

Up-Scaling Basic Sanitation for the Urban Poor (UBSUP)

Finance & Business Models

*Prepared by the UBSUP
Team*



Presentation Outline

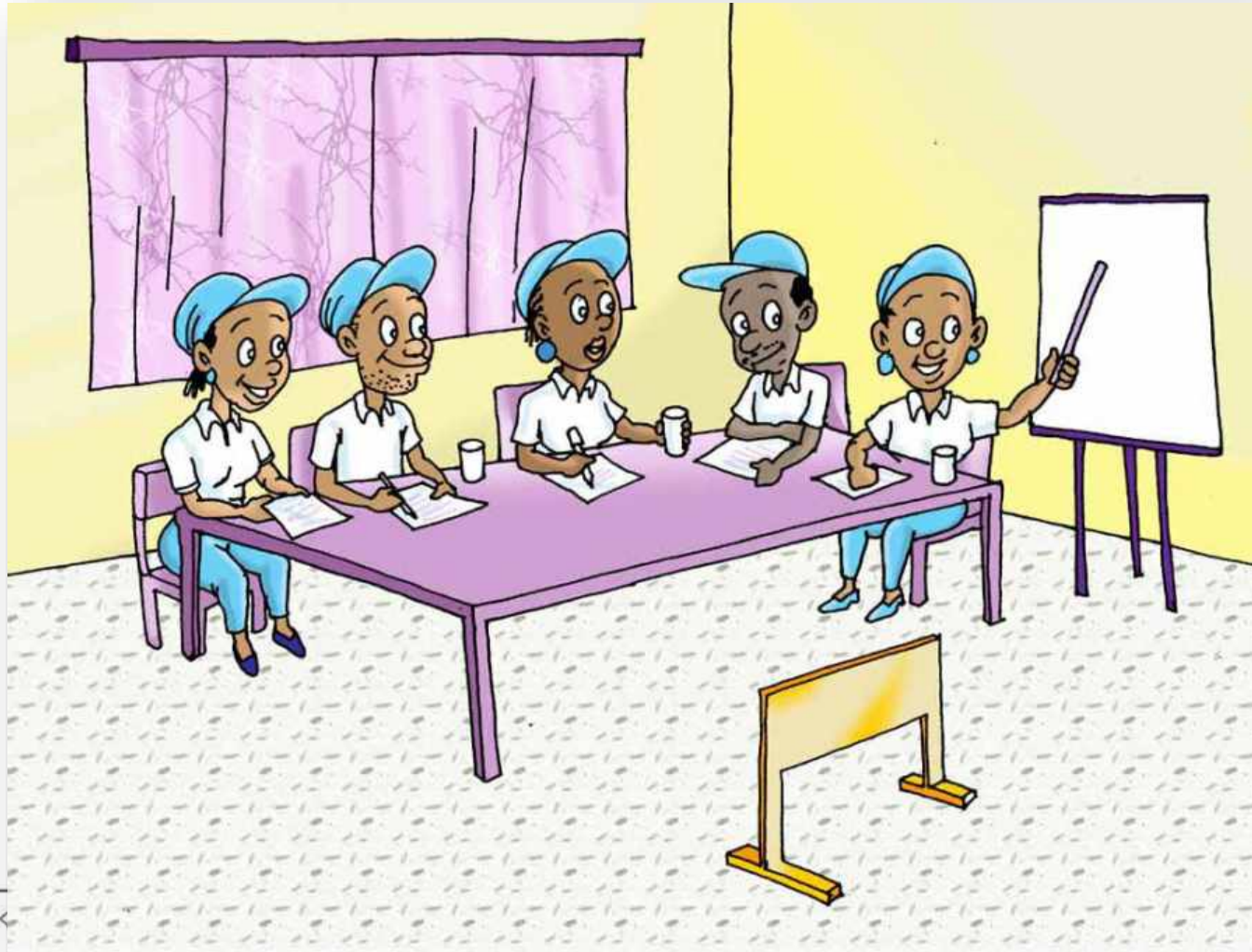
- (1) Approach & Definitions
- (2) Financing Model
- (3) Business Opportunities within SafiSan projects
- (4) Questions & Answers



Financial Support for improved Access to Water and Sanitation

P.O. Box 49699-00100 Tel: (020) 272 9071, 16, 19 EMail: info@waterfund.go.ke Site www.waterfund.go.ke

(1) Approach & Definitions



UBSUP Approach

UBSUP follows an incentive approach where the project costs are shared by:

- the customer (toilet),
- the WSP (personnel),
- and the project (toilet, treatment, implementation).

