Sustinova Workshop : Scaling-up and multiplication of projects in the NGO area

June 1, 2016 from 13:00 to 17:30

Karl der Grosse Zentrum, Zürich

Website link

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Agenda outline

13:00 Reception of participants

13:30 Part 1: Presentations by guest speakers

- Sustinova Team: outline of workshop and general considerations on scaling-up and multiplication of projects
- Mava Foundation: From pilot to «live» project.
- myClimate Foundation: Financing models for projects.
- Q&A

15:15 Break

15:45 Part 2: Case analysis

- Analysis of concrete cases in smaller workgroups, with input from speakers
- Presentation from workgroups and joint discussion

17:15 Final remarks and official closing

- Informal drinks and talk at the KdG restaurant

Part 2: Detail

- Presentations round (5 mins per case)
- Case review (45mins. 3 groups; 1 case owner + 1 speaker per group)
  - *Goal of exercise*: define implementable solutions for case issue(s)
  - *Suggested approach*:
    - Additional clarifications on issue(s) and case owner's goals
    - Identify:
      - relevant factors (organisational/local/topic-related)
      - possible approaches and growth models
      - pre-requisits (capacity/resources/stakeholders)
      - verifiable measures, also usable for iterative improvement
      - sustainability of results (post-project/post-exit)
    - Define possible solution(s) and implementation strategy
    - Summarize for 5-min presentation
- Presentation from workgroups and joint discussion (30mins)

PART 1:
PRESENTATIONS BY GUEST SPEAKERS

Sustinova Workshop :
Scaling-up and multiplication of projects in the NGO area

Paulo Morais

Sustinova

Starting point

Developing and implementing projects is a core activity for NGOs.

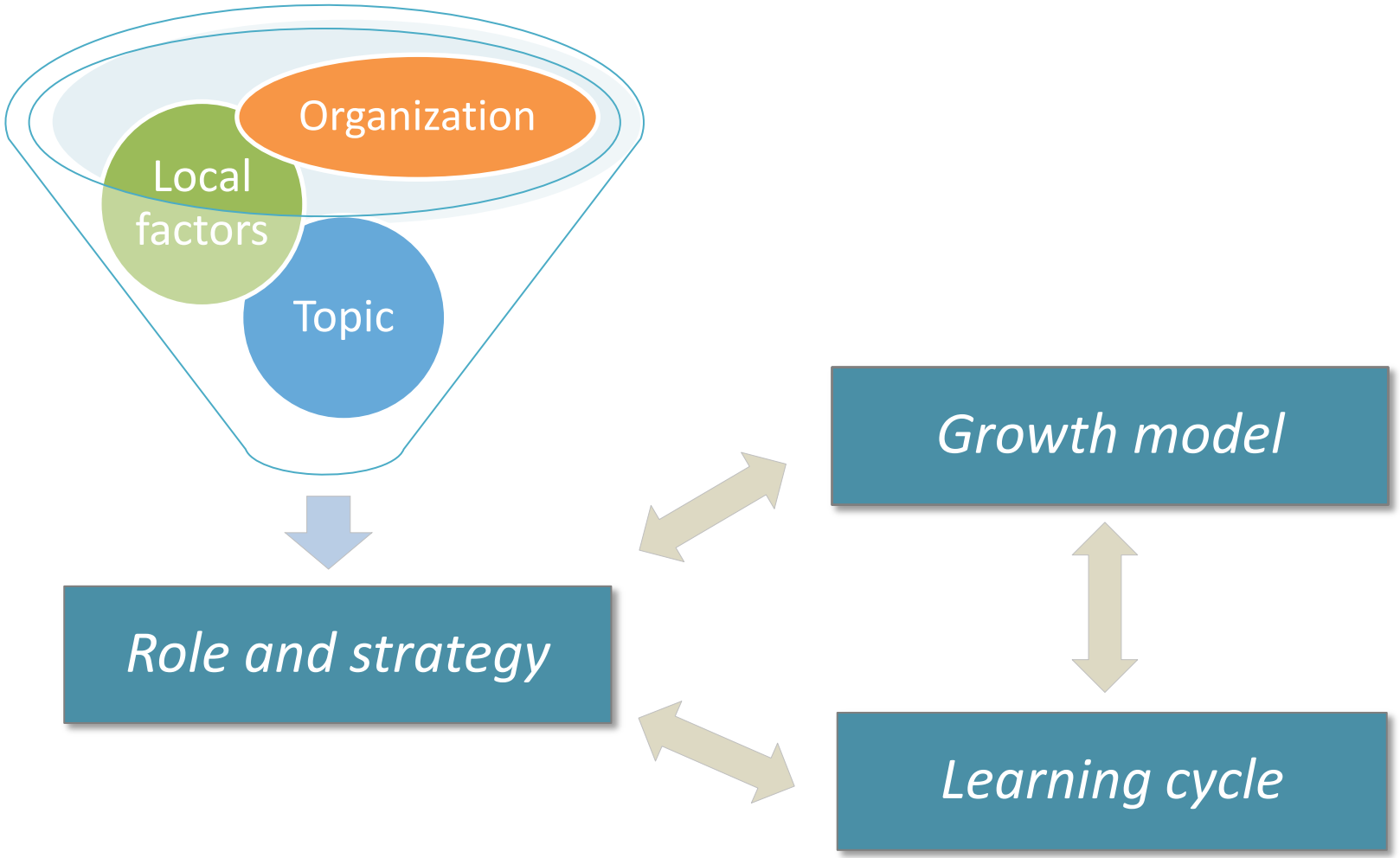
When funding is available and the first results are encouraging, projects tend to grow, be it by scaling them up or by replication.

- Which strategies and models can be considered?
- To make a project fit for growing, which factors and challenges should be considered since the beginning?

Some key questions

- What is the purpose of growing the project?
  - Inner push or outside pull?
- What is the desired growth dynamic ?
  - Controlled *vs* autonomous growth
- How adaptative should the model be?
  - Finding suitable conditions *vs* adjusting to existing conditions
- What is the role of the initiator(s) and starting partners?
  - Catalysts, Supporters, Managers?
- What is the desired ownership/governance structure?
  - Involvement, autonomy and responsibility of stakeholders
- The time factor: producing results and evolving

Interplay of factors > role and strategy



Interplay of factors > role and strategy

- Organisational factors, specificities of the topic(s) addressed and local factors should be considered from start.
- The interplay of these dimensions will shape the role of the organisation and the strategy for implementation
  - Example 1: is the project using/relying on existing social structures and rules? In some cases, this will alleviate effort and increase success (e.g., Savings groups case in Myclimate's presentation). In other cases, it might be a blocking factor.
  - Example 2: is the project anchored in real needs from the users ("filling a gap") or is it a top-down idea? Is it dependant on "rare" local conditions or more general ones? (See Mava's presentation for examples)
  - Example 3: is the project enabling others to develop solutions or is it the only way to have "the solution" in place? This will influence adoption rates and effort required (see Myclimate's presentation for examples).

Adaptative models

- The role and strategy of the project should consider possible growth models since the beggining:
  - Is it planned to be scaled from the beggining? How?
  - Who drives the growth and how is it funded?
  - What is the role of partners, funding and operative?
  - How to recognise the “tipping point” for expanding the project, and prepare for it?
  - How flexible is the model for changes along the way?

- A learning cycle should be built into the project from the beggining
  - *“In preparing for battle I have always found that plans are useless, but planning is indispensable.”* - Dwight D. Eisenhower
  - Remember to confront initial plans and expectations with actual results and dynamics *in loco*, in order to adjust on time.

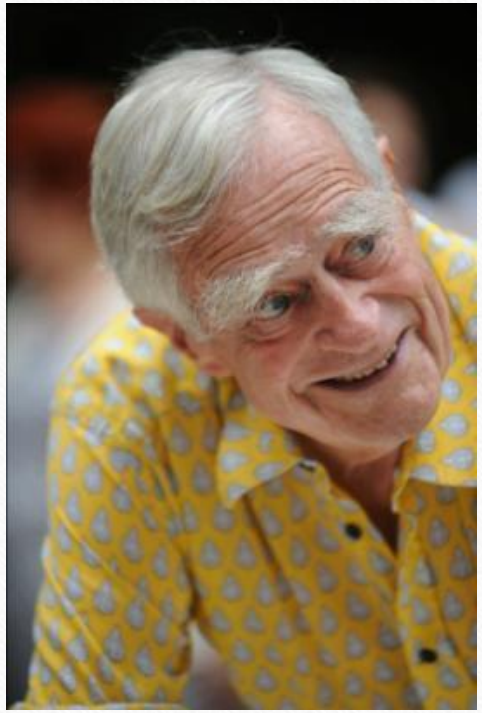
Sustinova Workshop: Scaling-up and multiplication of projects in the NGO area

Marko Pecarevic, 01.06.2016.

Overview

- Context
- MAVA approach to granting
- Assistance in project development
- Pilot projects

What is the MAVA Foundation?



Family-led philanthropic foundation

Focus on biodiversity conservation

Founded in 1994

Small secretariat based in Switzerland with regional office in Senegal

Three strategic priorities

Strategic Priority 1

Strategic Priority 2

Strategic Priority 3

MAVA Programmes

MAVA approach

- Engaged donor
- Long-term partnerships
- Funding the “unfundable”
- „Big picture”

Financial support

- Small grants
- Bridging grants
- Matching grants

Technical support

- Sharing contacts
- Providing a platform
- Deployment of experts
- Direct assistance

Pilot projects at MAVA?

