





# AMPLIFYING LOCALIZED WASH OPPORTUNITIES FOR THE PRIVATE SECTOR IN CÔTE D'IVOIRE

# **SUMMARY**

In 2022, the USAID Municipal Water, Sanitation and Hygiene (MuniWASH) Activity facilitated a planning and budgeting strategy to transition some municipal WASH services to a market-based model in the Côte d'Ivoire municipalities of Bouaké and San Pedro. The primary goal of this approach was to attract private sector involvement by presenting water and sanitation needs as viable business opportunities and support sustainable service delivery. Using various methodologies including a communal consultation framework, data utilization, and cost needs assessments, the MuniWASH Activity determined the required investment amounts and projected benefits over time.

By presenting these WASH opportunities as profitable ventures, MuniWASH aims to provide the private sector with clear incentives to increase their interest while simultaneously contributing to universal access to WASH services in these municipalities. MuniWASH's technical assistance to municipalities in prioritizing WASH activities in their planning and budgeting, combined with national-level advocacy, has resulted in a significant increase in the budget allocated for expanding WASH service at the city level. To date, a total of \$547,239 has been allocated in Côte d'Ivoire for WASH service expansion. Additionally, through the project's efforts, 2,723 individuals have received improved sanitation service quality from an existing limited or basic service, and sanitation service providers have generated sales totaling CFA 27.5 million in Côte d'Ivoire.





# INTRODUCTION

In most parts of West Africa, public authorities have traditionally been responsible for financing Water, Sanitation and Hygiene (WASH) services. However, access to safe drinking water and sanitation services are often not sufficient, and increased investment in these services are needed. To address these persistent challenges, a paradigm shift is needed in how to address shortfalls in public sector investment in WASH. By treating WASH investments as business opportunities for the private sector, which are supported by effective governance mechanisms and accurately costed needs assessments, communities can vastly expand financial resources dedicated to better WASH services.

To support this approach, the MuniWASH Activity funded by the United States Agency for International Development (USAID) facilitated an innovative and comprehensive planning and budgeting strategy in the municipalities of Bouaké and San Pedro in Côte d'Ivoire. Over eight months, MuniWASH implemented collaborative planning and budgeting activities by engaging relevant sector stakeholders, including municipalities, WASH deconcentrated services, the private sector, financial institutions, and civil society organizations. In this Learning Note, MuniWASH will describe its innovative funding mobilization approach designed to increase and expedite access to WASH services at the municipal level.

## **MUNIWASH INTERVENTION STRATEGY**

MuniWASH designed a collaborative, data-driven, and transparent approach to support planning and budgeting for WASH services while identifying business opportunities for the private sector in Bouaké and San Pedro, Côte d'Ivoire. The objective was to increase interest from the private sector by presenting WASH needs as business opportunities using three foundational pillars:

## I. Communal Consultation Framework

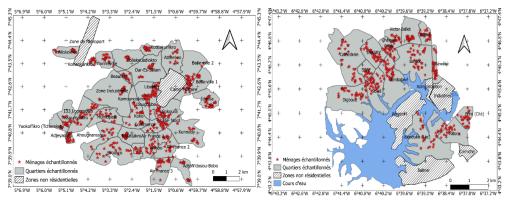
To facilitate effective collaboration and decision-making, MuniWASH helped establish a communal consultation framework as an official forum for discussing and deciding on sustainable WASH solutions within the municipalities. This framework brought together key stakeholders, including mayors, prefets (district leaders), decentralized state service WASH actors, private service providers, and civil society organizations. By uniting these diverse entities, the framework aims to identify priorities for sustainable WASH solutions and support increased WASH funding.

#### 2. Data Utilization

In addition to gathering stakeholder feedback through the consultation framework, MuniWASH capitalized on Geographic Information System (GIS) data. This valuable resource allowed for the mapping of existing infrastructure and the visualization of household access rates to WASH services across specific geographic areas. By incorporating various geographic factors into the mapping process, stakeholders gained a more comprehensive and nuanced understanding of the spatial dynamics influencing WASH needs.

