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EFFECT OF FIXED ASSETS MANAGEMENT AND INVESTMENT DECISIONS ON PERFORMANCE OF FRUIT FARMING IN KENYA: A CASE OF MACHAKOS COUNTY

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Abstract

Purpose: The purpose of this study was to establish the effect of fixed assets management and investment decisions on performance of fruit farming in Kenya.

Methodology: Descriptive research and correlation research design were used in this study. The target population in this study was fruit farmers in Mwala Sub County in Machakos County who were 2702. Quota sampling technique was used and the sample size was 348. Primary data was collected using a questionnaire. Quantitative data was analyzed by use of descriptive and inferential statistics (correlation). Qualitative data collected was analyzed using content analysis technique. The findings of this study were presented in tables, charts and graphs.

Results: The study established that fixed assets management has a positive and significant correlation with performance of fruit farming. The results also showed that investment decisions have a positive and significant correlation with performance of fruit farming.

Unique Contribution to Theory, Policy and Practice: Based on the study findings, the researcher recommended that so as to boost their yield, farmers need to use practices that can speed up the productivity such as using fertilizer and sprays. The study was also recommended that the extension officers need to provide the necessary support to them regarding farming.

Keywords: *Fixed assets management, investment decisions and performance.*

1.0 INTRODUCTION

1.1 Background to the Study

Fruit farming plays a key economic role around the world. In Europe's economies for instance, fruit farming employs as much as 66% of the total employed personnel in the private sector and account for 55% of total revenues in the EU (Bauer, 2015). The role played by fruit farming in any society is undeniably vital; for instance, in Australia around 98% of the agri-ventures are composed by fruit farming. Most of times, agricultural sector is seen as a black box on when it come to development, however the entrepreneurial measures strategies undertaken by young entrepreneurship have had influence in the development of the horticultural productions (Stonehouse & Pemberton, 2002).

In Africa, as pointed out by Tschirley, Munguzwe, Ayieko, Cairns, Kelly and Mukwiti (2012), fruit farming is being confronted by a series of intractable constraints which have been making fruit farming at commercial scale difficult to achieve and quite risky. The constraints faced

include high costs for chemicals, fertilizers, piecework labor, transport and other needed equipment. These costs are a major barrier for many smallholder farmers, especially since agricultural credit markets are nearly non-existent in rural Sub Sahara Africa (Tschirley et al. 2012). The scenario in Tanzania presents a picture of the fruit farming performance in African and regionally whereby, Oswald (2013) points out that Tanzania's fruit farming industry faces several universal challenges. These include: low quality and productivity, weak production base, invisibility and marginalization, bottlenecks in land and limited access to finance especially long-term financing and investment. Other challenges include inadequate market development support, policy and infrastructure, weak industry linkages, lack of entrepreneurship culture, and inadequate skilled and competent human resource.

Oswald (2013) points out five major constraints to achieving the growth potential of fruit farming in Tanzania which include; un-coordinated activities in the development of the sector, inadequate information for development of the sub-sector, disorganized investment environment, lacking awareness on the social and economic potential for agri-business, and limited access to long term financing and micro credit facilities for small-scale farmers. Tschirley et al. (2012) however, assert that horticultural farming across Africa is not normally limited by land availability, but by access to markets, competitive pressures and overall efficiency of operation.

In the Kenyan context, high farm inputs costs, stringent worldwide standards, harsh weather, out of date technology, and global economic meltdown have hit hard fruit farming which is a vital lifeline for thousands of Kenyan farmers (Economic Survey Report, 2015). Adding to this, Meme (2015) points out that there has been slow growth rate in fruit farming over recent decades. This situation has worsened by the market condition whereby Fintrac (2016) points out that Kenya has been losing market share in the global market despite having being one of the most successful producers and exporters of fresh produce and flowers in Sub-Saharan Africa. The same views are raised by Wachira (2015) who acknowledges that one of the key contributors to losing market share in the global fruit farming market is because to regulatory and policy deficiencies. He adds that profits in the sector have contracted as a result of currency fluctuations. Oxford Business Group (2016) also point out that the European union (EU) demanded that Kenya cuts the amount of chemical residue in all EU-destined produce exports has resulted to fall in vegetable exports, costing the industry up to $30m.

Alain (2015) argues that lack of training and knowledge of the farmers, rising production costs, regulations and policy and poor food-safety compliance have been inhibiting growth of the sector. Carrato (2015) points out that reforms are crucial to enhance fruit farming sector's competitiveness, resilience with the current market volatility, stiff competition, and that there's need to address emerging concerns like declining production.