Past

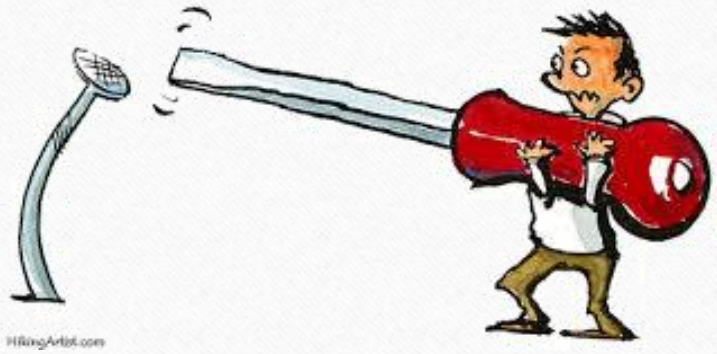
- Opportunistic
- Often not followed by a larger grant

Future

- Strategic
- Upscaling / mobilizing
- Setting a frame for future

Lessons learned

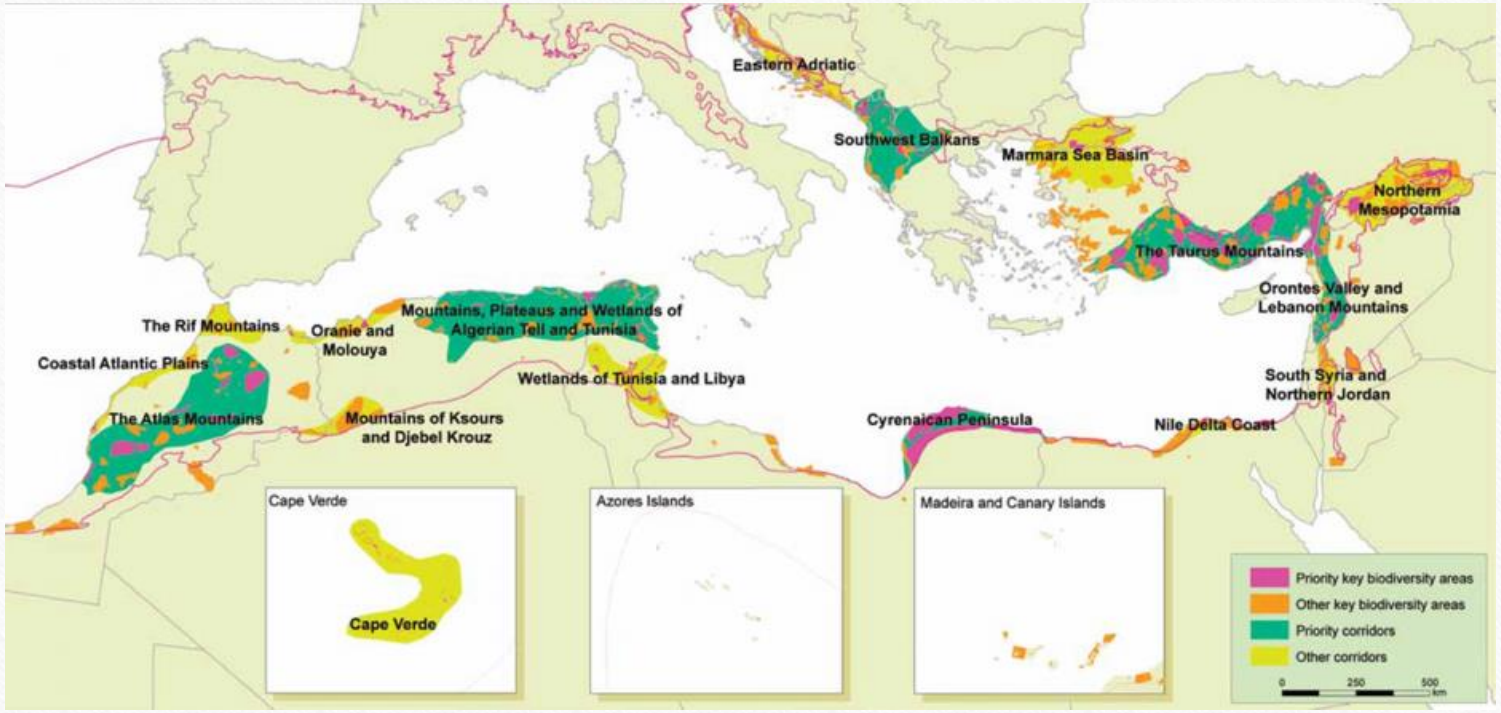
- They do not magnify when:
  - Not rooted in the needs “consumers”
  - Are developed top down
  - Are too endemic to a context
  - Not thinking about the upscaling from the onset



Pilot example – Greek island wetlands

- Reason for success:
  - Idea of replication was inherent since the begining

Pilot example - Mediterrarnean ecosystem profile

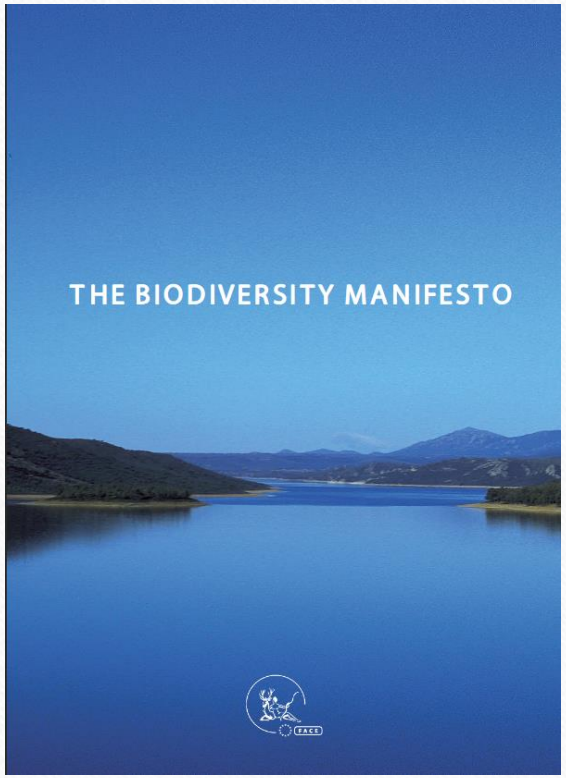


- Reason for success:
  - Filled a gap
  - Participative

Pilot example - Hima revival, Lebanon

- Reason for success
  - Novel approach
  - Participative
  - Cultural aspect

Pilot example – Mobilising hunters for conservation



- Reason for not succeeding
  - Not linked to reality
  - No buy-in

Your partner for Climate Protection

Funds to grow

Franziska Heidenreich

SUSTINOVA workshop, Zürich

1st of June 2016

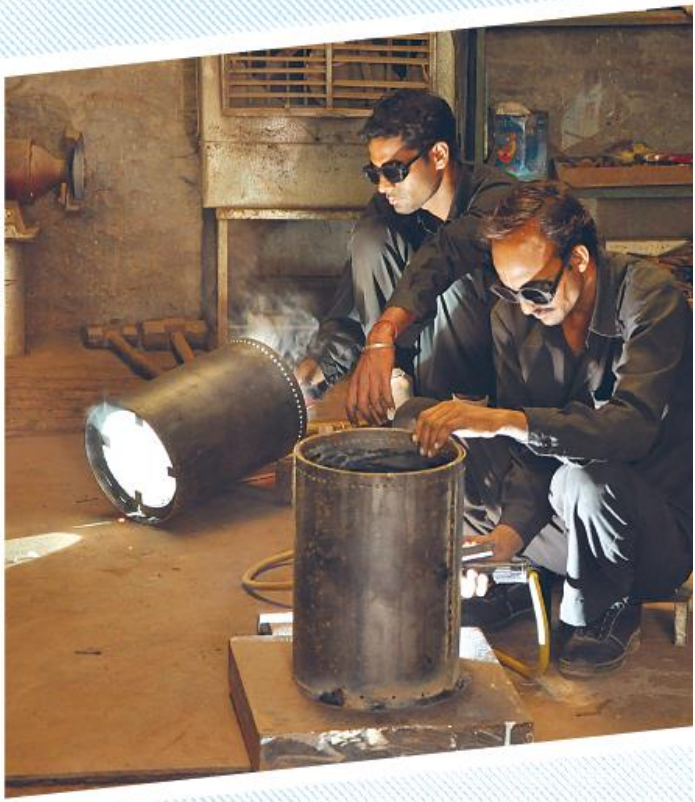
myclimate
shape our future

myclimate foundation

- Non-profit foundation in Zurich
  - Founded in 2002, ETH spin-off
  - Headquarters in Zurich (50 employees)
  - Turnover 2014: CHF 13.6 Mio
- Objective: Effective Climate Protection
- International Patronage committee, i.a.
  - Doris Leuthard (Swiss Federal Councilor)
  - Prof Muhammad Yunus (Nobel Peace Prize laureate)
  - Ernst Ulrich von Weizsäcker (Co-Präsident Club of Rome)
  - Prof. Dr. Reto Knutti, Co-author of the IPCC climate report
  - Habiba Sultan Al Mar‘ashi (Vorsitzende Emirates Env Group)

Consulting, education, climate protection projects

Benefit from the broadest range of individual services and our years of expertise

