

**FACTORS INFLUENCING SELECTION OF ROAD CONTRACTORS IN KIAMBU
COUNTY, KENYA**

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ABSTRACT

It is argued that economic growth, poverty reduction and employment creation are all achievable with a good and well-functioning road network in place and due to this; county governments and national government have tremendously increased allocations for the road subsector. However, road project construction is riddled with many challenges including delay in completion, cost overruns, shoddy road works and incomplete roads. With the realization that completion of road construction projects is influenced by project equipment, project personnel competency and availability of funds and that the selection of a proper contractor ensures successful completion of a road project, this study therefore sought to examine the factors influencing selection of road contractors in Kiambu County, Kenya. The study sought to examine the extent to which financial, technical ability, management capability and current projects/backlog influence the selection of road. The study utilized a descriptive survey design. The target population was 80 respondents comprising 5 senior managers from each of the 8 contractors (Appendix IV) operating in the county 15 members of supervisory team from county and National Government and 25 Management staff of the procurement and roads office from the Kiambu County Government. A representative sample of 67 respondents was selected using the formulae developed by Mugenda and Mugenda (2003). The study utilized primary data which was collected using questionnaires. A pilot study to appraise the soundness of the research instruments and to estimate time required to answer the items was done on 3 managers not covered in the sampled population. Descriptive statistics and content analysis was used to analyse the collected data. The study revealed that financial stability, state of plant and equipment, experience and training of personnel, past performance and quality, past failures in completed projects, influence road contractor selection. The study recommends that the county government should prioritize all critical success factors that influence the selection of road contractors; that is financial stability and experience of personnel. The study suggests that further research is done on challenges facing road contractor selection process in county governments in Kenya