



GCIOBA 85 SET (IKEJA) COOPERATIVE MULTIPURPOSE SOCIETY

Why Mrs Modupe Ajayi Deserves Our Eternal Gratitude

By Oluseye Arowolo

People today marvel at the depth of my understanding and insight into Cooperative operations and management. I don't blame them.

I owe it all to one very unique, conscientious, committed, knowledgeable, informed, diligent and remarkable woman who happened to be assigned to our CMS as Supervisor at a time when we were trying to find our feet. She is no other than Mrs Modupe Ajayi.

I can still remember vividly the occasion when she shed on me her training, experience and exposure in cooperative operations and management.

At the end of the 2022 financial year, Mrs Modupe Ajayi, our then Supervisor from the Coop Agency, called me to inform me that the accounts for 2022 has thrown up a loss. The 2022 accounts was our first general audited accounts since inception of financial contribution in February 2019.

I found the news about our lossmaking position very strange and was curious to know how we would end up in such loss-making position despite our tight financial discipline and strong commitment to governance within the GCIOBA 85 Set (Ikeja) CMS.

She seized the opportunity of the Cooperative Seminar of 28 April 2023 to take me through the draft accounts on income recognition and income generation levers for a Cooperative. At which point I was able to inform her that we had dollarised investments in money market instruments with AXA Mansard.

We took this decision not to lose value on our Naira funds in the Coop Accounts because of the volatility due to the Covid-19 challenge of 2020 and 2021. It was the recognition of our accretion from the AXA Mansard placement that turned our initial loss into some profits when the accounts was finalised.

I used the occasion of our Coop meeting following the session with Mrs Modupe Ajayi (Sunday, 14 May 2023) to take Cooperators through the lecture I got from Mrs Modupe Ajayi on income recognition and income generation levers for a Cooperative. These levers are:

S/N	Levers	Remarks
1.	Thrift & Credit Operations	Whilst Cooperators need to borrow, you can only encourage them to do so. Their actual exercise of their right to so do will depend on their need.
2.	Loan Form	If Cooperators don't apply for loans, you are unable to charge them any amount on loan form. Then how much can you realise through loan forms fee?

3.	Entry Fee	How much can you really charge on entry fee give our criteria for recruiting quality additions to the Coop?
4.	Sitting fee	This is also of doubtful opportunity to optimise the income of the Cooperative at the level our 85 Set CMS is.
5.	Consumer Income	This is also of doubtful opportunity to optimise the income of the Cooperative at the level our 85 Set CMS is. This assumes we will make bulk purchase and resell at a margin to Cooperators.
6.	Money Market	Please refer to comment below.
7.	Special Investment Income	Please refer to comment below.

It became clear to us that out of the possible 7 opportunities for income generation, items 6 and 7, Money Market and Special Investment Income represent the most viable options through which we can grow the income of the Cooperative Society.

Since that value adding and very fortuitous meeting in April 2023, we now have:

- 44 quality members
- N125 million in contributed funds
- 12 plots of land
- 5 million in distributable profits

Your support in terms of consultation, guidance and steer, of our CMS was been immense. You have watched over this CMS like when a mother hen watches over her brood. You attended our meetings and made critical interventions based on the Cooperative law and regulations as well as insights derived through knowledge of practices and experiences in Cooperative management.

On behalf of the entire management Committee, and cooperators of 85 Set (Ikeja) CMS, I present to you our certificate of appreciation.