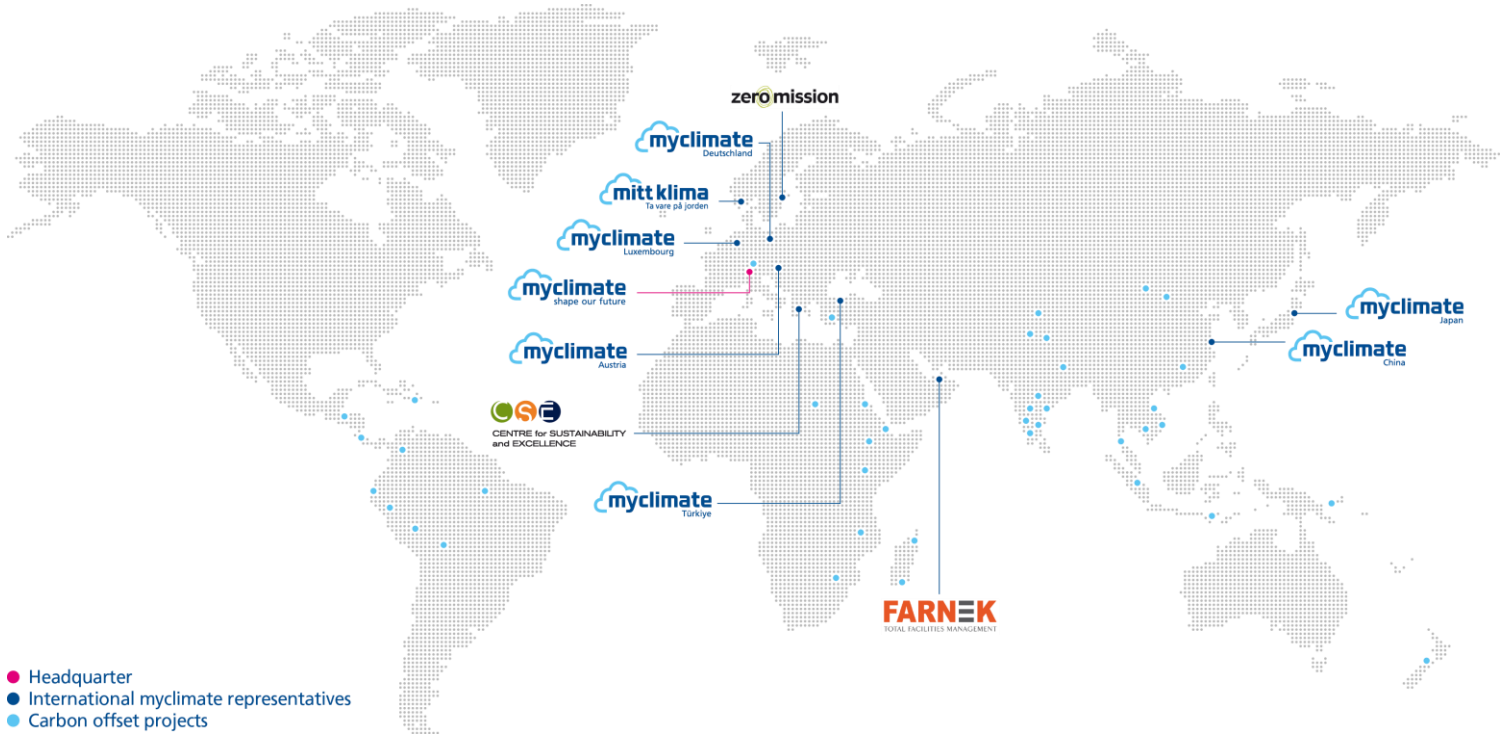


myclimate worldwide

- International myclimate representatives

  myclimate Germany, myclimate Japan, myclimate Turkey, myclimate Luxembourg, myclimate Austria, Norway, Sweden, myclimate China, Greece, India, myclimate arabia (Middle East & North Africa)

- 70 climate protection projects in 27 countries: Europe, Africa, Asia, Latin America, New Zealand



10 technologies, 30 countries, 5 continents

Choose from the broadest portfolio of climate protection projects

WASTE MANAGEMENT

BIOGAS

BIOMASS

EFFICIENT COOK STOVES

ENERGY EFFICIENCY

SOLAR

FORESTRY

WATER
(PURIFICATION & SAVING)

HYDRO POWER

WIND

myclimate and partners

myclimate
shape our future

Nishant Bioenergy

IMPACT WATER
Safe Drinking Water Solutions

TAKING ROOT ENRACINE

CEDESOL
CENTRO DE DESARROLLO EN ENERGÍA SOLAR

SKG Sangha
People for a beautiful world

Tembea

STIFTUNG SOLARENERGIE
SOLAR ENERGY FOUNDATION

mobisol
best life

TAKA TAKA SOLUTIONS

ECO$_2$LIBRIUM
Sustainable Solutions

ADES

ENERGÉTICA
ENERGÍA PARA EL DESARROLLO

myclimate and international partners

Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Agency for Development and Cooperation SDC

YUNUS socialbusiness

HELVETAS
Handeln für eine bessere Welt

KFW
Bank aus Verantwortung

WWF

CARITAS
Schweiz
Suisse
Svizzera
Svizra

IDB Inter-American Development Bank

FASTENOPFER
ACTION DE CARÊME
SACRIFICIO QUARESIMALE

swisscontact

MIN
Multilateral Investment Fund
Member of the IDB Group

THE GLOBAL GOALS

For Sustainable Development

http://www.globalgoals.org

What impact do your compensations have?

1 tonne of CO_2
=
driving a car for
3800 km

BIOGAS PLANT
in India
minus
↘ **5.4 t** CO_2/y

33 cl of
LOCAL BEER
=
200 g CO_2

TREE
in Nicaragua
minus
↘ **10 kg** CO_2/y

COOK STOVE
in Kenya
minus
↘ **2.6 t** CO_2/y

1 tonne of CO_2
=
FLIGHT
Zurich ↔ Cyprus

9.1 t CO_2
=
annual CO_2 emissions per **citizen of the EU**

2.5 t CO_2
=
one round-trip **long-distance flight**

SOLAR
cook stove
in Madagascar
minus
↘ **4 t** CO_2/y

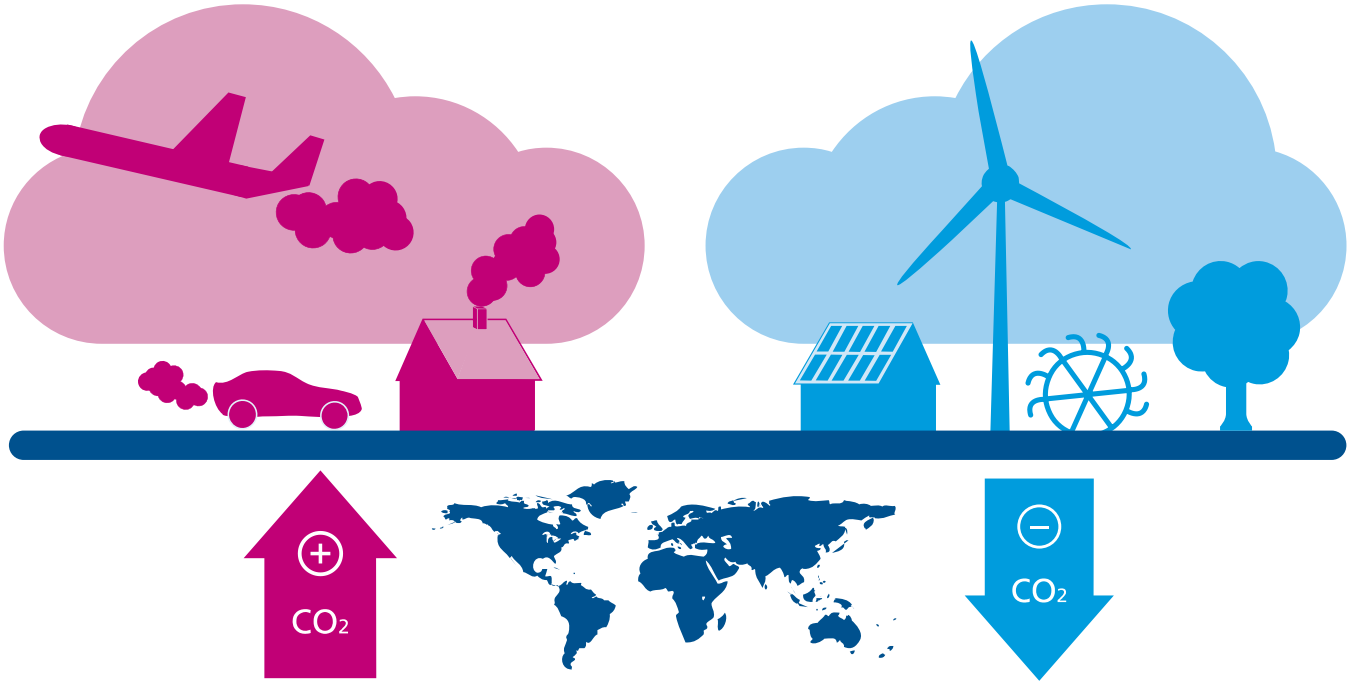
Production and use of a
MOBILE
=
26 kg CO_2

Production and use of a
LAPTOP
=
350 kg CO_2

BAR
of milk chocolate
=
1.47 kg CO_2

Carbon reduction and carbon compensation

- CO_2 emissions produced at one place are reduced at another. At the same time the beneficiaries profit from the new technologies.



