

2023

SAHA GLOBAL 2023 ANNUAL REPORT



Message from The Executive Director...

In March 2023 in New York City, the Governments of Tajikistan and the Netherlands hosted the first UN Water Conference in 50 years. At this gathering, world leaders and a variety of WASH stakeholders recognized the enormous shortfall in safe water access across the globe. The theme of this week was *action*, with governments, international organizations, and funders being called upon to make specific, actionable, and scalable commitments that could help accelerate progress toward achieving universal, equitable, and affordable safe water access.

The need for urgent action is clear - over 600 million people worldwide lack access to basic water services. Almost 122 million people, the majority living in rural areas, are drinking water from surface water sources. Despite improvements in water access since 2015, only 32% of countries are on track to meet SDG 6.1: universal basic water services by 2030. Ghana, like 98% of countries in Sub-Saharan Africa, is not on track to meet SDG 6.1.3 In rural Ghana, 2.14 million people (16.2 % of the population) are drinking surface water or water from other unimproved sources. In the poorest, rural areas, 30% of people (758,738 people), currently drink from surface water sources.

After the UN Water conference, The President of Ghana, Nana Addo Dankwa Akufo-Addo, announced a Presidential Compact to reduce inequalities in water and sanitation services, particularly in poor and rural communities. Throughout the country, our peer organizations, district and regional government partners, and other WASH stakeholders have all recognized the specific challenges in last-mile water service delivery and the enormous gap in water access that exists throughout the country.

At Saha, we're committed to reaching this segment of the population - people with the lowest incomes living in some of the hardest-to-reach villages in Ghana. We aim to be the most cost-effective and reliable safe water provider for last-mile villages, while constantly rolling out improvements to our model to make it easy for our customers to exclusively drink clean water and for others to replicate our impact. With the spotlight shining on the gap in water services for the rural poor this year, Saha's expertise became more clear. Government representatives at every level, from local District Assemblies to the national water and sanitation agency and ministry, explicitly named Saha as the missing piece to universal water coverage.



2023 marked the first year in our 5-year strategy focused on :

- 1.) significantly increasing clean water consumption throughout our partner villages and**
- 2.) expanding the scope of our work outside of surface water treatment so that Saha can serve every last-mile community in Ghana.**

We began to roll out our upgraded, utility-style model which professionalizes the role of our water entrepreneurs and reduces the financial, physical, and time burden of safe water collection for people in our partner communities. The impact of this model upgrade greatly surpassed our goals and by Q4 we saw a 10x increase in clean water consumption and achieved our long-time goal of exclusive clean water consumption in several of our partner communities. We welcomed several new partners to support this work and are so grateful for their enthusiastic commitment, along with the continued commitment of our long-time partners, to serving the most vulnerable in Ghana.

The impact that we achieved in 2023 has energized and inspired the entire Saha team. While we knew that the planned upgrades to our model would drive higher clean water consumption, the results were better than we could have imagined. Now that we have unlocked the key to exclusive consumption, we are more excited than ever to scale these results throughout the country ensuring that it's simple and easy for everyone, no matter where they live to drink safe water.

Thank you for your continued support of our mission. With Gratitude,
**Kate Cincotta Co-Founder
and Executive Director**

Accomplishments of the year for 2023...