The customer receives a post-construction incentive (PCI) of **KSh20,000**, but only after successful construction of a new SafiSan toilet or **Ksh 15,000** for a successful rehabilitation of a SafiSan toilet

(each toilet has to be inspected and approved by the WSP, before PCI is paid)



FINANCING MODEL:

Describes the infrastructure development phase and the project implementation

BUSINESS MODELS:

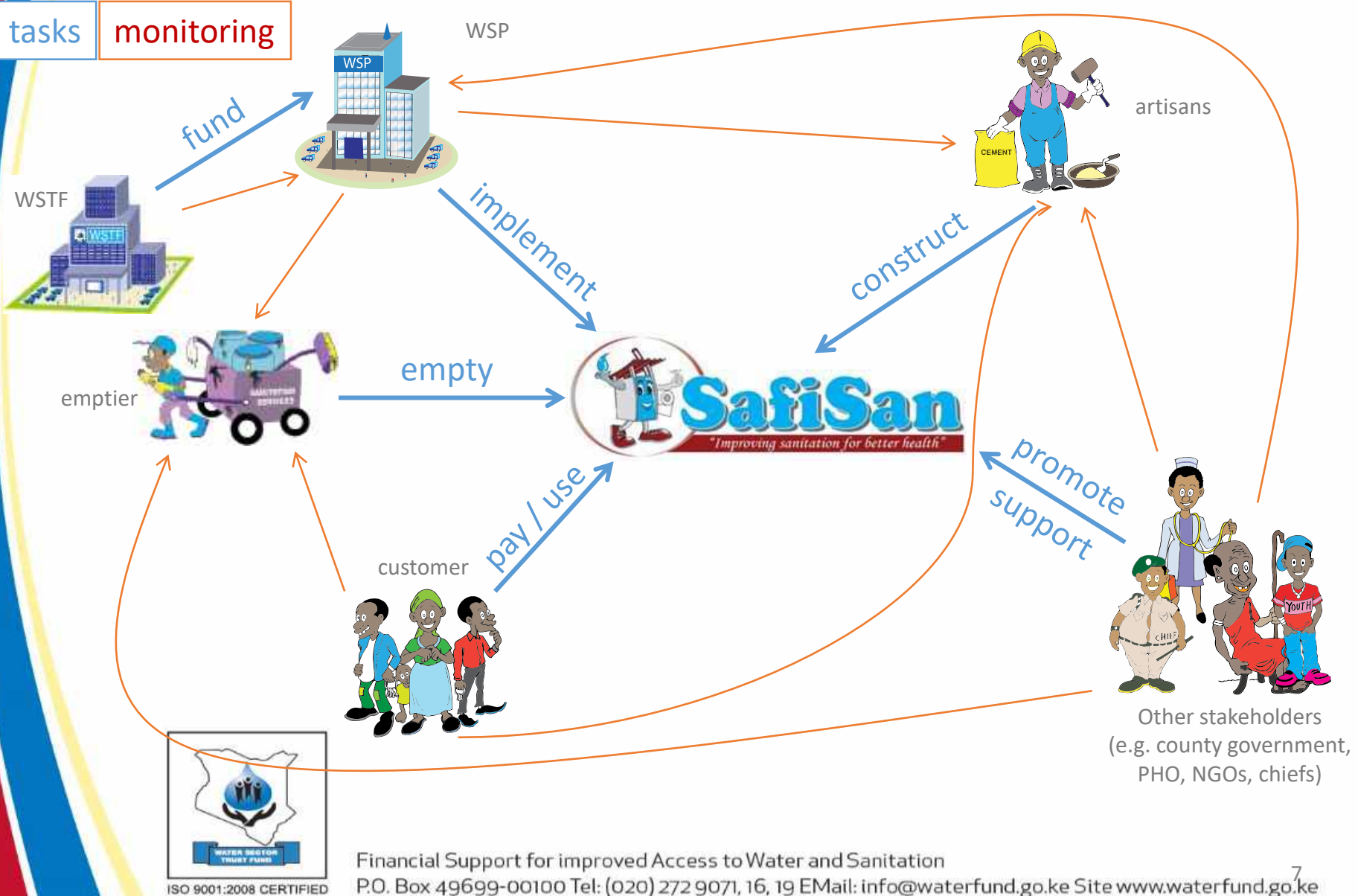
Describes the various business opportunities within a SafiSan project



(2) Financing Model



(2) Financing Model



(2) Financing Model

UBSUP FINANCES:

- Toilet infrastructures (partly through PCIs)
- Decentralized Treatment Facilities (DTFs)
- Social marketing (material, personnel, etc.)
- Project Task Team allowances (lunch allowance)
- Administrative expenses (printing, communication, etc.)
- Field equipment (cameras, etc.)
- Hardware (computer, etc.)
- Accompanying measures (*barazas*, etc.)
- Etc.



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(3) Business Opportunities within SafiSan



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Business Opportunities

- Construction
- Emptying Service
- Treatment
- Re-use

All



(3) Business Opportunities within SafiSan Projects

Construction:

- Artisans offering services for toilet construction
- Local producers could offer pre-fab toilet technologies

Emptying Services:

- Existing emptiers (“Sanitation Teams”) could offer services
- The WSP could offer emptying services



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(3) Business Opportunities within SafiSan

Treatment:

- The WSP operates treatment facility
- The WSP outsources operation against a fee
- A private operator could enhance treatment facility by creating other (related) income generating activities

Re-use:

Treatment facility can be enhanced with re-use technologies:

- Biogas
- Fertilizer
- Public toilet
- Shop



(4) Questions & Answers

