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Effect of Tax on Small Business in Bauchi Metropolis

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Abstract

This research studied the effect of tax on small business in Bauchi metropolis. Specifically, the clear nature of this study design was descriptive survey. The researcher opted for because of describing nature and the state of affairs as it set to archived. The methodology of this study included a population was 1,500 small businesses, critically owned by individuals. The age bracket of the owners of these small businesses are 30 years and above. The whole population was used. The method adopted by the researcher for the selection of the small businesses was by street by street visitations, watching, and counting customers that entered these small businesses within five weeks. The source of data used for this study was primary. The instrument used for the data collection used was a self-administered questionnaire that was made up of both open-ended and close-ended questions. The instrument was validated by three professors in the faculty of management sciences making available to each all the questionnaires. The method of data analysis was by Chi-square statistical tool employed to test the hypothesis to see deviations of the actual observations (observed frequency) from the expected that

led to the acceptance or rejection of the null hypothesis. The study found that small businesses are negatively affected with the imposed taxes by the government of Bauchi State, meaning it negatively affected their businesses in Bauchi metropolis. In conclusion, the rate of amount of tax by the government clearly hindered the activities of small business in Bauchi metropolis. However, the government of the Bauchi State had lots of revenue to gain from small businesses. Recommended among others was that; small businesses in Bauchi metropolis should be encouraged by way of continuous dialogues to pay affordable taxes on the nature of business by business basis, providing improved business environments. There should be an atmosphere for tax imposition negotiations with small business owners for better understanding.

Keywords: Effect, Tax, Small, Business, Bauchi

Introduction

The general activities in any State metropolis comprises of many activities. Among these activities is that of small businesses. For the small business to strive, it is paramount for the investors in small business to be encouraged and be able to appreciate the taxes they pay to government. Globally, managing the unexpected is part of running a business which happens to most businesses where money goes out of the business door faster than it comes back into the business and the business account suddenly becomes overdrawn. Such situation could be as a result of rapid development in the business or the reverse in same the business. It has become increasingly demanding for governments all over the world to devise appropriate means of generating adequate revenue to finance both capital and recurrent government expenditures.

Tax and revenue are two inseparable variables in the economies of nations. Most economies of the world are based on one form of tax or the other. Imposition of tax has always been with man and it shall continue to be with man since various activities are conducted by man. It is on this premise that countries of the world have different fiscal policies that enable them to explore the various types of taxation and impose them on their citizens for the purpose of enhancing revenue generation, regulation and governance of the economy. The

government of Nigeria as one of these countries has legislative powers to impose on its citizens, any form of tax at whatever rate it deems appropriate. The government of Nigeria as one of these countries has legislative powers to impose on its citizens, any form of tax at whatever rate it deems appropriate (Jugu, Jat and Onoja, 2016).

Tax is one of the most important elements in which all the three tiers of government of many nations can use to generate enough revenue for defraying their expenditure. Many states in Nigeria are currently experiencing heavy short-falls between their federal allocation and budgeted expenditure; this deficiency can be addressed properly with the system of taxation. Taxation is a concept that has to do with administering a well legislated tax system (Jugu, Jat & Onoja, 2016).

In Bauchi metropolis, the Bauchi State capital, there are different small businesses with different small activities. However, there are challenges to these small businesses among which is tax payment. Small business investors may not have knowledge of the transaction dynamics of tax imposition but just interested in running the business of making profit which does not go down well with the state government if taxes are not paid by these retail businesses. There are key terms and conditions from the Bauchi State tax system that the small business must fulfill which later either negatively or positively affect the development of small business.

It has become increasingly demanding for governments all over the world to devise appropriate means of generating adequate revenue to finance both capital and recurrent government expenditures. Market development is a strategy that an organization tries to expand into new geographical markets and countries using the existing deliverables by developing new markets for the existing products. Achieving this is by different business segments; Industrial activities for a good that was previously sold only to the households; new areas or regions about of the country; Foreign markets among others. To succeed in this strategy, they need a clear and special product technology and agreed tax imposition system that can leverage in the existing and new market; where it benefits from economies of scale by increasing output level; where the new market in question is not too different from the one it has experience of and where the buyers in the market are intrinsically profitable and futuristic.

The concept of tax imposition in most economies of the world is based on one form of taxation or the other. Tax imposition has always been with man and it is indispensable for economic growth and development. Based on this that countries of the world have different fiscal policies that enable them to explore the various types of taxes and

impose them on their citizens for the purpose of enhancing revenue generation, regulation and governance of the economy and many more which include provision of infrastructure and enabling environment for retail business to strive. The government of Nigeria (Bauchi) has legislative powers to impose on its citizens, any form of tax at whatever rate it deems appropriate.

