (67%) receive government grants more compared to their male
 6 counterparts (26.7%). Moreover, most of the participants in this study (86.6%) do not save their
 7 money either in a stokvel or in savings. It is evident from the results that stokvel (10.5%) is the
 8 most preferred way of saving money compared to savings (1.8%). A limited proportion of
 9 participants (13.9%) actively participate in product sales. On Average, the age of the household
 10 heads in the study area was 41 years, with female participants (42 years) relatively older than
 11 male participants (37 years). The average period of engaging in sales of products was about
 12 half a month. The participants in this study attained an average level of education of 9 years,
 13 and family size was approximately 7 members. In addition, the dependency ratio was
 14 approximately 50%, despite that it was relatively high among female-headed households.

Variable	Female		Male		Total	
	<i>Freq</i>	<i>%</i>	<i>Freq</i>	<i>%</i>	<i>Freq</i>	<i>%</i>
Receive government grants	395	67.1	31	26.7	426	60.4
Save money in a stokvel/savings						
No saving	541	85.6	116	91.3	657	86.6
Saving account	13	2.1	1	0.8	14	1.8
Stokvel	70	11.1	10	7.9	80	10.5
Both	8	1.3	0	0	8	1.1
Sell products	97	14.0	18	13.2	115	13.9
	<i>Mean</i>	<i>Std dev</i>	<i>Mean</i>	<i>Std dev</i>	<i>Mean</i>	<i>Std dev</i>
Age of household head	42.0	14.41	36.65	14.04	41.17	14.48
Number of months earning from sales	0.58	1.97	0.50	1.82	0.57	1.94
Highest level of education	9.82	3.19	10.15	3.34	9.87	3.21
HH size	6.65	3.30	6.76	3.32	6.67	3.30
Dependency Ratio	0.52	0.67	0.45	0.67	0.50	0.67

15

16 Table 2 below shows the distribution of participants across different business enterprises. Petty
 17 trade and vending dominate the business ventures that are pursued by participants in the study
 18 area. It is evident that vending (28%) and petty trading (25%) are the most sought-after business
 19 ventures in the study area. Vending was mostly done by male participants (39%) compared to
 20 female participants (26%). Sales of beauty and health products were dominantly a women-only
 21 business venture in the study area.



Multinomial logistic regression

Variables	Poultry		Petty trade		Vending		Handcraft		Catering		Health products	
	Coef.	Std Err	Coef.	Std Err	Coef.	Std Err						
Area	-0.01	0.12	0.07	0.11	0.03	0.10	0.10	0.11	-0.15	0.15	-1.42^a	0.85
Gender	2.34	1.65	2.76	1.77	4.00^b	1.68	0.96	1.46	-3.60^a	2.08	-1.61	0.16
Age	0.19	0.22	0.14	0.21	0.17	0.18	0.14	0.19	0.24	0.29	0.69	0.43
Education	0.46^a	0.27	0.43^a	0.22	0.06	0.15	-0.09	0.15	0.23	0.29	-1.19	0.90
Grants	-0.18	1.14	0.15	1.02	0.46	0.96	-0.95	1.11	0.13	1.24	-3.37	2.91
Sell	6.28^c	1.47	24.43	0.49	8.08^c	1.88	3.76^c	1.05	24.66	0.87	38.53	0.46
Investment period	0.61^c	0.20	0.72^c	0.22	0.41^a	0.23	0.70^c	0.18	0.55^b	0.26	0.77^b	0.35
Stokvel	-641.47	-	0.46	0.60	0.82	0.57	0.66	0.59	0.73	0.77	7.02^a	3.60
HH size	-0.13	0.31	0.06	0.22	0.07	0.19	0.75	0.22	0.27	0.26	1.09	0.73
Dependence ratio	0.12	0.51	0.21	0.39	0.005	0.33	-0.27	0.37	-0.13	0.49	0.39	0.70
Constant	-15.06	4.85	-35.26	1.77	-15.14 ^c	4.24	-7.08 ^b	3.44	-34.21	2.08	-41.85	0.16

