

Sanitation as a business

An integrated approach

Experiences from programs
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The need for new models : sanitation as a business is one of them

- What we know :
 - having access to sanitation is a right (public goal : improved health)
 - a lot of programs did not last long, because appropriation was lacking
- What we need :
 - innovation/new solutions (new technologies but also new methods/partnerships) a new way to conceive the work on the field
 - to achieve sustainability without mobilizing only grants money, long terms commitments
 - to implement integrated approaches – find solutions that can have positive impacts on gender/environment/employment...

Creating markets for sanitation

Water and Sanitation Program of the World Bank

- *creating a market : working on the demand (awareness raising among people) side and the “supply” side (multi stakeholder partnerships : corporations - some people can pay more than others -; World Bank seniors, donors, national, regional and local authorities, ngos, sanimarkets...*
- *microfinance's new tools adapted to the needs of the poorest*
- *new technologies adapted to each situation (lack of water)*

Achievements

- 5 pilots areas targeted with more than 50 000 households
- 9 000 households invested directly or indirectly in new sanitation facilities, the households without sanitation decreased from 32% to 21% after 24 months of promotion
- The households' investment amount reached 1.2 million dollars while the private sector has contributed about \$570.000 for training, promotion, lending

Eco Sanitation : WECF in schools

- Program implemented in rural areas where water is scarce. More than 10 schools equipped, nearly 6 000 students
- Selling the manure to farmers as a fertilizer
- Risks : affordability of the system, amount of the fertilizer collected, acceptation by authorities (they contributed more than 50% in expenses)

SNV – biogaz in Cambodia



Achievements

- Installed **14,314 plants** and 95% of them are in operation.
- More than 15 thousands families with 71 thousand people are directly benefited by biodigester plants
- 2 large Microfinance Institutions, PRASAC and AMRET, provide special loan to farmers to build biogas plants
- 450 persons got employment of which 370 persons are farmers and the remaining are technicians.
- 43 private Biogas Companies have been established in 7 provinces to enhance private sector development and closer services to customers.
- 1 Biogas appliances manufacturing workshops are supplying appliances to the programme.
- Comprehensive quality standards and quality control system is developed
- Numerous of promotional materials and messages are publicized at national, sub-national and grassroots levels
- 10% toilets are connected with biodigester plants
- 75% of bio-slurry is utilized as an organic compost fertilizer
- The programme has a warranty of the sale of Verified Emission Reductions (VERs) originating from 5,000 bio-digesters over a 10 years period

Lessons learned

- Awareness is at the middle
- The more integrated the approach is the more chance of success the program has
- The miracle solution does not exist, there are always things that do not work the way we expected
- Taking risks is part of the job and failures must also be shared