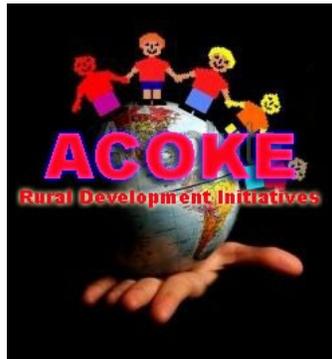


Acoke Rural Development Initiatives (ARDI)



Acoke Internet Café and IT Centre

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Executive Summary

Twenty years of war in northern Uganda have had a devastating affect on the population. Many people are living in poverty with little hope for the future, and many children have received no, or very little, education.

Acoke Rural Development Initiatives (ARDI) is a registered Community Based Organisation working in the Lira district of Uganda to help people affected by the war to rebuild their lives and regain their independence.

Computer literacy and Internet access are becoming an essential part of life in Uganda, providing access to information and to increased employment and education opportunities. To meet this need, ARDI have decided to set up a computer-training centre and Internet café to serve the population of Lira town and surrounding areas. The centre will be called the Acoke Internet Cafe and IT Centre

This centre will provide the local population with the following services:

- 1: Computer Training
- 2: Access to the Internet
- 3: Secretarial Services

As well as providing affordable and reliable computer access and training to the general population, the centre will provide free basic computer and internet training to selected unemployed young people to make them better able to get jobs or to move on into further education.

The centre will also generate income, which will be used by ARDI to fund some of its other activities. These include setting up a small grain mill, which will enable local maize growers to process and sell their crops, and expanding a small dairy farm which the organisation runs within the local community.

This document has been prepared to obtain donations of suitable computers and funding of approximately **US\$9700** to cover the initial start up costs and the first one-month of operation.

Background Information

Lira district is in the northern region of Uganda, 347 kms from Kampala, the capital city. According to the 2002 census it has a population of 757,763 people. The largest town in the district is Lira town with a population of about 40,000.

The area is largely rural with little access to electricity or other services except in Lira town. Most people depend on agriculture or animal keeping making a living. Income levels are still very low, with average per capita income standing at Ush 170,000 (about US\$95) per annum. 53% of households live below the relative poverty line. 33% of households live in absolute poverty

Over the last twenty years the area, as with the whole northern region of the country, has been affected by the war with the Lord's Resistance Army (LRA). Across the north as a whole, it is estimated that 12,000 people were killed during the war, and nearly two million were forced to leave their homes and move into Internally Displaced Persons (IDP) camps for their own safety. Up to 30,000 children were abducted by the LRA and many of these were forced to become child soldiers or sex slaves.

Now the fighting has stopped and the majority of people in Lira district have been able to return to their homes. However people have been left traumatised by their experiences and many children have lost one of both of their parents. The area has also been badly affected by the HIV/AIDS epidemic that is sweeping Africa.

Because of the high levels of poverty in the area a large number of people are dependent on external aid agencies for the basic needs of survival like food and healthcare and have little hope for the future. Because of the displacement during the war children have received little or no education, which means they have few opportunities for gaining employment or moving on to further studies.

It is against this background that ARDI are working to improve the lives of people in the area and assisting them in gaining the skills and opportunities to build a better future for them.

The Organisation - Acoke Rural Development Initiatives (ARDI)

Acoke Internet Cafe and IT Centre will be owned and operated by Acoke Rural Development Initiatives (ARDI).

More detailed information on the organisation can be found at <http://aplaceof.info/acoke>

1.1 Legal Status

ARDI is a recognised Community Based Organisation (CBO). It was registered on 14 December 2004, registration number L/12/04/509, to operate within Lira district. It is registered under the provision of the Non Governmental Organisation Registration statute 1989, Regulations 1990 and the Local Government Act 1997 and amendment 2001

1.2 History and Purpose

Three young people in Anai-Olaka village that is In Anai parish, Lira Sub-county, founded ARDI in 2004 about 4.5 kms from Lira town.