In 2023, Saha expanded affordable safe water access to more than

10,000
new people

We trained

178
new women
water entrepreneurs

who now run

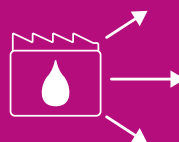
75
new water
treatment centers



460
TOTAL COMMUNITIES

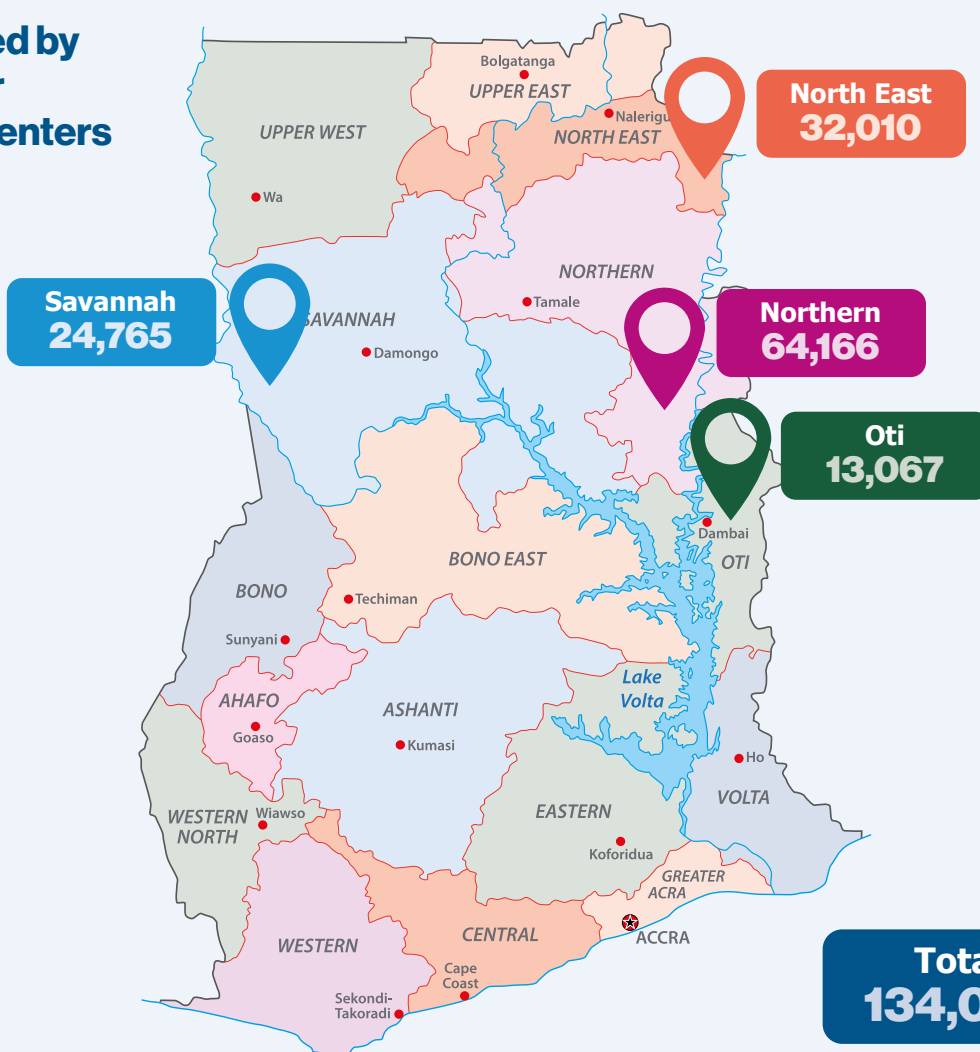


1,278
WOMEN WATER
ENTREPRENEURS



134,008
PEOPLE SERVED

People served by Saha's Water Treatment Centers



Meet Mma Asana from the Wovogu Community in the Northern Region of Ghana

Asana, a dedicated community member, has been at the forefront of clean water provision for the past 5 years. Her partner in this mission, Mma Sanatu, started her journey as a water entrepreneur when the water treatment center in Wovogu was opened in June 2014. As a mother of four and one of the only two women water entrepreneurs in the community, Asana's commitment to her work and clean water access is unwavering.



Asana's work at the water treatment center is vital to Wovogu's prosperity mainly because it is the only source of clean water in the community.



SHE TURNS WATER THAT LOOKS LIKE THIS...



...INTO WATER LIKE THIS.

“ I want to thank all the funders and sponsors who helped bring clean water to my community. The clean water has been very beneficial to us, especially me because of my children. I have observed over the years that since we started drinking the clean water, I and my children especially, do not have vomiting and running diarrheal sickness as often.

As an entrepreneur, I also make a profit from working at the center and I am able to use that income to take care of my family at home.

I hope to get to a point where all the water in our households is clean water so we drink only clean water when we are thirsty. I therefore want to call on all and anyone who can support us to help so that we have clean water all the time. **”**

More than **1,000** other Saha Water entrepreneurs, similar to Asana, supply water to more than **130,000** individuals in their communities every day.





15-year anniversary celebrations

In November, Saha Global celebrated our 15th Anniversary with our team and partners in Ghana. This event united our dedicated employees, committed water entrepreneurs, government partners and invested stakeholders who shared their appreciation of Saha's long-term, unwavering commitment to our partner communities.

