EkoLakay to Konpos Lakay: SOIL’s household toilet and composting experiences from Haiti
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Contracts
Collection Service
SOIL Compost Site
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