

A PROPOSED NETWORK FOR THE PROMOTION AND DEVELOPMENT OF AGRICULTURAL COOPERATIVES

BY

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OMNIPRATIKA NIGERIA LIMITED

AND

NIGERIA ONLINE LIMITED

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EXECUTIVE SUMMARY

INTRODUCTION

Omnipratika Nigeria Limited (ONL) is a family business of highly qualified professionals. The company is limited by shares and was established in 1987 with shipping as the main object of trade but with potential for diversification. It operates from Omnipratika Plaza, 5th Avenue, Gowon Estate. However, ONL had remained dormant until 1994, 95 when the chairman in anticipation of a normal from the Service invited a friend to activate and run the company. The capital base is ₦50,000,000 divided into 50,000 ordinary shares of ₦100 each.

Omnipratika is now exploring the powers conferred through its Memorandum and Article of Association to deal in exportable commodities and foods related business. The idea of foods related business came first from the inefficient methods, storage, and distribution which have been the bane of food security in Nigeria. Most farmers are still at the subsistence level and 95% of farmers at this level own less than 10-hectare size farms. Amidst plenty, Professor Adebayo Adedeji, one-time Executive Secretary of Economic Commission for Africa posited that about 60% of Nigerians live below the poverty level in 1005. By 1998 the World Bank confirmed a further deterioration by 8%. This by UNDP definition means less than US\$1.00 per day subsistence level or less than US\$360 per annum at parity calculation i.e when matched against what one US\$ can purchase in the USA or internationally. However when matched against its equivalent in Naira, we have about a hundred Naira, i.e about 68 million Nigerais each live on less than N100.00 per day! We then wondered how we could contribute our own quota in alleviating this situation. The cause should however be put into perspective.

Omnipratika is a member of the Lagos Chamber of Commerce and Industries and World Trade Center of Nigeria. It took part in the 15th Lagos International TRade Fair 1995, and from the comments in the visitors' book, the participation was a huge success.

BUSINESS INTERESTS

The present areas of ONL business are consultancy, commodity supplies, and export as follows:

- A. Resource appraisal and output through cyberspace management
- B. Strategy management and operations
- C. Procurement
- D. Shipping and partnership with Shipping Magnate Nig. Ltd, and Wilson of Great Britain

- E. Agro-Allied (finished, semi-finished, or raw) commodities and foods supplies/export. We are hosted by NIGOL, reaching out on Internet website <http://www.omnipratika-cedac.com>.

COMPANY PROFILE

We have a dedicated board which is ready and willing to meet customers' needs with commensurate determination as that of the client. We believe that "the impossible will take just a little longer." The effort needed to be correct. The Board members include:

Ajibulu-S who retired in 1997, is the Chief Executive Officer and founder. He served for 27 years in the military and was a Deputy Director of Training at the Defence Headquarters. He is a strategist, planner, and innovator, and these qualities he has brought to bear in this initiative. Among other qualifications, Group Captain Ajibulu has an MBA from the University of Benin and M.Sc. in strategic studies from the University of Ibadan. He is a fellow of the National War College and a fellow of the Institute of Management Consultants.

Mrs. Eneobong A. is a Director with experience spanning 20 years in public administration. She has an ordinary diploma from Yaba College of Technology, Yaba, Lagos, Nigeria, and a Certificate in Public Administration from Administrative Staff College of Nigeria, Badagry. At present, she is undergoing a part-time B.Sc. Management course in Ondo State University.

Mr. Oladiran A. is the center's cyberspace resource personnel. He has a higher National Certificate and Diploma in Data Processing from the University of Lagos. He is currently undergoing a part-time post graduate diploma programme of the Ahmadu Tafawa Balewa University, Lagos outreach.

Dr. Alabi K. A. A First Class product of University of Ife, Mechanical Engineer and IT expert whose Engineering know-how has been very useful to policy formulation and management.

Mr. Dasilva F. O. She is a self-made, efficient secretary with an HND from Ibadan Polytechnic with over 15 years experience.