It is a youth-led organisation committed to assisting the young people in the area to recover from the effects of war and to give them hope for, and control over, their own future.

It focuses on getting young people directly involved in projects to give them the confidence and skills to move on with their lives and become productive members of society.

It currently works within Lira district and hopes to expand its operations to other areas of northern and eastern Uganda over time

1.3 Vision

The organisation envisions young people affected by war taking the lead role in youth development locally and internationally to rebuild hope for the future

1.4 Values

To be able to realise its goals and objectives the organisation affirms to the following values and principles:

- Transparency & accountability
- Equality
- Partnership & Participation
- Children and Youth first
- Tolerance & solidarity
- Open door policy

1.5 Target Groups

The organisation specifically targets vulnerable children, youth and mothers between the ages of 12 -35 of both genders. It also involves policy makers, parents, teachers and the community as a whole.

1.6 Membership and Officers

ARDI has about 60 members and is aiming to increase this.

It is owned by the Board of Trustees (BOT), which represents the entire community of Anai. The board of trustees is accountable to the community members. The members of ARDI come from Anai parish and surrounding areas. These members form the general assembly that meets annually in general meetings (AGMs) to deliberate on issues of the previous year and devise plans for the following year.

The following officers were elected in 2006 to serve a two-year term:

1. Odongo JB - Chairperson

Odongo JB was born in Lira and went to Aminteny primary school and Fatima College. He worked as a teacher from 1980-1990. From 1990-1996 he worked as an Agricultural field officer in Otuke County. While there he set up fishpond, goat rearing, organic farming and Shea nut oil project projects, among others, all of which have been successful. In 1997-1998 he was parish chief of Olarokwon and from 1999-to date he has been the Sub-County chief **Adwari sub-county**. Under his leadership many schools and health centres have been built and many small community based projects have been initiated in the villages.

2. Obala Fred - General Secretary and Nabuur Local Representative:

Obala Fred was born on 22nd June 1982 and was brought up in a small poor family. He attended Lomukura primary school then Sam Iga Memorial College secondary school in Kampala. He studied Higher Certificate in Marketing and Business Management and Introduction to Computers at Manganjo Institute of Career Education, followed by a Diploma In Marketing and Business Management at Young Men Christian College. Today Fred is perusing a course in Computer Networking at Makerere University in Kampala. Once the computer centre is successfully up and running he hopes to enrol for a Degree course in Information Technology at Makerere University Kampala.

In 2004 Fred registered ARDI with NABUUR.COM to gain the support of online volunteers to assist with projects. He also works as a volunteer training the leaders (Local Representatives) of the other Ugandan communities on Nabuur. He is the Executive Director of Uganda Millennium Communities for Integrated Development (UMCID)

- 2 Akao Josephine - Treasurer**
- 3 Akello Betty - Women's Representative**
- 4 Ocen George - Technical Advisor**

4.1 Partnerships

ARDI is currently a member of the following networks within Uganda that enables it to share information with, and gain assistance from, other Ugandan organisations:

Uganda National NGO Forum, National Agricultural Advisory Services (NAADS), DENIVA, and Civil Society Organisations for Peace in Northern Uganda (CSOPNU)

It has also linked up with NABUUR.COM, a Netherlands-registered foundation which runs a website that puts communities in developing countries in touch with online volunteers from all over the world. The volunteers are assisting with the computer centre project by providing skills and contacts.

4.2 Main Areas of work

ARDI focuses on the following main areas

- Famine
- Education
- Poverty
- Environmental Degradation
- Adult Illiteracy
- Gender inequalities
- Lobbying and Advocacy
- IT skills and Information Dissemination
- Agricultural Show and Trade Fair participation.
- Immunisation and malaria Control

4.3 Projects

ARDI's programs are unique and innovative initiatives that take into account the Millennium Development Goals (MDGs), which are integrated in its work with young people. The projects help young people to help themselves by working with them to gain new skills and sources of income.

