



SAHA GLOBAL · Q3 2023

Quarterly Highlights Report

Reliable water service for
last-mile communities in
rural Ghana.

November 2023

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The third quarter of 2023 overlaps with the rainy season (July to September) in Ghana and Saha's annual pause in opening new water treatment centers. We spent Q3 focusing on stakeholder and government engagement and organizational planning as we prepare for the next dry season (October to June) and a strong close to the year. We remain grateful to our funding partners for their continued support of Saha's mission to ensure affordable, safe drinking water access to the hardest to reach, rural villages.

Operational updates

Rural Water Utility (RWU) Transition

As mentioned in our previous report, by the end of Q2 Saha had successfully transitioned to the RWU model in 22 of our partner communities, surpassing our goal of 20. This transition has allowed us deepen our impact from increasing water access to improving health by increasing clean water consumption. As of September 30, 2023 the average increase in consumption in the RWU villages is over 600%, when compared to our baseline of the same time period last year (Q1–Q3 of 2022), much higher than our initial target for this KPI (~200% increase).

We are particularly excited about the Q3 (rainy season impact) where we saw the most significant increases in consumption our smallest communities that do not have tin roofs, (generally an indicator of lower incomes) with many of these communities achieving our long-term goal of majority exclusive water consumption. This data truly captures Saha's goals creating a durable water solution that works for the most vulnerable.

As mentioned in earlier reports, one of the biggest challenges of the RWU transition was paying the entrepreneurs via mobile money as registering each of our entrepreneurs for mobile money accounts was more difficult than anticipated. From March to June 2023, we made 44% of entrepreneur payments in cash, missing our goal of 90% cashless payments each month. We have since partnered with MTN, a mobile money operator, to provide pre-registered SIM cards for swift and secure mobile money transactions. In July, August, September and October we achieved our goal making 100% of our entrepreneur payments via mobile money.

Based on the success of the RWU model in these first 22 communities, Saha decided to expand the model to the 13 villages where we had implemented our Water Transportation project, bringing the total number of RWU villages to 35. This transition began in October and early consumption results are very encouraging and in line with the results from our work with Appleseed which showed the reducing the physical and time burden of water collection is the

biggest motivator for our customers to buy water from the Saha water treatment center. Combining the reduction in water collection burden with the affordable prices and reliability of water access provided by the RWU model is proving to be the recipe for exclusive consumption and incredible increase in impact.

Saha is on track to scale the RWU to an entire Service Delivery Zone (~70 more communities) in 2024 and all Saha communities (400+) in 2025. 90 entrepreneurs are currently earning a monthly salary from Saha for running the water treatment centers and providing affordable, safe water to 15,418 people.

Government and Stakeholder Collaboration

Saha continued to strengthen our presence and partnerships with municipal and district assemblies and other WASH stakeholders, achieving the following in Q3 2023:

CSIR Partnership

In Q3, Saha launched 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 testing effort. Results confirm that Saha's water treatment process effectively eliminates fecal contamination and showed no trace of microbial bacteria thus, meeting the World Health Organization's (WHO) and Ghana Standards Authority's (GSA) microbial standards drinking water. These test results were shared with the Community Water and Sanitation Agency in November. Integrating third water testing and sharing the results with government were both key 2023 objectives in our 5-year strategic plan.

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.

WASH Master planning in the Ahafo Region

After months of collaboration, Saha launched a new partnership this November 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, are finalizing 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 Municipal and District Assemblies to provide safe water access 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 both the people we aim to serve and for Saha as we make progress towards our long-term goal of government adoption.

Ghana Standards 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 adoption and partnership. We look forward to working with the GSA on this significant step in professionalizing Saha's service.

Global Communities Partnership in Gushegu

With funding from USAID's enhancing WASH program, Global Communities is constructing a small town water system in the Gushegu District in the Northern Region of Ghana that will serve over 3,000 people with safe water, including 100 household connections. Aiming to show that when small town systems like these are managed correctly, revenue from water tariffs could be used to subsidize water for last-mile communities, Saha was invited by Global Communities to take over the management of this system once construction is complete in Q1 of 2024. Saha is currently undergoing training and capacity building (provided by Global Communities) on how to manage the system, which is located in a region already served by our Service Delivery team. Our Director of Water Quality and Service Delivery, Kofi (hired March 2023) has extensive experience managing similar water systems for CWSA earlier in his career. While 1 small-town pipe system will not provide enough revenue to subsidize water in all of Saha's partner communities, we are excited by this opportunity, which will help us as we create a financial roadmap for funding water subsidies for the last mile at scale.

New Water Treatment Centers

When the rainy season ended in November, Saha resumed our work launching new water treatment centers. YTD we have trained 145 women water entrepreneurs who have launched water treatment centers in 61 last mile villages providing affordable, clean drinking water to 8,886 new people. We are on track to hit our goal of reaching 75 new villages this year, 5 of which will be in the Ahafo Region as a part of the Regional Coordinating Council's WASH Master Plan (See above).

ENTREPRENEUR SPOTLIGHT



Asana Majeed from Kpachaa (left) with community members at the water treatment center.

Asana Majeed, Kpachaa

Asana Majeed is an entrepreneur from the village of Kpachaa. She is a mother of 3 and has been working at the center since June 2017 when it was opened. We asked her what her experience from working at the water treatment center over the years was, and how the RWU differs from the legacy social enterprise. Asana's transcribed interview is below:

"Ever since the RWU was introduced, due to the price reduction, sales have increased significantly that we are always happy to treat water.

Additionally, because we are being paid, we no longer worry about unpaid time spent at the center. This motivates us to make sure that clean water is always available for the community.

This additional income makes it possible for me to send my children to go to school. I am also able to provide better meals for my household from incomes from working at the treatment center. I am very grateful to Saha for introducing this water utility in my community and I am proud and happy to be a water utility entrepreneur.

One issue that I would like to raise is that due to the increase in demand, we would like an increase in the capacity of the water treatment centers. An extra 3 drums would cater for the excess demand and greatly reduce the waiting time for customers."

Increasing capacity at our water treatment centers has become a priority in communities where we have seen significant increases in demand. It's an exciting problem to have that is remedied by adding more blue drums where the water is left to settle after treating it with alum.

We are grateful for the support we receive from our partners. Your continued support will help us fulfil our plan of providing professional, affordable, basic water service to more than 250,000 people living in small, rural villages by the end of 2027.