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Modernising the Marketplace in Lagos

Executive Summary

- Installing lights in major markets in Lagos, catalysed internal investment and economic growth.
- Iyana Ipaja and Oke-Odo markets are situated in Alimosho the largest local government in Lagos State. Alimosho is a low income area with almost no power, street lighting, water, and road infrastructure. The markets are economic hubs, home to some 4,000 businesses, and are visited by >80,000 people each day.
- NIAF worked with Lagos State Electricity Board (LSEB) and local stakeholders to design and implement a market-wide lighting scheme aimed at promoting economic regeneration.
- Intervention resulted in extension of market operating hours, <17% increase in incomes for market traders, new jobs created by 1 in 7 MSMEs, better security for women, and improved resilience.

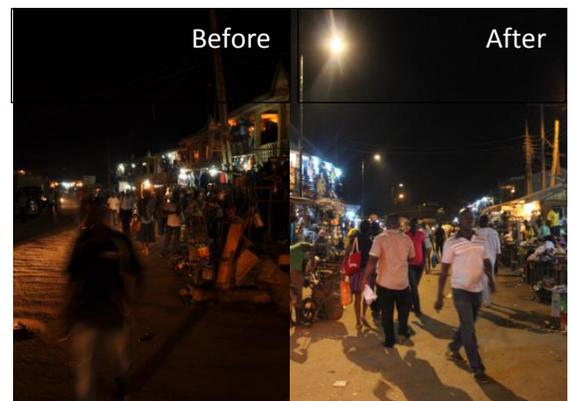
The Challenges

- NIAF responded to a request from LSEB to support technical development and implementation of improved market lighting. Responding meant developing a technical solution that could be serviced locally by LSEB, ensuring affordable operational maintenance was vital to ensuring sustainability.
- Strong stakeholder engagement and partnerships facilitation was needed to ensure buy-in from Market 'Mamis'.

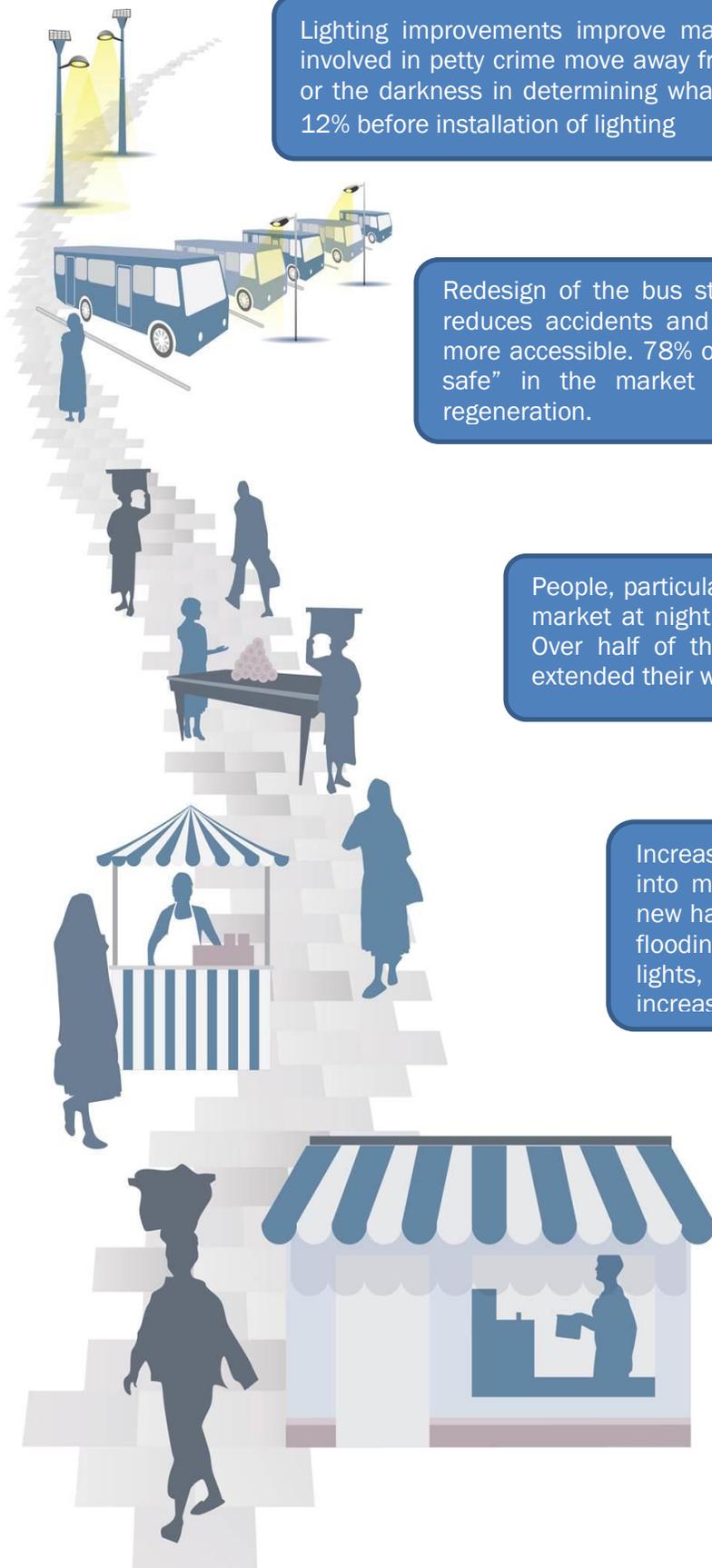


The NIAF Approach

- NIAF developed the project scope through extensive stakeholder consultation to ensure strategic fit.
- Technical design was approached iteratively to meet the need for an energy efficient but locally maintainable solution.
- The facility model ensured that support was responsive to client needs, and key lessons learnt has been developed through a longitudinal socio-economic impact analysis.



The Outcomes



Lighting improvements improve market safety. 'Neighbourhood (area) boys' often involved in petty crime move away from area. Only 2% of traders now regard security or the darkness in determining what time to close trading for the day compared to 12% before installation of lighting

Redesign of the bus station including new lighting makes area safer, reduces accidents and reduces traffic congestion making the market more accessible. 78% of residents and visitors feel "very safe" or "fairly safe" in the market and bus parks compared to 9.7% prior to regeneration.

People, particularly women feel safer... More customers visit the market at night, resulting in improved turnover for stallholders. Over half of the women traders interviewed (54%) said they extended their working hours after installation of the lights

Increased economic activity attracts further investments into market by managers and stall holders, including new hard paving which makes the market less prone to flooding. In the 12 month period after the installation of lights, both markets witnessed average revenues increases of 7% in Ivana Ibaia and 16.9% in Oke Odo

Stallholders invest in new stock, products and staff, businesses and incomes grow. Most traders interviewed made distinct changes to their business practices, with 73% either adding or increasing the stock of existing products and 16.2% hiring an additional salesperson. Across both markets, the average restock value more than doubled (105% increase) from N95,607 to N196,484