



# PDF

Policy Development Facility  
14 Oguda Close off Lake Chad Crescent  
Maitama, Abuja, Nigeria

**Policy Development Facility**

Financed by



Department for  
International  
Development

## **PROJECT COMPLETION REPORT**

### **Part 1: Project Identification and Contact Details**

- 1. PDF Project Code:** 037 TR WCB
- 2. Project Title:** Women and Cross Border Trade
- 3. Type of Project:** Social inclusion/Equity Capacity Building
- 4. Beneficiary/client organisation:** Life Impact Foundation International (LIFI)

## **Part 3: Project Achievements**

### **3.1. Project Background**

Since the colonial period, West African women have been involved in trade, both in their own countries and across borders, particularly in the distribution of food and small consumer items and in the trade in services. Currently many informal or un-enumerated trading activities take place along Nigeria's porous border for a variety of reasons and identified products include: garri, ateke, fish (smoked and salted), locally produced soaps, palm oil, shea butter, fermented nere seeds, basin (dyed cloth), ankara, and woodin.

Over 70% of traders engaged in cross-border trade in West Africa are women, who employ 1-2 people in their home businesses, support on average 3.2 children as well as 3.1 children who are not children of spouses.<sup>1</sup>

Recent attempts to reduce informal cross-border trade however have raised problems for women, including<sup>2</sup>:

- Lack of Information and awareness on the Common External Tariff and other ECOWAS trade protocols
- Gender blind Customs/Immigration officers
- Lack of gender friendly border posts
- Inability to enforce their (women traders') rights (in case of violation)
- Extortion/bribery
- Rape and other forms of sexual abuse
- Theft/robbery/seizure of goods
- Lack of reliable market information
- Lack of access to financial services
- Lack of business management skills
- Transport constraints

More importantly these attempts ignore the fact that the main component of informal cross-border trade consists of basic food products whose value for regional food security at the local level urged governments in ECOWAS to largely exempt it from tariff duties even though petty border officials continue to exploit the face-to-face volume of contact it provides to extort personal incomes. And women who dominate this trade across West Africa are the major victims.<sup>3</sup>

Women in cross border trade contribute to food security by trading food products from areas of surplus to areas of deficit. Moreover women's businesses engage a large number of people formally (by using the services of other businesses such as public and private transportation) and informally (by using family members), thus creating livelihoods for many who would otherwise be under or unemployed. And depending on how it is organised, women engaged in cross-border trade have the potential to contribute significantly to household earnings and resources, to empower women through giving them financial independence and control of their own resources.

---

<sup>1</sup> Cooperation and Integration in Africa The Case of Informal Cross Border Trade (Okello Oculi, Executive Director Africa Vision)

<sup>2</sup> Ochli and Action Aid Study on Women in Cross Border Trade

<sup>3</sup> Cooperation and Integration in Africa The Case of Informal Cross Border Trade (Okello Oculi, Executive Director Africa Vision)

Women involved in cross-border trade also contribute to market/product diversification, increased outlets for goods produced and manufactured in the region. It has been suggested that sustained economic growth in West Africa will be increasingly driven by trade in non-traditional exports such as certain agricultural products, livestock, fish, handicrafts and manufactured goods. This implies strong connections between trade and other sectors of West African economies, particularly agricultural production and processing, fisheries and manufacturing.

Concurrently, since the 1990s, the Nigerian Government has attempted to establish trans-national and regional border markets in different parts of Nigeria where trade procedures would be simplified and where adequate trade infrastructure would permit traders from Nigeria and neighbouring countries to come together and do business. These markets are prioritised in the *Vision 20:2020*. A feasibility study of the establishment of such a market in the Oyo state is currently underway. The current project can establish how the needs of women traders in this border town can be taken into account.

The government has also recently established the Presidential Trade Facilitation Taskforce (TFT), which has broad membership from relevant Ministries/Departments/Agencies and the Private Sector, with a clear mandate for improving trade facilitation by creating a forum for key private sector and public sector stakeholders to raise awareness of trade facilitation issues.<sup>4</sup> The TFT has developed a Strategic Action Plan identifying medium term priority policy interventions aimed at improving performance at key bottlenecks. Currently women are not represented in the TFT through organized groupings (e.g. women traders' associations, etc.). The TFT can provide the necessary platform for women traders and entrepreneurs to dialogue with the relevant institutional stakeholders and propose strategies to deepen cross border trade activities that are gender focused.