4.3.1 Current Projects

There are currently five main programme areas:

1. Youth Talent Showcase and Untold Stories

ARDI holds a monthly talent extravaganza that showcases youth talents through different categories including music, modelling, fashion, drama, poems and public speaking. They put on shows to educate the community about important issues such as gender-based violence, and have had a positive impact on behaviour. They also put on drama events to raise income for their other projects. As well as educating the local community these events help the participants to increase confidence in their ability to speak out in public, and gives them the opportunity to tell others about their lives.

2. Acoke Mini Ranch Scheme

In November 2006 ARDI set up a small dairy farm that currently has five cows and two bulls and is hoping to expand. The income raised from the sale of milk etc will be used to expand the farm and pay school fees for children who are unable to afford to attend school. Over the longer term it is intended that the farm will become a demonstration site that will assist in educating other local farmers in improved production techniques.

3. NAADS

ARDI has registered with National Agricultural Advisory Services (NAADS) to be one of the service providers in the field of Agriculture to local farmers at the village level up to 2008.

4. Brick Laying:

Brick making is one of the activities identified by the local community as the means of raising funds. When community makes their bricks and sell it to the local constructors within Lira town or beyond and this activity would no external support to start it meaning we can do it well within our local efforts here at Anai Olando trading centre near Lira town.

5. Acoke Internet Cafe and IT Centre

ARDI are working to set up an Internet café and computer training centre, as described in this document

4.3.2

Future Projects

1. Grain Mill

Using income generated from the computer centre, ARDI are intending to set up a small grain mill. This will enable local maize growers to process and package their crops, meaning that they will be able to market them more effectively, generating a greater income for their families.

The Project - Acoke Internet Cafe and IT Centre

4.4 Reason for the Project

Computers are becoming an essential part of life in Lira, as in Uganda as a whole. However there is a low level of computer literacy in the area. This is due to the lack of computer education in schools, which often have no electricity and phone services, and the fact that people cannot afford to buy machines of their own.

Increasing the level of computer literacy will enable people to obtain better access to information and to greater employment and education opportunities. These are greatly needed due to the high level of poverty and unemployment in the area.

Although there are already four Internet cafes in Lira town, none of them offer computer training, meaning that customers have to rely on limited assistance from café staff. Others would like to use computers but do not feel comfortable asking staff for help. Many people from these two groups would like to receive training so that they can use computer and Internet services independently.

To meet this need, ARDI have decided to set up a computer-training centre and Internet café to serve the population of Lira town and surrounding areas. The centre will be called the Acoke Internet Cafe and IT Centre.

There are many young people in the area who don't have jobs so are unable to afford to pay for training. ARDI will identify these people and offer them free training. Initially they will provide free training to 10 young people at a time, but aim to increase the numbers once the centre is generating sufficient income.

ARDI also requires income for other projects within the local community, such as setting up the grain mill, but external funding can be hard to find. As well as maintaining and expanding the centre, income from the Internet café and paid-for training will be used to start up these other projects. This is a central part of the way ARDI works – income from one project goes to start another project, which generates more income that is used to start another, and so on, providing real long-term benefit to many different groups within the community.

4.5 Goals and Objectives

To provide Internet access and computer training to people in Lira at a reasonable price and to use the income generated to benefit the local community.

Objectives

1. ARDI plans to capture market share of Lira Internet café market by increasing usage of Internet services.
2. To provide access to information through the internet
3. To provide access to printing, scanning, photocopying, fax and other business services
4. To provide free basic computer training for vulnerable youth to equip them with skills which will enable them to gain employment or move into further education.
5. To provide computer training to the general population to increase computer literacy levels
6. To generate income for implementing other desired projects/activities that will improve the lives of people within the local community e.g. the grain mill

Market Overview

4.6 The Customers

The main consumers are people who have achieved basic education and can read and write English. These are spread across the student, working class and business community.

