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? Do you want to earn more money?
Latrine Emptying Business: Income vs Expenditure

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

<table>
<thead>
<tr>
<th></th>
<th>Income</th>
<th>Expenditure</th>
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</thead>
<tbody>
<tr>
<td>Ten barrels emptied</td>
<td>$100</td>
<td></td>
</tr>
<tr>
<td>Operators wages (two)</td>
<td></td>
<td>$16</td>
</tr>
<tr>
<td>Consumables</td>
<td></td>
<td>$2</td>
</tr>
<tr>
<td>Hire of Pickup (including fuel) per day</td>
<td></td>
<td>$28</td>
</tr>
<tr>
<td>Dumping Charges (discounted by NWSC)</td>
<td></td>
<td>$4</td>
</tr>
<tr>
<td>Total</td>
<td>$100</td>
<td>$50</td>
</tr>
</tbody>
</table>
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

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