This project will engage women in trade issues and policies in Nigeria. The project will highlight their contributions to the regional (ECOWAS) and national (Nigeria) economies while addressing their challenges as well as facilitating trade by strengthening capacities and recognition of the rights and value added to the Nigerian economy by Nigerian women involved in cross border trade in the ECOWAS sub-region.

The project will provide a significant contribution to social inclusion/equity by; (i) increasing consultation and information sharing in order to enable government and other trade stakeholders to understand gender issues on women and trade; (ii) providing capacity building to women traders/entrepreneurs (training, lesson learning survey/case studies) which will increase their research skills and improve knowledge on international/regional trade and cross border trade; (iii) developing an enabling platform for initiatives by and on behalf of women traders (formation of networks, production of articles and campaign materials, etc.) which will mobilize and increase effective advocacy and lobbying to governments on behalf of women traders at trade forums and elsewhere.

The project is seen as a pilot for the Women in Cross Border Trade initiative focused on South West zone border crossings and corridors. If successful, the project will be replicated and the initiative will be extended to other zones and other border crossings in Nigeria.

---

<sup>4</sup> FMTI provides the chair and Secretariat for the TFT and has a core of its staff committed to this agenda. A Secretariat of seven staff has been identified to support the TFT: three representatives from FMTI and one each from Customs, National Planning Commission, National Ports Authority and Finance

### 3.2. Project Activities carried out and Achievement of Outputs

Activity	Achievements, Milestones and target dates
<b>Output 1: Development of IEC materials</b>	
1.1 Brief and meet advertising agency in Lagos	This was accomplished by December 16, 2011, with Gross Idea Company commissioned to produce logo, and soft copies of all IEC materials for review and selection.
1.2 View samples of art work and make selection	All soft copy samples were viewed, proof read, reviewed and selected via online communication channels within December 2011 and January 2012.
1.3 Sign off on IEC samples	Done and printing commissioned to Prompt Enterprises for 2000copies of handbills (1000copies in French and English each) 1000copies of Brochure (500copies in English and French respectively) 1000copies of Stickers (500copies in French and English each) 50pcs of T-shirts bearing the WCB logo and project introduction.
1.4 Take delivery of IEC materials	The IEC materials were taken delivery of and copies have been circulated to relevant stakeholders including Chambers of Commerce, Business Women's Associations, Market Women's Associations, Women Cross Border Traders, Trans Border Traders Associations, Law Enforcement Agencies (Customs, Immigration and Nigeria Police (Joint Border Patrol), Presidential Task Force on Trade Facilitation members, National Trade Policy Review Committee members, Director of Trade (FMTI) and other FMTI officials, UN WOMEN, Action Aid, GIZ as well other Development Partners and participants from the FGD's (Lagos/Abuja)
<b>Output 2: A position paper presented to the TFT and DPs with a comprehensive and up-to-date overview of Nigerian Women and Cross Border Trade</b>	
2.1 Mapping of the ongoing women and trade projects online with the use of a questionnaire.	The completed questionnaire has been analysed and there are little or no activities specifically targeted at women and cross border traders.
2.2 Collection of Information from the Development Partners and Multi-lateral Organizations	These visits were accomplished by January 24, 25 and 27 with subsequent follow up online for those organizations that were not physically visited. The Development Partners visited were: <ul style="list-style-type: none"> <li>• Open Society Initiative for West Africa-OSIWA</li> <li>• Economic Community of West African States (ECOWAS)</li> </ul>