ONL BOARD RESOLUTION

Based on the foregoing, ONL embarked on an Agricultural Cooperatives Development Project with the aim of contributing its own quota in the elimination of hunger, rural, and urban poverty. The project is a private initiative and strategy directed at cooperative movements and rural development with objectives as follows:

- a. To encourage the reversal of rural-urban migration
- b. Simulation of capacity at the grassroots
- c. Environmental protection
- d. Coordination of cooperative movements nation wide into a formidable instrument for national growth and development
- e. Cooperation with cooperative movements overseas through exchange programs.
- f. To harness and coordinate national food production efforts through agricultural cooperative methods
- g. Elimination of rural and urban poverty through productive assets, modern technology, and services directed at food production.

This proposal details the modalities for the implementation of the objectives. Assumptions are made and methods for impact assessment outlined with a view to attracting NIGOL for a meaningful participation, funding from government, as well as donor agencies.

PROJECT BACKGROUND

One major reason why external aid could not reach rural dwellers south of the Sahara the way it should has been the dearth of capacity to manage such funds, says a World Bank report. An Inter American Institute for Corporation on agriculture also laments Africa government intervention in what ordinarily should be member controlled. The ability to translate aids from donor countries to development indices was visibly and grossly lacking only mainly due to poor prioritization and misappropriation of donor funds. A 1995 aspect of the World Bank report says that very many cooperative movements in developed countries would have wished to be partners in progress in the movement to movement assistance if Cooperative movement south of the Sahara showed greater commitment to good organization, teamwork, and accountability.

With poverty now pervasive, opposed to military interregnum in Nigeria it's perhaps comparable to post WW2 Japan. Hard as we tried, the consequences with unstructured food production and distribution and this should not be left to chance. We concede however, that Japan had rudiments of advanced technology still intact after WW2 in 1945. We therefore recall ILO recommendation 127 of 1966, which to our mind, is the equivalent of the "Marshall Plan" for the reactivation of WW2 ravaged us and Western Europe.

A World Bank report showed that

- a. Cooperative movements could easily access capital and manage same which otherwise would be difficult individually

- b. Cooperative movements found it easier to negotiate collectively
- c. They could attract specialist workers who otherwise were not interested in the rural environment
- d. Cooperative movement manage pertinent information better
- e. The easily develop a sense of participation which engendered cooperation amongst them

We should borrow a leaf from an FAO rural development report which cited Japan as she picked up from the ruins of WW2 in 1945. In just 30 years, Japan had become a world leader in ship-building, electronics, and auto manufacturing. She is now a member of the G8 world's most industrialized nations. these phenomenal development was attributed to proper problem definition supported by a coordinated food programme through agricultural cooperatives. Japan's place of eminence among five world's biggest cooperatives in 1999 supports this view.

S/No	Cooperatives	Country	Turnover US % bn
(a)	(b)	(c)	(d)
1	Credit Agricole	France	32.3
2	Norinchukin Bank	Japan	24.6
3	Migros	Switzerland	13.6
4	Rabo Bank	Netherlands	13.4
5	DG Bank	Germany	11.6

TABLE 1. THE WORLD'S BIGGEST COOPERATIVES

Source: ILO Cooperatives Branch 1999.

RELEVANT THEORY

Going by basic human needs as propounded by Maslow, the provision of food first, was likely to be the best sequence in that which would motivate people before other considerations. While eminent resource persons disagree in part, ONL identifies with Maslow's theory. Food and water are the natural starting point or medium for existential survival, then could follow other

needs. Nature further made food and water a repetitive need irrespective of satisfaction during any given application. It would be worthwhile to emulate Japan and seek assistance for this venture.

Hans Morgenthau as to the moral argument in favor of equalisation Of the standard of living who out the walls, posits that while there is an overwhelming support In favor of humanitarian aid to nations in distress from natural disasters, the consequences of which the affected Nation could not bear alone, this is not so for equalisation of the standards of living worldwide which we now know is affected by many factors such as colonialism, imperialism, and capitalism. We know also that worldwide differences in the human development indices is traceable to local complex natural, cultural, economic, and political factors. Outside intervention could modify such differences in specific cases but this cannot be eliminated throughout the world even with the best of intentions and the best commitment of resources through International aids. Morgenthau says that “beyond his ability, nobody is obligated” and this applies also to the presumed moral obligations to poor countries with mass poverty.