Partner voices

Zabzugu District Assembly:

“Saha Global has contributed greatly to the fulfilment of our Assembly mission, that's to say access to quality and potable drinking water to the people in the locality. That means that Saha's mission has come to fulfil part of our Assembly mandate. The hope of the people living in the last mile rural communities is that Saha brings safe water closest to their homes and will reduce their stress searching for quality water.”

District Assembly Central Gonja:

“Saha has contributed to the CGDA's mandate through the provision of potable water to over 50 communities in the district. Saha gives hope and equal opportunity to all communities within the district. One interesting thing about Saha is that its operational communities are scattered all over the district and despite this, the distance doesn't deny them the opportunity to have potable, clean drinking water thanks to Saha. Saha has contributed to the empowerment of women in our communities with entrepreneurial skills and also has given our women the opportunity to lead and make key decisions so far as water is concerned in our district.”

Pete Barrett, Executive Director, Evelyn S. & K. E. Barrett Foundation:

“Our foundation's first grant to Saha Global was made in June of 2023. We've been extremely impressed with this organization on multiple fronts. They completed the construction and implementation of the 5 water treatment projects that our grant supported on budget and on schedule. Their reporting back to our foundation has been timely, detailed and comprehensive. And our interactions with Saha staff members have been positive, engaging and extremely informative.”

District Assembly Nanumba South:

“By contributing to improving access to quality water, Saha has helped the Assembly serve last-mile communities in the district. Saha gives these rural communities the hope that they will not be left behind/neglected. Through their women's engagement, Saha also empowered rural women economically and helped reduce the time burden (of water collection) on women and girls.”

Upgraded Model, Upgraded Impact

In 2023, Saha Global embarked on an ambitious three-year transformation journey, aiming to magnify our impact by significantly boosting safe water consumption in remote rural communities. We began rolling out upgrades to our model aimed at reducing the financial, physical, and time barriers of fetching Saha water.

In our upgraded, utility-style model, Saha entrepreneurs are salaried, skilled, supplied, and supervised, and our customers are offered a convenient, reliable, professional, and affordable water service. The women entrepreneurs are paid for running the Saha treatment center similar to the employees of the municipal water treatment plants that serve urban areas. Saha continues to donate the capital equipment needed to set up community-based water treatment plants and now also directly subsidizes the cost of water treatment, including direct payment to the women water entrepreneurs, increasing their individual income by 57%. When necessary, Saha also introduces a water transportation component to our model which allows the water treatment centers to be located closer to our customer's homes, drastically reducing the burden of water collection for women and girls. This upgraded service model not only allows Saha to better serve our current target demographic, but better positions Saha for government partnership and/or adoption at scale by ensuring water quality and consistent, reliable and professional service. We aim to have all 460+ Saha water treatment centers upgraded to this utility-style model by the end of 2025.

“It was really impressive to see first-hand, the work that the Saha technical team and Saha women entrepreneurs are doing. The community we visited was very small (8 households) and remote (a 15-minute walk from the nearest road) and it's easy to see how a community like this could be forgotten or overlooked. The two women entrepreneurs managing the treatment process and selling the treated water to the other families in the community seemed really proud of the work that they're doing. It was impressive to see how they're taking very murky water from an unprotected spring and getting it to be clean, drinkable water. Just the visible improvement in quality alone makes me optimistic that the community will see the value and be willing to pay for it.”

**Brett Gleitsmann Program Officer
Safe Water Initiative, Conrad N. Hilton Foundation**



FROM THIS...



...TO THIS.

“It's been Appleseed's absolute privilege to work alongside Saha. What most impressed me about Saha Global is their courage and sense of responsibility. That's what led them to push for real impact (not being content with achieving clean water access), to request our support via Cartier Philanthropy, to be open to the learnings we found together, and to then enact significant improvements as a result.”

Also, they get it...that when we talk about behaviour change, ultimately it comes back to changing ourselves.... We hope every partner we work with, and really anyone who proposes to make impact on the behalf of others, can be like Saha! Thank you again.

**Philip Kao
Executive Director Appleseed**

By the end of 2023, we successfully upgraded 36 communities to the improved utility-style mode, surpassing our goal of 20. This improved water availability and reliability which, in turn, drove high clean water consumption. The tangible results were immediately evident - residents in these communities consumed more clean water in the last quarter of the year than the rest of the 400+ communities combined. Clean water consumption in these communities **increased by 900%+** compared to the 2022 baseline consumption, exceeding our goal of replicating the 200% increase from 2021.