Savings Groups Enable Women to Afford an Efficient Cook Stove

Siaya, Kenya

Socio-economic benefits

- Strengthening women/families thanks to savings associations
- Micro-insurance: death, illness, school money, seed, sick relatives
- Improvement in health
- Saving of 5 h/week and CHF 90 per year for collecting/buying firewood

Ecological benefits

- Less deforestation thanks to 40-50% reduction in the quantity of firewood needed

The Gold Standard

→ zur Website

Solar Energy for Education and Telephony

Tanzania

Socio-economic benefits

- Powering homes with solar energy
- More education and jobs thanks to light and electricity
- Micro-finance system: A mobile banking solution allows costs to be paid in instalments over 36 months – even by distant relatives
- Monitoring: A GSM modem integrated into the solar controller enables maintenance problems to be identified.

Ecological benefits

- Replacement of kerosene lamps

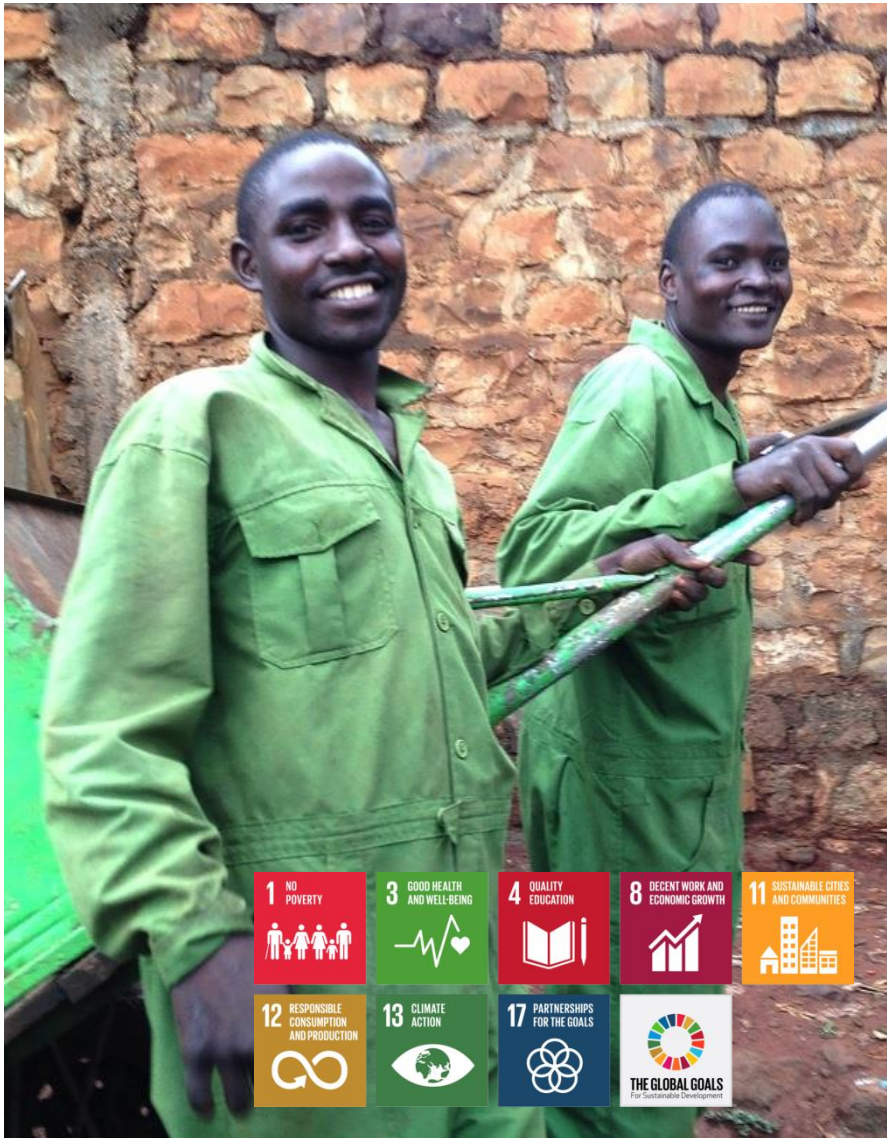
The Gold Standard

→ zur Website

Impacts and Benefits achieved (Dec. 15)

- The project has over 150,750 beneficiaries
- Over 350 jobs created
- Over 280 freelance marketing agents
- Over 33,500 solar systems distributed since project start
- Over 700 beneficiaries trained on solar installation
- 24 market hubs and information centres in Tanzania

Ecological Waste Management Creates Jobs



Nairobi, Kenya

Socio-economic benefits

- Waste becomes valuable: 500 jobs can be created
- 100,000 people benefit from affordable waste disposal

Ecological benefits

- 80 per cent of the waste is recycled or composted
- Reduction of 111,000 tons of CO2 over the next 10 years
- Development and promotion of the compost market in Kenya

The Gold Standard

→ zur Website

Payments for Ecosystem Services (PES)

Checklist

- ✓ Define, measure, and assess the ecosystem service being
- ✓ provided in a particular area
- ✓ Determine marketable value
- ✓ Identify potential buyers who benefit from the service
- ✓ Consider whether to sell as individuals or as a group

Types of Ecosystem Services

	Forests	Oceans	Cultivated / Agricultural Lands
Environmental Goods	• Food • Fresh water • Fuel • Fiber	• Food	• Food • Fuel • Fiber
Regulating Services	• Climate regulation • Flood regulation • Disease regulation • Water purification	• Climate regulation • Disease regulation	• Climate regulation • Water purification
Supporting Services	• Nutrient cycling • Soil formation	• Nutrient cycling • Primary production	• Nutrient cycling • Soil formation
Cultural Services	• Aesthetic • Spiritual • Educational • Recreational	• Aesthetic • Spiritual • Educational • Recreational	• Aesthetic • Educational

Source: Millennium Ecosystem Assessment 2005 (http://www.millenniumassessment.org)

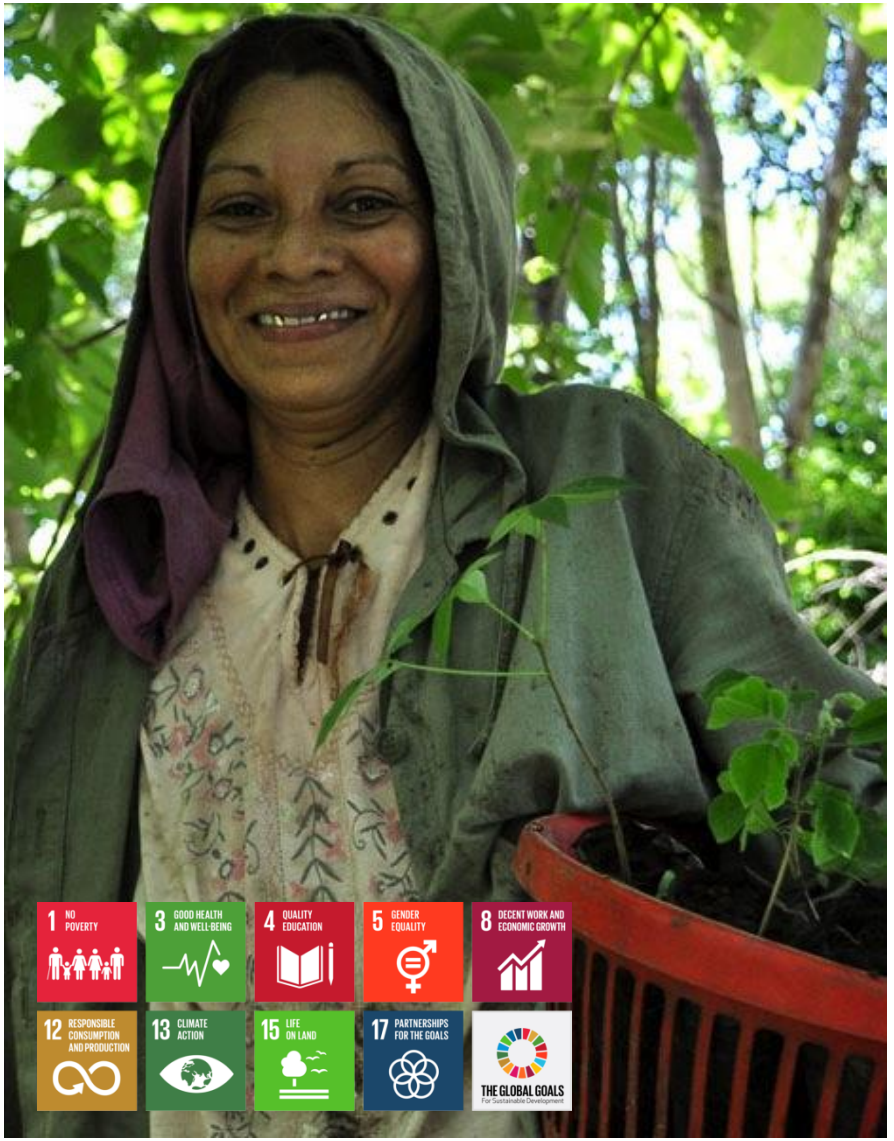
The Principles of PES

- Ecosystem services have quantifiable economic value
- Those who provide environmental services get paid for doing so ('provider gets').
- Those who benefit from environmental services pay for their provision ('user pays').
- Compensation for externalities
- Incentive for restoration and sustainable use

What makes PES attractive?