4.7 Level of Market Development

People are just beginning to utilise the existing ICT facilities in Lira and Uganda as a whole. The main constraint being faced is computer illiteracy.

The other major constraint is the relatively high cost of accessing ICT services in the third world. The high cost of Internet connection by service providers' forces Internet cafes to charge relatively high costs to cover their operating expenses and to make a profit.

As more Internet service providers come to market more people are expected to use the Internet that will lead to a rise in computer literacy among the general population.

4.8 Industry Overview

Information and communications technology (ICT) is an infant but growing industry in Lira, Uganda, just like in most third world countries. The most notable thing about it is the fast rate of growth. Trends indicate large inflows of used computers from the first world being distributed mainly to institutions of learning, non-governmental organisations, and private businesses.

The main reason for this growth is that the Internet has proved to be the cheapest and most effective method of long distance communication and a useful source of information. It has also been prompted by, among others, tax waivers by the government on ICT product imports. Adding to the above, government policy on education further encourages the use of computers and Internet services for students in primary, secondary and tertiary institutions. The growing business sector also presents a vast opportunity for future market expansion. The current Internet service coverage includes mainly the urban areas where electricity supply is available. This factor among others limits most rural based schools in getting Internet access.

The ICT sector in Lira town is fast paced in terms of growth and expansion. The number of Internet service providers is on the increase by the month. There is therefore a growing level of competition in the Internet service market.

Products and Services

4.9 Service Description

The centre will provide the following primary services:

Internet and business:

- Internet Access
- Printing
- Scanning
- Photocopying facilities
- Fax facilities
- Administrative and clerical services

Training

- Basic computer skills
- Internet and email
- Common software packages e.g. Word, Excel

As well as offering training to general computer users at market rates, the centre will train selected unemployed young people free of charge, initially starting by training 10 at a time but with the hope of expanding this in the future. This will give them more opportunities to gain employment or move on into further education.

Additional services will be dependent on demand but may include:

- Leasing/Renting the room as a venue for group forums, providing computer usage and Internet access.

4.10 Competitive Advantages

The key driving factors for the competitive advantage will be:

- Competitive Pricing
- Superior service

4.11 Pricing Structure

Where possible the centre will aim to keep its prices lower than other cafes in the area, while ensuring that the prices still generate a reasonable profit.

Initially, Internet access and training will be charged at a single rate. In the future, ARDI will look at the possibility of varying the rate of different times of the day/week to take account of demand. Having lower rates at times of lower demand will enable people on lower incomes to become computer literate.

Marketing Plan

4.12 Marketing Strategy

Acoke internet café will choose the market segment that gives the most returns on investment and make promotional efforts in this area. Preliminary results indicate that the business community market segment has the most purchasing power but ironically is the most ignorant about internet use, many being computer illiterate. Basic training packages on Internet use (emailing, surfing, downloading and uploading etc) and basic computer packages such as Word and Excel will be attractive for this category of users. This will be the first centre in Lira to provide this service

A survey done for one week at Provident café indicates that customers without basic computer skills frequently visit the Internet café and they are the ones who buy much longer hours each time they visit the cafe (super users).

Skills	Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7
Business men with basic skills	5	7	6	4	14	10	11
Students with basic skills	13	16	16	9	6	18	10
Working class with basic skills	14	10	7	9	13	15	17
Those with no computer skills	17	11	8	15	12	16	10

This data was compiled on the 17th/August.2006: Source: Ogwal Boniface, café attendant at Provident Internet café, Lira.

Bonus Allocation: Bonuses for minimum minutes/hours of Internet usage will be applied for serious users. From the market survey, the management of ARDI's Internet café will identify those users/clients that utilise their services for relatively longer hours. Such users will then be motivated through a bonus programme (extra time given) designed by the management.

