OPPORTUNITY EDUFINANCE

Education Quality Program

Case Study:

Real Goodness Nursery and Primary School

In 2015, **Real Goodness Nursery and Primary School** was only a four-classroom school with a simple zinc roof and no toilet. School owner **Ms. Ojeleye Taiwo Oluwabusayo** recalls first opening her school's doors to 30 new learners, where she and one additional teacher covered all four classes and managed 'waste disposal.' Learners were asked to pay the equivalent of US$0.25/day to attend.

Today Ms. Oluwabusayo is proud to report she employs 9 local teachers, educating 102 students between primary and secondary classes. School fees have slightly increased since 2015, but at US$0.60/day (2015 equivalent US Dollars) they are still extremely affordable for low-income families.

Like so many entrepreneurs, Ms. Oluwabusayo started her small school by **investing her own savings** to rent the land and build her four classrooms. But the school's potential to enroll and educate more children was limited without access to loans.

In 2019, Ms. Oluwabusayo found a financial institution that would meet her financing need**. Edfin Microfinance Bank**, a partner of Opportunity EduFinance and exclusive lender to non-state schools in Nigeria, approved her loan request for NGN 300,000. Using this small loan she made a big investment in Real Goodness school, building 9 additional wooden classrooms, 3 toilets, and installing flooring in all classrooms.

Not only did Real Goodness benefit from this school improvement loan, but Edfin also introduced Ms. Oluwabusayo to EduQuality, a program of Opportunity EduFinance, when it launched in Lagos in November 2022. She recalls, "I heard about EduQuality through Edfin… It has been so wonderful, helpful, encouraging, and motivating. It is looking like I was in the dark then but with EduQuality, I have seen a light."

School Leader
Ms. Ojeleye Taiwo Oluwabusayo

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In the first year of joining the program, Ms. Oluwabusayo was motivated by the School Leadership Professional Development workshop on school marketing and branding. She is now invested in rebranding the school, so it is well known by parents within - and even outside the community. This 'rebranding' has also extended to teachers now using accessible materials like cardboard to decorate their classrooms, and create new learning materials for students, such as flashcards.

As demand for her school has grown, she has also offered some students in the community scholarships to attend the school, ensuring their family income is not a limitation to accessing education.

Ms. Oluwabusayo also attributes her learning in EduQuality with her increased focus on child well-being. She has now banned the use of corporal punishment at the school and now closes the gate after students arrive for the day, keeping it closed until learners depart. While this may seem minor, previously the gate would remain open all day, putting students at risk of wandering off the property or strangers entering the school grounds without being noticed. Now every morning students are welcomed by a teacher standing at the gate.

Real Goodness Nursery and Primary School and Ms. Oluwabusayo exemplify Opportunity EduFinance's mission and vision. **Schools with access to capital and training for school leaders and teachers ultimately increase access to an improved quality of education for students.** With ongoing access to school improvement loans from financial institution partners like EdFin, combined with ongoing training and support via EduQuality, we expect Real Goodness School will continue increasing opportunities for local children to access a safe, welcoming, quality education.

School Leader
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