Of notice is that, the two considered principles of tax relate to the impact of tax on efficiency (concerned with the allocation of resources) and equity (concerned with the distribution of income). As the major principles of tax in any system, it is worth taking an in-depth look at "efficiency" and "equity (fairness)". Therefore, a good tax system should be efficient in that it should be able to waste as little money and resources as possible. Efficiency can be measured against three standpoints: administrative costs, compliance costs and excess costs. More so, government does tax imposition, assessing, collecting and accounting for proceeds from compulsory levies on all income, goods, services and properties of individuals, partnership, trustees, executorships and companies by the government (Somorin, 2011).).

The imposition of tax on small business has been viewed as a critical element. Small business investors can develop their business by government making available enabling business environment through tax imposed and utilized. Investors in small businesses may lack the admittance of tax imposition in Bauchi metropolis.

The specific purpose of this research is to assess the effect of tax on small business in Bauchi metropolis. Other objectives are:

a. To investigate the effect of tax imposition on small businesses in Bauchi metropolis.
b. To assess the effect of government dialogue with small business investors before tax is imposed on small business in Bauchi metropolis.

REVIEW OF RELATED LITERATURE

Few studies have concentrated on some particular constraints; however, this research stands out as unique to strengthen the existing studies carried out closing the gap where retail business and the government tax board have failed to harmonize the imposition of taxes on retail businesses.

Conceptual Framework

The **Concept of taxation and income taxation, John (2013) posits that** taxation is inherent power of the state to impose and demand contribution upon persons,

properties, or rights for the purpose of generating revenues for public purposes. Furthermore, the power of taxation rests upon necessity and is inherent in every government or sovereignty. This power according to John (2013) is legislative in nature and it is essential to the existence of any independent government. The power of taxation is based upon the theory that no government can exist or stand without taxation, thus taxation is an utmost necessity.

Furthermore, the Concept of Nigeria's Major Taxes is in order to avoid multiple collections of taxes from the same taxpayer, at least in theory, taxes of states and local governments in Nigeria have been clearly defined by the Joint Tax Board (JTB) as follows:

(a) State government taxes are personal income tax; road taxes; pools betting and lotteries; business premises registration and development levy. Others are naming of street registration in state capitals; right of occupancy on land owned by state and market taxes on state financed taxes.

(b) Local government taxes are shops and kiosks rates; tenement rates; on and off liquor license fee; slaughter slab fees; marriage, birth and death registration fees; right of occupancy on land in rural areas; market taxes and levies and motor park levies. Others are domestic annual license fees; bicycle, truck, canoe, wheelbarrow, and cart fees; cattle tax payable by cattle farmers only; merriment and road closure levy; radio and television license fees; vehicle radio license; wrong parking charges; public convenience and refuse disposal, customary burial ground permit fees; religious place establishments permit fees; and signboard and advertisement permit fees.

Tax is seen by Aguolu (2006), as a compulsory levy by the government through its agencies on the income, consumption and capital of its subjects. These levies are made on personal income, such as salaries, business profits, interests, dividends, discounts and royalties. It is also levied against company's profits, petroleum profits, capital gains and capital transfer. Ochiogu (1994) defines tax as a levy imposed by the government against the income, profit or wealth of citizenry. Tax is itself a compulsory levy which is required to be paid by every citizen. It is generally considered as a civic duty. The imposition of taxation is expected to yield income which should be utilized in the provision of amenities, both social and security and creates conditions for the economic well-being of the society.

Also the concept of tax administration problem in Nigeria is one concept that explains how taxation in Nigeria is marred. According to Afuberoh and Okoye (2014), tax

evasion and tax avoidance are the two major problems of tax imposition in Nigeria. The problems of tax assessment, identification of taxable persons/businesses and income, personnel problem and low image of tax officials, inadequate penalties for tax defaulters, attitudinal problem and cumbersome process of payment are also supplementary to the two problems mentioned earlier. Tax evasion is a deliberate and willful practice of not disclosing full taxable income so as to pay less tax. In other words, it is a contravention of tax laws whereby a taxable person neglects to pay the tax due or reduces tax liability by making fraudulent or untrue claims on the income tax liability. Accordingly, in its entirety, tax can be evaded in the following:, refusing to register with the relevant tax authority; failure to furnish tax returns, statements or information or keep records required; making an incorrect returns by omitting or understating an income liable to tax and refusing or neglecting to pay tax; overstating expenses so as to reduce taxable profits or income, which will lead to payment of less tax than otherwise would have been paid; where a taxpayer hides away totally without making any tax returns at all; and entering into artificial transactions. Also it has been further explained to be the arrangement of tax payers' affairs using the tax shelters (loopholes) in the tax laws, and escaping tax traps in the tax laws, so as to pay less tax than they would otherwise have paid. This means, a person pays less tax than he ought to have paid by taking advantages of the loopholes in the tax law.