Water Quality

To ensure that our solution will have the intended health impact Saha conducts monthly water quality testing after the water treatment centers are open. Additionally, we verify these results through periodic third-party water testing.

Putting Women at the Heart of Our Solution



Increase in incomes and access to finance via momo wallets

Saha's upgraded utility-style approach to clean water service delivery is impacting the lives of women in rural Ghana, and in extension their families, in rural Ghana. In 2023, Saha professionalized the role of 90 of our water entrepreneurs, providing them with a reliable, monthly income for their work at their village water treatment center. In turn, they provided consistent, reliable access to clean water for **16,454 people** in **36 communities**.

By 2025, Saha's utility-style model will be scaled to every Saha partner village making it easier than ever for our customers to exclusively drink clean water. This development will dramatically reduce the physical and time burden of water collection for over **56,000 women** and girls aged 5 and above. Moreover, it's projected to boost the personal incomes of over **1,200 women**, marking a significant stride in improving their quality of life.



Mole WASH Conference 2023

Saha sponsored the 24th WASH Conference, coordinated by the Coalition of Non-governmental Organizations in Water and Sanitation (CONIWAS), in Jirapa, Upper West Region of Ghana. This conference was a significant opportunity, fostering an environment for learning and partnership in the WASH sector in Ghana.

The theme emphasized "Building inclusive and resilient WASH systems to reach the unserved". The wisdom gleaned and the relationships formed will definitely fuel our relentless endeavours to fill the void in WASH services, primarily for small water service providers.

Advocating for the last mile



Beyond the Pipe

Saha attended Safe Water Network's Beyond the Pipe Forum in 2023 - a conference in Ghana aimed at engaging WASH sector players in productive discussions on the Ghana WASH sector.

Making sure that the last mile is represented in these discussions is not only important to Saha as an objective but also to make sure the communities that we represent are not left behind.

IRC – All Systems Connect

In May, our Executive Director, Kate Cincotta, attended the All Systems Connect symposium (ASC) along with several WASH stakeholders from Ghana, and around the world.

As one of the few water organizations that can truly reach the last mile, we have realized the importance of attending events like these that focus on strengthening systems to ensure that the needs of our partner communities are not excluded from the conversation. At events like these, Saha aims to spark conversations around financing water subsidies for last-mile water service delivery.

Stockholm

Eric Awini, Saha's Development Associate, represented Saha at World Water Week in Stockholm with other water service providers and engaged with current partners on our work to reach every remote village in Ghana.

Skoll World Forum

With the COVID pandemic's interruption behind us, the Skoll World Forum revived its annual in-person gathering in Oxford. This pivotal event gave Saha Global a unique platform to cultivate professional relationships and engage with an array of development non-profits, organizations, and individuals from all corners of the world.



Government and WASH Sector Engagement

Ahafo WASH Masterplan

In 2023, Saha launched a new partnership with the Ahafo Regional Coordinating Council, Ahafo District Assemblies, IRC-Ghana, and other WASH service providers in developing and implementing Ahafo Region's 7-year (2023-2030) WASH Master Plan.

The Master Plan aims to provide universal WASH services to over 600,000 people by 2030. Saha, along with 3 municipalities, 3 districts, non-profits, and development partners, signed an operating agreement to better coordinate and ensure alignment of our efforts to achieve the collective WASH vision of the region. Saha will work with the District Assemblies to provide simplified water treatment solutions for last-mile communities. By including Saha in the agreement, the government is recognizing the importance of last-mile water service delivery and Saha's expertise in this area – both important and exciting steps for Saha and the people we aim to serve.



Global Communities

This year, we also launched a new partnership with Global Communities, who enlisted Saha to manage a USAID-funded, small-town water system in the town of Nawuhugu Gushiegu District in the Northern Region of Ghana. As the service provider, Saha will leverage our expertise in serving the hardest-to-reach areas to guarantee long-term, safe and affordable water access to thousands of people in Nawuhugu and the surrounding towns. Our goal in taking on this new project is to explore how revenue from bigger systems like this one can be used to support water subsidies for the last-mile.

