

## **Introduction**

Just as the earth runs on a 360° rotation, so also is the cycle of life, given that there will always be continuation of human life and of needs. Every human life is survived daily by 3 significant things viz: **AIR**, **FOOD** and **WATER**, while living life rotate daily around 3 other significant things viz: **FOOD**, **CLOTHING** and **SHELTER**, thus makes these six important actors becomes a continuous **NEED** in every human daily life. Simply put, *"so far there's life, there's need, not want"*.

Taking a more closer study at these six important determinants of life, we don't have to overemphasize on the post **FOOD** is occupying. Food can be likened to as a major anchor of every family (*i.e food is the next bond after blood bond*), which makes **FOOD** a daily **NEED** for every homes. So, *'if **FOOD** becomes a **NEED**; then, there's a **NEED** to get **FOOD**'*. Bringing this down to our daily live, it is already a known fact that there are various challenges facing our cooking at home, like what to cook and how to get it done. At this regard, we set up a research work to find out some of our unavoidable daily challenges as regards our cooking and getting food ready for every members of the family. And in a bid to identify and provide permanent solutions to some of our day to day difficulties and challenges as regarding the **NEED** to get **FOOD**, thereby selling values and services of reckon to the great people of Osun State, our research team walked round the township of Osogbo gathering informations on what 99% of every household are facing as their urgent need and providing ways by which to get them solved in the most simplest and convenient method(s) thereby making livelihood easy for people while in the same vein the organization makes a free, cool and unavoidable inflow of income.

Osogbo -being the capital of Osun State is a fast developing town with so so many infrastructures and social amenities being added on a daily basis, while some areas and communities were still under the developing processes, our team of researchers walked hitherto many communities of the township of Osogbo surveying and making inquiries on how to be of important help to people in their day to day struggle for **SURVIVAL** of food. After a more closer look and deliberations on all the communities visited, we picked the Ayekale/Ota Efun and Kobo communities to fulfil the purpose of this research work.

Being one of the under developing Areas, the communities travels along the Federal Railway Line for about 100km and covers about 1.7500<sup>2</sup>sqm with over 300 buildings in view as at the time of the compilation of this research work. The communities, like other community is having a quick and rapid development process with so many infrastructures in view developing with the communities, amongst of these is a Modern 4 star Hotel (under construction), Wholeman Schools, a District Headquarters of a religious worship centre, a Filling Station just behind the road, Modernized Block Industries, more than 2 shopping complexes, etc.

However, people with the same foresight are thereby trooping the communities with so many shops/kiosks selling all manners of goods, in likes of foodstuffs, wears, local restaurants and petty cash traders. The communities is also being flooded by many artisans like welders, furniture/upholstery workers, mechanic workshops, and even hair stylists, etc. But, like an English writer that said, *"many people look but only few see"*, we're both happy and sad that people only look the said communities for what they are now but only very few see it for what it will become in the nearest future, hence, their choice of businesses.

After many days of walking round the communities scouting for every possible, available and accessible informations, we come to a realization and conclusion on a particular business that we hope and strongly believe is going to thrive just as immediately it kick start and will stand the test of time as we hope the business will witness many years as the communities keeps up with its growth and development. There are over 300 houses in view as at the time of compilation of this research work and over 150 of the houses are confirmed commercial buildings, given each building to accommodate more than one or two families living in them, which ascertain the fact

that there are quite enough number of families already living in the communities, making their need more populous. And as it is no more news that larger percentage of homes nowadays depends solely on the use **Liquid Purified Gas (LPG)** for their day to day cooking procession and we believe it will be an honour and advantage to this reputable organization if we can bring the LPG closer to their doorsteps, we mean to their disposal, as it has become a real necessity for them because they always have to travel miles, carrying their cylinder or gas bottle to get themselves LPG to cook, or else the family had to wait for some other not too sure alternatives of electricity and charcoals (which not all families has access to) or the family rather starve.

