



Engaging Private Sector

Mole Conference 2016

23 November 2016

Introduction of GNWP

- Large Water, Sanitation & Hygiene (WASH) Programme
 - Mainly urban focused
- Emphasis on sustainability of interventions, through
 - Behavior change communication & capacity building
 - Sustainable financing models => more private sector engagement; market based approach
 - “Aid to Trade” agenda, Dutch development cooperation
- Most important outcome:
 - Increased private sector involvement and local entrepreneurship for sustainable WASH service delivery

Ghana WASH Window

Public Private Partnerships
11 projects

Cape Coast Water
Supply Project

National level
Policy Support

Living Waters
from Atewa

Improving
Urban
Sanitation

**Catalysing WASH
P2P**

Open for entire
country

Ghana WASH Window – PPP facility

- Significant component of GNWP
 - Budget allocation of € 40.8 million (of EKN's total commitment of € 100 million)
- Financing opportunity for WASH projects
 - Not full grants: consortia to contribute!
- Aiming at
 - Leveraging private sector financing for WASH
 - Enhancing development of business cases => increasing sustainability of projects
 - Capitalising combined strength of Public Sector, Private Sector & NGOs/ Knowledge Institutes
 - Creating partnerships between Dutch & Ghanaian WASH sector

Safisana



Decentralised Business Model for Sanitation, Biofertilizer and Energy Project (SafiSana)

- Implemented by Safi Sana
- Budget € 2.8 million GWW cont. 50%
- Focus: To catalyze improved hygiene, health and quality of life for urban slum communities in Ashaiman through a demonstrated and replicable business model for improved sanitation services, waste management and re-user.
- Waste to energy
- Waste to biofertilizer and for growing of seedlings

Creating and capturing value(CapVal)

- Implementer: International Water Management Institute (IWMI)
- Budget: total € 2million , GWW contribution € 1.2million

Focus :

1. Energy production from solid waste (fuel briquettes)
2. Waste to compost/fertilizers
3. Waste water resource for aquaculture and fishfeed
4. Capacity building for private sector
5. Policy and knowledge of public sector/municipalities

The Special Treat Project

- Implementer: MDF
- Budget: €6.6 million GWW contribution 4.6million

Focus:

- Construction of waste treatment plant for nutrients recycling, compost, biogas, fish farming using waste from the municipality and the prisons
- Inmates training programme
- Toilet and bath facilities for 8,000 prison community

SpaansBabcock Waste, Energy, and Environment Project (SWEEP)

- Implementer: Spaans Babcock and TMA
- Budget: € 35 million GWW contribution €10million

Focus:

1. Waste to energy plant for improved landfill management
2. Improved governance for environmental sanitation
3. Entrepreneurship and recycling

Private and Social toilets (PRISTO)

- Implementer: Triarii BV, Biofilcom
- Budget: € 2.8 million, FDW contribution 60% € 1.6million

Focus:

- Improve production capacity of Biofil toilet systems
- Cost reduction
- Improve design and marketing

The Public-Private Partnership for Water in Ghana (PPPWG)

- Implementer: Safe Water Network
- Budget: € 4million ,GWW € 2.8 million

Focus

1. Build 22 water stations
2. Demonstrate viability of 26 stations serving 26 communities in Volta and Eastern Regions
3. Community sensitisation

Bola Bondeh

- Implementer: Slamsons Ghana Ltd
- Budget: € 7.1 million ,GWW € 4.3million

Focus

- Treatment and valorization of Accra's waste water, by processing through a private treatment business at the Lavender Hill dumping location for compost.

Don't waste waste!



Partnership for Advancing Sustainable Sanitation Solutions

- Implementer: WSUP & GWMA
- Budget: € 3.7 million GWW € 2.1 million

Focus:

- To demonstrate a scalable approach to sustainably improving sanitation, faecal sludge and hygiene services to low income urban inhabitants through strengthening the links between the public and private sectors, their capacity and financing models

Water Health Project

- Implementer: Water Health Ghana
- Budget: € 9.9 million GWW € 6.7million

Focus:

- 1. Provide access to safe drinking water to over 650,000 people
- 2. WASH sensitisation
- 3. Ensure Financial sustainability.

Sustainable Rural Water Service Delivery in Wassa East

- Implementer: Access Development
- Budget: €1.5 million GWW € 1million

Focus

- To provide 40,000 people in rural communities in Wassa East District with access to reliable safe water through a service delivery approach provided by 5 franchises


Football For WASH

- Implementer: Vitens Evides International
- Budget: € 2million, GWW € 1.2million

Focus:

This PPP sustainably improves WASH facilities and WASH behavior at 100 schools in Ghana. It is implemented through an integrated life style programme by linking water, sanitation and hygiene with football.