The elimination of inequality in food supply is not only and not even primarily a matter of agricultural technology and collective generosity, but of political interests and will. The perpetuation of poverty of which food scarcity, food distribution, and management are striking manifestations is not only to be remedied by just one approach, but by the time the result of a deliberate social, economic, and political choices. If one wants to rid the world of hunger says Morgenthau, one needs to read these hungry societies of the arrangements that have caused the problem in the first place. More likely than not, that means radical reform if not evolution, oh I know through this proposal and believe in globalization, apps for deliberate, integrated, social, economic, and political choices true “evolution not revolution.”

PROJECT IMPLEMENTATION

The suggested programme of action is as follows:

Phase I

July - Dec 1998	Sensitize Food and Agricultural Organization of the UN. Selected foreign countries and relevant UN Sub-Committees on Aid to Cooperatives. Preliminary correspondence, administration, and preparatory works to include advertisements
Jan – Mar 2000	Funds allocation to registered cooperatives

Apr – Jun 2000	Awareness/promotion/recruitment of staff
Jul – Sep 2000	Mobilization of staff and establishment of presence in LGAs (continuous)
Oct 2000 – Dec 2002	Consolidation and testing of established cooperative movements as to viability (communications, logistics, administration etc.)

Phase II

Jan – Jun 2003	Planting of cooperative movements or organizing existing movements into viable units
Jul – Dec. 2003	Same
Jan – Dec 2004	Consolidation and testing of established cooperative movements as to viability (communications, logistics, administration, etc.)

Phase III

Jan – Mar 2005	Planting of new cooperative movements or organizing existing movements into viable units
Apr – Sep 2005	Consolidation and testing of established cooperative movements as to viability (communications, logistics, administrative etc.)
Oct 2005 – Dec 2006	Review and consolidation of Phases I, II, and III.

PROJECT IMPLEMENTATION GUIDE

As Implied and shown in the implementation schedule color the project isn't phases to be completed originally by 2004, but now 2006. At present, some LGAs are not served by Nigerian Telecommunications Limited and the new generation telecommunication companies are grappling with the tedium of rural Telephone which for practical purposes needed huge government subvention even in advanced countries. It is expected that this project would accelerate government rural telephone programme and where this is not so, rural investment efforts in entrepreneurial spirit should trigger the same. This view suggests that implementation, which is inevitable title funds, human capacity, relevant technologies and encouragement are the challenges before the board of ONL, if the world could support this initiative.

The Board of ONL Is there 4 result to reach out persons, government's, organizations (local/ International) and countries that would understand and support the objectives outlined in this proposal. The ONL Model is to be executed by the Center for the Development of Agricultural Cooperatives (CEDAC).

It is therefore proposed that 200 Cooperative units / movements each would be established /fortified/harnessed in Phases I and II, and the balance of 374 units / movements would be scheduled for Phases II as expressed here under.

a.	Phase I	2000 – 2002	200 Units / Movements
b.	Phase II	2003 – 2004	200 Units / Movements
c.	Phase III	2005 – 2006	374 Units / Movements
Total:			774 Units / Movements

MOBILIZATION STRATEGY

There are 6.927 wards and 774 identified LGAs in the country. We have based our plans on the LGAs in our register. A good fit between Ward leaders and LGA Chairmen should provide the vehicle for mobilization of the populace regarding the benefits and the direction of the project. Awareness campaign - print and electronic - will be a continuous aspect of the project. In a collaborative effort with Cooperative Federation of Nigeria their phone, we should be able to reach all unions Nationwide in real-time oppression.