1.2 Statement of the Problem

The art of cultivation, production, harvest, and storage of fruits is important for any country's economy as it absorbs a huge share of the labor force, supports food and nutrition security. In Kenya, fruit farming have realized mixed performances over the recent years despite being a major foreign exchange earner. According to Institute of Economic Affairs (2013), fruit farming in Kenya in the year 2010 registered a 3.5% growth rate; year 2011 it registered a 1.3% growth rate, in the year 2012 fruit farming registered 2.5% growth rate, in the year 2013, it registered a

1.4% growth rate, in the year 2014 fruit farming registered a 2.1% growth rate, while in the year 2015 fruit farming registered a 2.6% growth rate. This is a slow growth rate considering the government borrowing rate to improve the performance of fruit farming in Kenya (Mathooko, 2015). Mathooko (2015) acknowledge that farming sector has remained underperforming.

A research by Mathooko (2015) shows that, fruits production in Kenya has been deteriorating especially to small scale famers in semi-arid areas like Machakos, Makueni and Kitui, counties. According to Kenya Economic Survey Report (2015), production of horticultural products has decreased from 57,000 to 51,351 unit tonnes between the years 2013 and 2014. This decrease according to IFAD (2014) was commonly attributed to low level of financial literacy, poor fruit farming practices, unavailable ready market, and low entrepreneurial practices among famers in small scale farmers. Despite the government's efforts to promote the general horticultural industry, Kenya has lost a chunk of its global market share in fruit farming in the last five years from 1.28 per cent to 1.23 per cent last year (Achuka, 2015). Addressing the current problem facing fruit farming would help Machakos County residents to alleviate poverty, enhance their food security and livelihood which would play a key role in supporting the targeted goal of achieving sustainable development with Machakos County and Kenya. Hence, the focus of the study was to establish the influence of fixed assets management and investment decisions on performance of fruit farming.

1.3 Research Objective

The objective of the study was to establish the effect of fixed assets management and investment decisions on performance of fruit farming in Kenya.

2.0 LITERATURE REVIEW

2.1 Theoretical Literature

2.1.1 Financial Performance Measurement Theory

Financial Performance Measurement Theory states that performance measurement is important for every company operating on the market. The proponents of this theory are Kletzer and Bardhan (1987). Performance assessment of an enterprise is very important because it helps improve future work. The concept of performance has many meanings, which shows that this term is perceived differently by users of financial information in order to satisfy their interest (Jensen, 2001). We can say that: managers are concerned with the overall performance of the company, current and potential investors see performance by profits from investments made, employees show their interest for stability and benefits, suppliers for the solvency of their customers and customers are concerned about the stability of the company.

Companies need to assess the performance and change, if necessary, their own strategy to increase profits. Shareholders need this information to decide in which company they will invest, and customers sometimes use this information as a parameter before choosing a product (non-financial information). Management of a firm and their objectives are to increase the company's value, according to Jensen (2001). Without monopoly and externalities, social benefit is maximized when every individual firm in an economy fully exploits its entire market value. This theory states that the manager should take the best decision for increasing company value. This theory was adopted due to its relevance to this study whereby it acknowledges that owners of

businesses including fruit farmers need to take the best decisions in order to increase the value of their businesses.

2.1.2 Conservative Plan theory

Oakeshott (1990) proposed the conservative plan theory. According to conservative plan theory, fixed and part of current assets are financed by long term funds as permanent and long term sources are more expensive leading to lower risk return. According to this theory, efficiency in working capital is vital especially for production enterprises whose assets are current as it has a direct impact on profitability and liquidity enterprises. Conservative theory implies that firms are required to use accurate measures on working capital even though their profitability may be positive. This theory was adopted by this study due to its relevance on the study. According to this theory, working capital management is very crucial for realization of profits and reduction of waste.

2.2 Empirical Review

2.2.1 Fixed Assets Management

Olawale and Sun (2010) point out that proper acquirement process, appropriate record keeping, occasionally assessing the effectiveness of the fixed asset, frequent repair and maintenance and appropriate discarding of fixed assets will improve the performance of firms. However, Brigham and Daves (2012) presents a different view that comparing the fixed asset income of two firms cannot be determined and that one firm is more proficient in management of fixed assets because of the effects of depreciation. Onkoba (2014) recommends that there is necessity to have thoughtful strategies aimed at guiding farmers to use high level of farm mechanization, encouraging farmers to optimize land use due to increased costs leasing, purchasing land and availability of regular extension services on the use of certified seeds and fertilizers.