	<ul style="list-style-type: none"> <li>• UN WOMEN</li> <li>• Action Aid Nigeria</li> <li>• New Partnership for Africa’s Development (NEPAD) Nigeria</li> <li>• GIZ</li> </ul> <p>Others that were communicated with online were:          African Development bank (ADB)          World Bank- Trade Department          USAID</p> <p>The visits was said to assist in refocusing the relevant Development Partners attention to considering women traders at the border in all their organization’s activities along border areas.</p>
<p>2.3 Collect Information from women’s trade organisations, business management organisations etc. in Lagos &amp; Abuja using a focus group session</p>	<p>Lagos and Abuja Focus session held January 21 and 26 respectively, with a total of 45 participants from diverse backgrounds such as: women cross border traders, members of the Private Sector, civil society, Women Business Associations, Trans Border Traders Association, Development Partners, Law Enforcement Agencies, Ministries/Departments/Agencies among others..</p> <p>Individual reports of the events highlighted that the situation of women involved in Cross Border Trade has not improved over time from the stage at which the project started.</p>
<p>2.4 Literature Review</p>	<p>Materials referred to for review are:</p> <ul style="list-style-type: none"> <li>• Women and Cross Border Trade by Action Aid Nigeria</li> <li>• Women’s Business Links: A Preliminary Assessment of Women Cross Border Traders in West Africa by A Women in Development Technical Assistance Project.</li> <li>• Women &amp; Cross Border Trade In East Africa Opportunities and Challenges for Small Scale Women Traders by The East African Community Customs Union</li> <li>• Crossing Border from the Forum News of International Forum for Rural Transport and Development networks in East and Southern Africa.</li> <li>• 2009 Findings of the Baseline Findings Studies on Women in Informal Cross Border Trade In Africa by United Nations Development Fund for Women.</li> <li>• Others as researched by the International Consultant- Fatimah Kelleher.</li> </ul> <p>These materials were reviewed to compare Nigeria situation with that of other African Countries as well</p>

	as to acknowledge similar challenges and recommendations.
2.5 Prepare and submit a position paper to the TFT.	<p>The Position Paper is currently ongoing with the International Consultant working from her desk in London. It will be submitted before the second week in April, 2012 and due for dissemination after approval from SAANA and PDF.</p> <p>A meeting with Dr Ken Ife (Technical Adviser, Presidential Taskforce on Trade Facilitation) as reported below explains why the position paper will not be presented to the TFT members.</p>
2.6 Prepare a presentation of half a day for the TFT around the issues impacting women traders in Nigeria.	<p>A meeting with Dr. Ken Ife (Technical Adviser, Presidential Taskforce on Trade Facilitation) took place at ECOWAS premises on Friday, January 27, 2012. He provided a platform for the Team Leader to present the WCBT Project at their Stakeholders Sensitisation and Awareness Workshops on Trade Facilitation in Nigeria in 3 Geo-Political zones in Nigeria, (Lagos, Enugu, Minna)</p> <p>He informed the WCBT Team that there should be a rescheduling of the request for a half day meeting with the TFT pending the members programme for the remaining part of the year.</p>
2.7 Present the position paper at a meeting for DPs and multilaterals working in the area of women and trade/women and cross border trade.	It has been agreed that this will be disseminated via all online communication channels due to the fact that the TFT will not be sitting for any session within the project timeframe.
2.8 Prepare a report of the two meetings, including the list of participants, the key issues raised, etc.	Following the substitution of the activities of 2.5 - 2.7 with the Lead Consultant attending the TFT workshops in the 3 Geo-Political Zones to give a 10mins presentation about the Women and Cross Border Trade Project, the required documents to be submitted will be the harmonised communiqués from the 3 TFT 2-day workshops in Lagos, Minna and Enugu, including the master list of all the TFT members.
<b>Output 3: Training of law enforcement agencies: Gender sensitive law enforcement agencies team set up and trained</b>	
3.1 Identifying key officers of selected law enforcement agencies at the border post and briefing key officers about a training seminar for officers of law enforcement agencies.	A briefing visit was made to the leadership of the Customs, Immigration and the Nigeria Police who gave instructions to the Lagos-Seme Command Offices at the border to nominate officers who would attend the training at Badagry. The training on gender sensitisation was the first of its kind.

	There was also a debriefing visit by the Project Team to the Command Offices at Seme to express their appreciation for the cooperation and support. The Project Team also seized the opportunity to distribute the IEC materials.
3.2. Organise a half day seminar for officers of the selected law enforcement agencies	The training took place at the Lagos State Government VIP Chalet & Conference Hall, Badagry, with 27 participants in attendance made up of the law enforcement agents from Customs, Immigration, Nigeria Police (Joint Border Patrol), members of the Trans Border Traders Association, academia, media and civil society. The feedback from the training will also be stated in the position paper.
3.3. Prepare a report from the training session, including feedback from the participants, and a participants list.	The feedback has been analysed, reports written and attendance will be attached as annex to the final report.
<b>Output 4: Increased awareness and sensitization amongst relevant stakeholders:</b>	
4.1. Outreach and communication visit and briefing of key members of the women's organisations at the border market	The Trans Border Traders Association was identified as the key stakeholder and link to the women at the Lagos-Seme Border markets; thus contact was made with the Chairman and a visit paid to the organization's office at the Seme Border to provide information about the Gender Training for Law Enforcement Agents and request for partnership to carry out the outreach to all the women traders at the border markets which was agreed to by the Chair and other officials of the Trans border traders association.
4.2. Opening speech at the market to all the women traders	This opening speech activity was replaced with a one-on-one meeting with women traders and other traders at the borders due to the unstructured nature of the border post. A sensitization walks around the current structure of the border markets was successfully implemented instead.
4.3 Distribution of IEC materials and T-shirts, to reinforce the message	There was constant distribution of IEC materials of brochures, flyers and t-shirts to all key stakeholders at the border post and around the market women. The IEC material was to sensitize the people at the border markets as to the commencement of such a project and the need for their support.