NB: a,b,c – statistically significant at 10%, 5% and 1%, respectively

1 Results in Table 3, derived from a multinomial logistic regression model, show factors affecting
2 participation in each enterprise. For poultry production, it is evident that it is significantly and
3 positively affected by the increase in the participants' level of education by a margin of 0.48 at
4 10% level of significance. Moreover, participants who sell their products have a 6.28 chance
5 of engaging in poultry production ($p < 0.01$). In addition, a unit increase in the investment
6 period of participants increased the likelihood of participation in poultry production by 0.61 (p
7 < 0.01). A one-year increase in the level of education increases the likelihood of participation
8 of participants in "Petty Trading" by a margin of 0.43 ($p < 0.10$). Also, a unit increase in the
9 years of investment increases the likelihood of participants participating in petty trading by a
10 margin of 0.72. ($p < 0.01$).

11 The likelihood of males significantly engaging in vending is four times that of female
12 participants ($p < 0.05$). Moreover, those who sell their products are 8 times more likely to
13 participate in vending. Furthermore, a one-year increase in the investment period has the
14 likelihood of increasing participation in vending by a margin of 0.41 ($p < 0.10$). On the other
15 hand, the likelihood of participation in handicrafts is significantly increased by their
16 participation in selling products (3.76) and the investment period (0.70) of the participants.

17 Similarly, engagement in handcrafting by participants in this study was significantly and
18 positively associated with selling products and the investment period by a margin of 8.08 and
19 0.41, respectively ($p < 0.01$). Male participants significantly participate in catering with a
20 margin of 3.60 compared to female participants ($p < 0.01$). Moreover, participation in catering
21 was significantly and positively influenced by the investment period by a margin of 0.55 at 5%
22 level of significance.

23 It has been noted that there is variation in the engagement of participants in sales of health
24 products across different locations ($p < 0.10$). Furthermore, those with a longer investment
25 period are more likely to engage in the health products enterprise, with a margin of 0.77
26 compared to those who are relatively new ($p < 0.05$). Participation in a stokvel saving increase
27 the likelihood of participants to engage in health products enterprise at a margin of 7.02 ($p <$
28 0.10).

29 **Discussion**

30 Results from this study showing that more educated participants engage in poultry production
31 support the findings of Phiri, Ruzhani (93), Adedapo and Adekunmi (94) and EZEKIEL,
32 ADEBAYO (95). According to Phiri, Ruzhani (93), the educated people in developing
33 economies engage in poultry farming business, which offers a viable, high-potential income
34 stream based on their technical knowledge. Higher education, together with specific training,
35 has been evident for increasing the technical efficiency, profit margins, and facilitating the
36 adoption of modern farming technologies (93). Existing reports indicated that educated
37 participants have been utilising their skills to turn subsistence activities into viable, market-
38 driven enterprises through increasingly engaging in the poultry farming business (96). While
39 the communities face limited access to funding and stringent regulations, they often leverage
40 higher education to navigate business complexities.

41 Moreover, the results from this study support the existing literature, which states that existing
42 skills and experience in selling and trading often draw them to the poultry business owing to

1 the natural synergy between marketing expertise and the high, consistent demand for chicken
2 products (96-98). According to Gororo and Kashangura (97), poultry farming is a lucrative,
3 accessible, and fast-turnover venture that complements existing sales businesses. Its fast-
4 growing nature as an agribusiness, which offers quick returns on investment and high
5 profitability, makes poultry production an attractive entry point for new entrepreneurs. Poultry
6 production does not require complex, high-maintenance infrastructure, making it considerably
7 accessible to start with limited capital and a relatively small piece of land. South Africa faces
8 a high demand for poultry as an affordable source of protein, offering quick returns through
9 fast broiler growth and a steady layer income (99). The scalability of broiler production makes
10 it a strong fit for leveraging the market, with a consistent need for chicken and eggs (99).
11 Communities that often engage in informal entrepreneurial activities engage in various sectors,
12 with the poultry enterprise emerging as a viable livelihood strategy (96).

