



SAHA GLOBAL · Q4 2023

Quarterly Highlights Report

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

February 2024

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Saha closed 2023 on a positive note. We successfully scaled our upgraded, utility-style service model to 36 of our partner communities and opened 75 new water treatment centers in 75 last-mile communities. We made big strides in our relationships with various government agencies and WASH stakeholders, ensuring Saha's credibility as the leading clean water service provider for last-mile communities in Ghana. This update highlights our Q4 milestones.

Operational updates

Upgraded Model, Upgraded Impact

By the end of 2023 Saha had launched our upgraded, utility-style service model in a total of 36 communities, surpassing our goal of 20. In 16 of these communities, Saha also provided reliable access to motoking vehicles for water transportation allowing the water treatment centers to be located closer to our customers' homes instead of at the water source. In 2024, Saha will be scaling the utility-style model to 70 new communities.

The utility-style model professionalizes the job of women water entrepreneurs who follow high performance standards and earn a regular monthly salary for running water treatment centers. 90 women water entrepreneurs now receive monthly salaries from Saha via mobile money for providing affordable, safe water to 15,053 people. This upgraded model improved water availability and reliability and drove clean water consumption, increasing consumption 10x when compared to 2022 consumption.

Saha's ultimate aim is for the majority of people in all our partner communities to exclusively drink clean water. Saha's exclusive consumption goal is 1.2 liters/person/day which is based on our own observational study of the total water consumption of adults in a group Saha partner communities in 2018 and 2019. In the first 20 utility villages, 35% (7/20) water treatment centers sold enough clean water for majority of people in the village to be exclusively drinking clean water and 10% (2/20) sold enough water for every person to be exclusively drinking clean water.

Reducing the burden of water collection by providing access to water transportation doubles the impact of the utility-style model. All 16 of the utility-style water treatment centers with access to water transportation sold water at majority (51%) clean water consumption levels and 62% (10/16) achieved exclusive clean water consumption.

These results make us more confident than ever in these upgrades to our model. Even with the addition of salaries for our entrepreneurs, Saha is the most cost effective and reliable safe water provider for last mile villages in Ghana.

New Water Treatment Centers

By year-end, Saha met our 2023 target to expand clean water access to 75 new communities moving 10,290 people up the water service ladder from surface water to basic water access. In Q4, we opened 27 of the centers, which are run by 63 women entrepreneurs who serve 3,215 new people.

To date, we have opened 460 water treatment centers, spanning 25 districts in Ghana's Northern, Savannah, North-East, and Oti Regions. 1,293 women entrepreneurs run the centers, offering 133,979 individuals safe and affordable water. Saha is on-track to hit our goal of upgrading all of these water treatment centers to our utility-style model by the end of 2025, making it easy for our customers to exclusively drink clean water and for others, including government, to replicate our impact.

Government and Stakeholder Collaboration

A big focus of Q4 for Saha was cultivating strategic partnerships with the Government of Ghana (GoG) and other WASH stakeholders to meet the communities' needs, garner support for future government-related water projects, and increase Saha's efficiency and financial sustainability.

Climate Resiliency

In November, Saha in partnership with North Gonja District Assembly (DA) and WaterHarvest launched a dugout expansion and rehabilitation project in Sinsina village. This project will ensure that Sinsina's dugout will hold water throughout the year. Dry dugouts, which occur in approximately 10% of Saha's partner communities, force women entrepreneurs to close down their water treatment centers for a period of time during the dry season, leaving residents with no clean water nearby. Village leaders, customers, and entrepreneurs often raise this concern in community meetings and one-on-one conversations. Prior to this project, Sinsina's dugout would typically run dry in March, forcing the water treatment center to temporarily close, and people living in the community to walk far distances to fetch water from neighboring towns until June, when rainwater would fill the dugout again.

By the end of 2023, Saha had engaged the Sinsina Community, the DA, the Environmental Protections Agency (EPA) and the Water Research Institute (WRI) in facilitating all administrative tasks required for the commencement of the dugout rehabilitation project by BORNSA

Construction Works. We official broke ground on the project on January 19th and aim to complete by June 30. Following the successful completion of this project, Saha hopes to expand this work in partnership with the DAs in each district that we work.



Abdul-Latif Salifu (Chief Technical Officer) from the Water Research Institute (WRI) running real-time water quality testing using a Multiparameter Water Quality Meter.

Global Communities Partnership

The construction of Global Communities' USAID-funded small-town water system in the Gushiegu District is almost complete. Global Communities will then officially transition the system to Saha to manage by the end of Q1 2024. The project aims to show how and if profits from small-town water systems could be used to cross-subsidize last-mile service provision. The system will serve an estimated 4,500 people with both public standpipes and 50-100 household connections. All standpipes and household connections will be equipped with pre-paid meters. Saha's Service Delivery is currently undergoing on-site training by Global Communities to prepare for the takeover.

Ghana Standards Authority Certification

Saha is currently in the process of certifying our Simple Surface Water Treatment System (SSWTS) with the Ghana Standards Authority (GSA). As mentioned in earlier reports, earning GSA certification will prove that Saha's simple and low-cost model is effective and replicable,

which are important metrics for government adoption and partnerships. GSA certification will ensure that other partners, including the government, can easily replicate Saha's SSWTS, enhancing our model's scalability and sustainability. The GSA has been supportive so far and have expressed their commitment and willingness to guide us through the process. We aim to have our certification by mid-2024.

Community Water and Sanitation Agency Recognition of Saha's work

At the end of 2023, Ing. Dr. Worlanyo K. Siabi, the Chief Executive of the Community Water and Sanitation Agency (CWSA), instructed all regional offices to capture data on Saha's coverage, population served, and water quality results in the District Monitoring System Evaluation (DiMES). This is a key milestone for Saha on our path to scale through government.

ENTREPRENEUR SPOTLIGHT



Binyijare, a storekeeper-turned-entrepreneur changing lives with clean water.

Binyijare, Bengduli

It has always been Binyijare's desire to serve the people around her. Growing up in Bengduli, a small village in Ghana's Nanumba South District, Binyijare experienced and witnessed the struggles faced by her and her family and neighbors. All 158 residents used Tunkurma River water for drinking and farming. But the river is contaminated by human and animal waste and makes everyone sick.

Binyijare refused to accept this reality. In March 2023, an opportunity for change arose when Saha visited the community and together with the village leaders looked for two committed women to launch and run Bengduli's community-based water treatment center. Binyijare, then a storekeeper, volunteered.

"At first, during the farming season, I was not able to farm with a tractor but now... I [am] able to rent a tractor and [buy fertilizer] for farming. The whole community has been [...] saying that the water is good for their health."

She has also strengthened her meaningful friendships and developed a sense of purpose through the center. She enjoys treating water, running the center, and sharing ideas with her fellow entrepreneur Nana Ama because it speeds up work and strengthens their friendship. Binyijare is also happy that she is able to transform the lives of people in Bengduli. Residents no longer drink contaminated water from the river and are healthier.

During Saha's visit 7 months after the center launched, Binyijare said that "I would like the water [treatment center] to be sustainable through my effort as a water entrepreneur." Binyijare envisions a future where Bengduli thrives and all 30 families in the community continue to have access to clean water, improving their health, livelihood, and quality of life.

Saha is grateful for our partners' investment in 2023 as we grew our reach, deepened our impact, and set the stage for our scaling work in the years to come. Your continued support will help Saha fulfill our mission to provide professional, affordable, basic water service to over 258,000 people living in small, rural villages by the end of 2027.