

Since the introduction of cost sharing in education in 1988 in Kenya (Republic of Kenya, 1988), technical training institutions have been adversely affected (Knight, 1993). This is because in the face of declining government grants, money raised from fees charged is inadequate for the smooth and effective running of their expensive technical curricula. This has greatly eroded their capacity to offer quality training relevant to the industrial developmental needs of the country (TIVET Audit Report 2003). Consequently if these institutions are to rise from their current financial quagmire, then their only option is to seek for alternative ways of raising additional funds. This study therefore surveys the income-generating activities undertaken by the national polytechnics as a means of raising additional funds. The study followed a descriptive survey design. The population for the study comprised of 45 income-generating units and 5 Principals in the five National Polytechnics in Kenya. The sample comprised of 35 randomly selected managers of the income-generating units and 5 purposively selected principals of the national polytechnics. The five national polytechnics in this study are Kenya Polytechnic, Mombasa Polytechnic, Eldoret Polytechnic, Kisumu Polytechnic and Kenya Technical Teachers College. Data was collected through questionnaires, an interview guide and an observation schedule, which were administered personally by the researcher. Quantitative data was analysed by use of a computer programme Microsoft Excel and the results presented using descriptive statistics such as tables, percentages, pie charts and frequencies. Qualitative data was organized into themes, categories and patterns pertinent to the study, from which the researcher closely evaluated the usefulness of the information in answering research questions. Recommendations from the findings include granting autonomy to the income generating units. Suggestions for further research include replication of the study in the remaining technical training institutions.