13 The results from this study showing that rural communities with access to investment, training
14 and market-based programs increasingly engage in the poultry business for sustenance of their
15 livelihood, supporting the findings from previous studies (96, 100, 101). The preference for
16 adopting poultry enterprise by investors is often driven by high demand for meat and eggs
17 amongst their host communities. In turn, poultry farming stands out as a viable income-
18 generating project for the communities, allowing them to be self-reliant rather than to depend
19 on aid (96). KwaZulu-Natal province, together with Gauteng and the Western Cape, has been
20 identified as a province with standout demand for poultry products in South Africa, creating a
21 significant internal market for poultry products (102, 103). The high demand for poultry
22 products in the province of KwaZulu-Natal is driven by its large population base (102). Once
23 the investment by these communities is supported through the provision of capital and donor
24 programs, they can set up commercial poultry units.

25 The results from this study stating that the success, income growth, and operational efficiency
26 of petty trading are significantly and positively affected by the level of education of household
27 heads, which supports existing studies (104-106). Participation in petty trading requires
28 business training requires training to enable their ability to effectively manage finances, reduce
29 risks and adopt the ever-dynamic digital tools in a rapidly changing world (106). Education
30 empowers rural communities in South Africa by enabling them to navigate complex market
31 environments, improve social and economic cohesion, and transform them from survival
32 activities to more sustainable informal business practices (107). Most community members
33 who face barriers to access formal employment make use of their education to increase their
34 entrepreneurial resilience, enabling them to adapt to market demand and contribute to local
35 economies (107). Education among household heads has been applauded as an essential tool
36 for providing them with new knowledge and skills that facilitate self-reliance and their ability
37 to effectively engage in income-generating activities (108). In addition, education enables rural
38 communities to have improved adaptability in the South African market.

39 As in poultry production, petty trading is increasingly opted for by rural communities who have
40 been actively engaging in investment for a long time. These findings are supported by existing
41 research, which has found that petty trading is a significant and increasing economic activity
42 among the rural populations (109, 110). Hence, acting as a bridge between immediate survival
43 and long-term investment (110). A great majority of rural communities operating businesses
44 for over a period of ten years derive their livelihoods from petty trading activities (111). Petty
45 trading has fostered self-reliance and supports entire rural households, enabling them to meet
46 daily needs, including food, clothing, and education fees, for decades (111). While many of
47 these petty traders started in survival mode through small-scale hawking and vending, some
48 have transitioned into more stable and thriving businesses, including shops, hairdressing and

1 catering. The earnings from petty trading have been covering household expenses for several
2 decades, where humanitarian aid is limited or absent.

3 Results from the study support the findings from previous studies on the relationship between
4 vending and gender (112, 113). Crush, Tawodzera (113) postulate that male participants in
5 urban centres of South Africa are more prominently engaged in street vending and informal
6 entrepreneurship than women. Vendors in Cape Town and Johannesburg have been reported to
7 be dominated by males, while female vendors constitute only 20 – 30% (113). The majority of
8 males are into vending as a primary source of economic survival through the selling of personal
9 and household products. Although feminization of migration is resulting in more women
10 moving into South Africa for work, the majority of women have limited financial services, face
11 safety concerns and greater responsibility for household care, heightening their levels of
12 vulnerability and in turn restricting their participation in vending.

13 It has been noted from previous studies that vendors in South Africa who participate in informal
14 street vending as a primary survival strategy often focus on selling food, drinks, vegetables,
15 fruit, clothing, and low-capital items (67, 114-116). It has been realised that these vendors often
16 operate on the street, at taxi ranks and near shopping complexes (67). Vending emerges as the
17 entry point for economic survival and a way in which they adapt to new, challenging
18 environments in urban areas. The findings from Fourie, Saayman (116) states that while
19 vending in South Africa includes other entities like clothing, traditional medicine, sales of
20 vegetables (30%) and food/drink (26%) were the most dominant enterprises. It has been noted
21 that vendors, through their engagement in sales of products in streets, at taxi ranks and near
22 shopping complexes, face a plethora of challenges, including a lack of capital, infrastructure,
23 and the constant risk of xenophobic attacks (117, 118). Most of the vendors sell their wares
24 through their social networks and family ties for initial support in navigating their vending
25 (115). It has been evident that vendors in South Africa are a critical force for economic
26 development as they fill gaps in the retail sector by providing accessible, low-cost goods in
27 their locality (119).