- **Efficient:**
  - Conserves what is worth conserving.
  - Does not conserve what is not worth conserving.
- **Potentially very sustainable:**
  - Not based on whims of donors, NGOs, but self-interest of service users and providers.

Community Reforestation



Esteli, San Juan de Limay, Nicaragua

Socio-economic benefits

- Less flooding
- Creation of jobs
- Better drinking water
- Improved quality of life thanks to better management of land use

Ecological benefits

- Reforestation
- CO2 storage

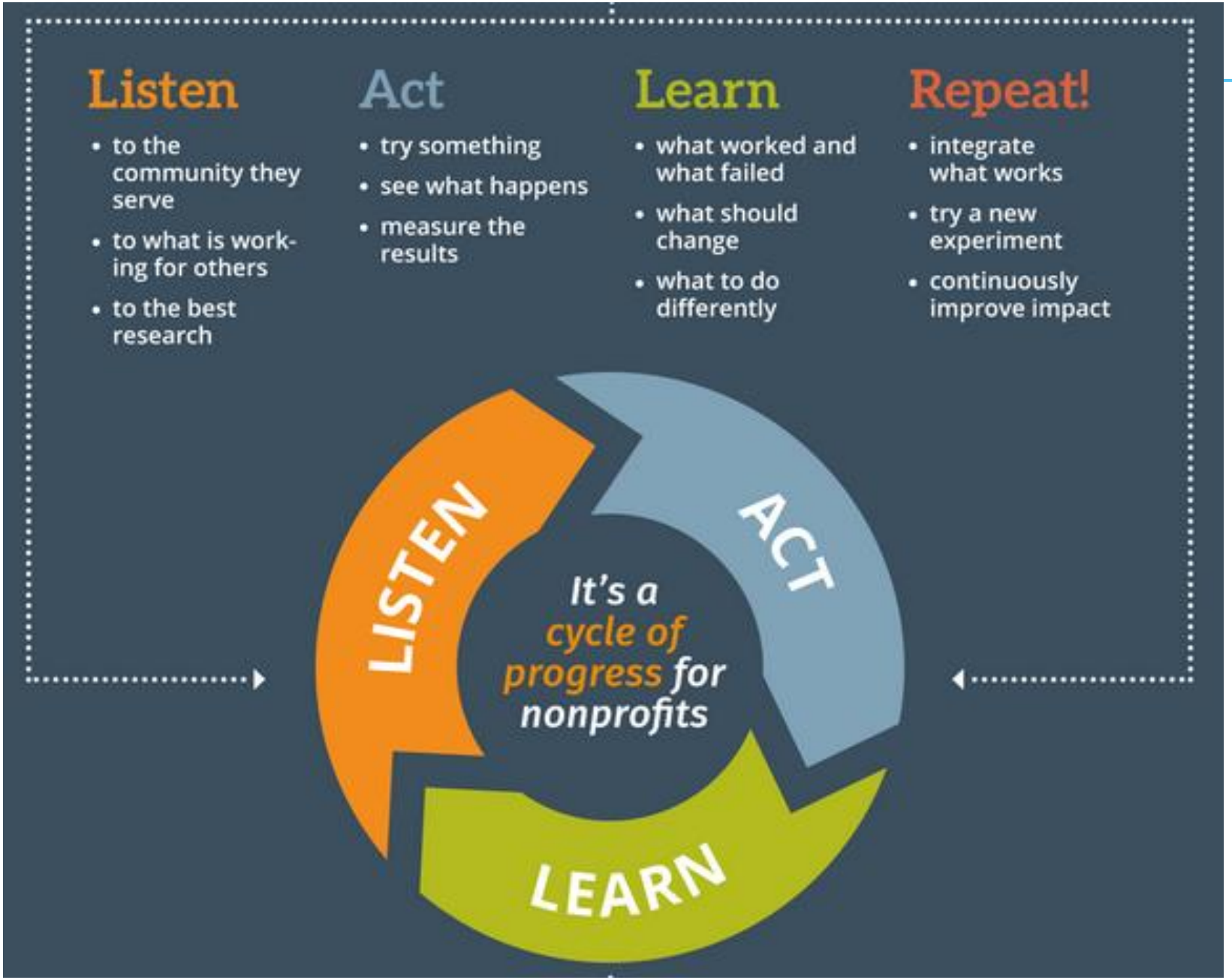
Plan Vivo

→ zur Website

Donations

= forms of gifts

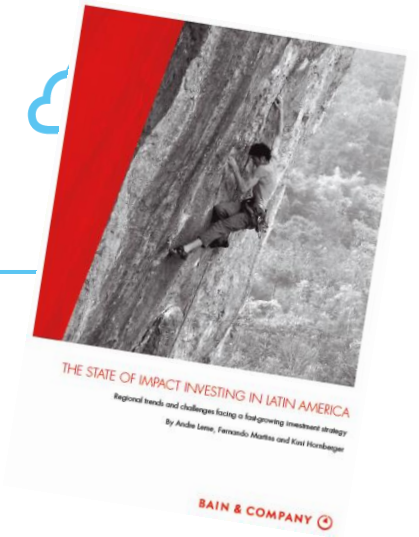
- do not require anything in return
- No contractual requirements are imposed and there are no "deliverables" to the donor. However, the gift may be accompanied by an agreement that restricts the use of the funds to a particular purpose.
- A gift is typically irrevocable. While the gift may be intended for use within a certain timeframe, there is no specified "period of performance" or "start"/ "end" dates as associated with sponsored projects.
- There is no **formal** fiscal accountability to the donor beyond periodic progress reports and summary reports of expenditures. These reports may be thought of as requirements of good stewardship, and, as such, may be required by the terms of a gift. They are not characterized as contractual obligations or "deliverables."