OPERATIONS OF FOODS & COMMODITIES MARKET

The center receives president orders, requirements or intentions of a Cooperative movement. This a packaged and metred to NIGOL, for display on ONL website. A local or International consumer accesses the site and sends a feedback using email which is relayed to the concerned agricultural cooperative movement. This information packets could include agricultural produce Commodities such as oil beans, corn, gari, beans, millet and guinea corn, Tomatoes, palm oil, live goats ship color chickens, eggs, potatoes, yams, orange juice, pepper, cooking oil, vegetable, plantain, exotic flowers, ATC undo those displayed on onl website. ONL through a machinery designed for the project would facilitate:

- a. Availability
- b. Quantities
- c. Packaging
- d. Demand/Supply assessment
- e. Logistics

The project should address wastage and it is expected to promote economic development by creating jobs with attendance effects on all sectors of the economy. Existing cooperative movement will be given added impetus I new ones planted where they are non existent. It should be noted that no matter how many cooperative movements I registered in a given LGA and irrespective of their economic interests, CEDAC We'll deal with them as one entity while they retain their individuality. This relationship is to maximize resources and efforts and it is clarified in Fig. 1.

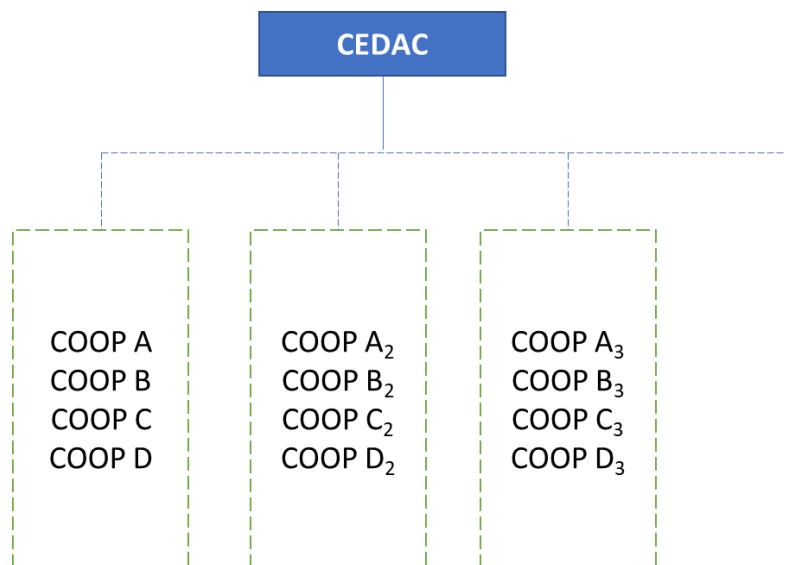


FIG 1. THE RELATIONSHIP BETWEEN COOPERATIVE MOVEMENTS WITHIN A GIVEN LGA

It is however, assumed that power supply would Be constant and where it is not, solar energy will be honest. This project does not preclude the opportunity is available in traditional local open markets.

ESTIMATED COST IMPLICATIONS

For easy cutting and implementation, Nigeria has been divided into four zones: Southwest, Southeast, Northeast, and Northwest.

PHASE I 2000-2002

SOUTHWEST ZONE 1

		N	N
a	80 computer units + printers	@70,000	5,600,000
b	80 telephone lines	@150,000	12,000,000
c	80 office accommodations	@2,000/month x 24	3,840,000
d	80 office furnishings	@750,000	80,000,000
e	80 solar panel installations	@200,000	16,000,000
f	80 pickup vans	@1,000,000	80,000,000
g	Start off grant	@500,000	40,000,000
h	Publicity and awareness (Start)	@100,000	8,000,000
i	Email (NIGOL) facility	@30,000	2,400,000
	Sub-total		227,840,000
	5% contingency		11,392,000
	TOTAL		239,232,000
		@N100 = USD\$ 1	2,392,320

SOUTHEAST ZONE II

	N	N
a	65 computer units + printers @70,000	4,550,000
b	65 telephone lines @150,000	9,750,000
c	65 office accommodations @2,000/month x 24	3,120,000
d	65 office furnishings @750,000	48,750,000
e	65 solar panel installations @200,000	13,000,000
f	65 pickup vans @1,000,000	65,000,000
g	Start off grant @500,000	32,500,000
h	Publicity and awareness (Start) @100,000	6,500,000
i	Email (NIGOL) facility @30,000	1,950,000
	Sub-total	185,120,000
	5% contingency	9,256,000
	TOTAL	194,376,000
	@N100 = USD\$ 1	1,943,760