On the other hand, tax can be avoided by; incorporating the tax payer's sole proprietor or partnership into a limited liability company; the ability to claim allowances and reliefs that are available in tax laws in order to reduce the amount of income or profit to be charged to tax; minimizing the incidence of higher taxation by the acquisition of a business concern which has sustained heavy loss so as to set off the loss against future profits; minimizing tax liability by investing in capital asset (for instance through the new form of corporate financing by equipment leasing), and thus sheltering some of the tax payers income from taxation through capital allowance claims; sheltering part of the company's taxable income from income tax by capitalizing profits through the issue of bonus shares to the existing members at the (deductible) expenses to the company; creation of a trust settlement for the benefit of children or other relation in order to manipulate the martinet tax rate such that a high income bracket tax payer reduces his tax liability; converting what would ordinarily accrue to the tax payer (employee) as income into capital gain (Compensation for loss of office) to the advantage of the employer and employee; manipulation of charitable

organizations whose affairs are controlled and dominated by their founders; thus taking advantage of income tax exemption. Buying an article manufactured in Nigeria; thereby avoiding import duty on imported articles; and avoiding the consumption of articles with indirect taxes incorporated in their prices, especially tobacco.

For the reason that colleagues likes ones latest business idea, does not mean that anyone else will. Potential consumers could be asked what they think about ones new concept before one spend time or money developing it. In retail business concept, market research is essential for any new business. The retail business concept seek long-term relationships with customers rather than viewing each sale as a new encounter by: focusing on customer satisfaction over time, satisfaction happens when a retailer meets or exceeds customer expectations; are all customers equal? Are some worth more to a retailer than others? The concept of retail business stresses that there be creation of a Business Concept market research questionnaire in minutes with the use of professionally designed Questionnaire Templates, add the business logo and brand the retail questionnaires. It is important to invite the existing customers to take the Questionnaire or use high quality market research panel. In retail business concept, retail value chain is important considering: bundle of benefits retailers provide to consumers; ambience; quality of products; brands offered; discounts/good prices; shipping; convenient location and service.

Theoretical Framework

There are various theories to the imposition of taxes. Among the various but associated with research are:

An individualistic theory: according to this leads to man having as little as possible to do with the State. Every person needs, say, protection and justice, and experience shows that these can best be obtained in a society; the taxes he/she pays may be a quid pro quo, a payment for the services rendered. However, such a view was evidenced to lead to absurd conclusions. The State can be considered as the most definite institution in society; and, further, since from one point of view wealth has no meaning except in a society, the part played by that society in the production of wealth may be looked upon as making the State "the residual owner of all income which exceeds the requirements of maintenance and normal growth". A further extension of the same idea would be for the State to attempt to level the existing large inequalities in the incomes of its individual members by a heavily graduated tax.

The Standard Theory: This theory is found to recognize some exceptions to the irrelevance proposition and associated to this the well-known exception the minimum wage which is not related to remittance. The common assertion is that the impact of the imposition of a minimum wage in the presence of existing taxes will be different depending on whether the taxes are imposed on the employer or the employee. This occurs when the statutory minimum wage is defined in reference to the after-business-tax, before-personal-tax wage rate, which for simplicity I will call the "market wage rate." The market wage rate has no relevance in a competitive market: the only price that matters

External environment theory focuses on the way government policies at all levels affect the operations of retail businesses. It shows that the government has the mandate to state policies and frameworks confining the operations of retail business forcing retail businesses to change the way they operate. Therefore, retail business activities are very much either negatively or positively affected by government policies which include legal changes, economic policy among others.

Concentration theory was propounded by the physiocratic school of thought in France during the middle of the 18th century. They agreed that in all situations, there is an inherent tendency where all taxes are to be concentrated on objects or classes which enjoy a surplus. More so, Physiocrats believed that agriculture is the only productive sector and that the human labour applied in land, was able to generate a surplus, called the net product and considered trade and commerce as sterile. Hence on whatever class the tax imposed, the payment would ultimately be made by the landed proprietors.