### 3.3. Achievement of Project Purpose

The Purpose of the project is to increase women's participation in trade and cross-border trade activities in Nigeria and West Africa.

#### Purpose indicators and target dates

- TFT recognises the need for the inclusion of a representative on gender issues in its core membership and asks the Ministry of Women Affairs to follow up on the issue.
- Gender issues are mainstreamed in the national trade policy.

- DPs provide support based on 5-year master plan for women in cross border trade in Nigeria.
  - DPs maintain and use a network for those involved with women in cross border trade in Nigeria.
  - Women's associations are invited to participate in trade meetings and programmes at the national and regional levels by TFT or their represented MDAs, and by DPs.
  - Women's associations lobby stakeholders to take actions in regards to women and cross border trade.
  - Law enforcement agencies in border areas support and assist women, especially at times of distress.
- All of these changes should be seen to be starting by the end of the project.

## **Achievements**

The project has made certain significant impact such as,

- The TFT recognised the need for the inclusion of gender perspective and its willingness to recognise the WCB project. He also advised that we lobby not just the TFT but all private and government sector organization in attendance at the TFT conferences seeking to address this issue for a more holistic gender representation.
- The TFT has prepared a short, medium and long term framework of programmes activities to facilitate Trade and consideration for gender was considered in the planning of some activities.
- Development Partners such as UNWOMEN, Action Aid Nigeria and GIZ are prepared to consider including women and cross border trade issues in their project plan for the year and subsequent years under the Women and Economic Empowerment Programmes of their respective organization.
- There has been a strong commitment by all Development Partners at the Abuja focus session to make use of the network of those involved in Women and Cross Border Trade to facilitate Trade Facilitation processes.
- Law Enforcement Agents at the borders who participated at the Gender Sensitisation Awareness Seminar have promised to be more gender sensitive to the plight of women traders and assist the women where necessary.

## **3.4. Sustainability**

- a. There is an ongoing advocacy with the UN WOMEN, Trans Border Traders Association, Chambers of Commerce, Women Associations, Market Women's and other stakeholders towards the continuous printing of some of the IEC materials to sustain the information around the project.
- b. A database of the key actors has been compiled which will form an Annex to the completion report after which it will be disseminated to all project participants.
- c. The Lead Consultant had been given the opportunity to comment on the review of the Nigeria Trade Policy which was accomplished at the Consultative Session on the Review and Validation of Nigeria Trade Policy which held on February 23 – 24, 2012 in Ikeja Lagos, where she highlighted certain gender insensitive policies for review. We hope for subsequent invitations to comment and advocate for gender mainstreaming issues to be recognized in all policy documents.



- d. Relying on the established framework, networks and working relationship with Development Partners, regular updates will be obtained from them and circulated to all stakeholders, as is currently being done.
- e. The Project Team will continue to relate through various channels with the Law Enforcement Agencies Leadership to advocate for the institutionalisation of a Gender Corps Unit in conjunction with the Presidential Task Force in Trade Facilitation and make a linkage to all Trade facilitation Project empowering Women at Cross borders. The training of the law enforcement agencies for raising gender awareness and sensitization was a pilot, and the activities will inform the design and focus of subsequent training sessions that can be held at other border crossings pending mobilisation of resources.
- f. The project has contributed to a core team of Lagos-Seme Border Law Enforcement Officers who are knowledgeable about gender and trade issues and have promised to apply these sensitivity in their handling of women at border trade issues.
- g. There is also the ongoing submission of applications to several funding organizations to replicate the project achievement at other border posts and also take forward certain recommendations from the focus sessions in Lagos and Abuja.