During the course of this research, we also scouted for the best location at the heart of these two communities to situate a **LPG plant depot** whereby it will be easily accessible to all and sundry of the two communities and it will be to our utmost desired pleasure if this honorable company will help to add value to this fast developing communities, help in adding ease and value to the livelihood of the people of this communities and help in achieving this lifetime business goal. I, as the leader of this research team met and spoke personally with the Head Chief (Baale) of Ayekale/Ota Efun community, Alhaji Akeem Wasiu (Akwasi) and after the warmth visitation and reception, he spelt out the community prerequisites to use our desired location and we negotiated on those terms to arrive at some hearable and visible prerequisites to use our carefully selected space at the heart of these communities.

*The LPG project requires some materials which include but not limited to:*

- ★ Land Space 25 by 15 feet
- ★ Container Kiosk 8 by 8 feet
- ★ Fabricated LPG Tank container 1500 tons
- ★ Electronic Pump with New Meter and Panel
- ★ Generator Set 100kva
- ★ Fenced Shade
- ★ Fire Extinguisher 25kg
- ★ Valve/Hose/Plugs/Accessories
- ★ Tank Support Pump

### **Scope of Business**

After much vetted research and very close negotiation to the current market price of materials and accessories, we arrived at the conclusion that the sum of **Two Millions, Nine Hundred and Twenty Five Thousand Naira Only (#2,925,000)** will be able to set up the first major LPG Plant Depot for the two communities. The LPG business is very lucrative and less worries because it sit at the center of food planning and preparation for larger percentage of families nationwide, which makes it a daily necessity to every homes.. So, if food and cooking is a basic and statutory day to day need of every home, and **Liquid Purified Gas (LPG)** is the most rated, easier to use and widely embraced means of cooking, then establishing and having the first of it's kind LPG plant depot in the communities of over 300 houses and still counting will worth giving a welcoming arms and thoughtful consideration.

Further research has it that even in developed and competitive communities where demand for LPG isn't as high, LPG is a very fast moving business that makes medium scale suppliers refill

their Gas Bottles twice in the duration of 15 working days while a major supplier of 1500tons like this Proposal refill their tanks minimum of once in the duration of 30 working days, which makes cash flow very active for the business and put the not too high profit in a state of constant flow of cash thereby keeping the business in a state of up and running because people make use of LPG daily irrespective of their class, tribe, race, income, family size and even irrespective of their choice. As expected of any business that is well managed, we believe as our survey has it that the people of the entire communities needs a well oriented and accredited LPG Plant Depot in their neighborhood because many of them had to travel miles and even pay for mobility before they could have access to their daily need of LPG, some had even fell victim of many uncertified Gas vendors which makes them lament bitterly and clamour for a well organized service providers like this honourable organization.

And YES! Like every other business, LPG has its own risks and disadvantage that leads to shortage or even loss sometimes, these may include but not limited to the risks of fire, leakage, escape of trapped gas when not securely close, untold heat, or as a result of faulty pipes, hoses, valves and other accessories. But the goodnews is that all these and many more risks are totally avoidable if handled and managed by experts/professionals and by adhering strictly to the safety precautions of the business. With the hope of these, we can vouch that the expectations of profit is highly greater than the risk of loss provided it's well handled, monitor and manage by Professionals of LPG. By acquiring LPG Plant Depot at the heart of two fast growing communities, this honorable organization can establish a foundation to become number one major LPG supplier, having a future to serve the whole of Osogbo in the nearest future because we believe in the future of this Business.

### Count the Cost

After meeting with different professionals and welcoming several quotations for comparison and proper negotiation, we diligently arrived at the below summary of **Two million, Nine Hundred and Twenty Five Thousand Naira Only (#2,925,000)** to set up the first major LPG Plant Depot at the heart of Ayekale/Ota Efun and Kobo communities. And it is our utmost expectations to raise the fund early enough because of the continuous inflation of materials and accessories.

<b>Accessories</b>		<b>Amount (₦)</b>
Fabricated LPG Tank	1500tons	1,300,000
Electronic Dispenser	New Meter & Panel	550,000
Generator	100kva	210,000
Container Kiosk	8 by 8 feet	200,000
Accessories		160,000
Barbed Wire Fence		120,000
Workmanship		100,000
Base	Tank Stand	60,000
Carpenter Shade	Space Roofing	60,000
Space.	Lease & Flooring.	50,000
Hiab Transportation		45,000
Painter		30,000

Sticker.		20,000
Fire Extinguisher	25kg	<u>20,000</u>
<b>Total</b>		<b><u>#2,925,000</u></b>

### Memorandum of Understanding

We make this research work diligently with the hope of making the best out of it, having in mind that whatever comes afterwards, we will be solely responsible for it. We also understand that given your sponsorship will worth more than precious stones because this is a business that's worth a lifetime survival and we will not be taking it with levity but bear it as a cross that's bourne to Golgotha.