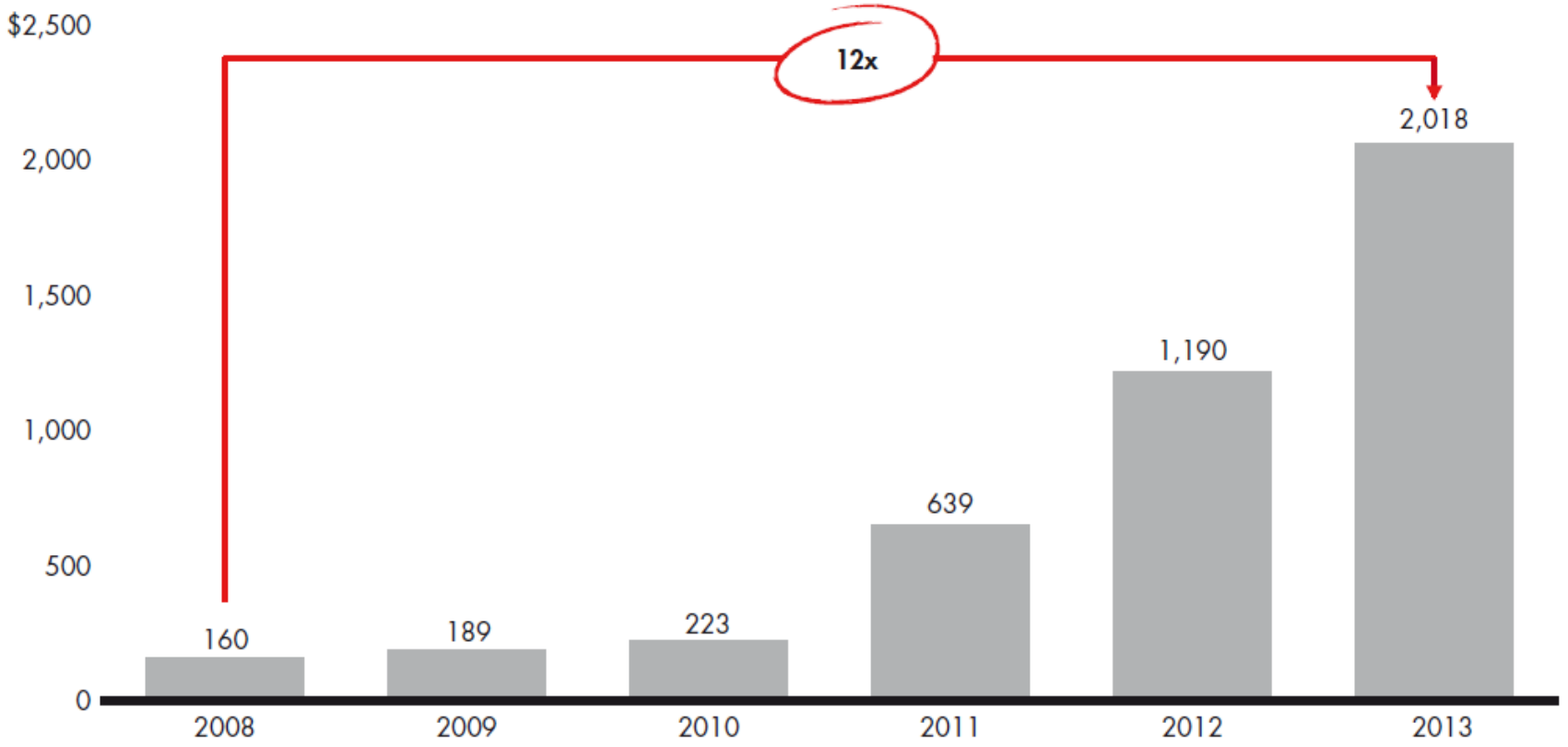
Source: *www.globalgiving.org*

Impact investing: Warming up

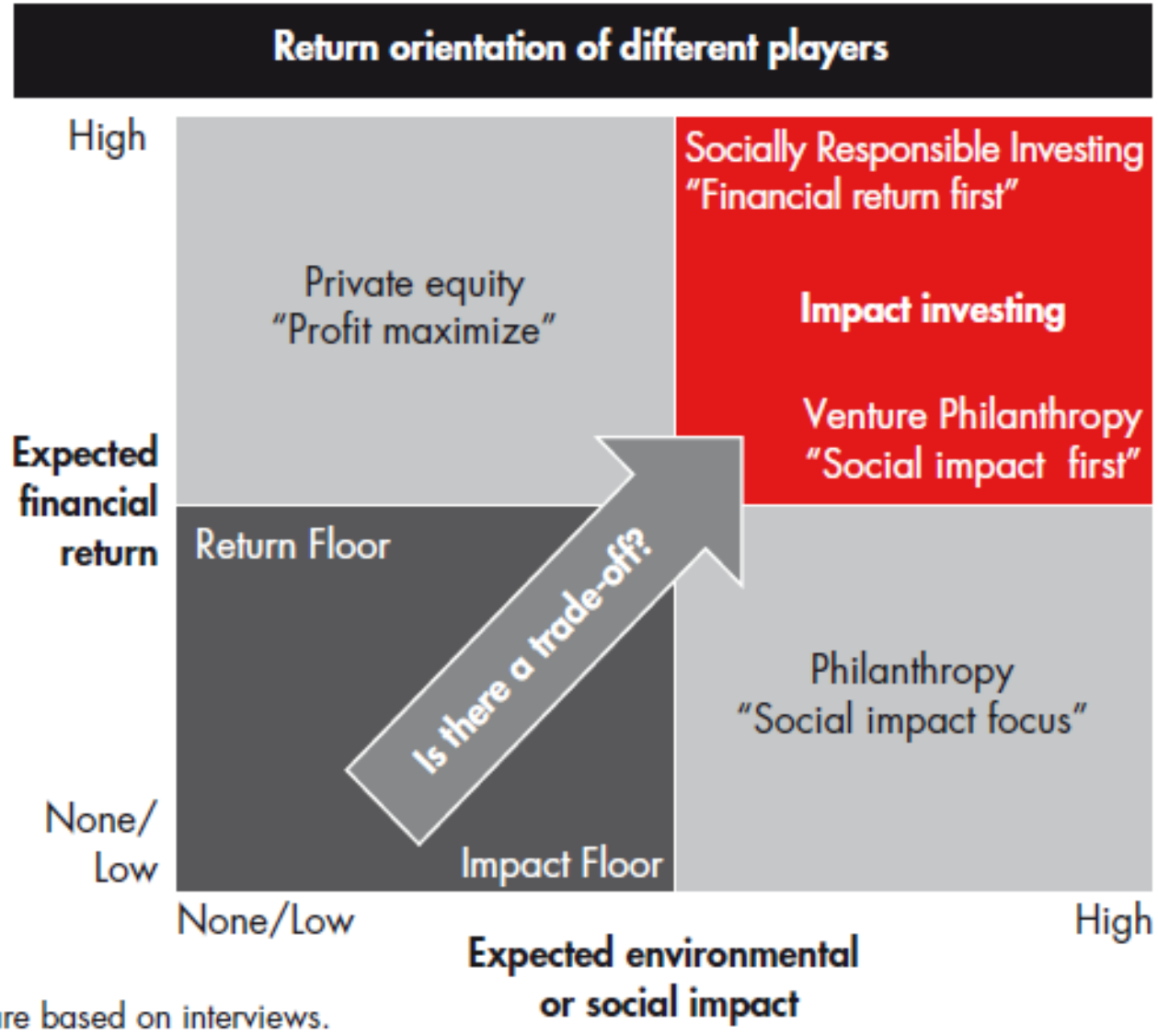
– Exponential growth…



Estimated* total capital commited by impact investment funds for Latin America, $US millions (2008-2013)



Investing: Motivations



ıre based on interviews.

Impact investing: Stages

	"Seed stage"	"Early stage"	"Mid stage"	"Late stage"	"Buyout"
	Idea formation	Start-up	Grow	Scale	Mature/Exit
Venture lifecycle	• Identify societal challenge, "pain points" and potential solutions • Develop proof of concept and establish business model	• Develop minimal viable product (MVP) • Pilot and improve • Develop commercial plan	• Create revenue streams, aim for being cash-flow positive • Build team • Customer traction	• Expand product coverage • Expand geographically • Build sales and marketing team	• Focus on profitable core of business • Seek additional capital going private or IPO
Type of investors	Grant providers Angel investors Incubators	Government institutions Venture capitalist	Banks Private Equity Public Markets (IPO)		
Examples from Brazil	Artemisia Impact Hub Pipa GAG Investimentos Vox Labs Sitawi	GRID Investimentos GERA Venture Capital Kaeté Investimentos MOV Investimentos Vox Capital	FIRST	Mature public and private equity markets exist in Brazil with many players operating in this space	
Typical size of investment*	$10k – $100K	$50k – $300K	$300K – $1M	$1M – $10M	$10M+

Note: (*) Investment sizes for different types of investors are approximations and will vary from market to market
Source: University of St. Gallen, INSPER, Bain analysis

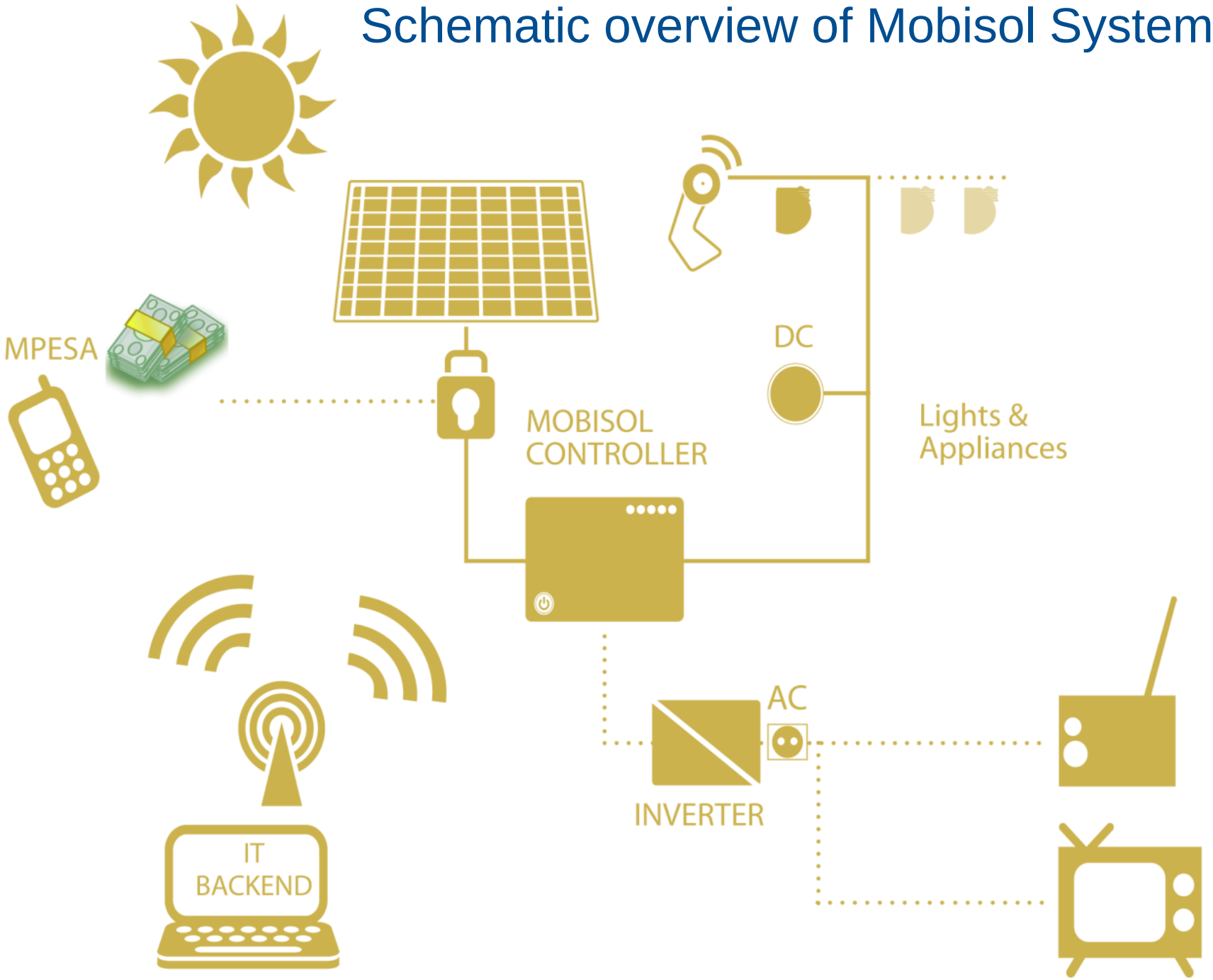
TakaTaka Solutions ltd.