NORTHEAST ZONE III

	N	N
a	25 computer units + printers @70,000	1,750,000

b	25 telephone lines	@150,000	3,750,000
c	25 office accommodations	@2,000/month x 24	1,200,000
d	25 office furnishings	@750,000	18,750,000
e	25 solar panel installations	@200,000	5,000,000
f	25 pickup vans	@1,000,000	25,000,000
g	Start off grant	@500,000	12,500,000
h	Publicity and awareness (Start)	@100,000	2,500,000
i	Email (NIGOL) facility	@30,000	750,000
	Sub-total		71,200,000
	5% contingency		3,560,000
TOTAL			74,760,000
@N100 = USD\$ 1			747,600

NORTHWEST ZONE IV

		N	N
a	30 computer units + printers	@70,000	2,100,000
b	30 telephone lines	@150,000	4,500,000
c	30 office accommodations	@2,000/month x 24	1,440,000
d	30 office furnishings	@750,000	22,500,000
e	30 solar panel installations	@200,000	6,000,000

f	30 pickup vans	@1,000,000	30,000,000
g	Start off grant	@500,000	15,000,000
h	Publicity and awareness (Start)	@100,000	3,000,000
i	Email (NIGOL) facility	@30,000	900,000
	Sub-total		85,440,000
	5% contingency		4,272,600
	TOTAL		89,712,000
		@N100 = USD\$ 1	897,120

PHASE II 2003-2004

The estimated cost is same as in Phase I,

PHASE III 2005-2006

The requirements for all the zones in Phase II are:

		N	N
a	374 computer units + printers	@65,000	24,310,000
b	374 telephone lines	@100,000	37,400,000
c	374 office accommodations	@2,000/month x 24	17,952,000
d	374 office furnishings	@750,000	280,500,000

e	374 solar panel installations	@200,000	74,800,000
f	374 pickup vans	@1,000,000	374,000,000
g	Start off grant	@500,000	187,000,000
h	Publicity and awareness (Start)	@100,000	37,400,000
i	Email (NIGOL) facility	@100,000	37,400,000
	Sub-total		1,070,762,000
	5% contingency		53,538,100
	TOTAL		1,124,300,100
		@N100 = USD\$ 1	11,243,001

SUMMARY OF COSTS/BUDGET ESTIMATE (PHASE I + II + III)

The summary of costs are:

a	TOTAL PHASE I	2000-2002	598,080,000 ₦	5,980,800 US \$
b	TOTAL PHASE II	2003-2004	598,080,000 ₦	5,980,800 US \$
c	TOTAL PHASE III	2005-2006	1,124,300,100 ₦	11,243,001 US \$
	PROJECT TOTAL	PHASE I + II + III	2,320,460,100 ₦	23,204,601 US \$

PUBLICITY AND AWARENESS

There will be awareness exercises plus demonstrations where the entire public will be invited to see the workings of the benefits of the project. The awareness exercise would also take the form of workshops for Cooperative movement has to be shifted from one state to another. The demonstrations and workshops would be jointly organized by NIGOL and CEDAC to involve local and international media. However, the board of directors of CEDAC take full control and responsibility for the overall direction of the awareness and publicity aspects of the project.

IMPLEMENTATION EFFORTS

We have registered our presence at Kosofe LGA and have begun testing of the hypothesis in Egbeda, Alimosho, and Aiyetoro/Itele villages of OTA LGAs. When fully developed, there will be a total of 774 pcs communicating with each other on foods and commodities nationwide. The immediate set back to these modest groups had been little funds to start off or maintain their production.

Our hypothesis is given by $y = kx_1x_2... n_q$

where y = success in Rural Development and Enterprise

x_1 = Group participation

x_2 = Production inputs

k = Constant

n_q = nth factor.

