Benchmarking of Urban Sanitation Pricing and Tariff Structure in Burkina Faso, Cameroon, Ghana, Kenya, Mozambique and Senegal
Study Purpose
Could tariffs be a vehicle for large scale changes in urban sanitation?
Sanitation access statistics

proportion of Urban population served with Improved Sanitation (%)
### Sanitation service coverage in the area of study

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Burkina Faso</td>
<td>17,000,000</td>
<td>4,420,000</td>
<td>1,458,600</td>
<td>2,961,400</td>
</tr>
<tr>
<td>Cameroon</td>
<td>20,000,000</td>
<td>11,600,000</td>
<td>6,496,000</td>
<td>5,104,000</td>
</tr>
<tr>
<td>Ghana</td>
<td>25,000,000</td>
<td>12,750,000</td>
<td>2,295,000</td>
<td>10,455,000</td>
</tr>
<tr>
<td>Kenya</td>
<td>41,500,000</td>
<td>9,130,000</td>
<td>2,465,100</td>
<td>6,664,900</td>
</tr>
<tr>
<td>Mozambique</td>
<td>24,000,000</td>
<td>9,120,000</td>
<td>3,465,600</td>
<td>5,654,400</td>
</tr>
<tr>
<td>Senegal</td>
<td>13,000,000</td>
<td>5,460,000</td>
<td>3,767,400</td>
<td>1,692,600</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>140,500,000</strong></td>
<td><strong>52,480,000</strong></td>
<td><strong>19,947,700</strong></td>
<td><strong>3,2532,300</strong></td>
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</tbody>
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1. Population in 2011 based on the latest estimates by UNFPA
2. Estimated urban population based on the UNFPA report 2011
3. Ghana estimates on un-improved facilities are low, as shared toilet facilities do not count as improved toilets as per JMP.
Digital Literature Gaps

- Dominated by ‘Bank’
- Political processes of tariff setting
- Tariffs from users perspective
- Tariffs in government provision
- Tariffs in pit emptying
- Tariffs as a citizenship tool
- Tariffs and social security
Methodological Challenge for Benchmarking

Regulated Tariffs
> $$$
Less People

Non-Regulated Tariffs
< $$$
More People

Context plus a mix of cases – good and bad
Few Key Findings

- Connecting the on-sites
- Cost gaps
- Effectiveness of water utilities
- Effectiveness of governments
- Layers of institutions
- Technologies, standards, costs
- Citizens participation and rights
- Sewers versus on-site
Gates focus on change

- So where are the potential business models?
- Do not write and publish please! (change pathway?)
- Collaborative working for a single change
- Local ownership is the key
Simplistic example of a new business model - Public Toilets in Kumasi

<table>
<thead>
<tr>
<th>Existing</th>
<th>To Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Popular and common</td>
<td>Are they suitable for all?</td>
</tr>
<tr>
<td>Profit Making</td>
<td>Are they excessive?</td>
</tr>
<tr>
<td>Attracts Investment</td>
<td>Is the market restricted?</td>
</tr>
<tr>
<td>Government Accepts</td>
<td>Do they globally announce?</td>
</tr>
<tr>
<td></td>
<td>Are the taxes excessive?</td>
</tr>
<tr>
<td>Space is Available</td>
<td>Is it everywhere?</td>
</tr>
<tr>
<td>Pay excessive for emptying</td>
<td>Could we reduce?</td>
</tr>
<tr>
<td>Govt. owned, private and partnership</td>
<td>Is it a good mix to reach scale?</td>
</tr>
</tbody>
</table>
Findings in a nutshell

At scale and sustained effort is needed to enable existing business/ institutional models and introduce new models to reach scale and deliver affordable services to the poor - institutional failure!
Personal Change - an audit of our fame and survival

- Publications
- Authorships
- Keynote
- Invitations
- Project funds
- High qualification
- Secure life

But ........