



SAHA GLOBAL · Q3 2024

Quarterly Highlights Report

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

November 2024

sahaglobal.org

Saha continues to expand our impact by making it easier for last-mile customers to access safe drinking water while improving community health and creating reliable livelihood opportunities for women. The last quarter highlighted Saha's thought leadership and deepening partnerships as we ramped up the transition of partner villages to our utility-style model, amplified our advocacy and government adoption efforts, and strengthened internal systems and operations.



Increased consumption

Saha now provides affordable, safe water to over 139,000 Ghanaians. More than 31,000 of them have access to our upgraded model, which has increased safe water consumption by over 200%.



Enhanced Women's Livelihoods

To date, Saha has trained 1,274 women water entrepreneurs to provide safe and affordable water access to their communities. Of these, 188 women manage utility-style centers and earn a stable monthly salary that enables them to achieve greater financial independence, support their families, and invest in their communities.



Deepened Partnerships

We strengthened partnerships with WASH collaborators and local administrative units, enhancing their involvement in expanding last-mile water service delivery. We also deepened catalytic partnerships to enhance our impact through our model strategy, advocacy, and scaling efforts for government adoption.

Delivery and results

Model Upgrades Cover 84% of Salaga Service Delivery Zone

As of October 2024, we have upgraded 88 water treatment centers to our utility model, making it easier than ever for people to drink safe water. These treatment centers are professionally managed by 188 women entrepreneurs who receive a reliable monthly salary to provide affordable, convenient, and consistent access to safe water for 31,495 people. Of these 88 centers, 59 are located in the Salaga zone, bringing Saha to 84% of the way toward our 2024 goal of scaling the model to cover the entire Salaga Service Delivery Zone. We remain on track to achieve this goal by the end of the year. Water availability across all utility-style centers in the past three months has been 92%, demonstrating the increased reliability these model upgrades are able to achieve, which translates to enhanced customer satisfaction and higher clean water consumption. Currently, 27 communities have access to Motorbiking vehicles for

water transportation, easing the physical and time burden for customers collecting water and entrepreneurs treating it. By the end of the year, we aim to expand this access to 10 additional communities, ensuring that all communities in the Salaga Customer Care Zone that require this service to operate the upgraded model have it.

All 188 entrepreneurs have been and continue to be paid on time each month, with the exception of a technical error in July that caused a brief delay in payments. It is important for entrepreneurs to have full control of their monthly payments, and Saha has implemented robust measures to prevent technical errors and eliminate payment delays in the future. Our investment in systems and technology has enabled us to make wireless payment transfers directly to our women entrepreneurs, with 100% of payments conducted via mobile money.

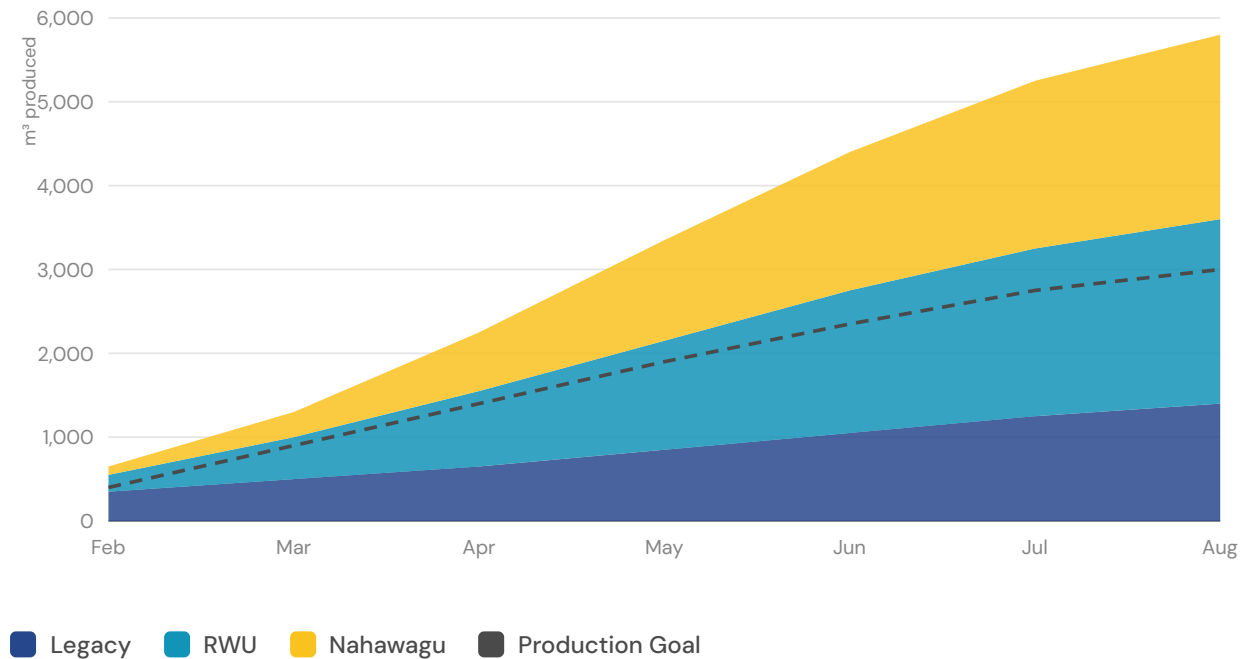
Service Delivery: Increasing the Amount of Safe Water Delivered While Decreasing Cost