The hypothesis suggests that success in group driven rural development projects is a function of participation by city dwellers who are perceived by the rural dwellers as having abandoned the rural environment, and the availability of production inputs (ranging from technical, human, financial etc.) Abandonment of the rural environment for the illusory city wealth is part of the problem of rural-urban migration and pressures on social amenities in the metropolis.

Further to the foregoing and with ONL's Project Implementation Design we developed a model which include:

- a. A Network and Constitution Unit
- b. Impact Assessment Unit
- c. Coordination and Adjustment Unit
- d. Ways and Means Unit
- e. Rural Banking Unit
- f. Agricultural Cooperative Unit/Movement
- g. Internet Service Provider (NIGOL)

The model is detailed in Figure 2, and the key to its operations is in the project disk and backup.

PROJECT FUNDS/ADMINISTRATION

We have requested for normal appropriation from the Federal Government of Nigeria. Since Aug 1998. Secondly, we wish to apply for human, financial, and technical assistance from friendly countries. Thirdly, we are reaching out to International Organizations such as the World Bank, or the appropriate UN Sub-Committee for the promotion of aids to Cooperatives and rural development. In this regard, we are already in positive contacts with UNDP, ILO, International Committee for the Promotion and Advancement of Cooperatives (COPAC) and International Cooperative Alliance (ICA).

When Local or International aids are made available, such assistance will be channeled through the CFN Ltd to the designated cooperative movement as direct sobursement. Technical or human resources would be coordinated by CEDAC. However, the cooperative movements that are to benefit would have demonstrated a sustained competent leadership and promise. In these connections, CEDAC services as a facilitator.

The cooperative movements shall pay 7% of their annual turnover to ONL and are expected to subscribe voluntarily to CEDAC Research & Development efforts. Such profits/reference would have been directly or indirectly traceable to CEDAC efforts. For proper adherence to policy guidelines therefore, the board of directors through the Managing Director oversees the affairs of the Centre.