### **3.5. Risks and Risk Management**

Government Stakeholders were very much interested in the Women and Cross Border Trade project with the application of the suggested mitigation strategy of creating linkages with other PDF-supported projects for FMTI, i.e., support for the TFT and the Trade Policy Review.

All relevant authorities were fully informed and involved in the project process to ensure adequate security measures for all participants, which resulted in the successful implementation of the project to date.

Unforeseen strike action was adequately mitigated with the use of online communication for all relevant online documentation and work pending the strike action call off.

### **3.6. Value for Money**

A strict adherence to the prepared detailed work plan developed ensured the most efficient use of person-day inputs and the allowed quick review of work schedule and budget created a good value for money process.

The provision of 10mins sensitization about the Women and Cross Border Trade issues at the TFT workshop instead of making a call for meeting specifically for WCB presentation alone was good value for money well spent.

That all relevant stakeholders are duly informed and sensitized and as such they will assist to facilitate certain cumbersome processes within the project.

Reliance on key networks and contacts of the Project Team members will also facilitate good value for money.

## **Part 4. Project Management and Lessons Learned**

### **4.1. How effective have the client/beneficiary, DFID, and PDF been in fulfilling their responsibilities for managing and monitoring the project?**

	Score	Comments
Client	4	Advisory support had been handled with top priority and detailed attention. Financials were also handled with good directives.
PDF Admin	4	Support, comments, and advice were sought and adequately given prompt attention. The availability of finance and guidance was also to be commended
DFID	4	Supportive and attentive to all relevant details in project guidelines.

Score from 1-4 (4: Fully effective; 3: Mainly effective; 2: Only Partly effective; 1: not effective; NA: Not applicable/Don't know)

### **4.2. Reporting and Deliverables**

Attached Annexes to this report are:

- Development Partners Matrix
- Analyses of the Survey
- WCBT Project Database and Attendance lists
- Final Financial Report
- Gender Training Materials, Photographs/Video Recording DVD (soft copies)
- Technical Report

During the assignment, the project team ensured that all instructions were duly adhered to as to reporting and the following deliverables were produce:

1. IEC materials (brochures, handbills, stickers, and T shirts) prepared and disseminated to all relevant stakeholders and samples were sent to PDF&SAANA
2. A position paper setting out the current issues faced by women traders, based on consultations with women traders' organisations, DPs and government officials, will be submitted by the second week in April due to certain circumstances beyond WCB Project Team control. Presentation of the position paper not applicable presently and the online dissemination of the paper agreed as substitute.
3. Training material for a Gender Corps of Law Enforcement Agents at the Borders attached as indicated in the Annex; training session for prospective members of the Gender Corps from Customs and other law enforcement agencies organised and conducted as portrayed by the submitted group photograph, and Certificates of Training issued to participants as evidenced by the pictures submitted in CD to PDF.

4. Outreach and sensitization meeting to mobilise advocacy held for women traders at a border market accomplished shown in the video recording and pictures attached in the CD submitted to PDF.
5. Brief monthly progress reports tracking progress of activities and expenditure noting any changes from plan, with explanation and proposals for next steps which were all submitted with the Inception Report for January followed by the Interim Report and the completion report as well.
6. Monthly financial reports reconciling uses of funds advanced for the project, cash on hand, and cash requirement for the coming month, along with documentation supporting uses of project funds, where hard copies are hereby attached.
7. Final Narrative and Financial Reports on the Women in Cross Border Trade Project submitted by fourth week in March. The Narrative Report (maximum 30 pages with a 1 page Executive Summary) will include as an annex a compilation of all stakeholders identified during the course of the project with contact information. This will include institutional stakeholders identified through the meetings with the TFT, Development Partners, and key officials at the Idi roko border crossing, and women traders stakeholders identified through the focus group sessions in Abuja and Lagos and the outreach and communications session at the border crossing. The final report will include recommendations for follow up as attached.

#### **4.3. Lessons Learned**

1. Although it was a Pilot Project; it had so many dimensions and more time would have been allotted.
2. The need to have a note taker at all the programmes; collating all the materials took longer than expected because the team was busy with the execution.
3. The budget for contingency should be a larger percentage of the budget to give room for flexibility.
4. There should be a pre and post project phase that is clearly defined.