



## INTERNAL MEMO

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**To:** Nigeria Governors' Forum  
**From:** Director General  
**Date:** 18 March 2020  
**Subject:** **NGF-NESG Partnership: Implementation of MOU**

Your Excellency may recall that on the sidelines of the 23<sup>rd</sup> Nigerian Economic Summit which held from 10 – 12 October 2017, the Nigeria Governors' Forum signed a MOU with the Nigerian Economic Summit Group (NESG).

Under the MoU, NGF and NESG will facilitate dialogues and develop joint programmes geared towards building competitive advantages within state clusters, geographic corridors, economic belts across different sectors and unique opportunities that characterize different regional blocs.

It is in operationalising this MoU that the NGF-NESG Economic Roundtable (NNER) has been developed as a non-partisan and not-for-profit public-private platform dedicated to

- (i) promoting sub-national competitiveness for regional development and
- (ii) building State capabilities to develop unique set of institutions, policies and factors for improved productivity.

Your Excellency, please find attached the MoU signed between the two institutions and the NNER partnership strategy for adoption and further directives.

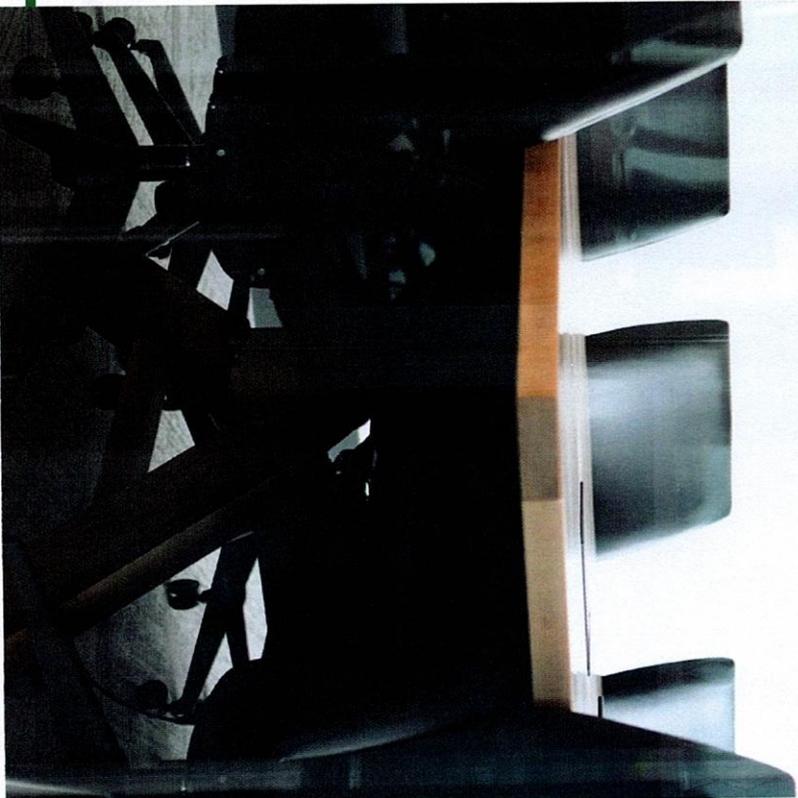
**Director General**



# NGF-NESG ECONOMIC ROUNDTABLE (NNER)

*Implementation of the NESG-NGF Memorandum of Understanding (MOU)  
signed October 2017*





# THE NNER

The NGF-NESG Economic Roundtable (NNER) is a sub-national platform expression of the Nigerian Governors Forum and the Nigerian Economic Summit Group, based on the Memorandum of Understanding that was signed between both institutions at the 23rd Nigerian Economic Summit in October 2017.

**The NNER is dedicated to:**

- **Promote sub-national competitiveness for regional development**
- **Build State capabilities to develop unique set of institutions, policies and factors for improved productivity**



## MISSION

A non-partisan and not-for-profit public-private dialogue platform devoted to promoting good governance and sub-national competitiveness through policy support and the delivery of robust reform engagements between sub-national governments and the private sector to ensure better service delivery and long-term national competitiveness”

## VISION

To become the one-stop resource centre for building unique capabilities that deliver sub-national entities that are economically viable and self-sufficient.

