

EkoLakay to Konpos Lakay: SOIL's household toilet and composting experiences from Haiti

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EkoLakay





Contracts

Collection Service



SOIL Compost Site



Pathogen Control



Vic Hinterling

Business - Servicing

- **Cost Drivers:**
 - **Transport (48%)**
 - **Labor (26%)**
- **NGO vs. Enterprise**
- **Break-even: 500 clients**
- **Revenue Sources**
 - **Monthly fees**
 - **Cleaning products?**



Business – Composting?



- Initial review: not profitable?
- Revenue Sources
 - Tipping fees
 - Konpos Lakay
 - Carbon credits?
- Profit → Reduced EkoLakay cost?

Challenges



- High staff costs for client interactions
- Declining payment adherence
- Organic material demand

Moving Forward

- **Cost projections for enterprise(s)**
- **Mobile phone payments collection**
- **More affluent target area**
- **Develop in-country *ascaris* testing capacity**