Ghana Standard Authority Certification

In September, Saha hosted the Ghana Standards Authority (GSA) for a site visit in our partner villages. The familiarization visit marked the first step towards certifying Saha's Simple Surface Water Treatment System (SSWTS) by the Ghanaian Government. We received valuable feedback from the Ministry of Water Resources and Sanitation, suggesting that GSA certification will demonstrate that Saha's simple and low-cost

model is effective and replicable, which are important metrics for government partnerships. We look forward to working with the GSA in 2024 on this significant step in professionalizing Saha's service.

Third-party water testing

A partnership with the Council of Scientific & Industrial Research (CSIR) – Water Research Institute (WRI) in Tamale for Saha's first large-scale third-party water quality test. Results confirm that Saha water treatment technology effectively eliminates E. coli and meets the World Health Organization's (WHO) and Ghana Standards Authority's (GSA) microbial standards for drinking water. WRI also helped our Service Delivery Team understand proper sampling techniques and testing processes, enhancing our capacity to provide clean water, and building confidence among partners and communities toward expansion and government adoption. We are eager to expand this third-party water quality testing service to ensure that Saha continues to deliver reliable and safe water to all our partner villages.



Government and Stakeholder Collaboration

In January 2023, Saha hosted a 2-day visit for WASH stakeholders in Ghana including the Director of Water at the Ministry of Sanitation and Water Resources, the Director of Planning and Investment at the Community Water and Sanitation Agency (CWSA), and the Executive Secretary at the Water and Sanitation Coalition of NGOs (CONIWAS). Several WASH and water safety engineers from CWSA and IRC also attended. The group spent time in two Saha partner communities and had group discussions about the best way for Saha to engage with and support the Government of Ghana in their effort to provide safe water access for all.

In July, we also hosted the District Chief Executive of the Mion District Assembly at our Water Center in Kpachaa where he learned about our water treatment process and the impact that a simple system can have in the hardest-to-reach villages.

Partnerships and fundraising

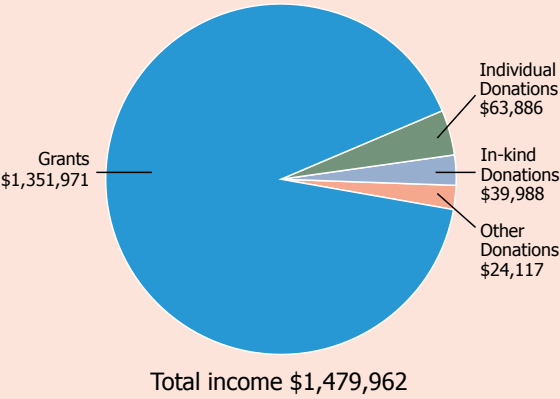
Saha Global is raising \$12.8M between 2023-2027 to reduce childhood mortality by 28% through increasing clean water consumption for 258,000 people across 800+ of the most remote villages in rural Ghana, moving us toward our North Star of eliminating preventable waterborne illness in rural Ghana.

We are so grateful for the support of our dedicated partners, old and new, and we are happy to welcome the Conrad N. Hilton Foundation, VOx Impuls, and Evelyn S. and K. E. Barrett Foundation as new partners.

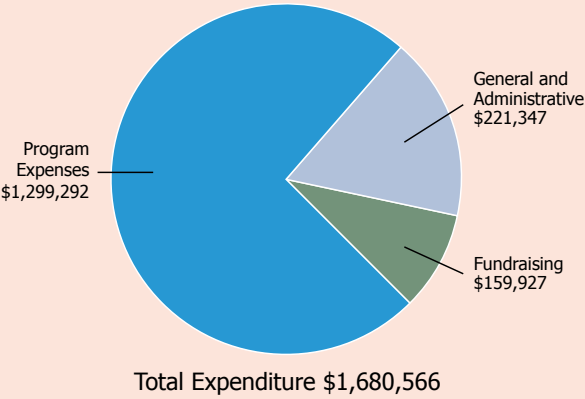
We are forever grateful to our partners for their support and trust in the quest to eradicate clean water scarcity in rural Ghana.