# STRATEGY MAP



## MISSION

**Impact**  
Key Result Areas of the Roundtable

**Stakeholder Value**  
Stakeholder needs we need to satisfy

**Internal Processes**  
Internal processes we must excel in to satisfy our stakeholders

**Learning & Growth**  
How the platform learns and innovates to achieve goals

**Financial**  
Financial objective we must achieve to satisfy our Stakeholder needs

Increase Volume and Quality Private Sector Investments

**[SV1] Improved public-private relationships**

**[IP1] Research & Development**  
Conduct high quality research and develop knowledge assets that support Competitive Advantage Creation

Increase Economic Growth and Productivity

**[SV2] Improved capacity to exploit factor endowments**

**[IP2] Policy Support and Governance**  
Develop policies for building competitiveness

Improve Sub-national Competitiveness Indicators on Common and Shared Economic Reform Agenda

**[SV3] Build Sub-national competitiveness**

**[IP3] Advocacy through Summits and Platforms**  
Promotion a compelling agenda for subnational competitiveness

**Operate an Effective and Efficient Coordination Secretariat**

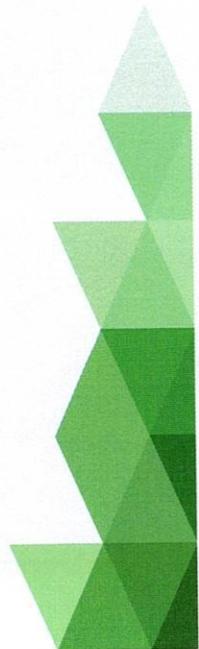
**[F-1] Attract and manage a diversified and sustainable source of funds**

## BALANCE SCORECARD

Value Perspective	Statement of what the strategy must achieve and what's critical to its success	How success in achieving the strategy will be measured and tracked	The level of performance or rate of improvement needed	Key action programmes required to achieve objectives
	Objective	Measure(s)	Target(s)	Initiative(s)
Stakeholder Values [SV]	[SV1] Improved public-private relationships	<ul style="list-style-type: none"> <li>Number of Letters of Intent (LOI) signed</li> <li>Number of signed LOIs implemented</li> </ul>	<ul style="list-style-type: none"> <li>50% of LOI signed</li> <li>25% implementation of signed LOIs</li> </ul>	<ul style="list-style-type: none"> <li>Organise a PPP facilitation programme</li> </ul>
	[SV2] Capacity to exploit factor endowments	<ul style="list-style-type: none"> <li>Capacity to secure investment partnerships</li> <li>Number of regional summits held</li> </ul>	<ul style="list-style-type: none"> <li>10% adoption rate of reform toolkit</li> <li>Minimum of two summits per annum</li> </ul>	<ul style="list-style-type: none"> <li>Conduct regional summits on competitiveness</li> <li>Conduct national workshop on competitiveness</li> </ul>
	[SV3] Build sub-national Competitiveness	<ul style="list-style-type: none"> <li>Number of policy notes adopted by Sub-national governments</li> <li>Number of sub-national governments that have adopted the competitiveness toolkit</li> <li>Number of reform commitment</li> </ul>	<ul style="list-style-type: none"> <li>Four policy reports per annum</li> <li>50% adoption rate of toolkit</li> <li>30% reform commitment by States that have adopted the toolkit</li> </ul>	<ul style="list-style-type: none"> <li>Develop competitiveness toolkit</li> <li>Set up monitoring mechanism for sub-national competitiveness</li> <li>Organise national workshop on reform toolkit</li> </ul>

