



water for people
everyone | forever

Sanitation as a Business

Beyond the Latrine: Building
Sanitation Businesses in Uganda



Water For People is working to create sustainable sanitation industries driven by the private sector in the countries where it works.

Water For People identifies the gaps in the Sanitation Value Chain and addresses them with:

- Technology Innovation
- Business Development

--> Affordable and desirable sanitation products and services for Everyone

Sanitation as a Business in **Uganda**

Sanitation Technology Hub:

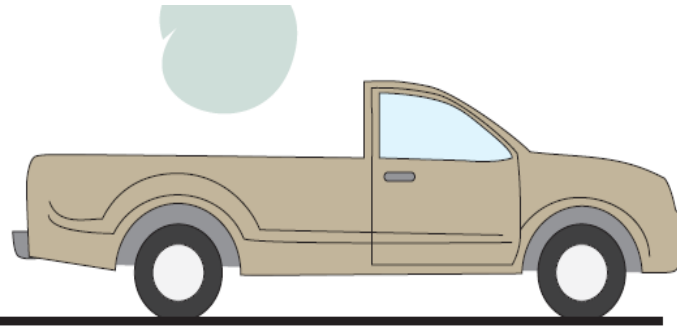
- Toilet Design
- Toilet Emptying Devices
- Piloting Waste Treatment



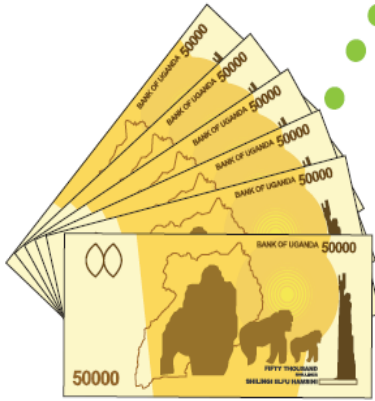
SAAB = Technology + Business Model + Local Context

Latrine Emptying Business





Do you own a pickup?
**Want to earn more
money?**



Latrine Emptying Business: Income vs Expenditure

Entrepreneurs charge households \$10 USD to empty one barrel of waste (200 liters)

	Income	Expenditure
Ten barrels emptied	\$100	
Operators wages (two)		\$16
Consumables		\$2
Hire of Pickup (including fuel) per day		\$28
Dumping Charges (discounted by NWSC)		\$4
Total	\$100	\$50

John Businge

Kampala, Uganda

- Latrine emptying business since Jan 2012
- Employs 2 operators
- Charges \$10 to empty a barrel of sludge
- Average income of \$400 a month, emptying around 20 toilets a month
- Hopes to buy a pick up truck and expand his business



Impact of the Business

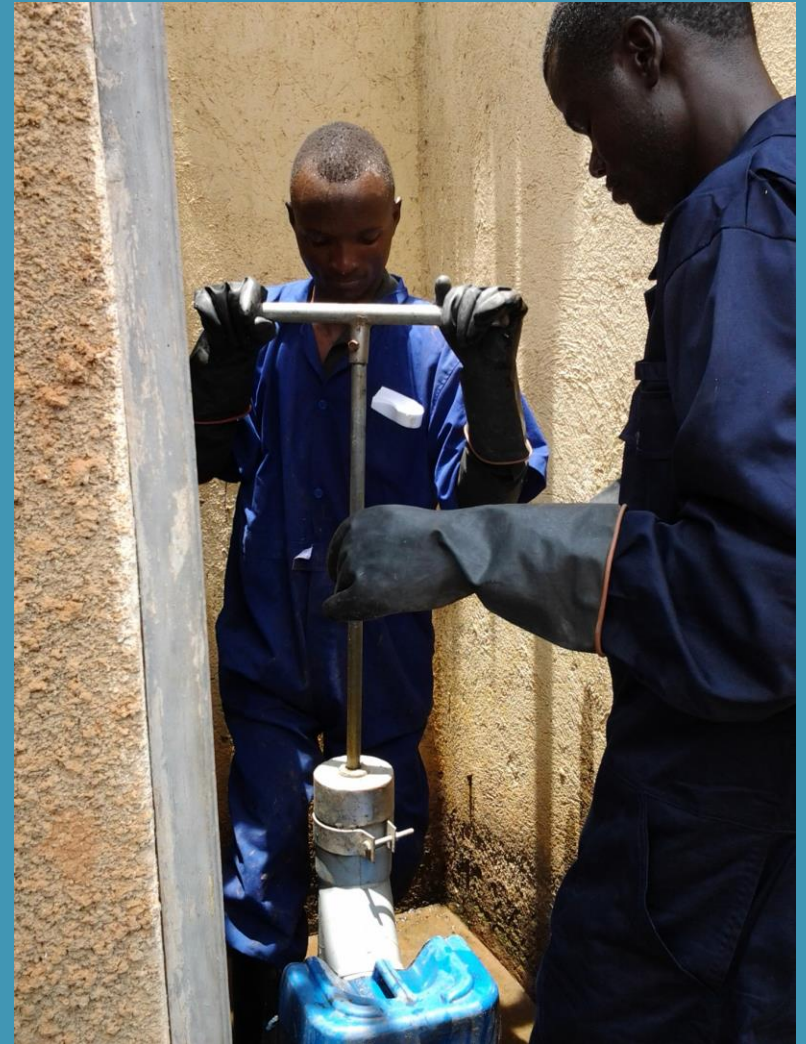
- 2500 latrines emptied by entrepreneurs
 - 10 entrepreneurs contributing to 4% of all sludge dumped in Kampala in 2013
- ➔ Lower income households of Kampala have usable and accessible latrines and flexible consumer options

Challenges:

- High cost of transport
- Lack of access to loans to grow and expand business

Opportunities:

- Scaling business through partnerships with the government and NGOs



Kampala Capital City Authority and
latrine emptying entrepreneurs
March 2014

PARTNERSHIPS

Continual improvements in
collaboration benefit both
entrepreneurs and households



Lessons from Sanitation as a Business

- Develop appropriate / relevant **solutions**
- Link **technology** to business
- Develop appropriate **business models**
- Build local capacity and establish **partnerships** for sustainability
- Eliminate barriers to business to achieve **scale**



For More Information

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