- Nairobi-based waste collection and resource recycling business (‘TakaTaka’ stands for the Kiswahili word ‘waste’).
- Social enterprise founded in 2011
- Operates four business units

TAKA COMPOST TAKA COLLECT TAKA TEXTILE TAKA GLASS

Partners:

Schematic overview of Mobisol System




Thank you very much for your attention!
Franziska.Heidenreich@myclimate.org
www.myclimate.org

PART 2:
CASES FOR DISCUSSION GROUP

Case 1: *Solafrica*

Summary:

- Since 2010, Solafrica's Climate Caravan project has been working in the rainforest of the Congo Basin (Cameroon) in rural development and solar energy promotion for the protection of the forest and the climate. The project is anchored on the deployment of photovoltaic home systems and portable solar devices at homes and public buildings (schools and health centres), installed at subsidized prices, while training villagers on solar technology, maintenance and reparation of the equipment. In addition there are community development actions.
- A pilot project ran between 2011 and 2013 and is being continued by a "live" project. In total, 15 communities have been covered so far, with a total of over 220 home systems, 600 portable solar devices (including chillers at health centres) installed and 88 people trained.
- Their team has gained experience in community development, articulation with local stakeholders and in the logistics/installation process itself. There is good traction with the local population, as many communities are waiting to participate.

Question:

- There is a general question about how-to scale up the project. One of the key goals with the expansion is to ensure the necessary long-term maintenance support and growth within the communities. Supporting local start-ups in the solar area is seen as an option, since Solafrica sees local business development as a component of longer-term development efforts.

Case 2: *CEAS*

Summary:

- Small villages in West Africa (< 50'000 inhabitants) faces increasing public health problems due to the growth of untreated urban waste, driven by demographic and economic growth and changes in consumption habits. This creates a complex problem for local authorities.

- A preliminary analysis and the experience of CEAS and partners showed that it is possible to assist motivated communities to implement a first system for managing residues, by collecting and treating them. This requires several approaches: participatory planning anchored on the local setup, capacity building and R&D of tools and infrsctructure suited to local technical and financial capacity.

- Starting with 3 communities in Burkina Faso, CEAS managed to gather technical and financial partners that allowed to expand to 7 communities in Burkina Faso and replicate the effort in Senegal. In the near future, 12 new communities should be able to join. The approach of this project through careful planning allows to mobilise and coordinate local and international agents, easily adapting to each context while favouring the replication of training and infrastructure development actions.

Case 2: *CEAS*

Challenges experienced:

- There is a difficulty in mobilising local participants and financial partners for the planning stages and several « quick win » action were undertaken to raise the interest of local actors. It seems that visible infrastructure (like triage points) should have been developed even before assessing its pertinence, as this increased the participation of local authorities and populations

- It has been difficult to assess the time needed to execute and the demand for quick results by the financing partners. There were also delays with the predefined indicators due to an overly optimistic planning.

- In addition, there was a strategy error: together with the partners, it was agreed to offer the communities a « solution package » adjusted to the funding expectations instead of proposing a «program package» that could evolve over time.

Case 3: *In-finitude*

Summary:

- In-finitude is developing an open community tool that helps (in a first phase) to visualize the spatial distribution of native and invasive flora in the Swiss territory and to develop actions that lead to a more informed use and management of the local ecosystems.

- Through this tool, public institutions, organisations and normal citizens can view, modify and share information about the distribution of species, learn about their life cycle, interactions, potential uses and problems, related activities and services, etc.

- By combining data from official archives with a distributed, bottom-up input from a network of users, the tool offers a platform on which different uses can be developed. For example:
  - a community or canton can track the spread and control of invasive plants and a house owner can individually evaluate the impact of its own garden choices;
  - communities of neighbours can start and coordinate their own activities, like the placement of bee hotels or the planting of specific fruit trees optimised for the local flora and condition;
  - third parties like e.g. environmental NGOs, can develop know-how and support activities knowing where to target them for better impact and the common citizen can have a powerful overview of what is available to him.

- The tool is in an advanced prototype stage and the organisation has been in contact with several public and private institutions with an interest in providing and using the data and system.

Case 3: *In-finitude*

Questions:

Two questions are being faced, regarding the articulation with and between organisations that could be important contributors to the system:

- This type of system requires a certain standardisation of the data, but many environmental NGOs are keen on having their own approach and even indicators. Which type of mediation process or approach should be taken so that certain base standards can be developed and agreed on?

- In some cases, NGOs and other groups will have activities that overlap in both time, content and even location. Some times, this is driven by trends in topics alone. This leads to increased competition for an audience that does not benefit from it, while leaving important areas uncovered. Moreover, it can be seen as an inefficient use of resources, which could benefit from greater cooperation between organisations. How to promote it?

SUSTINOVA

The Climate Caravan

Solar energy for Rural Communities in the Congo Basin Cameroon

Workshop: Scaling-up and multiplication of projects

Jolanda Fritschi, Project manager Solafrica

Solafrica

- Spin-off of Greenpeace Switzerland since 2009
- Projects in Africa (Kenya and Cameroon) and Switzerland for the promotion of solar energy and energy efficiency
- Approach: Training and start-up of social entreprises
- www.solafrica.ch

Climate Caravan: Pilot Phase 2010-2013

- Initiated by Greenpeace and Cameroon Partners at the Climate Conference in Copenhagen 2009
- Started in 2010 in 15 pilot villages in Eastern and Central Cameroon
- Overall goal: sustainable development for the protection of the forest and the climate
- Access, training, participation, organisation

Pilot phase 2010-2013

- 3 thematic phases in each community:
  - energy
  - drinking water & health
  - sustainable agriculture & agroforestry

- 150 solar home systems
- 600 portable solar lamps
- 40 solar technicians, 20 community developers

Attempted Expansion/Replication/Scaling-up

- In 2013, the Climate Caravan was expanded to the District of Mengang in Central Cameroon (24 communities)
- Replication in Southwestern Cameroon in a District of 20 communities.
- Challenges 2013/2014: program was (too) large , admin. structures not yet in place, lack of financial stability.

Climate Caravan – Program area

Since 2015

- Solafrica focuses on solar energy
- Promotion of solar energy for households (solar home systems, min 3 LED lights, subsidized at 60%)
- Public buildings (schools, health centres)
- Pilot projects like solarchill (solar powered battery free refrigeration)
- Training of solar technicians (2 per community)
- Awareness-raising for forest and climate protection

Outputs 2016

- 140 Households in 4 villages solarized
- Three schools solarized
- 2 health centres solarized and equiped with solarchills
- 20 young adults trained in solar technology
- Awareness-raising in forest and climate protection for 30 local leaders (workshop)

Results

- 2010 – today: 18 communities
  - 220 households solarized
  - 3 schools solarized
  - 2 health centres solarized
  - 1 municipality solarized
  - 2 solarchills installed in health centres
  - 600 portable solar lamps sold
  - 68 people trained in solar technology
  - Workshop for forest and climate protection

Up-scaling/multiplication

- Challenge for up-scaling: maintenance of solar installations
- Approach: Build up a solar company (social entreprise) for trained solar technicians for maintenance and further promotion of solar energy (private buildings), e.g. Kenya
- Advantages/Disadvantages?
- Up-scaling of public buildings (e.g. schools, health centres, markets) -?

Workshop discussion

- Distinguish training & Climate Caravan program, financed by donations, from social business
- Social business has to be cost-effective (60% subsidies + warranty covered by the program in the pilot phase) → how?
  - Ideas: incentives for sales: solar technician is also salesperson for electronical household devices (e.g. fridge) / kiosk for franchisers / sale of mobile phones...
- Distinguish from other solar companies by promoting good quality / branding
- How to reach the „poor“? Incentives? Continue subsidies by the program? Where to draw the line?
- Need for a sustainable business model
- Social business has potential, training & community installations should be continued, together with forest protection program.

SUSTINOVA WORKSHOP
SCALING UP AND MULTIPLICATION OF PROJECTS

CEAS WASTE MANAGEMENT PROJECTS IN WEST AFRICA

CONTEXT

ONGOING PROJECTS

Regions	Burkina Faso: Saaba, Gourcy, Pô, Yako, Kombissiri
Partners	Ingénieur Sans Frontières Belgique, CEAS Burkina
Beneficiary	150'000 inhabitants in the 5 cities
Expected impacts	• Each city allocates 5% of their annual budget to waste management • 80% of the unauthorized dumpyards have disappeared • 60% of the waste is managed
Team	2008: staff of 150% 2016: staff of 1000%
Budget	2008 : 100'000 CHF 2016 : 500'000 CHF


BURKINA
MALI
NIGER
BÉNIN
TOGO
GHANA
CÔTE D'IVOIRE
Djibo
Dori
Ouahigouya
Goursi
Kongoussi
Tougan
Yako
Kaya
Bogandé
Nouna
Toma
Dédougou
OUAGADOUGOU
Saaba
Zorgo
Koudougou
Koupéla
Diapaga
Kombissiri
Fada-Ngourma
Tenkodogo
Houndé
Manga
Bobo-Dioulasso
Orodara
Léo
Pô
Diébougou
Banfora
Gaoua
0
100
200 km
Division Géographique de la Direction des Archives
du Ministère des Affaires Etrangères © 2004