## BALANCE SCORECARD

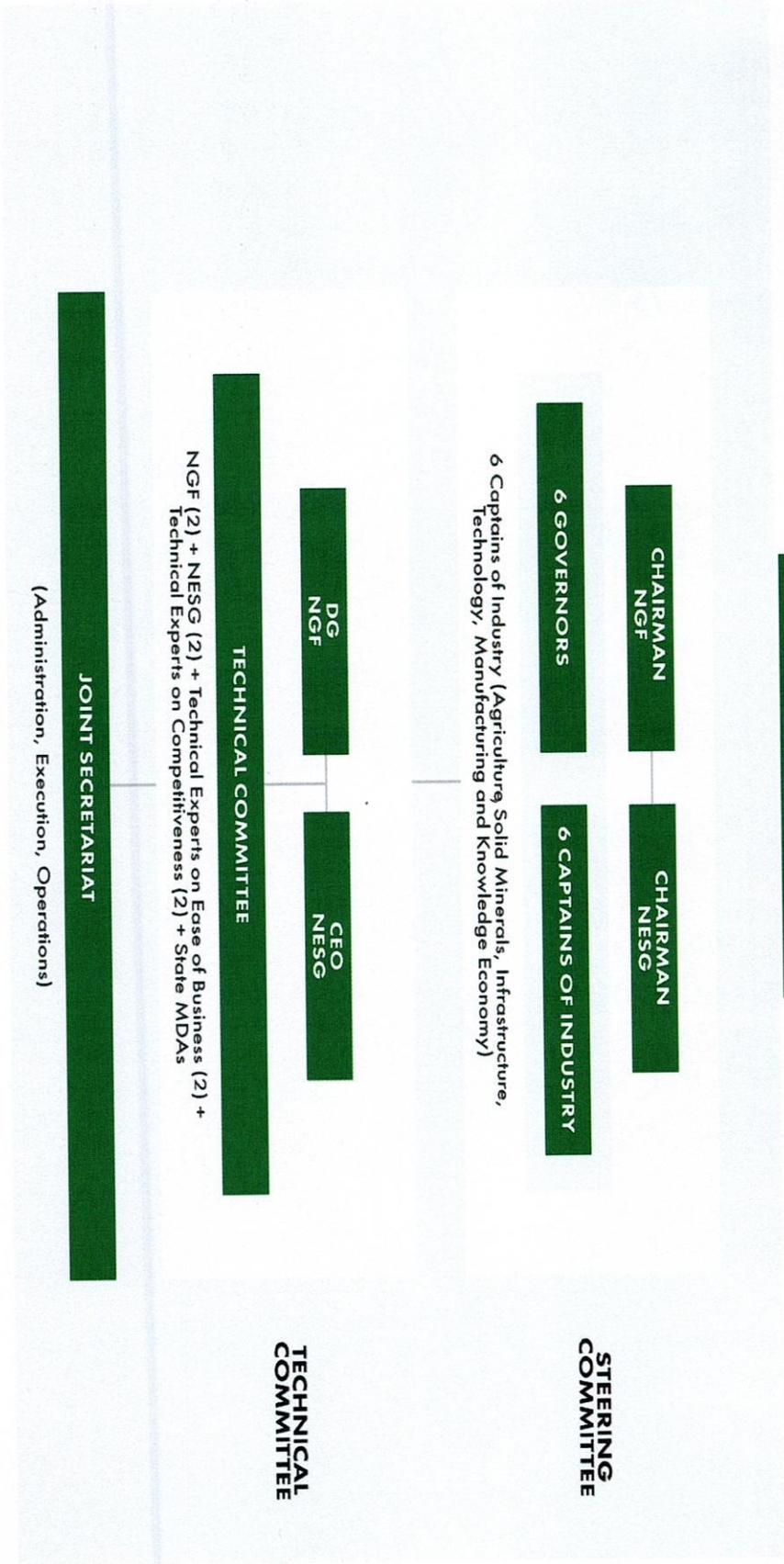
Value Perspective	Statement of what the strategy must achieve and what's critical to its success	How success in achieving the strategy will be measured and tracked	The level of performance or rate of improvement needed	Key action programmes required to achieve objectives
	Objective	Measure(s)	Target(s)	Initiative(s)
Internal Processes [IP]	[IP1] Research & Development	<ul style="list-style-type: none"> <li>Number of research and knowledge resources produced</li> </ul>	<ul style="list-style-type: none"> <li>Four research reports</li> </ul>	<ul style="list-style-type: none"> <li>Develop and implement a research plan</li> </ul>
	[IP2] Policy Support and Governance	<ul style="list-style-type: none"> <li>Number of technical assistance programmes deployed</li> </ul>	<ul style="list-style-type: none"> <li>25% of technical assistance request delivered</li> </ul>	<ul style="list-style-type: none"> <li>Establish Joint Secretariat</li> </ul>
	[IP3] Advocacy	<ul style="list-style-type: none"> <li>Number of Summits and Platforms delivered Annually</li> <li>Number of advocacy briefs produced</li> <li>Number of advocacy visits held with Sub-national governments</li> <li>Number of partnerships established</li> </ul>	<ul style="list-style-type: none"> <li>Four Summits/ Engagement Platforms</li> <li>Four advocacy briefs</li> <li>100% Advocacy visits to States that sign LOI to adopt toolkit</li> <li>One BMO and CSO for each State engaged</li> </ul>	<ul style="list-style-type: none"> <li>Develop and implement advocacy and strategic communications plan</li> </ul>