Market Promotion: The centre will carry out promotional efforts in a bid to increase market share. This will include advertising on local radio, as this is the cheapest and most effective form of advertising in the area

Training Potential Internet Users: Many potential clients do not know how to use the Internet, and believe that it is a complicated system of communication suitable for the highly educated only. Promotional efforts involving identification and training of potential users, e.g. Acoke Internet café personnel will carry out the business community, on Internet use at the café.

Prepaid Services: In the future, prepaid services will be introduced for busy individuals, especially business people. This will involve downloading and printing information on behalf of the users who choose this option of utilising the services. The users will have to subscribe for this prepaid service, specify the type of information they wish to access, and authorise Internet personnel to operate on their behalf and bill their prepaid account. Personnel at the café, who will by then have had substantial experience of finding information on the internet, will then search for and download information for these clients. This is an innovative approach to encourage: -

New users to get attracted and acquainted to internet use;
Busy people who do not have time to search for information themselves;
Incompetent/ignorant users to get acquainted with and increase usage of internet services;

4.13 Market Size

The main market is the population of Lira town that is approximately 40,000.

From surveys done in two internet cafés in Lira (Provident café and White House café) on the percentage split of the potential users, it was found that roughly 30% are students, 31% are working class, and 39% are business class and others. In terms of revenue the cafés are getting the most income from working class followed by students.

4.14 Market Segmentation

The market can be divided into the following groups

1. Local professionals

These are individuals working for the local government (civil servants), local NGOs and faith based organisations (churches).

2. Local students

The students are mainly primary and high school students and university students on holiday, who live in and around Lira town.

3. Foreign NGO employees

These are employees of international NGOs based in Lira town. Although most of these have their own Internet access facilities installed in their office premises, they still visit private Internet cafes especially during weekends and after office hours.

4. Business Community:

Lira town is the hub of a network of districts. The town itself has more than 5,000 businessmen (enterprises) operating at different levels of investment. Many businessmen from five neighbouring towns converge in Lira to purchase stock for their enterprises. Although a relatively small percentage of the business community currently utilise Internet facilities, they present

attractive prospects for market development. It is imperative to note two critical factors about the business community.

1. The segment has the biggest potential for expansion of all market segments;
2. The segment has adequate purchasing power to pay for internet services

4.15 Customer Satisfaction

The centre will carry out regular customer satisfaction surveys to enable it to improve services and guide future business expansion. These surveys will help the centre to:

1. Understand current trends (demand and supply patterns) in this service sector.
2. Identify limitations facing specific market segments in utilising Internet services.
3. Guide development of appropriate strategies for market expansion/penetration.

Tools used to conduct market research/market surveys will include:

1. **Questionnaires**; Clients will be asked to express their feelings (satisfaction or otherwise) in structured questionnaires, and make suggestions for improvements
2. **Verbal Interviews** with clients will be used to discuss issues pertaining to improved service delivery and market development/expansion.
3. **Focus group discussions** (FGDs) with current and potential users will be used to gauge the level of usage by each market segment. The results will then guide promotional and sales efforts.
4. **Suggestion box** will be available for anonymous deposit of letters; this is aimed at seeking clients' opinion on ARDI's services.
5. **Compilation of statistical data** on users-by-segment will be carried out to determine the segment generating the highest revenue. Special packages will then be provided for them.

Start Up Plan

4.16 Equipment

To reduce costs, ARDI will seek donations of computers from one of the many international non-profit organisations who provide them to projects in developing countries.

Other equipment will be bought within Uganda to reduce shipping/transport costs

As the electricity supply in Lira town is not reliable, the centre will purchase a generator so that it can operate at times when the mains supply is no available.