This data-driven approach enabled stakeholders to identify gaps in service provision, target areas with the greatest need, and make informed decisions regarding resource allocation. Mapping the infrastructure and visualizing access rates helped highlight areas where WASH services were lacking or insufficient. Such insights provided a solid foundation for developing effective strategies to address the identified gaps and meet the long-term WASH needs of the communities.





Spatial distribution of households surveyed across the area according to neighborhoods in Bouake and San Pedro.

#### 3. Cost Needs Assessment

To further strengthen MuniWASH's approach, a cost needs assessment was conducted based on the GIS mapping results. This assessment quantified the financial investments required and operational costs associated with achieving universal WASH coverage for households by 2030. By illustrating the financial implications of the proposed solutions, the cost needs assessment showcased the long-term needs and opportunities for sustainable WASH services.

Overall, the establishment of a communal consultation framework, combined with the utilization of GIS data, and the implementation of a cost needs assessment, formed the core elements of the MuniWASH project's strategy. To support stakeholders in decision-making, MuniWASH provided quantified assessments of investments and annual revenue by municipality. This information presented attractive business opportunities for private sector engagement. For the two municipalities, investment needed, and potential annual revenue are distributed below in CFA Francs:

Investment needed: 158 billion.

Sanitation: 143B (Bouake: 80B, San Pedro: 63B) Water supply: 15B (Bouake: 8B, San Pedro: 7B)

Potential Annual revenue: 4.3 billion

Sanitation: 143B (Bouake: 340M, San Pedro: 123M) o Water supply: 15B (Bouake: 2.1B, San Pedro: 1.7B)

This comprehensive approach fostered collaboration, informed decision-making, and demonstrated possible paths to achieve universal WASH coverage within the target municipalities by 2030 if municipalities succeed to raise 158 billion requested only for WASH sector.

# **RESULTS AND PROGRESS**

The intervention strategy employed by MuniWASH has yielded significant results and progress in Bouaké and San Pedro:

Formalization of the Consultation Framework: As a result of the project's efforts, the municipalities of Bouaké and San Pedro have enacted prefectural decrees formalizing the communal consultation framework. This framework serves as the primary discussion platform for decisionmaking on crucial issues related to drinking water supply and sanitation access. With the prefectural decree, the actors who are members of the consultation framework have written authorization from the highest authorities of the municipality to meet at least once a month to discuss water and sanitation issues.





Funding Initiatives and Business Opportunities: The municipalities are actively exploring various funding avenues, including national funding initiatives (national fund for the development of transport, small and medium enterprises), national planning mechanisms (three-year municipal budget planning, utility investment budgets), microfinance institutions, development banks, and public-private partnerships. The private sector, by constantly investing in the containment and transport link, will be able to cover a market that is still growing strongly. The construction of latrines and emptying services are the first opportunities seized by private individuals for the moment.

Municipal Oversight and the Sanitation Enabling Environment: The consultation framework also supports municipal oversight to create a stronger enabling environment. To ensure safely managed sanitation for residents, the framework mandates the utilization of the recently completed fecal sludge treatment plant in Bouaké. Actions such this foster increased private sector engagement from vacuum truck operators and enhance the availability of sanitation services.

In San Pedro, municipal policies and regulations have been established to organize the emptying of sanitation facilities, ensuring a systematic and efficient approach to waste management. Furthermore, the introduction of new vacuum trucks by operators has increased capacity to provide sanitation services. These developments have resulted in an enhanced service offerings and contribute to improved sanitation conditions for residents. Similarly, in Bouaké, the municipality and private sector actors involved in sanitation services have developed a partnership facilitated by the support provided by the municipal technical services. Through their assistance, Bouaké has demonstrated its commitment to creating an enabling environment for private sector involvement in the sanitation sector. The collaborative efforts between the public and private sectors have fostered innovative approaches and solutions in addressing sanitation challenges in Bouaké. In one year of operation, Bouake's station has reached and exceeded full operating capacity.