The Diffusion Theory states under perfect competition that when a tax is levied, it gets automatically equitably diffused or absorbed throughout the community. This was theory described as when a tax is imposed on a commodity by state, it passes on to consumers automatically and e every individual bears burden of tax according to his ability to bear it. The diffusion theory was developed by the French writer like Canard and Mansfield. Diffusion theory is developed, contrary to the concentration theory. In the words of Mansfield: "It is true that a tax laid on any place is like a pebble falling into a lake and making circles till one circle produces and gives motion to another".

Demand and Supply Theory discusses the extent, to which the monetary burden of a tax is shifted, either forward or backward which may be affected by the nature of the market structure within which the seller or buyer functions. The possibility of shifting

of tax depends to a large extent on the elasticity of demand and supply of the object of taxation. The demand and supply theory of incidence is considered as the most important solution to the problem of shifting of tax burden. Invariably, this theory is based upon the neo-classical theory of value and price, as stated by Prof. Alfred Marshall.

Empirical Review

Retail business and the government have provided a backbone of support to each other through their various activities. Furthermore, retail business owners will be able to put their finger on the exact moment that they realised they needed to grow their business through the mutual understanding between them and the government tax board.

Adebisi and Gbegi (2013) posited on the effect of multiple taxation on the performance of small and medium scale enterprise this businesses have been an avenue of job creation and the empowerment of Nigeria's citizen, providing about 50% of all jobs in Nigeria and also for local capital formation. Adebisi and Gbegi (2013) however, said that the mortality rate of small firms was very high which included untimely close-ups tax related issues, ranging from multiple taxations to enormous tax burdens. Nevertheless, they examined the effect of multiple taxations on small business survival. These researchers made their findings that multiple taxations have negative effect on small businesses' survival and the relationship between small business size and its ability to pay taxes is significant. They recommended that government should come up with a uniform tax policy that would favour the development of small business in Nigeria and government should put into consideration the size of small businesses when setting tax policies.

Igweonyia (2011) investigated the impact of Value Added Tax (VAT) on the Nigeria economy as it relates to how it could improve government revenue and put more light in its contribution to the economic growth and development of Nigeria. The researcher conducted an oral interview and questionnaires were distributed and a review of study of literature relating to the impact, administration and collection of VAT in Nigeria. The researcher's findings showed that VAT has economic impact in consumption pattern in Nigeria and has positive impact on the economy of Nigeria that the payment of VAT had improved the prospects of businesses, organizations and industries in Nigeria and the study strongly recommended that: there should be functional VAT offices in every council area to coordinate a vigorous campaign to educate people and

seek their cooperation; the above would no doubt erode the negative attitude that some of the taxpayers had developed towards VAT and the government should make adequate provision, for retrieving the VAT.

Taxation is the earliest and common ways of the government of the day to interference with the economic life of individuals and business enterprises with the authoritative power to collect taxes and who to be taxed. Most notable questions to be asked in the course of tax administration are: if there are returns from non-tax sources?, the tax collected, is it to the positive advantage of the common that this should be done? And when the tax is taken, how should the burden to be distributed? All the answers to these questions are governed by the government in power and State functions.

Joel (2008) in his research argued that who remits tax may be an important aspect of implementing a tax system, in spite of standard economic analysis that maintains that which side of a taxed market remits is completely irrelevant. The finding showed that the irrelevance proposition does not apply in the presence of avoidance and evasion because the total resource costs of administering a given effective tax structure may vary depending on the remittance system and because the opportunities for avoidance and evasion and the technology of enforcement affect the incentive to demand and supply the taxed activity

Lauden (2015) posits that taxation is a study of how the government imposes on and collects taxes from, the income and wealth of individuals and corporations to finance its social and regulatory activities which covers the entire tax system which is made up of Tax policy, law and administration. The government, therefore, derives its revenue from taxes. A tax is compulsory and mandatory contribution to the government from its subjects. It is mandatory in the sense that there is a legal document giving the government the mandate to collect such contribution: However, if carefully analyzed this definition may include such payments as fines and penalties paid to the government.