28 The results from the study support previous studies that state that vendors who have been
29 investing for a long period often participate in vending to ensure their survival, economic
30 insertion, and build capital (118, 120). While most rural households continue to participate in
31 vending, some have transitioned into more formal small businesses, including spaza shops
32 (120). While most rural households make use of vending as a survival strategy, in the long-
33 term, they use it to accumulate capital and build livelihoods through personal savings, as they
34 cannot access bank loans (120). Moreover, some of the long-term vending enterprises for rural
35 communities remain underserved niches in the informal market within the locality (118).
36 Others benefit from established strategic networks with collective purchasing that outperform
37 local competition. Some rural vendors fail to overcome existing barriers which prevent them
38 from venturing into a new line of business, making them fail to venture into new enterprises.

39 The results from the study support the findings from Cyprian (121) and Asoba and Patricia
40 (122) that rural communities in South African urban areas who heavily engage in the informal
41 craft sector for their survival produce and sell their craftwork in markets and high-traffic tourist
42 areas (123). Rural households in the craft sector leverage previous skills, adapt to market
43 demands, and navigate new markets, making them more resilient in the face of a lack of formal
44 employment opportunities (123). These households often target the tourist market as their
45 source of income. Moreover, to sustain their craftwork, they adapt to market changes by
46 incorporating diverse products which leverage their ability to bargain (123). Despite this, most
47 of them face increased competition from factory-made goods, which may limit their access to

1 the market. This may have a long-term impact on their sustainability and ability to meet their
2 household needs.

3 Long-term rural craftworkers in South Africa make use of existing crafting skills and creativity
4 to sustain their livelihood through selling their crafts to tourists. Most of these craftworkers
5 turn to crafts owing to their realisation of the emergence of business due to increased tourist
6 travel (124). Businesses in the handicraft sector in South Africa have moved from a survival
7 model towards contributing to the local economy, creating jobs, and fostering a 'business-
8 ownership mentality. This has made some businesses operate for several decades. Moreover,
9 their long-term operation led them to rely on and build community networks to manage
10 operational challenges (125).

11 Findings by Crush, Tawodzera (113), Crush, Tawodzera (113) and Crush and Tawodzera (126)
12 that females engaging in the catering business more than males supported by the findings from
13 this study. According to Crush and Tawodzera (126), male communities engage in other forms
14 of informal economy, which is predominantly vending and petty trading, while females
15 specifically focus on the catering business (117). Crush and Tawodzera (117) noted that a
16 significant proportion of females are in the catering sector, despite the fact that others are into
17 braiding and the vending business. This is evidence of a gendered product specialisation among
18 the rural population in South Africa. Engagement of females in the catering sector enables them
19 to bypass formal hiring barriers, leveraging their traditional skills for immediate income
20 generation (113, 127). Moreover, catering requires minimal capital requirements, which makes
21 it affordable for women's participation. In addition, its potential to be operated from home
22 provides the needed flexibility to balance income generation with domestic and caregiving
23 responsibilities. Engagement of females in the catering business provides them with quick
24 money to support families back home and enjoy financial freedom from males (127).