MuniWASH's technical assistance to municipalities in prioritizing WASH activities in their planning and budgeting, combined with national-level advocacy, has resulted in a significant increase in the budget allocated for expanding WASH service at the city level. To date, a total of \$547,239 has been allocated in Côte d'Ivoire for WASH service expansion. Additionally, through the project's efforts, 2,723 individuals have received improved sanitation service quality from an existing limited or basic service and sanitation service providers have generated sales totaling CFA 27.5 million in Côte d'Ivoire in Year 3.

# **LESSONS LEARNED**

MuniWASH's implementation of this approach has provided valuable insights and lessons that can guide future interventions aimed at accelerating universal access to WASH services. The following key lessons have emerged from the project:

**Prioritizing private sector engagement through data-driven approaches:** Achieving universal access to WASH services requires innovative approaches that recognize the commercial potential of the sector and encourage private sector involvement. MuniWASH highlighted the importance of adopting a business approach to attract private sector participation through analysis and data-driven decision making. This involved creating a consultation framework that used relevant data inputs and brought together stakeholders from the public and private sectors, identifying investment needs, and presenting WASH challenges as viable business opportunities.

**Promoting municipal ownership and leadership:** MuniWASH emphasized the significance of municipal ownership and leadership in the planning and budgeting process. By empowering municipalities and recognizing their responsibilities in the WASH sector, the project encouraged





closer collaboration and coordination among public sector actors at local and national levels. The increased visibility of municipal leadership facilitated better cooperation and partnerships with private WASH service providers.

Raising municipal awareness on WASH issues: MuniWASH highlighted the importance of increasing municipal awareness of the investment costs required to achieve universal access to water and sanitation and the possible successful WASH outcomes that can be achieved for residents. By understanding the financial implications, municipalities recognized the need to mobilize resources through national mechanisms to bridge funding gaps. In response, the municipalities of Bouaké and San Pedro integrated the investment costs for meeting community WASH needs into local planning instruments such as the three-year budget and the annual investment plan. This awareness and commitment to financial planning have laid the foundation for sustainable WASH interventions.

These lessons provide valuable insights for future projects and initiatives aimed at strengthening WASH services. By prioritizing a business approach through data-driven analyses, promoting municipal ownership, and raising awareness among municipalities, it becomes possible to foster sustainable and inclusive WASH solutions that bring us closer to achieving universal access to water, sanitation, and hygiene by 2030.

## CONCLUSION

Considering WASH as only a public good or service has proven insufficient to meet the financing requirements for achieving Sustainable Development Goal (SDG) 6 by 2030, access rates to water, sanitation, and hygiene services have often remained insufficient and unequal. In response to this challenge, positioning the WASH sector as a social-commercial sector that fosters private sector involvement will help increase access to these critical needs. This approach entails several key elements: establishing a communal consultation framework, developing a comprehensive set of data for WASH at the municipality level, transforming needs into business opportunities for the private sector, and creating an enabling environment for private sector engagement.

Through MuniWASH, municipalities in Cote d'Ivoire have made progress by engaging the private sector through technical and political innovations. The commitment of public leaders, the implementation of consultation and coordination frameworks for WASH services, and the emphasis on partnership and multi-stakeholder collaboration have been instrumental in promoting private sector engagement. By adopting this approach and implementing the strategies discussed, it is possible to address challenges associated with financing and resource mobilization in the WASH sector.





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# **Learning Partner**

African Water and Sanitation Association (AfWASA)

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## **Project Details**

MuniWASH is a five-year project funded by the United States Agency for International Development (USAID). Started in September 2019, it is implemented by Tetra Tech with support from Population Services International (PSI) and SEGURA Consulting LLC. MuniWASH collaborates with the African Water and Sanitation Association (AfWASA) as a learning partner to capture lessons and help guide urban WASH programming.

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#### **Disclaimer**

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