Entrepreneur repaying his credit



Name of Group: TOGETHER WE BUILD
 Name of Member: CORNELIUS QUIST
 Town / Village: ASHALMAN NIGHT MKT
37A
CREATERS ACCOA

LOANS

Date	Interest	Loan + Int	Am't Paid	Balance	Sign	Sign
10/08/12		2,200				
25/08/13			150.00	2,050		
11/10/13			150.00	1,900		
11/11/13			100.00	1,800		
09/12/13			100.00	1,700		
20/01/14			100.00	1,600		
06/05/14			100.00	1,500		
08/07/14			100.00	1,400		
15/08/14			100.00	1,300		
27/10/14			100.00	1,200		
30/11/14			100.00	1,100		
03/12/14			150.00	950		
11-02-15			150.00	800		
09-06-15			300.00	500		
06-7-15			200.00	300		
05-08-15			150.00	150		
04-09-15			50.00	100		

Impact stories from P2P



A household at Owhim a suburb in Kumasi that took a P2P WASH loan facility of GHC6,000 from an MFI to drill and mechanised a borehole facility to serve household membership of 9 persons.



A household at Bompata a suburb in Kumasi that took a P2P WASH loan facility of GHC5,000 from an MFI to construct a 6 seater household toilet to serve his carpentry business, family compound, his bedroom and other tenants in the compound.



Cookies Enterprise is a micro business into waste management and utilisation. Cookies enterprise is located at kronum a suburb in the Suame Sub- Metro of the Kumasi Metropolitan Assembly. Cookies enterprise runs a restaurant as the main line of business and in 2014 started the services of waste management the Sub-Metro's solid waste. The company is owned by Mercy Owusu an entrepreneur. The Company has a well-constructed solid waste incinerator and an environmental permit to operate the furnace. The company in 2015 provided services to 500 households and is projected to incinerate over 1,500 households and 10 industrial waste in 2016. The company currently has one motor king which provides door-to door waste collection of waste to feed the furnace. This service in 2015 was rendered to 250 households. The Enterprise has accessed the P2P WASH loan to purchase two motor tricycles for waste collection.



A household at Maxima near Bomsu (KNUST road) a suburb at Kumasi accessed P2P WASH loan to drill and mechanised borehole facility to serve 6 persons in the household.



Oracle Group is a Medium Enterprise located at Obuasi in the Ashanti Region that operates the Obuasi main lorry terminal on a BOT basis for a maximum period of 35 years with the District Assembly. The enterprise accessed the P2P WASH loan to complete their 30-seater one story public toilet facility to serve over 850 people.

Impact stories



Gasana Enterprise is a small food processing business located at Banana-Inn a suburb in Accra that nearly lost its operating license renewal from the Ghana Standards Authority as a result of not having a toilet facility at the business premises was saved through P2P WASH facility the business accessed from an MFI. The business benefited from a biofill toilet facility which was valued at GHC3,500.00. The toilet facility is expected to serve 5 employees and other customers who visits the premises of the enterprise for business transaction.



Kwabena Owusu Ankomah Enterprise is an operator of a public toilet located at Sunyani near a transit location which currently serves approximately 450 people accessed the P2P WASH loan from an MFI to renovate the toilet facility which is currently in a deplorable state. Renovation works is expected to be completed by end of July, 2016 which will see to an improvement in the facility and enhanced capacity to serve over 650 people.



Dorijoe Ventures is Medium enterprise located at New Nsuta a suburb at Obuasi in Ashanti Region accessed the P2P WASH loan facility of GHC20,000 to expand her WASH business of supplying toilet seats, plumbing materials and polytanks. Through the P2P the business has expanded it shop outlets from 1 to 3.

P2P WASH Loans disbursement per beneficiary category

Cat. Of beneficiary	No. of direct loans	Loan amount disbursed in GHC	No. of people reached
Education/ health institutions	2	20,000.00	1,059
Household	197	1,378,491.00	2,019
Medium Business	7	564,500.00	2,653
Micro Business	10	152,500.00	1,970
Small business	37	583,500.00	8,409
Total	253	2,698,991.00	16,164

Key messages

- Don't waste waste, it can be profitable!
- Private sector sees opportunities and can make WASH service delivery profitable and sustainable
- Take advantage of the WASH financing instruments available

Thank You!

Please visit www.gnwp.nl for more information.