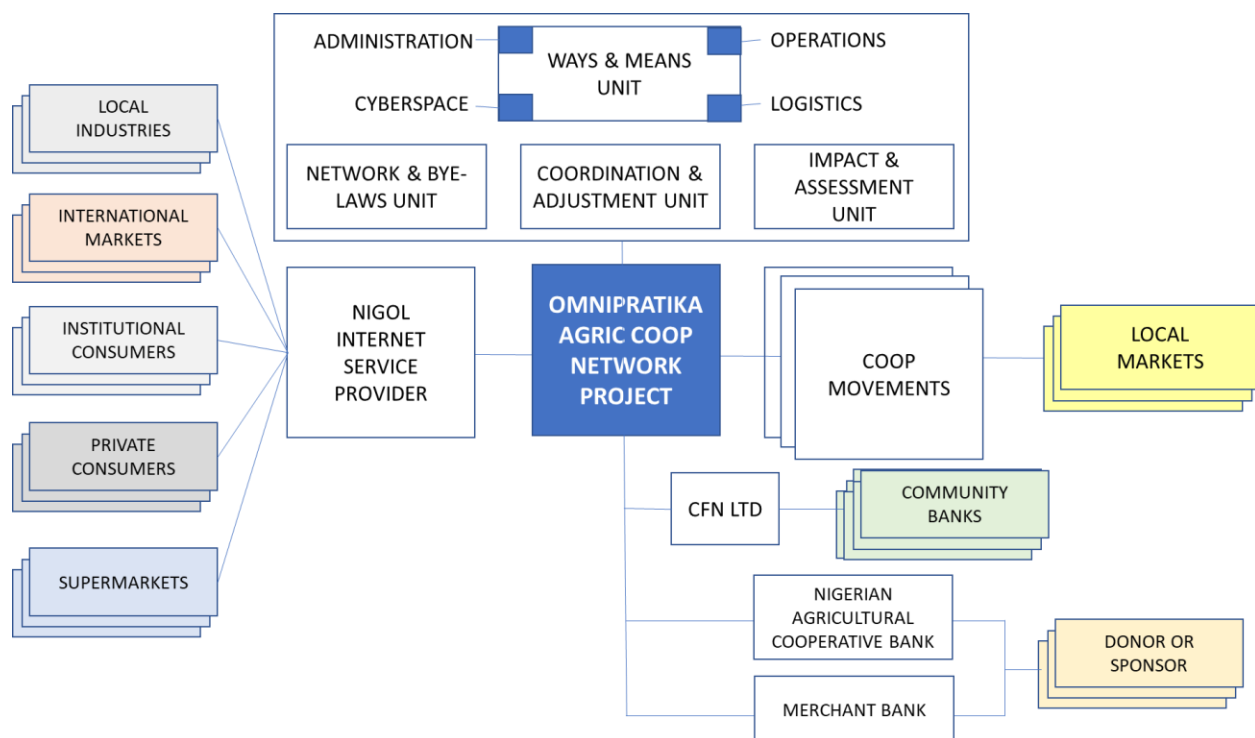


FIG 2. OMNIPRATIKA AGRICULTURAL COOPERATIVE DEVELOPMENT MODEL

The chairman of the board doubles as Managing Director. The organogram is shown in Fig. 3.

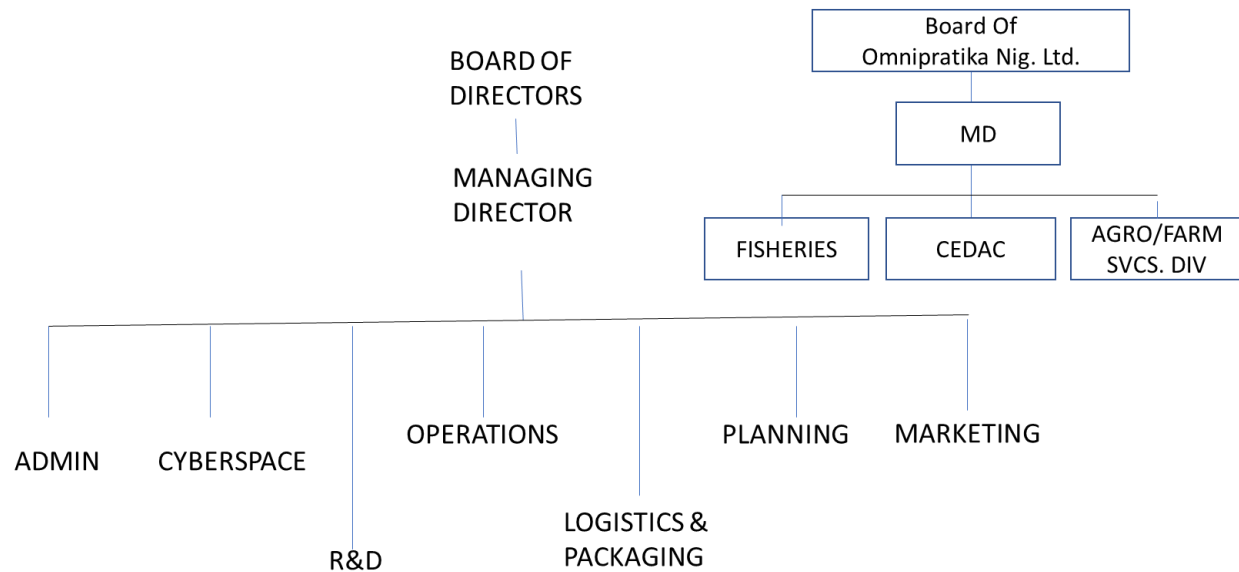


FIG 3. ORGANOGRAM OF CENTRE FOR THE DEVELOPMENT OF AGRICULTURAL COOPERATIVES (INSET - OMNIPRATIKA NIG. LTD.)

PARTICIPATION BY NIGOL

NIGOL will participate as follows:

- As facilitator and specialist communications medium
- First Nigerian electronic gateway to local and international foods and commodities markets.