METHODOLOGY

This research was hinged on descriptive survey design approach. The researcher conducted this study in consideration of three of the main markets in Bauchi metropolis, Bauchi State where small businesses are prominent. These are high business areas in Bauchi metropolis. The population of the study was 1,500 of small businesses, critically owned by individuals. The age bracket of the owners of these

small businesses are 30 years and above. The whole population was used. The method adopted by the researcher for the selection of the small businesses was by street by street visitations, watching, and counting customers that entered these small businesses within five weeks. The source of data used for this study was primary. The instrument used for the data collection used was a self-administered questionnaire that was made up of both open-ended and close-ended questions on the effect of tax on small businesses. The instrument was validated by three professors in the faculty of management sciences making available to each all the questionnaires. The nature of the questionnaire used for this study was a five-point Likert-scale which ranges from "strongly agree" to "strongly disagree" (1 = 'Strongly Agree', 2 = 'Agree', 3 = 'Neutral', 4 = 'Disagree' and 5 = 'Strongly Disagree'). The method of data analysis was by Chi-square statistical tool employed to test the hypothesis to see deviations of the actual observations (observed frequency) from the expected that led to the acceptance or rejection of the null hypothesis. The method of data analysis was by Chi-square statistical tool employed to test the hypothesis to see deviations of the actual observations (observed frequency) from the expected that led to the acceptance or rejection of the null hypothesis. The chi-square formula is thus:

Chi square $\chi^2 = \sum \frac{[(fo - fe)^2]}{fe}$

Where:
O = Observed value (frequency);
E = Expected value (frequency) and
$\sum$ = Summation sign.
Degree of freedom = (Rows - 1) (Column -1)
Level of significance = 0.05
Expected frequency (E) is calculated as;

$$E = \frac{R \times C}{N}$$

Where R = Row total
C = Column total
N = Sample Size

RESULTS AND DISCUSSION

H_0: Investors of small businesses do not accept that tax has negative effect in their business in Bauchi metropolis.

H_1: Investors of small businesses accept that tax has negative effect in their business in Bauchi metropolis.

Decision Rule

If the P-value is greater than the level of significance of 0.05, accept **H_1** and reject **H_0**.

Table 1:

Small Businesses Paying Tax to Bauchi State Government as captured in the survey distribution

Boutique	Kitchen Utensils	Building Materials	Meat Butchers	Provisions	TOTAL
230	334	197	308	431	**1500**

Source: Researchers' Survey

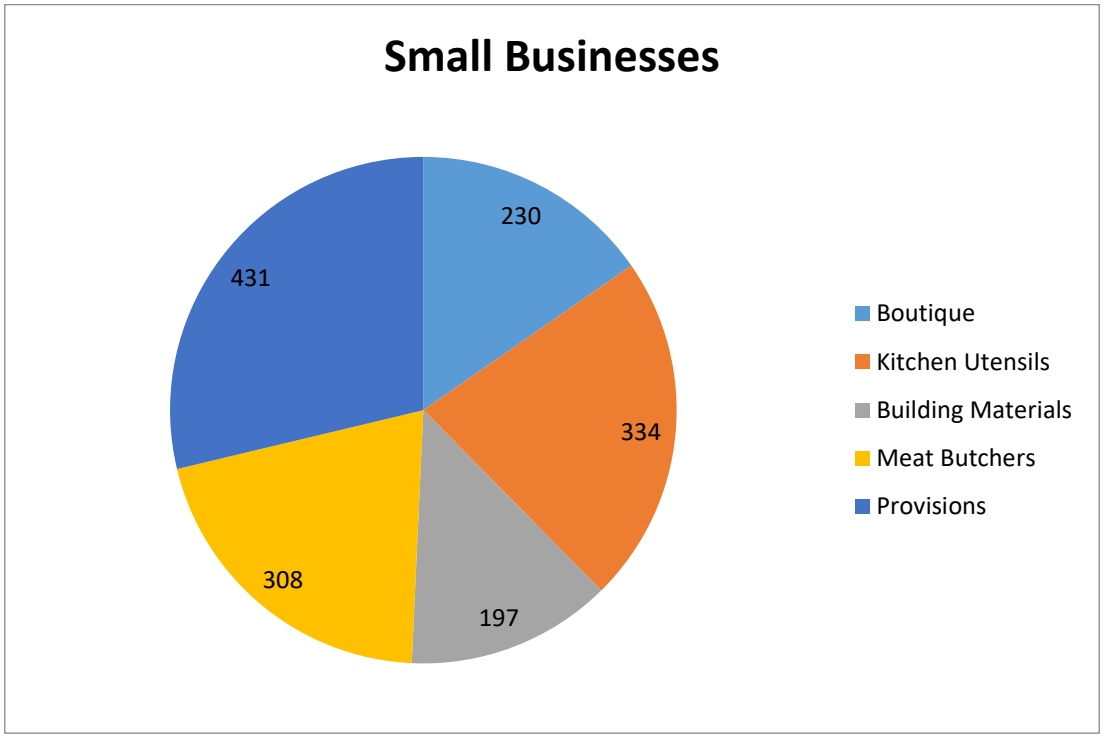


Fig 1: Graphical representation of Small Businesses Paying Tax to Bauchi State Government as captured in the survey distribution