## BALANCE SCORECARD

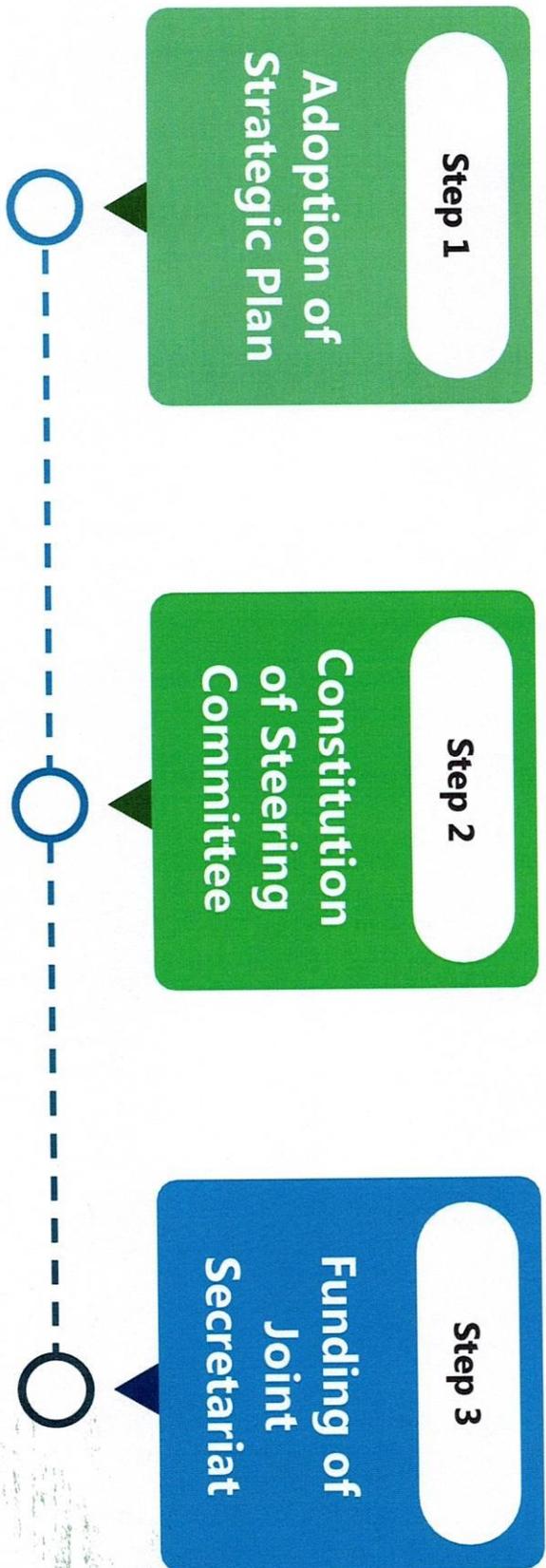
Value Perspective	Statement of what the strategy must achieve and what's critical to its success	How success in achieving the strategy will be measured and tracked	The level of performance or rate of improvement needed	Key action programmes required to achieve objectives
	Objective	Measure(s)	Target(s)	Initiative(s)
Learning & Growth [LG]	[LG1] High Impact Culture	<ul style="list-style-type: none"> <li>% Execution quotient</li> </ul>	<ul style="list-style-type: none"> <li>80% strategic plan implementation</li> </ul>	<ul style="list-style-type: none"> <li>Roundtable strategic plan implementation</li> </ul>
	[LG2] Human Capital	<ul style="list-style-type: none"> <li>% Human capital readiness</li> </ul>	<ul style="list-style-type: none"> <li>90% human capital readiness</li> </ul>	<ul style="list-style-type: none"> <li>Design and implement human resource plan</li> </ul>
	[LG3] Information Capital	<ul style="list-style-type: none"> <li>% Completeness and accuracy of Secretariat database on sub-national competitiveness</li> </ul>	<ul style="list-style-type: none"> <li>85% completeness and accuracy</li> </ul>	<ul style="list-style-type: none"> <li>Develop database on sub-national competitiveness</li> </ul>
Financial [F]	[F1] Attract and manage a diversified and sustainable source of funds	<ul style="list-style-type: none"> <li>% Funding performance against annual budget</li> </ul>	<ul style="list-style-type: none"> <li>75% funding performance against budget</li> </ul>	<ul style="list-style-type: none"> <li>Funding plan development</li> <li>Organise fund raising programme</li> <li>Design financial management policy</li> </ul>