In total, our Service Delivery team continues to ensure water safe water service to over 139,000 people living in of 467 rural communities, including the 7 new communities where we rehabilitated broken boreholes (see Q2 report for more details), as well as the small-town system that we are managing in the Gusheigu District. In 2024, average clean water consumption (liters/person/day) across all Saha communities is 2.4x higher than in 2022. Furthermore, in the past 3 months, 100% of the water samples tested were free of E. coli, indicating a high level of safety for the communities we serve.

In our 5-year strategic plan, we set an ambitious goal to achieve by 2027: to reduce the production cost/L water by 90% and to produce a total of 20x more water than 2022. By the end of this year, Saha is projected to reduce the cost per liter by 71.33% and produce 366% (or 4.6x) more water than in 2022, putting us ahead of our 2024 targets (see graph below). Please note that "legacy" communities refer to villages that have not yet transitioned to our new model, while "RWU" communities have completed the upgrade. "Nahawagu" represents water produced by the small-town system in Gusheigu. Notably, we are exceeding our production targets even without including output from the small-town system.

Total Water Sales vs Production Target

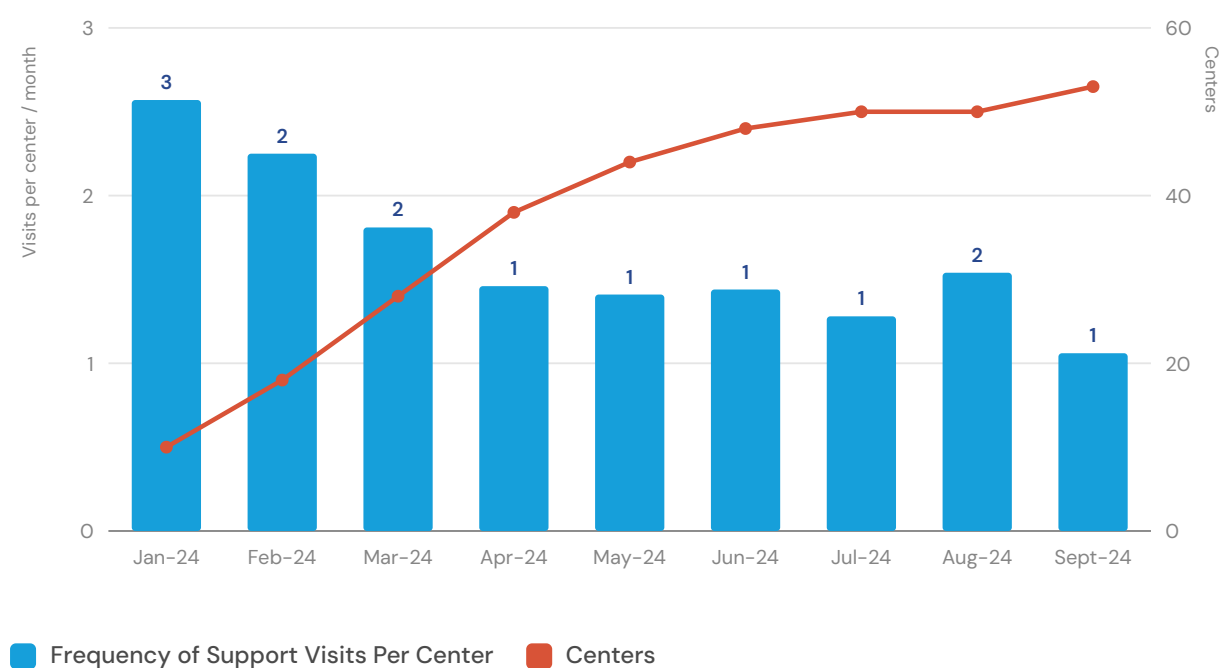
Cubic meters produced, by model · 2024



Rebuilt as a live chart from the original report graphic; monthly series values are approximate.