25 Crush and Tawodzera (126) and Ferraro and Weideman (128) state that households with long-
26 term investment periods often engage in small-to-medium enterprises including catering and
27 food retail. Fast-turnover nature, stability and high value addition of the catering business make
28 rural communities favour investing in it (128). Based on existing research, it has been noted
29 that South African entrepreneurs are more dominant in fresh produce and cooked food (129,
30 130). Rural households have established restaurants, coffee shops, and fast-food outlets, which
31 are part of the broader informal street food outlets (129). South Africa's rural areas often face
32 long investment periods to grow, as they operate in the context of high risk and start with a low
33 capital of about ZAR 5,000 (126, 128). Many of the catering businesses rent business premises
34 from South African landlords or local municipalities, contributing to increased operational
35 costs (130).

36 Vearey and Nunez (131) and Harerimana, Pillay (132) noted significant regional variations in
37 engagement on sales of health products. According to Harerimana, Pillay (132), variation in
38 access to medication, contraception, and nutritional items across locations is influenced by their
39 access to health services and their traditional beliefs. While constitutional rights in South Africa
40 guarantee access to health services, there are significant disparities between different locations
41 in the practical and daily engagement with these services (132). This resulted in differing levels
42 of access, or barriers, to healthcare services for rural communities. Financial and discriminatory
43 hurdles drive many to rely on alternative, unregulated sources for health products and advice
44 (132).

45 Rural communities that specifically participate in health products, particularly health products,
46 are often those that have long investment periods (133, 134). Establishment of health
47 investment is impacted by legal, economic, and logistical barriers, which delay its

1 establishment, formalisation, and profitability, particularly for countries with restrictive
2 policies that require navigation of complex regulations to gain approval for the products (135).
3 The participation of rural households in sales of health products is characterised by their need
4 to establish long-term, sustainable solutions for the disadvantaged rural community, rather than
5 short-term emergency aid (133, 134, 136). In contrast, the majority of people with skills in
6 health, including pharmacists or nurses, face challenges in selling specialised health products,
7 as obtaining a license is a long and slow process for economic integration (137). Moreover,
8 those in informal employment have limited capacity to make high-yielding investments like
9 health products (137).

10 Results from the study support the findings from the previous studies that rural communities
11 in South Africa utilise stokvels to access financial resources to purchase health products and
12 finance their health needs (137, 138). It has been realised that some stokvels are used in rural
13 areas to manage health and medicine needs (139). Participation of rural communities in stokvel
14 provides financial independence, helping participants to cope with economic crisis (139). Rural
15 communities lack access to mainstream financial services and face capital challenges in their
16 investment in inventory or start-up costs for health-related businesses (137).

17 **Conclusion**

18 This research validates that rural micro and small enterprises (MSEs) in the Izingolweni region
19 of KwaZulu-Natal are essential elements of household livelihood strategies, although their
20 function as unequivocal "pathways out of poverty" is complex. The findings indicate that most
21 participants (60.4%) still depend on government social grants. However, they also show that
22 higher levels of education significantly increase participation in certain sectors, especially
23 poultry and petty trading. This indicates that although micro and small enterprises (MSEs) offer
24 an immediate means for coping and risk management, human capital serves as a principal
25 catalyst for evolving these enterprises into more sustainable, market-oriented revenue sources.

26 The study also shows important demographic and structural trends. For example, vending and
27 small-scale trade are the most common types of businesses in rural areas, but gender and the
28 length of time an investment lasts can affect who gets involved. Specifically, men are much
29 more likely to work in vending and catering, while women are still the main customers for
30 health and beauty products. The positive link between how long someone invests and how
31 many businesses they work with in almost every sector also shows how important it is for
32 businesses to be stable and have experience in rural areas.

33 To turn these mostly survivalist businesses into long-term sources of economic growth, policies
34 need to go beyond a "one-size-fits-all" approach that focuses on cities. To get around problems
35 like limited market access and high operational risks, we need targeted business incubation,
36 better technical training, and better infrastructure in rural areas. To build a strong rural
37 entrepreneurship ecosystem in South Africa, we need a plan that uses local resources and deals
38 with the structural inequalities that keep rural "outsiders" out of the economy.

39 **Author Contributions**

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42 Formal analysis: Onismo Muzah, Liboster Mwadzingeni.

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