# NNER STRUCTURE

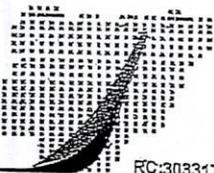


## NEXT STEPS

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The  
Nigerian  
Economic  
Summit  
Group



RC:303317



**MEMORANDUM OF UNDERSTANDING**

**BETWEEN**

**NIGERIA GOVERNORS' FORUM (NGF)**

**AND**

**NIGERIAN ECONOMIC SUMMIT GROUP  
(NESG)**

This Memorandum of Understanding is signed on this 10<sup>th</sup>

Day of October 2017.

**BETWEEN**

**THE NIGERIA GOVERNORS' FORUM** with location at 1 Deng Xiaoping Street, Off AIT Junction, Asokoro Extension, Abuja, Federal Capital Territory, Nigeria. (Hereinafter referred to as "**NGF**" which expression shall where the context so admits includes legal representatives, successors in title).

**AND**

**THE NIGERIAN ECONOMIC SUMMIT GROUP (NESG)** of the Summit House, 6, Oba Elegushi Close, Off Oba Adeyinka Oyekan Avenue, Ikoyi, Lagos, Nigeria. (Hereinafter referred to as "**NESG**" which expression shall where the context so admits include legal representatives, successors in title).

The NGF and NESG are of this understanding individually referred to as "**Party**" and collectively as "**Parties**".

**WHEREAS**

1. The NGF is a strong non-partisan institution which actively and effectively promotes inclusiveness, democratic values, good governance and sustainable development, with a mandate to provide a platform for collaboration amongst the Executive Governors on matters of public policy; to promote good governance, sharing of good practice and to enhance cooperation at state level and with other arms of government and society.
2. The NESG is an independent, non-partisan and not-for-profit organization established to run with the mandate to promote and champion the reform of the Nigerian economy into an open and globally competitive economy, working as a convener of public-private dialogue for organizing the national

space for inclusive growth and development.

3. Both parties have expressed mutual concerns for the development of the Nigerian economy. And in line with their mandates, are desirous to work together in mutually compatible areas, especially for facilitating dialogues and developing joint programmes geared towards promoting **sub-national competitiveness** as a national development strategy.
4. Both parties recognise the imperative of the clarity and synergy of roles between Government and the Private Sector in accomplishing national and sub-national economic goals, and the need to work together in providing meaningful engagement platforms for both to effectively play their respective roles.
5. Both parties recognise the importance of networks, coalitions and linkages in today's world and have agreed to leverage each other's goodwill in those areas.
6. With respect to the above, NGF, has the institutional mandate and exposure to collaborate with the NESG in fostering their mutual goals and objectives.
7. Below are some of the agreed focus areas of mutual interaction between both parties:
  - a. Strategy for national economic competitiveness
  - b. Organising for regional/sub-national competitiveness
  - c. Convening regional/sub-national economic summits that are focused on building competitive advantages within State Clusters, Geographic Corridors, Economic Belts across different sectors and unique opportunities that characterize different regional blocs
  - d. Political and economic governance, including sustainable institutions
  - e. The environment of business, vis-a-vis ease of doing business
  - f. Policy dialogues and conversations on specific anchor sectors
  - g. Expand and Deepen Capabilities of Sub-National Arrangements and Regional Development expressions towards driving

national productivity

- h. Build Capacity in Sub-National Private Sector platforms for engagement and cooperation that increase capital flows to State Economies
- i. Research, data analysis and collation of development information
- j. Monitoring and evaluation
- k. Human capital development
- l. Other relevant areas agreed upon by the Parties

8. In line with the foregoing, NGF and NESG shall engage in continuous dialogue to foster cooperative actions towards achieving the goals of positioning Nigeria along the path of competitiveness, with the sub-national governments as the critical development agents and an enabler of regional development actions.