4.17 Time Frame

The exact timeframe will be dependant on when the centre receives funding. Once this funding is obtained, the estimated timeframe in months is as follows

Initially the centre will open for Internet access only, with the training (both commercial and free) starting two months later. This will allow the staff some time to become used to running the centre without the added pressure of running training courses

Activity	Time frame (Months)												Logistic	
	1	2	3	4	5	6	7	8	9	10	11	12		
Acquiring and transporting 9 computers	X	X												Funds
Procuring set-up equipment		X												Funds
Training volunteers			X	X	X									Funds
Setting up the café, Installation and configuring				X										IT experts & funds
Launching the new café					X									Funds
Designing Computer Education curriculum	X	X												Volunteers and IT experts
Start commercial and free training programmes							X	X	X	X	X	X	X	IT experts
Monitoring and supervision													X	Manager
Evaluation													X	Committee members
Report													X	Manager

Operational Plan

4.18 Location

The centre will be located in the Town View Hotel building in Lira town. The hotel is at the main junction of Bala and Oyam road in the heart of the town.

The location is in the town centre, in a commercial environment that is a hive of business activity. It is convenient for customers even at late hours, easily accessible, has an attractive appearance, is strategically located, and is adjacent to a fast food restaurant frequented by potential customers. There is available parking space.

The building is accessible to landline telephone, from which the Internet will be connected, electricity and water utilities, with good sanitation services. The landlord maintains it. Rent will be 300,000 (177\$) per 30 days

4.19 Business Hours

The centre will be open from Monday to Saturday from 8:00am to 11pm
 Free training of the youth will be from 8:00am-10: 30am every day
 Sundays will be for trainees practice.

4.20 Legal Environment

To be able to operate the centre, ARDI will obtain the following legal documents

- A license from the Uganda Revenue Authorities (URA)
- A certificate of trading from Lira municipal council

4.21 Personnel

One manager and three young members of ARDI will work at the centre and one manager.

The four attendants will be trained at a local training institute prior to starting work. This will give them the skills required to run the Internet café and provide basic computer and Internet training they will be paid 47\$ per month each.

The manager will be a member of the ARDI committee and will work as a fulltime staff.

There will be also be a local IT expert to oversee technical aspects and ensure the smooth running of the centre. He will not work full time at the centre but will be called on as and when needed.

4.22 Management and Organisation

The centre will be owned and run by ARDI who will be in charge of all management decisions and monitoring.

Manager - Roles and responsibilities

1. Supervision
2. Keeping proper records of sales
3. Setting the prices of services and carrying out promotional activities
4. Reporting to ARDI board.
5. Compiling financial data and producing financial statements (periodically)
6. Initiating new marketing strategies and approaches
7. Banking sales and withdrawal of cash.
8. Authorising and effecting payments and procurement of inventory.
9. Managing the business services and marketing operations
10. Creating new plans to develop the centre and lobbying for funding and other support

Sales Executive/Trainer - Roles and responsibilities

1. Daily running of the café.
2. Handling customers queries and complaints
3. Collecting data on accounts receivable for submission to manager
4. Receiving cash for submission to manger.
5. Making daily cash summary till sheet.
6. Publishing the activities and services of the cafe.
7. Training users
8. Recruiting new trainees.

IT Expert - Roles and responsibilities

1. Handling technical matters in the café.
2. Maintenance of the effective performance of the machines
3. Controlling computer-training programs at the café.
4. Advising the organisation on technical issues

Financial Plan

Note: in all calculations, the exchange rate used is 1 US\$ = 1700 Ugandan Shillings (UGX)

The cost of Internet access at the centre will be lower than that at other centres in Lira.

The following prices will be charged for services

1. Internet access = 40 Ugx (\$0.023) per minute
2. Printing = 500 Ugx (\$0.28) per page
3. Photocopying = 50 Ugx (\$0.028) per page
4. Scanning = 1000 Ugx (\$0.58) per page
5. Training package = 36000 Ugx (\$22)
6. Secretarial and graphic designing prices are negotiable approx 5000 Ugx (\$3) per ID card.
7. Faxing ranges from 3,000-10,000 Ugx (\$1.67-5.6)

4.23 Income Projection

Income projection per month based on the figures above:

Source of income	US\$
Printing	200
Internet access	250
Scanning	150
Photocopying	230
Faxing	70
Training	700
Secretarial services	150
TOTAL INCOME PER MONTH	1,750

1.2 Recurrent Costs

Item	UGX per month	USD per month
Internet connection	655,000	385
Fuel for generator	100,000	59
CDs, floppy, papers and ink	160,000	95
Rent	300,000	177
Paying four staff (80,000 x 4)	320,000	188
Paying IT expert	90,000	53
Training materials	100,000	56
Maintenance and repairs	100,000	59
Electricity	40,000	24
Advertising	30,000	18
TOTAL PER MONTH	1,893,800	1,114
The recurrent costs will be funded for the first 1 month of operation therefore Total amount of funding required for recurrent costs = 1,893,800 UGX X 1		

TOTAL FOR ONE MONTH	1,893,800	1,114
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4.24 Start Up Expenses and Capitalisation

Table of Capital cost (start up cost) have physical and IT infrastructures

Item	Quantity	Unit Cost UGX	Total Cost UGX	Total Cost US\$
Computers (donation)	9	0	0	0
Networking and configuring	1	400,000	400,000	236
Terminal Receiver	1	700,000	700,000	412
Repeater	1	400,000	400,000	236
Router	1	700,000	700,000	412
RJ 45 cables	30	1,000	30,000	18
Air fan	4	60,000	240,000	142
Scanner	1	200,000	200,000	118
Printer	1	200,000	200,000	118
Photocopier	1	1,600,000	1,600,000	942
Fax machine	1	500,000	500,000	295
Web cam camera	8	50,000	400,000	236
Training four staff.	4	360,000	1,440,000	847
Switch	2	300,000	600,000	353
UPS	4	120,000	480,000	283
Training licences	1	200,000	200,000	118
Ethernet cables	200mt	2,000	400,000	236
Landline phone connected	1	240,000	240,000	142
Trading licences	1yr	150,000	150,000	89
Antivirus software		300,000	300,000	177
Time Management software		300,000	300,000	177
Computer servicing	9	400,000	400,000	236
Contingency	1	500,000	500,000	295
Tables	10	40,000	400,000	236
Chairs	20	35,000	700,000	389
Electricity installation	1	700,000	700,000	389
Head phones	9	50,000	450,000	265
Generator	1	1,500,000	1,500,000	883
Transporting equipments bought to the site (Kampala to lira)	1	800,000	800,000	471
TOTAL			14,430,000	8,489

4.25 Total Funding Required

Item	UGX	US\$
Start Up Expenses	14,430,000	8,489
Recurrent costs for one month	1,893,800	1,114
TOTAL FUNDING REQUIRED	16,323,800	9603

Back-up plan/Sustainability plan.

The local community have taken into consideration the sustainability or back-up plan of this internet centre by already identifying some possible income generating activities that would help to raise money from another source to sustain this within the kick off period or infancy stage incase the centre is not yet fetching enough customers to meet the recurrent cost. All such activities have been discussed in section 6.3.1 Current Projects. More activities of this kind are still to be surveyed if it can serve the purpose of raising the income required for this centre recurrent cost.

Future Plans

Using income generated from the computer centre, ARDI are intending to set up a small grain mill. This will enable local maize growers to process and package their crops, meaning that they will be able to market them more effectively, generating more income for their families

As very few local schools have computers, the centre will investigate the possibility of providing basic computer education to children during school holidays.

Over time it is hoped that the centre will expand to provide a greater range of training courses, and increase the amount of free training provided to needy young people. It will also increase the number of business and design services it offers to include items such as designing of documents, certificates, Identity cards, binding and sealing. In both cases, exact details will depend on the level of demand and income available to fund the expansion.

As ARDI continues to expand its operations to other areas of Lira district and beyond, the centre will be used as a model for setting up similar centres in other towns, providing computer training and internet access in places where there is currently none, and generating income for ARDI's projects in those areas.