Smallholder farmers are not being able to expand or intensify their area of cultivation of food and cash crops (Sims, Röttger & Mkomwa, 2011). Failure by smallholder farmers to access farm power is a major contributor to decline in productivity and consequently farm output (Sims, Röttger & Mkomwa, 2011). Mele, Nguyen and Arnold (2001) too, argue that majority of fruit farmers normally carry out pest management on their crops whereby identification of pests and control is often based on damage symptoms, rather than on recording of causal agents. Mele, Nguyen and Arnold (2001), however argue that there is no relationship between the amount of pesticides sprayed and yield.

2.2.2 Investment Decisions

Williams, McSweeney and Salmon (2014) argue that a farm venture is required for productivity, effectiveness and profitability, but the need-impact relations are rather complex because of the markets and weather uncertainties. Same views are advanced by Bialowolski and Dorota (2013) who point out that decisions to investment are affected by factors which include payment delays and macroeconomic factors. The authors however fail to shed light on how investment decisions influence fruit farming. Grant, et al. (2015) argue that the more frequent farmers received and apply extension advice, the more informed and better they became in investment decisions making thus the need for frequent update in farming information due to changing requirements in farming systems.

Kader (2004) points out that increase in direct on-farm investments increase horticultural production. Same sentiments are raised by Dries and Swinnen (2004). On the other hand, Karlan et al. (2013) assert that small-scale farmers' investment decisions are hardened by their financial environment especially in developing countries. They add that mandatory credit market restrictions and imperfect insurance can hinder investment in activities with high expected profits. Gustafson, Barry and Sonka (2016) argue that, investment decisions by farmers concerning machinery was grounded on farm situations, their own anticipations and expectations, and changing policy scenarios.

A review of a report by financial sector deepening (FSD) Kenya (2015) on land issues revealed that in areas that mangoes are commonly grown, most of the land ownership is communal, jointly owned by extended family members, or ancestral and is without land title. It is indicated in the reports that this ownership problem mainly affects small-scale growers who are the majority of farmers and who wish to use their land as security to raise capital and increase the productivity of their farms. As revealed in the report, without security of tenure, investors wishing to purchase or lease land over long periods of time are faced with difficulties accessing start-up capital from banks as well as sufficient time to guarantee returns on their investment. The report further established three major factors influencing productivity of mangoes in the Lower Eastern region which include; use of uncertified planting cereals, low input usage such fertilize and failure to spray their mango trees as per the recommended standards.

Abukar (2004) did a study on horticulture in Shabelle area, Somalia. The study found out that the number of problems limiting production and marketing of horticultural crops. The most important constraints were lack of proper seeds and chemicals for vegetables, lack of training, capacity building and extension services on creation and processing, inadequate support services including irrigation infrastructure, credit, transport, infrastructure, lack of cold storage facilities and insecurity which limits transportation of produce. Support on these constraints could boost horticulture farming and boost it to dominant levels.

Onkoba (2014) investigated local economic growth and how small scale horticultural farming located along the Kenyan highways performed. The study revealed that land that is conducive for fruit farming is currently having very high demand. Land that experiences low rainfall which cannot adequately support fruit farming lead to crop failure or low yields. The study further established that because of the yearly increase in the fee of leasing an acre of land, a small number of small scale horticultural growers succeed to obtain above 7 acres and as a result face problems in achieving breaking even in their activities. Therefore the study revealed that over 60% of fruit farmers' use three acres of their land for rigorous farming and some of the farmers tend to cultivate along road reserve which is a risky investment to them.

Brent and LaDue (2003) investigated the use of various financial administration practices in New York farms. The study used descriptive research design while primary data was collected using questionnaires. Data collected was analyzed descriptively. The findings revealed that numerous practices, including present value decisions, are not extensively utilized by farmers. The results established that the embracing of financial management practices, including using investment decisions methods, influences the farm financial performance.

Research by Cornell University (2011) aimed at establishing how extensively farmers used different financial management practices and if such practices influenced the profitability of the farm. This was done in USA. The study used descriptive research design while primary data was collected using questionnaires. Data collected was analyzed descriptively. The study findings established that common and basic financial management practices relate strongly to financial performance of farm. The study found out that farmers who took the time to prepare written or computerized cash flow decisions of their investment projects were much more profitable than their peers who did not conduct the cash flow decisions on their projects.

