Financial viability of faecal sludge collection and transport operators in Ouagadougou

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Collaborative Project for the implementation, operation and monitoring of wastewater and faecal sludge treatment plants in Ouagadougou and Bobo-Dioulasso

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1. Current FSM system in Ouagadougou

Weak institutional framework
• Lack of regulatory texts for FSM
• Lack of coordination

C&T companies weaknesses
• No recognition from population and state
• Weak management capacities

Lack of infrastructure
• No official discharge / treatment site

Assistance project
• 3 years collaborative activities
• Assessment and optimization of infrastructure O&M
• Development of capacities and institutional framework for sustainable FSM
2. Institutional framework

Participative development of institutional documents
• Decree for C&T activities
• License for delivery of C&T services
• ONEA – Municipality : agreement

Municipality
• License issue
• Enforcement decree

C&T operators
• C&T services
• Customer management
• Decree respect

ONEA
• Treatment
• Awareness raising
• Reuse

NGO & Universities
• Research
• Technical assistance
• Training

Police
• Law enforcement

Assistance as defined in the agreement

Enforcement

Discharge fee

Byproduct sale
### 3. Assessment of the C&T viability - Method

**Questionnaire and interviews**
- Company structure
- Financial flows
- Service price definition

<table>
<thead>
<tr>
<th>Name</th>
<th>Main activity</th>
<th>Staff</th>
<th>C&amp;T trip (per year)</th>
<th>Trucks (m³)</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Military corp</td>
<td>Army</td>
<td>5</td>
<td>~100</td>
<td>8</td>
<td>Annual, based on benefits</td>
</tr>
<tr>
<td>Burkina Hygiène</td>
<td>Welding</td>
<td>3</td>
<td>~ 250</td>
<td>3.5</td>
<td>Based on number of trip</td>
</tr>
<tr>
<td>BEGEP</td>
<td>Hydraulic works</td>
<td>~ 5</td>
<td>~ 450</td>
<td>5.8 / 5.8</td>
<td>Based on number of trip</td>
</tr>
<tr>
<td>IKUZO</td>
<td>Civil engg.</td>
<td>10</td>
<td>~2700</td>
<td>8 / 10 / 10 / 12</td>
<td>Monthly salary</td>
</tr>
</tbody>
</table>

- **C&T is a secondary activity**
- **Difficulty to assess all expenses**
3. Assessment of C&T viability – Results (1)

Financial management
• Weak (no) accounting system

Difficulties
• High investments for truck
• Low truck quality
• Lack of skills and spare parts for truck repair

C&T expenses (%)

<table>
<thead>
<tr>
<th>Personnel</th>
<th>Fuel</th>
<th>Truck maintenance</th>
<th>Office</th>
<th>Truck insurance &amp; license</th>
</tr>
</thead>
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</table>

Military corp
3. Assessment of C&T viability – Results (2)

Service price
- Mean = 15’000 CFA (~23 Euros)
- No consideration of distance to discharge site
- Influence of pit volume depends on cistern capacity

Typical operator with 1 truck (8m$^3$)
- No amortization
- <10% benefit
4. C&T capacity strengthening

C&T operators

Assistance

Assistance / enforcement ?

Concertation framework

ONEA

Municipality

ONEA – Sanitation in Developing Countries
4. C&T capacity strengthening - Meetings

Focus groups with C&T operators
- Discussion of the constraints
- Consultation on the institutional framework
  ➢ Trusting relationship

Informal meetings with C&T operators
- Reorganization of the professional association
  ➢ More autonomous and dynamic association

Workshops with local stakeholders
- Validation of the institutional framework
  ➢ Better recognition of C&T operators as central stakeholder

Training
- Handbook for C&T operators

Onsite sanitation
- Onsite technologies
- Optimal FSM system
- Environmental and health risks

Mechanical C&T activity
- Material and equipment
- Safety and hygiene measures

Managerial aspects
- Official documents and texts
- Accounting model

Management tools
- Customer booklet
- Daily financial monitoring
- Logbook
5. Perspectives to optimize C&T

Central role of the professional association
- Representativeness for all operators
- Frequent meetings
- Membership fees

Local authorities
- License deliverance
- Integration of C&T in urban planning

Equipment
- Tax exemption for truck import?
- Grouped spare parts orders?
- Contact for funds?
- Mechanical repair shop?
- Safety and hygiene measures!!
6. Conclusion and perspectives

!! Need organized structure to represent C&T operators

!! Weak financial viability endangers the entire FSM chain
• Discharge tax amount ?
• How to finance the entire service chain ?

!! Need participative processes with all stakeholders
• Understanding of constraints
• Solution built in adequacy to context

!! Need capacity strengthening and better consideration of C&T operators
• Training and assistance
• Awareness raising campaigns of the stakeholders and population
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