As noted in previous reports, Saha has intentionally reduced the number of visits to our partner communities to lower the cost of service delivery. As shown below, in September, our Service Delivery team visited partners less than half as frequently as they did in January without sacrificing impact.

Frequency of Support Visits Per Center vs Centers Served



Bar values as reported; the "Centers" trend line is reconstructed from the original graphic.

Project and partnership updates

UNICEF Field Visit in Changbuni

In July, representatives from UNICEF visited Saha's water treatment center in Changbuni to learn more about our last-mile clean water service delivery and explore opportunities for collaboration. Samuel Amoako-Mensah, Water & Environmental Sanitation (WES) Officer, acknowledged Saha's pioneering work and encouraged us to leverage our knowledge and experience and share it with collaborators to expand impact. We explored a partnership in sharing technical expertise, and Samuel recommended that Saha's model be promoted to gain government support, provided we can meet established standards and maintain high water quality.

Signed MOU with Gushiegu Municipal Assembly

In July, Saha finalized and signed a 15-year service contract with the Gushiegu Municipal Assembly formalizing our agreement to manage the USAID-funded small-town water system the town of Nawuhugu which also serves four surrounding towns. As mentioned in previous report, our goal is to explore how revenue from larger systems like this one can support water subsidies for the last mile

Strengthened Advocacy and Thought Leadership

In August, Eric Awini (Development Associate) and Theo Boateng (Director of Operations, Expansion, and Partnerships) represented Saha at the 2024 World Water Week in Stockholm, where they engaged with many of our partners and participated in insightful sessions. A notable highlight was the MajiFund panel on the potential impact of a WASH enterprise development-focused fund, where Eric had the opportunity to share Saha's early successes with our motoking water transportation business model (called KomLori).

In September and October, our Executive Director, Kate Cincotta, attended the 79th UN General Assembly (UNGA 79) in New York, as well as "Schmoozefest" in Tarrytown. Kate met with global change leaders, innovators, funders, and connectors, sharing our work with peers and gaining valuable insights from their successes and challenges. Saha's Director of Innovation and Special Projects, Kathryn Padgett, also joined a panel on water affordability in Ghana at the UNC Water and Health Conference. Finally, Theo led a session at the Mole WASH Conference, where many members of our team engaged in meaningful discussions, networked, and contributed to advancing sustainable development in the WASH sector.

Our participation in key WASH knowledge-sharing and networking events has helped drive a shift within the sector. Decision-makers and collaborators are increasingly recognizing the need for water subsidies for last-mile communities and are now more open to discussing sustainable funding options. Saha's thought leadership and advocacy not only amplify our impact but also boost our visibility, sparking curiosity and encouraging greater support for our work. While we acknowledge that progress will take time, we are committed to moving beyond conference discussions and developing actionable plans and budgets that demonstrate our dedication to improving public health and well-being through universal access to safe, affordable, and sustainable drinking water.



Saha represented at the 2024 World Water Week in Stockholm.



Saha engaging with partners and stakeholders across key WASH convenings this quarter.



Members of the Saha team at the Mole WASH Conference.

Organizational updates

New and Renewed Catalytic Partnerships

Saha is thrilled to announce new and continued support from our valued partners, including LDS Charities, Baker Hughes Foundation, the Conrad N. Hilton Foundation, WaterHarvest, VOx Impuls, Burt's Bees, the L'Oréal Fund for Women, the Korein Family Foundation, and the Godley Family Foundation. These collaborations are instrumental in advancing our mission to reduce preventable waterborne diseases and childhood mortality, making safe drinking water easily accessible for all.

Saha's achievements so far have positioned us well to meet our scaling and impact goals for the rest of the year. We are grateful for your trust and partnership as we deepen our expertise, strengthen collaborations, and enhance our team's capacity. Your continued support comes at a crucial time as we ramp up the transition of all Saha partner villages to our utility-style model and strengthen Saha's influence and capacity for scale through government adoption by becoming the most cost-effective and reliable safe water provider for last-mile villages in Ghana. We look forward to sharing more milestones with you as we strive for our shared goal of universal, affordable access to safe drinking water, along with improved community health, hygiene, and well-being.