Mulinge (2015) examined the factors that impacted on grafted mango farming in Kitui County using a case of Matinyani division. One hundred and twenty mango farmers constituted the sample size and were selected using simple random sampling technique. Primary data was obtained by use of questionnaires. The results revealed that both grafted and local mangoes were grown in Matinyani division and that value addition level in this was low leading to high mango losses which resulted to reduced income. The study further revealed that the farmers sold their grafted mangoes within the sub county as they lacked adequate market linkages.

Report by FSD Kenya (2015) on opportunities for financing the mango value chain in lower Eastern Kenya showed an indirect link between the mango cash inflows and outflows, signifying that key causes of low input utilization is lack of adequate cash at the application time. The reports further reveals that the issue is further compounded by reality that farmers have no other income sources at the time of the thin period which makes it difficult for them to access cash during the intensive chemical application seasons.

Kemboi (2015) looked at the factors that affect the use of value-addition technologies by mango farmers in Machakos County, Kenya. Both descriptive and correlation study design were used to describe and make a correlation decisions of the factors. The findings of the study were that the farmers did not adopt post-harvest technologies because of high price of obtaining the technology. Further, it emerged that farmers were interested in adopting the technological equipment. However, the main barrier was that they lacked awareness.

3.0 RESEARCH METHODOLOGY

Descriptive research and correlation research design were used in this study. The research site for this study was Mwala Sub County in Machakos County. The target population in this study was fruit farmers in Mwala Sub County in Machakos County who were 2702. Quota sampling technique was used and the the sample size was 348 farmers derived using the Yamane formula. Primary data was collected using a questionnaire research tool that was self-administered to the respondents. Data collected was both quantitative and qualitative in nature and quantitative data was analyzed by use of descriptive and inferential statistics (correlation). On the other hand, qualitative data collected was analyzed using content analysis technique.

4.0 RESULTS AND DISCUSSION

4.1 General Information

Table 1: provides the results on the response rate and the demographic information

Response rate	**Frequency**	**Percent**
Returned	256	74
Unreturned/Rejected	92	26
Total	**348**	**100**
Gender	**Frequency**	**Percent**
Male	112	43.8
Female	144	56.3
Total	**92**	**100**
Period of Time in Mango Agri-business	**Frequency**	**Percent**
0-5 Years	77	30.1
6-10 Years	98	38.3
11-15 Years	43	16.8
Over 15 Years	38	14.8
Total	**256**	**100**
Education level of Respondents	**Frequency**	**Percent**
Postgraduate	54	21.1
Degree	3	1.2
Certificate/Diploma	39	15.2
'O' Level	119	46.5
Others	41	16
Total	**256**	**100**
Trainings of the Respondents	**Frequency**	**Percent**
Trained	199	77.7
Not trained	57	22.3
Total	**256**	**100**
Level of Training of Respondents		
Basic	175	68.3
Intermediary	64	25.2
Advanced	17	6.5
Total	**256**	**100**

Out of these farmers, 256 filled in and returned dully filled questionnaires resulting to a response rate of 73%. It was established that 56.3% of the respondents were females while 43.8% were males. According to the results, 38.3% respondents had been engaging in Mango agri-business for 6 to 10 years. A further 30.1% respondents had been involved in mango agri-business for less than 6 years, 16.8% for 11-15 years, whereas 14.8% for over 15 years. Majority of the respondents, as shown by 46.5% had 'O' Level as their highest levels of education, 21.1% had

postgraduate degrees, 21.1% had certificate/diploma while 16.0% had other levels of education. According to the findings, 77.7% of the respondents had been trained in Mango agri-business while the remaining 22.3% had not been trained. Majority of the farmers had basic training at 68.3% while those who had intermediary and advanced trainings were 25.2% and 6.5% respectively.

4.2 Descriptive Statistics

4.2.1 Influence of Fixed Assets Management

The respondents were required to provide their levels of agreement with statements related to the effect of having farming tools such as knapsack sprayer, pruning saw and pruning scissors on the performance of their Mango agri-business. A Likert scale of 1 to 5 where 5= strongly agree, 4= agree, 3 = neutral, 2= disagree and 1= strongly disagree was used to determine the respondents ratings on the statements and the findings are presented in table 2.

