

## Status Report Social Enterprises on Safe Drinking Water with Women Groups / October 2017 – July 2018

Author	Manuela Balma, Project Manager & Board Member
Date:	30 <sup>th</sup> September 2018
Project Partner	<a href="#">ECCA</a> , Kathmandu, Nepal
Sponsoring/Financing Partner	<a href="#">Walder Wyss Ltd.</a> , Zürich

### Table of Content

1. Preliminary remarks
2. Milestones reached
3. Deviations to original planning
4. Corrective measures
5. Outlook

### Report

1. Preliminary remarks

The project agreement has been signed at the beginning of 2017, although the preliminary work already started in 2016 by ECCA. Initially, it was planned to create 10 social enterprises and to start with three as a pilot. During our project visit in February 2017 we already realised, that the adopted business model (based on profit sharing between the ECCA and the Women Groups) was difficult in the current environment. Many NGOs provide hardware for free, reason why the Women Groups do not understand why they should share profit as some sort of reimbursement for the initial investment.

Thereafter, another problem arose with the lack of sales during rain season. People prefer to fetch unsafe water, which flows for free from water sources and taps nearby.

Finally, early 2018 the Foundation Board decided to stop the investment into other women group social enterprises. Together with ECCA, we agreed that the remaining money would be rather invested in water infrastructure construction / repair. A total of eleven such projects were approved. The proposal by ECCA to use the remaining funds for a water kiosk was postponed, pending receipt of a business plan (we are currently examining the project proposal for such water kiosk).

## 2. Milestones reached

The three social enterprises initially created are still active and have started sales again in January 2018, with the start of the dry season. In order to boost sales, and to convince people that safe water is of utmost importance for their health, a number of social mobilisation activities have been planned and executed with the support of ECCA.



Door-to-door campaign



Street drama performance

Notably, door-to-door visits and street drama performances were part of these activities. In order to emphasise the unsafe water from taps, water quality tests were performed and had their effect on the people present. In general, the reactions were very positive and will hopefully have a positive impact on the use of safe water.

The sales numbers are summarised hereunder<sup>1</sup>:

Mid January 2018 to mid July 2018						
Women Group	Expenses CHF	Income CHF	Income over expenses CHF	Profit Sharing, CHF		
				ECCA 45%	Women Group 10%	Staff 45%
Ananda Women Group	743	896	153	69	15	69
Tapahiti Women Group	17	30	13	6	1	6
Yamp Stupa Women Group	269	476	207	93	21	93
<b>Total</b>	<b>1'029</b>	<b>1'402</b>	<b>373</b>	<b>168</b>	<b>37</b>	<b>168</b>

For the Tapahiti Mother Group Social Enterprise, there were no more sales since water started to come in the waterspout.

<sup>1</sup> Numbers have been converted at a rate of 105.25 for approximation in CHF.

As a general comment, one may say that sales are quite irregular and on average (monthly basis) below the initial targets.

With regard to the water infrastructure constructions, the following three have been implemented:

- St. Paul School: Safe Drinking Water Station with tank and stand
- Pushpanjali Secondary School: Hand washing station
- Lalit Kalyan Kendra Basic School: Bio-Sand Filter for treatment of underground pumped water



Pushpanjali Secondary School: After Construction

To this date, approximately 40% of the transferred funds have been used, leaving a balance of approximately € 10'300. During the last six months, aside water infrastructure costs, support from ECCA with regard to additional orientation trainings and the above-mentioned mobilisation activities were financed.

### 3. Deviations to original planning

The main deviations to the original planning have mostly been mentioned above:

- Reduction from 10 to 3 Social Enterprises
- Reduced sales overall and during rain season
- Investing the remaining funds (approx. CHF 11'200) in water infrastructure
- Optional second tranche (approx. CHF 20'460) for additional social enterprises on hold for the moment (potential other project to be financed not determined yet)

#### 4. Corrective measures

General corrective measures have been mentioned under the preliminary remarks. In addition, in order to improve sales, ECCA has discussed corrective measures with the women groups, which resulted in various mobilisation activities. The effect has to be monitored over a longer time of period, as sales still vary a lot. An increase in sales could be noted after the door-to-door campaigns.

#### 5. Outlook

Due to the rain season, water sales should start again fully in January 2019. Expected sales for the women groups should remain stable. It has to be seen how the Tapahiti Mother Group's sales will evolve. As a matter of fact, it has been reported that after the earthquakes, water started to flow in waterspouts that were dry before and the reversed situation has been noted for previously flowing waterspouts. Thus, planning is quite difficult.

With regard to the water infrastructure constructions, one is currently in progress and another three are in planning. More information should be available for the next status report.