2023 Financials

INCOME



EXPENDITURE



Expanding Our Impact

The Water Transportation Project

In Northern Ghana, over 300 communities rely on surface water as their primary source of water. About 700,000 in Ghana drink water from contaminated surface sources. In many communities, groundwater is impossible to reach, and most surface water sources are over 1 km away from the community. Women and girls spend an average of 3 hours each day searching for water to be treated for consumption. For the women, this reduces the number of hours spent on profit-generating economic activities such as farming and trading, and for the girls, this reduces their school hours.

In November 2023, Saha was accepted into the Ghana WASH Accelerator program run by SKyFox Ltd. and Young Water Solutions. This program will allow us to improve the business model behind the motoking water transportation project that we launched this year. The impact of water transportation on clean water consumption has been clear - it significantly reduces the burden of water collection and in term, doubles clean water consumption when added to our model. Through this accelerator program, we aim to improve the financial viability of owning/renting motoking vehicles to drive this impact. We are enthusiastic about this program and look forward to sharing its progress in 2024.



Groundwater Feasibility

As the only last-mile water service provider in Ghana, there is a pressing need for Saha to expand geographically. Outside of the north, there are hundreds of thousands of people living in last-mile communities with accessible groundwater but no reliable service. To meet this need, Saha, with the support of the Conrad N. Hilton Foundation and VOx Impuls, has started to explore how to translate the success of our Simple Surface Water Treatment System to work in last-mile communities with accessible groundwater. This work will continue in 2024 and scale in 2025 and beyond.

What 2024 holds in store

Accelerating consumption:

In 2024, we will be scaling the utility-style model to 70 new villages, comprising an entire geographic service zone for Saha. When required, we'll couple these upgrades with access to water transportation, which is a game-changer, doubling the impact of the utility-style model in communities with long walks to water. We're always looking for new partnerships to scale this breakthrough service. We're preparing to scale up to a whole geographic zone (70 villages) in 2024. The water transportation pilot allowed Saha to relocate water treatment to town, using motorized tricycles for raw water delivery. It's a game-changer, doubling the impact of the utility-style model and we're hunting for partnerships to launch this breakthrough service in more communities in 2024.

“ I had the wonderful opportunity to see Saha Global's program first-hand and visit with those directly impacted by their work. I was very impressed with their efforts to sustainably reach rural communities with safe drinking water and inspired by their deliberate efforts to continuously improve their model to scale their impact. Their adaptations, backed by data, highlights their commitment to working closely with the communities they serve. ”

Mathew Ross Gardner
The Church of Jesus Christ of Latter-day Saints

Sinsina Dugout with North Gonja DA and WaterHarvest

The severe impacts of climate change are acutely experienced in the Sinsina community, where the primary water source dries up for several months annually. This is why Saha has partnered with WaterHarvest and the North Gonja District Assembly to rehabilitate the dugout in this community.

To solve this crisis, Saha has partnered with WaterHarvest and the North Gonja District Assembly to rehabilitate the dugout in this community.

This dugout, serving as the sole water source for the community, typically dries up for approximately four months annually. During this period, women and children endure long journeys to access clean water, resulting in the disruption of schooling and daily life. However, this year marks a significant change for the residents of Sinsina.

Through our partnership with WaterHarvest, the dugout will supply water all year round, enabling the water treatment center to offer affordable, clean drinking water throughout the year. This transformative initiative not only guarantees children access to education and the opportunity to prosper in a challenging setting but also empowers mothers and women within the community to partake in economic endeavours to support their families, liberating them from the arduous daily task of fetching water from miles away during the dry season

Our work also has been supported by the generous contributions of individual donors. Their support fosters our work, creating a ripple effect of positive impacts, from health improvements to the flourishing of water entrepreneurs.

Riding into a clean water future



Cartier Philanthropy

“ Saha's low-tech, low-cost surface water treatment technology is transforming the lives of Northern Ghana's rural communities by providing access to clean, affordable water. Their commitment to deepen their impact by, not only providing access, but also ensuring consumption of clean water has been inspiring. They keep learning and iterating on their model to increase impact and scalability. ”



Partners In Impact

On behalf of all the 134,008 people with clean water today, we also want to thank all of the individual donors who have supported our work, in 2023 and the years before. Together, we will ride into a future where every last-mile community has access to affordable safe drinking water.

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and Executive Director



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CEO SkyFox Ltd



151 W 28th Street,
Unit 7W, NY, NY 10001
508-561-8900
kate@sahaglobal.org
sahaglobal.org