Table 2: Influence of Fixed Assets Management

Statements	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree	Weighted Mean	Std. Deviation
Repairs are regularly made on machinery and land	83	75	39	43	16	3.65	1.26
I have regularly participated in inventory exhibitions on mango farms	17	84	17	91	47	2.74	1.27
I frequently use fertilizers in my mango trees	49	117	20	41	29	3.45	1.28
I spray the mango trees as per the recommended standards	53	73	31	88	11	3.27	1.25
The farming officers available regularly advise me concerning my mango farm	39	72	23	87	35	2.97	1.34
I have adequate processing and cold storage facilities	7	24	17	144	64	2.09	0.97
Acquisition of farm inputs is always done on timely basis	27	71	44	89	25	2.95	1.20
Mean of Weighted means						**2.91**	**1.22**

From the findings, mean of weighted means of 2.91 was obtained which implies that the respondents were indifferent with the statement that fixed assets management influenced performance of fruit farming. The respondents agreed that repairs were regularly made on machinery and land as shown by weighted means of 3.65. This shows that the farmers were committed to ensuring that their farm machinery were in order and functional. Further, the respondents were neutral when asked if they frequently used fertilizers in their mango trees as

shown by weighted means of 3.45. This shows that not all farmers used fertilizers in their mango trees. This could be attributed to financial constraints. The respondents were neutral with the statement that they sprayed the mango trees as per the recommended standards as shown by weighted means of 3.27.

From the outcome, the respondents disagreed that the farming officer's were available regularly to advise them concerning their mango farm as shown by weighted means of 2.97. This is an implication that extension officers were reluctant in executing their mandate of supporting the farmers regularly. Additionally, the respondents disagreed that acquisition of farm inputs was always done on timely basis and that they regularly participated in inventory exhibitions on mango farms as shown by weighted means of 2.95 and 2.74 respectively. Finally, the respondents strongly disagreed when asked whether they had adequate processing and cold storage facilities as shown by weighted means of 2.09. When asked to provide additional information on how fixed assets management, the respondents indicated that they needed advice on weather condition and changes to up lift their management.

4.2.2 Effects of Investment Decisions

The study sought to establish the respondent's level of agreement with the following statements regarding the effect of cost/benefit analysis on performance of their Mango Agri-business. A Likert scale of 1 to 5 where 5= strongly agree, 4= agree, 3 = neutral, 2= disagree and 1= strongly disagree was used to determine the respondents ratings on the statements and the findings are presented in table 3.

Table 3: Effects of Investment Decisions

Statements	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree	Mean Weighted	Std. Deviation
I always carry out net present value decisions of mango farm	7	42	38	33	136	2.03	1.26
I take time to prepare a written cash flow decisions of my mango farm	11	47	19	37	142	2.02	1.33
Having written cash flow decisions of my mango farm results to better performance.	8	49	28	27	144	2.02	1.31
I regularly undertake cash flow decisions for my mango farm	8	58	17	32	141	2.06	1.34
I analyses the available farm inputs which assists me in deciding the best variety of seed to be used	24	65	23	121	23	3.21	1.19
I have Farm activities control	20	29	19	136	52	3.67	1.15
Mean of Weighted means						**2.50**	**1.26**

From the findings, mean of weighted means of 2.50 was obtained which implies that the respondents were indifferent with the statement on effects of investment decisions. As shown above, the respondents agreed that they controlled their farm activities as shown by weighted mean of 3.67. Further, the respondents were neutral when asked whether they analyzed the available farm inputs which assisted them in deciding the best variety of seed to be used, as shown by weighted mean 3.21. The respondents said they didn't not regularly undertake cash flow decisions for their mango farm and always carry out net present value decisions of mango farm as shown by weighted mean 2.06 and 2.03 respectively. The respondents disagreed when asked whether they took time to prepare written cash flow decisions of their mango farm and whether having written cash flow decisions of their mango farm resulted to better performance as shown by weighted mean 2.02 in each case. When asked to provide additional information on if they undertook investment decisions, the respondents said that more training was needed.

4.2.3 Performance of Fruit Farming

The study sought to find out whether, planning well, having cash to run daily activities in the mango farms, having correct farming tools, having the best options of mangoes had changes on the farmer production of mangoes. A Likert scale of 1 to 5 where 5= greatly improved, 4= improved, 3 = constant, 2= decreasing and 1= greatly decreased was used to determine the respondents ratings on the statements. The findings represented below based on the rating by the respondents.