Since we have the business idea and we've done our research work diligently and efficiently, we're projecting the proposal in two ways for the best of the two parties: Firstly, we're seeking for a loan of **Two Million, Nine Hundred and Twenty Five Thousand Naira Only (#2,925,000)** and we are very well open to your negotiation on the interest rate, the span of the loan and your conditions for giving loan. Secondly, we are projecting the business idea to this honorable organization as a **concession**, whereby you can fund the business with every single penny from the foundation to the finishing levels, then you can run and manage the business for a particular period of time, which will make you have a total control of the business account and the daily running of the business. Making you viable solely and singularly to every profit and loss (if it happens) of the business within the duration of time agreed upon by the two parties to be concession to this reputable organization. We are fully open to you questions, inquiries and negotiations as we anticipate a response from you shortly.

### Terms and Conditions

1. We hold the right to the business name irrespective of the options in our MOU
2. We provide all professionals and experts working on the project unless otherwise agreed by the two parties
3. All materials, instruments and accessories bought and install on the project site will carry the business name and Logo
4. The project site and all properties on it are accessible to you or any other third party standing in for you during the period of loan or concession. Future access will be subjected to the discretion of the then business owner immediately after the elapse of loan or concession.
5. In the option of concession, all future labours/services/maintenances render after the initial compliment of the project will be charge duely to your account.
6. We or any third party standing in for us has no access to the account or managerial role of the business during the duration of concession unless otherwise agreed by the two parties.
7. You reserves the right(s) to legal sanction incases of loan default, while seizure of project property can legally take place in case of more than 3 consecutives default to the loan.
8. You are to release all business property including the account, managerial role and all access to the project site immediately after the elapse of the duration of concession
9. You have the right to any other business of your choice on the same project site for as long as the concession period is valid but sustaining such business is subjected to our discretion

immediately after the elapse of the concession

10. The name and Logo of the business remains the official trademark of the company before, during and after the period of loan or concession

11. The loan will be service daily, weekly, monthly, quarterly or by instalment, or as otherwise agreed by the two parties and loans must be remitted to the accredited account or collection agent on or before the stipulated date.

12. All maintenance and repair work on any part of the project will be carried out **ONLY** by our authorized professionals during the course of the concession, charges duely to your account. Unauthorized personnel is strictly prohibited from the property before, during and after the concession.

13. All other property(ies) bought and install on the project site during the period of concession outside this proposal will be subjected to retainment, refund of cash, removal from project site, or as otherwise agreed by the two parties.

14. Incase of extension of loan or concession period, the two parties **MUST** sit and come to a decision by agreement.

15. You or any other third party standing in for you will be solely responsible incase of fire, leakage or loss during the period of concession.

**N.B:** *Just as earth runs on a 360° rotation, so also is the cycle of life, given that there will always be continuation of human life and of needs. Every human life is survived daily by 3 significant things viz: AIR, FOOD and WATER, while living life rotate daily around 3 other significant things viz: FOOD, CLOTHING and SHELTER, which makes these six important actors becomes a continuous NEED in every human daily life. So simply put, "so far there's life, there's need, not want". So, if food and cooking is a basic and statutory day to day NEED of every homes, and LIQUID PURIFIED GAS (LPG) is the most rated, easier to use and widely embraced means of cooking, then establishing and having the first of it's kind LPG plant depot in the communities of over 300 houses and still counting will worth giving a **welcoming arms and thoughtful consideration**.*

***Dated: March, 2022***

*All surveys, researches, inquiries and compilation of this Business Proposal are carried out by Victor Oluwadamilare Ojo on behalf of DrayWorld Multi Ventures for PEACE VENTURES, 09032827021, 08096627925.*