Fig 1 shows the spread or distribution of the capacity of small businesses. This spread, of course, is affected by the tax imposed by the government of the day, in Bauchi State. The null hypothesis here, of course, Investors of small businesses do not accept that tax has negative effect in their business in Bauchi metropolis. So what chi square does is compare these numbers (the observed frequencies) with those that would be expected by chance (the expected frequencies).

The first question in doing the calculation is, how do we get the expected frequencies? If we are testing the observed frequencies (Table 1) against what we would expect by chance, since we have five categories of small businesses, we would expect one-fifth of the individuals to fall in each of the categories. One-fifth (20%) of 1,500 is 300. So if the selection of small businesses is largely a chance pattern, we would expect to find 300 people in each small business.

Table 2 shows the observed and expected frequencies for each small business, computes the difference between them (O–E), squares O–E ($(O–E)^2$), divides the squares by the expected frequencies ($(O–E)^2/E$), and sums those quantities to give us our X^2, which is 113.5

Table 2: Observed and Expected Frequencies for the selection of majors

Small Businesses	O (observed frequency)	E (expected frequency)	O-E	$(O–E)^2$	$(O–E)^2/E$
Boutiques	230	300	-70	4,900	16.3
Kitchen Utensils	334	300	34	1,156	3.95
Building Materials	197	300	-103	10,609	35.4
Meat Butchers	308	300	8	64	0.2
Provisions	431	300	131	17,161	57.2
TOTAL	**1,500**	**1,500**			**113.05**

Source: Researchers' Calculations

Recast: Decision Rule

If the P-value is greater than the level of significance of 0.05, accept $\mathbf{H_1}$ and reject $\mathbf{H_0}$. The purpose of this study was specifically to investigate the effect of tax on small businesses in Bauchi metropolis. From the analysis shown, the P-value is greater than the level of significance 0.05 thereby rejecting Ho and accepting H_1. It therefore means

the investors in small businesses are not in the good condition of accepting tax imposition in their businesses in Bauchi metropolis.

From the analysis in table 2, each small business had different observed frequency. None was the same. But the level of significance of 0.05, that is, one-fifth (20%) of the total observed frequency gave 300 expected frequency which is common to all the small businesses.

FINDINGS

a) From the analysis of this study, it is clear that the investors in small businesses are not happy with the tax imposition on their businesses in Bauchi metropolis.
b) It further shows that with government dialogues with small business investors, they could arrive at a compromise where these investors will not feel much of the pains when taxes are imposed on their businesses.

With the P value greater than the level of significance 0.05 from the chi-square, H1 definitely will be accepted and Ho will be rejected meaning investors in small businesses do not accept tax imposition. The result further explained that the dialogue of the government and the small business investors will arrive at a compromise of best fit.

CONCLUSION

The government of Bauchi State could have good intension to tax small businesses for developmental purpose. However, since these small businesses are the fulcrum of business activities in the state, it is paramount for the government to look at taxes imposed on small businesses. The rate of amount imposition of tax by the government seemed to be the most hindering factor for small businesses to increase business activities in Bauchi metropolis. Countries of the world have different fiscal policies that enable them to explore the various types of tax and impose them on their citizens and small businesses for the purpose of enhancing revenue generation, regulation and governance of the economy. Tax has consistently been a viable means of general development and particularly developing retail business. The encouragement of small businesses represents an essential element in the growth strategy of any government like Bauchi State. Of notice is that, the solution to the problems of small business participation in paying of taxes can only be mitigated if the government adopts a level

playing ground for mutual understanding of both the government and small business investors. It should be noticed that income and inheritance taxes are the particular ones to which graduation is most easily applicable, yet progression can also be realized to a certain.

RECOMMENDATIONS

The study recommends as follow:

1. The government of Bauchi State should venture into having a cordial relationship with small business investors so that they can be happy with the tax imposition on their businesses in Bauchi metropolis.
2. The government of Bauchi State should have continuous dialogue with small business investors, to arrive at a compromise where these investors will not feel much of the pains when taxes are imposed on their businesses.

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