

Growth and barriers to growth among Nairobi's small and medium-sized garment producers

Abstract:

Few of Nairobi's small and medium-sized garment enterprises actually grow. Understanding why this should be so requires recognition both of their common problems and of the variations in their organization and market relations. Two factors appear critical for the growth of all of the producers: demand for new clothing and the firm's initial capital. Other growth constraints differ according to the type of firm. Space constraints are highlighted as especially important for businesses presently operating in market stalls. The design of policy and donor interventions needs to consider both the commonalities and the differences among firms.