Table 4: Performance of Fruit Farming

Statement	Improved Greatly	Improved	Constant	Decreasing	Decreased Greatly	Weighted Mean	Std. Deviation
Returns from horticulture farming	22	172	51	10	1	3.80	0.66
Production capacity	27	172	48	6	3	3.84	0.68
Quality of produce	23	160	57	15	1	3.74	0.72
Marketing of the produce	15	51	62	125	1	2.80	0.97
Mean of Weighted means						**3.55**	**0.76**

From the findings, mean of weighted means of 3.55 was obtained which implies that the respondents were of the position that financial management practices affected performance of fruit farming in Kenya. According to the findings, the respondents said that production capacity, returns from horticulture farming and quality of produce had improved as shown by weighted mean of 3.84, 3.80 and 3.74 respectively. However, marketing of the produce remained constant as shown by weighted mean2.80.

4.2 Correlation Analysis

Pearson's correlations analysis was done to establish the correlation between the independent and dependent variable at 95% confidence level and 5% significance level. The findings are presented in table 5.

Table 5: Correlation Matrix

		Performance of Fruit Farming	Fixed Assets Management	Investment Decisions
Performance of Fruit Farming	Pearson Correlation	1		
	Sig. (2-tailed)			
	N	256		
Fixed Assets Management	Pearson Correlation	.434**	1	
	Sig. (2-tailed)	.000		
	N	256	256	
Investment Decisions	Pearson Correlation	.384**	.439**	1
	Sig. (2-tailed)	.000	.000	
	N	256	256	256

As shown above, at 5% significance level, there was a positive correlation between financial management practices (financial planning, working capital management, fixed assets management and investment decisions) and the performance of fruit farming in Kenya. This is based on the Pearson correlation coefficients obtained of 0.314, 0.144, 0.434 and 0.384. Further, all the correlations coefficients were significant since the values obtained were less than the significance level of the study 0.05. This conclusion was arrived at based on the criteria for testing significance which stipulates that, if the significance value obtained from analysis is less than the study's significance level then the test is deemed significant and vice versa.

5.0 CONCLUSION AND RECOMMENDATIONS

5.1 Summary of Findings

The study established that repairs were regularly made by mango farmers on machinery and land as shown by weighted means of 3.65. Further, few farmers frequently used fertilizers in their mango trees and sprayed the mango trees as per the recommended standards. From the findings, the respondents disagreed that the farming officer's were available regularly to advise them concerning their mango farm as shown by weighted means of 2.97. It emerged that acquisition of farm inputs was not always done on timely basis and mango farmers did not regularly participate in inventory exhibitions on mango farming. There were no adequate processing and cold storage facilities as shown by weighted means of 2.09.

Regarding investments decisions, it emerged that mango farmers controlled the farm activities as shown by weighted mean of 3.67. However, it emerged that most farmers did not analyzed the available farm inputs hence could not decide the best variety of seed to be used. The study revealed that mango farmers did not regularly undertake cash flow decisions as well as carrying out net present value decisions of their mango farms. Mango farmers as per the findings did not take time to prepare written cash flow decisions of their mango farms as well as having written cash flow decisions.

5.2 Conclusions

Fixed assets management has a positive and significant correlation with performance of fruit farming. Many mango farmers repair their machinery and land regularly. However, they seldom use fertilizers in their mango trees which are as a result of financial constraints. Again, they don't spray the mango trees as per the recommended standards. In addition, there is reluctance of extension officers in providing advice to mango farmers, regularly on mango farm. Acquisition of farm inputs is not always done by mango farmers on timely basis. The study concludes that mango farmers do not regularly participate in inventory exhibitions on mango farms. Mango farmers too have inadequate processing and cold storage facilities.

Investment decisions have a positive and significant correlation with performance of fruit farming. Most mango farmers control their farm activities. However, some of them analyze the available farm inputs which assist them in deciding the best variety of seed to be used, others do not. The study concludes that majority of mango farmers do not have written cash flow decisions, they do not regularly undertake cash flow decisions for their mango farm, neither do they carry out net present value decisions of mango farms and do not take time to prepare a written cash flow decisions.

5.3 Recommendations

Based on the study findings, the researcher recommended that so as to boost their yield, farmers need to use practices that can speed up the productivity such as using fertilizer and sprays. The study was also recommended that the extension officers need to provide the necessary support to them regarding farming.

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