

Workshop on Cargobike Development and Business Case in Lagos State

Written by Yinka Jones

For Lagos Urban Development Initiative

Supported by Heinrich Böll Stiftung

Date & Time

03.09.2020

10.30am

Speakers

Dr Ibukun Tunde-Oni, AWA Bike

Adebayo Onigbanjo, Wabtec/GE Transportation

Moderator

Olamide Udoma-Ejorh, LUDI

Attendance

- i. Olamide Udoma-Ejorh, LUDI (anchor)
- ii. Adebayo Onigbanjo, Wabtec (speaker)
- iii. Ibukun Tunde-Oni, Awabike (speaker)
- iv. Adebimpe Olorunipa, MoWealth Creation & Employment (participant)
- v. Idowu Asumah, IT Works (participant)
- vi. Israel Abisoye, FIWON (participant)
- vii. Ogunleye A. K, MoYouth & Social Development (participant)
- viii. Hameed L. A, MoYouth & Social Development (participant)
- ix. Adedoyin M. M, MoYouth & Social Development (participant)
- x. Martins K. L, MoYouth & Social Development (participant)
- xi. Yinka Jones, LUDI (participant)

Background

The workshop was put together to further present the use of cargo bikes as a viable alternative for last mile transportation of goods in Lagos. It was a follow up on the June feedback workshop held to critique the two cargobike designs that were earlier developed through a process of consultation with various stakeholders.

The objectives of the workshop were to

- bring together various stakeholders and potential actors across the cargobike value chain in a round-table to discuss /develop a business case for cargobike use in Lagos
- present inherent potentials of the use of cargo bikes in Lagos to relevant government bodies which include job creation and decarbonisation of our environment among many others.
- identify and, possibly, advocate for basic soft and hard infrastructures needed for a viable cargobike industry in Lagos State.

Presentations

Olamide Udoma-Ejorh started by introducing cargobike as an alternative for last mile delivery. She then quickly walked the audience through the feasibility studies on cargobike use in Lagos and also presented the different cargobike designs developed for Lagos physical and socio-economic environment.

The workshop featured two other presentations. One from Adebayo Onigbanjo of Wabtec on “Biking Industry in Lagos: Feasibility and Socio-economic Impact” and the other from Ibukun Tunde-Oni of Awabike on “Starting a Business in the Biking Industry; Case Study of Awabike” respectively.

In his presentation, Adebayo Onigbanjo iterated the different areas of possible investment in the cargobike value chain that can be explored in the state. The presentations highlighted the viability of the cargobike industry in Lagos and the inherent potential to aid commerce with its possible impacts on turnaround time and for job creation.

Ibukun Tunde-Oni, in his own presentation, told the Awabike story underscoring the place of passion, vision and having a right team in succeeding in an unstructured and business-unfriendly environment as Nigeria. He discussed their worldview, challenges and achievements and let the audience into their business model and technologies.

Highlights of Discussion

- Concern was raised about likely interference from ‘area boys’ or union.
- The need to work the cargobike idea into existing structure and road infrastructure.
- There must be a buy-in of the government to make it sustainable.
- Due to the high level of financial investment needed for a start up in the technical aspect , the industry needs the support of the government in providing facilities and equipment and also in manpower training/ development.
- Idowu Asumah personally thought the accessories part of the industry could much easily be exploited as it is much smaller and easier to get into.
- From the perspective of considering the cargobike industry for job creation in the state, especially by her ministry, Adebimpe Olorunipa emphasized the importance of alignment with existing policies and laws in the state. For them, she said the keywords for assessing an initiative’s potential for job creation is sustainability and employability.
- It was agreed that the cargobike initiative might require some level of regulations by the government and that there is the need for government’s participation and direction for the industry.
- The need for educating all relevant stakeholders was pointed out.
- It was also pointed out that there is the possibility of initial resistance by the established system and that this has to be factored into the whole process which needs to be wide enough to accommodate various stakeholders to ease implementation.

- The NMT policy, which is still a draft, was identified as the only policy relevant to the use of bicycles in the state for now but that even the policy has not specifically included the use of cargo bikes for the purpose of last mile transportation of goods.
- A key question that and up, however, was whether it is possible to adopt the same model of bike sharing for cargo bikes too.

Conclusions /Next Steps

- Continued engagement with or conversation among the various stakeholders on the potentials of the industry in the state.
- Need for policies and laws for cargobike use.
- Coming up with ideas on how to implement the industry.
- Reach out to MoT on the viability of the cargobike as a means of freight within the state and for government's support.



CONTACT

Lagos Urban Development Initiative

+234 7068893606

info@ludi.org.ng