INVESTMENT OPPORTUNITY FOR NIGOL

NIGOL would benefit financially through normal but, special rate charges for services rendered to the cooperative movement which could reach 2000 units or more. For ease of computation and for 2000 - 2002, this figure is put at 200 only. The low rated charges by NIGOL is designed as incentive to attract rural participants and arouse interest in computer owners who are not yet aware of the service.

Considering a minimum of 774 cooperative movement to be designed between 2000 - 2006 at an estimated special rate of ₦30,000 units per annum, the estimated gross income accruable to NIGOL would be:

	₦
PHASE I – 30,000 x 200 (2000 – 2002)	6,000,000
PHASE II – 30,000 x 200 (2003 – 2004)	6,000,000
PHASE III – 30,000 x 374 (2005 – 2006)	11,220,000
TOTAL (2000 – 2006)	23,220,000

From this amount, 18% service administrative charges would be paid to ONL.

Estimated balance to NIGOL:

	₦
PHASE I (2000 – 2002) less 6.0m x 0.18 = 6m - 1.08m	4,920,000
PHASE II (2003 – 2004) less 6.0m x 0.18 = 6m - 1.08m	4,920,000
PHASE III (2005 – 2006) less 11.22m x 0.18 = 11.22m – 2.10m	9,120,400
Estimated total to NIGOL (2000 – 2006)	18,960,000

Estimated total to ONL (2000 – 2006)	4,260,000
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Local Industries, International concerns, local supermarkets etc. That would hook-up online estimated at 1,000 in a year. Have a nice day with color and average charge of ₦30,000 to each subscriber. Gross income accruable to NIGOL Ltd is ₦30,000 x 1,000 = ₦30m (estimated) per annum. 18% of this, i.e. ₦5.4m is payable to ONL for operations and management services leaving an estimated balance of ₦24.6m per annum additional to NIGOL Ltd.

IMPACT ASSESSMENT

It is pertinent to know how well the project is meeting set objectives as follows:

- a. All cooperative movements would keep a register of new members with attention to their previous occupation and domicile.
- b. There shall be a register of specialists and resource persons who visit or those who have resolved to dwell in the rural environment.
- c. There would be competition as to best organized and environmentally friendly rural community.

CONCLUSION

This report details a two stage solution. Stage 1 is section 1 of this report is a pilot program estimated to cost \$24.83 million and to start with a building complex as center of commercial and economic activities, which is expected to trigger a reversal of rural/urban migration of young people in Nigeria. The economic activities in the center should blossom into purchasing and share services cooperatives. Stage 2 of the program which is scheduled for completion in 10-15 years is estimated to cost \$15.464b and to cover all 774 LGAs of 6 geopolitical zones of Nigeria.

The development model (stage II) allows 50 of such replicable complex to be constructed per annum. The simultaneous ensuing commercial activities within these building complexes all over the country at the local level will have a multiplier effect. It is expected to attract able-bodied persons and facilitate production, inter-cooperative trade, investments, continuous education, training and ultimate reversal of rural/urban migration.

Omnipratika has physically confirmed through participation, that cooperative movements are organized into recognizable and formidable unions and leagues at the local government level in Nigeria.

When the union/leagues show sufficient response, they are to be further All good night into a mother Network I may have possession of the building complex when they have developed or possessed the managerial expertise to do so.

Program monitoring, evaluation and control remain the direct responsibility of Omnipratika and conducted in your practice mother.

Omnipratika Nigeria Limited as contractor, Fund manager and consultant will conduct unscheduled visits to ensure compliance with development and program objectives and it is expected to collate quarterly report the funds providers.

Funds are expected to be dispersed as scheduled and empowerment tools allocated as per specifications. A quarterly report shall be rendered by a facility management/administrator of the complex employed after due process of advertisement, while repayment of loans will be conducted strictly as recommended and to be terminated within a proposed 15 years repayment plan period at agreed interest rate. Moratorium is not known to on offer. With a two-year interface, the lessons of the pilot program will reflect on the other phases and Stage 2.

The foregoing strategy should provide a synergy to the other solutions in this report aimed at combating the reversal of rural/urban drift.

AJIBULU SO
CHAIRMAN OF THE BOARD
LAGOS
JAN 2000.