#### ROLES AND RESPONSIBILITIES

9. The **NESG** will provide the NGF Technical Assistance in following areas:

- a. Development and Implementation of Sub-National Economic Summit Framework;
- b. Development of Sub-National Government Ease of Doing Business Reform Agenda;
- c. Development of NGF and Sub-National Platforms for Public-Private Dialogues to drive State and Regional Competitiveness and Economic Growth

10. The roles and responsibilities of the NGF will ensure that:

- a. There is a Joint Secretariat for Public-Private Dialogue and Engagement with Sub-National Governments
- b. Executive Governors are convened for High Level Economic For a and Sub-National Summits
- c. There is a Joint Planning Committee that is constituted by NGF and NESG for the purposes of planning, facilitating and

executing 9a-c above

- d. Establish Sub-National Working Groups that are constituted of representatives of State Government Heads of Ministries, Departments and Agencies that maybe crucial for driving economic reform actions and recommendations from engagements 9a-c.

11. Both parties shall endeavour to take advantage of their contacts and networks in the performance of this Understanding.

#### **Implementation Process**

12. Specific projects and programmes between the parties shall be agreed upon and added to this agreement as an addendum of same after Joint Planning Committee developed and signed off its Annual Work Plan. Which will be agreed and be in place by the end of January of every Fiscal Year.

#### **Financial**

13. Both parties shall agree to funding and fund-raising commitments and arrangements on a project-by-project basis subject to the agreed Annual Work Plans.

#### **Confidentiality and Intellectual Property**

13. All rights, title and interest, including without limitation, all copyrights and patents, in and to any material produced and content developed by the Partnership in the performance of its Obligations under this Agreement, shall be vested exclusively in the **NESG-NGF**. Any use of these materials shall require prior approval of the **Joint Planning Committee**.
14. Both parties agree to treat with the utmost confidentiality all documents, information and data (electronic or otherwise) provided by the other party during or as a result of the implementation of this Agreement and to use such documents, information or data only for the purposes envisaged herein.
15. Each of the parties further undertake not to disclose same without the prior written confirmation of the party that disclosed the information unless compelled by a lawful order of a court of law or as a result of binding legislation.
16. Each of the parties understand and agree that the information provide

to it under this agreement could be of commercial value and undertakes not to exploit such information to the detriment of the interests of the party that disclosed same.

17. Each of the parties agrees not to use any of the notes, materials, or documents produced in the course of or as a result of the Workshops or the subsequent conference if applicable, for its own gain, profit or benefit without the written consent of the other party, which consent shall not be unreasonably withheld.

#### Term and Termination

18. This agreement shall subsist indefinitely unless and until the parties terminate in writing
19. During the said period the parties shall explore other possible avenues of cooperation and collaboration and upon satisfactory agreement between the parties, either this agreement will be extended or a new agreement will be entered in to.
20. This agreement can be terminated prior to the expiry of the said period for breach of any of the provisions herein, without prejudice to the rights of the party that terminates the agreement. If a party is in breach of a provision of this agreement (Defaulting Party), the other party (Innocent Party) shall bring such breach to the notice of the Defaulting Party and if such breach continues after a period of thirty (30) days, the Innocent Party shall have the right to terminate this agreement without further notice and without compromising its rights in any manner and shall also be entitled to seek redress via mediation or arbitration.

#### Miscellaneous

21. Neither party shall assign or transfer its rights or obligations under this Agreement except with the prior written consent of the other party. Any assignment or transfer without such consent shall be deemed to be void and with no force of law.
22. This contract may be varied by agreement in writing between the parties.
23. Any dispute regarding this agreement shall be referred to mediation and failing resolution within thirty (30) days, to binding arbitration under UNCITRAL rules of arbitration.
24. Neither party nor any of its subcontractors shall represent themselves as the employee of the other party.
25. Electronic correspondences shall also be honoured as originals by parties alongside hard copies of same.

#### Notices

25. Any notice or correspondence(s) required to be given hereunder shall

sent by facsimile or e-mail to the contact details listed below and any notice or correspondence so sent shall deem to have been received by the addressee after Five (5) working days after receipt of the confirmation.

#### COMMENCEMENT AND DURATION

27. The effective date of this Understanding shall be the date of the execution of this Understanding.

#### GENERAL

28. Constitute Contract of Partnership and Cooperation between them.

IN WITNESS WHERE OF the Parties have signed this Understanding the day and year first above written:

The signature of the representative of:

THE NIGERIAN ECONOMIC SUMMIT GROUP

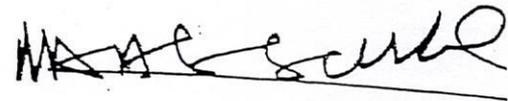
hereby appended here:

CHIEF EXECUTIVE OFFICER



The signature of the representative of:

NIGERIA GOVERNORS' FORUM



DIRECTOR GENERAL