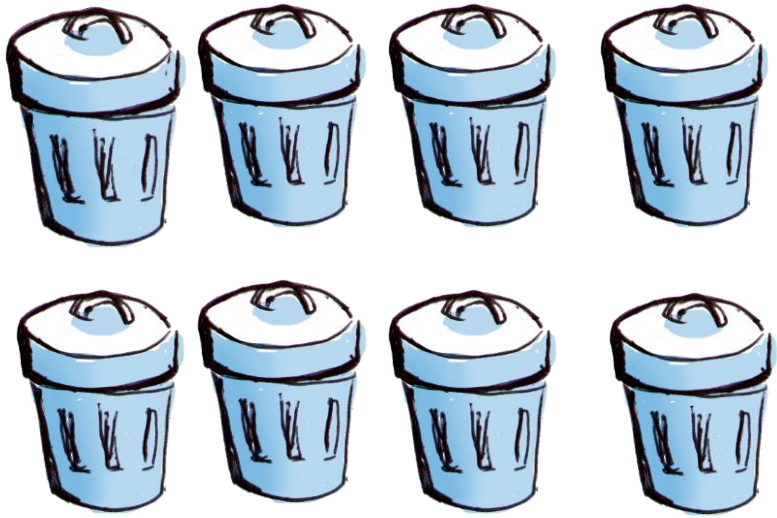
ONGOING PROJECTS

Regions	Sénégal: Ndande
Partners	Yelen Sénégal
Beneficiary	20’000 inhabitants, agglo. 10’000 inhabitants
Expected impacts	• The city allocates 5% of its annual budget to waste management • 80% of the unauthorized dumpyards have disappeared • 40% of the waste is managed
Team	2013: 300% 2016: 300%
Budget	2013: 100’000 CHF 2016: 300’000 CHF


© Nations Online Project
N
Ndande
SENEGAL
National capital
Regional capital
Town, village
Airports
International boundary
Main road
Secondary road
Other road or track
Railroad
MAURITANIA
MALI
GAMBIA
GUINEA-BISSAU
GUINEA
Aleg
Podor
Rosso
Bogué
Dagana
Ndiayène
Richard-Toll
Haïré Lao
Lac Rkiz
Lac de Guier
Sénégal
Kaédi
Mbout
Thilogne
Matam
Lagbar
Mbeulleukhé
Louga
Koki
Linguère
Daraa
Tioukougne Peul
Kébémèr
Mékhé
Darou Khoudos
Tivaouane
Kayar
Thiès
Cap Vert
Dakar
Rufisque
Popenguine
Mbour
Joal-Fadiout
Bambey
Diourbel
Darou Mousti
Touba
Mbaké
Gassane
Tièl
Vélingara
Fourdou
Mamâri
Sélibaby
Bakel
Gabou
Nayé
Payar
Gossas
Fatick
Guinguinéo
Kaolack
Kaffrine
Niahène
Kolomba
Koumpentoum
Koussanar
Bala
Goudiri
Sadiola
Ndofane
Sakone
Keur Madiabel
Nioro Du Rip
Nganda
Koungheul
Maka
Tambacounda
Dalafi
Karang
Banjul
Georgetown
Kerewan
Mansa Konka
Kalagi
Basse Santa Su
Missira
Dialafara
Gunjur
Dialakoto
Diouloulou
Bounkiling
Vélingara
Médina Gounas
Khossanto
Diana Malari
Kolda
Mako
Saraya
Bignona
Sédhiou
Tanaf
Casamance
Kayanga
Gambie
Ziguinchor
Goudomp
Kédougou
Diembéreng
Siganar
São Domingos
Cacheu
Farim
Koundara
Gabú
Bissorã
Kali
0 25 50 75 100 km
0 25 50 75 mi

The Issue

Life

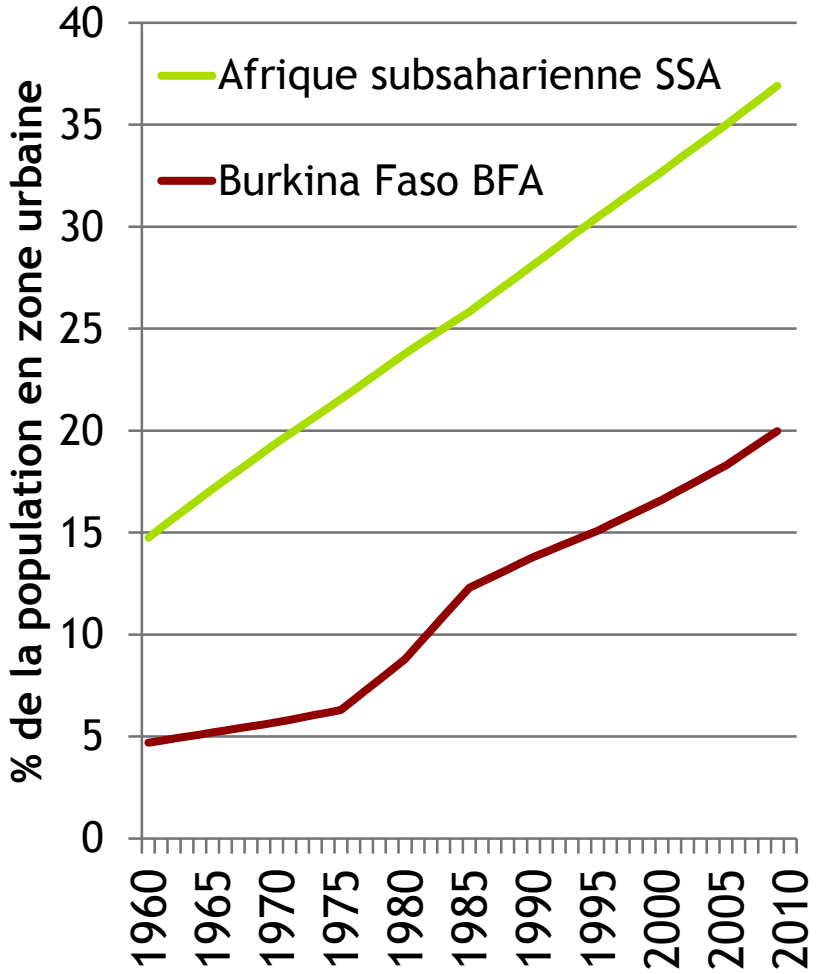


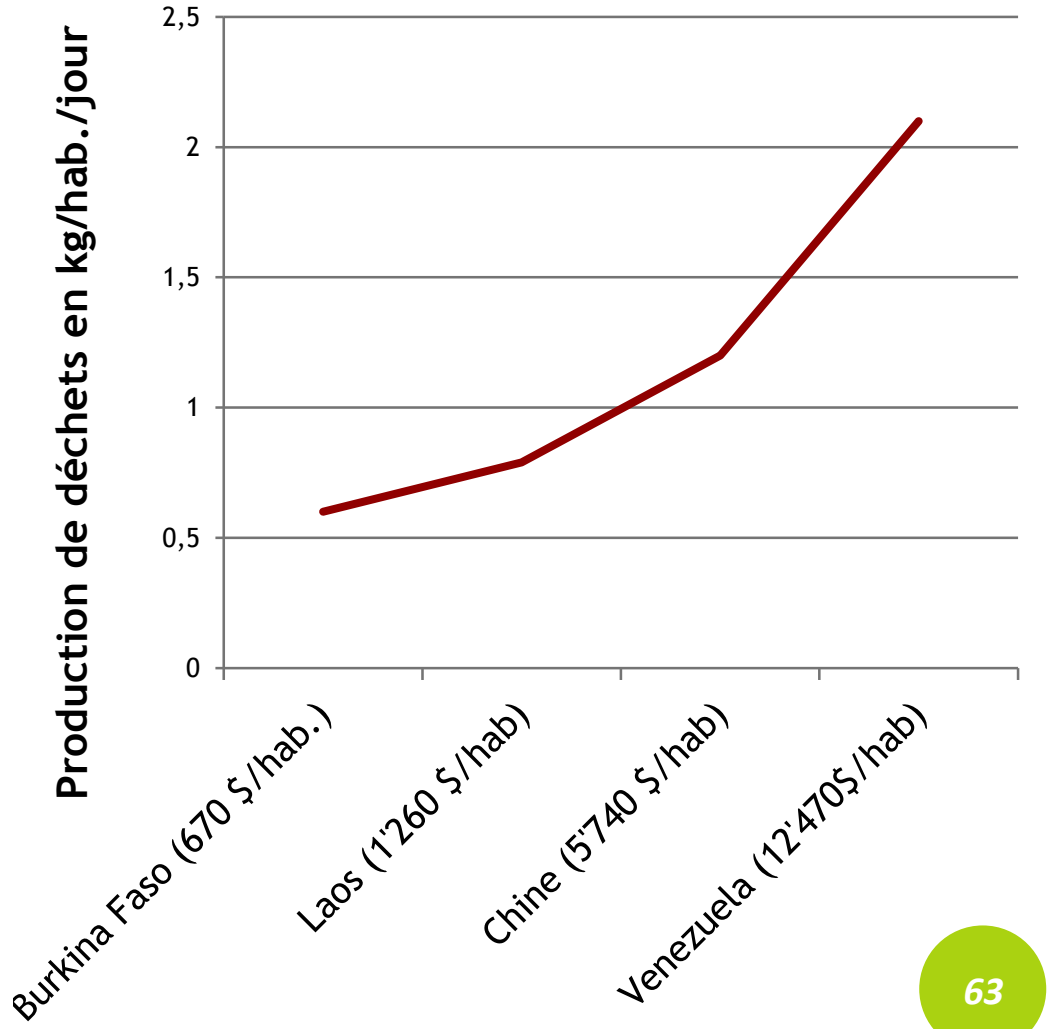
Waste

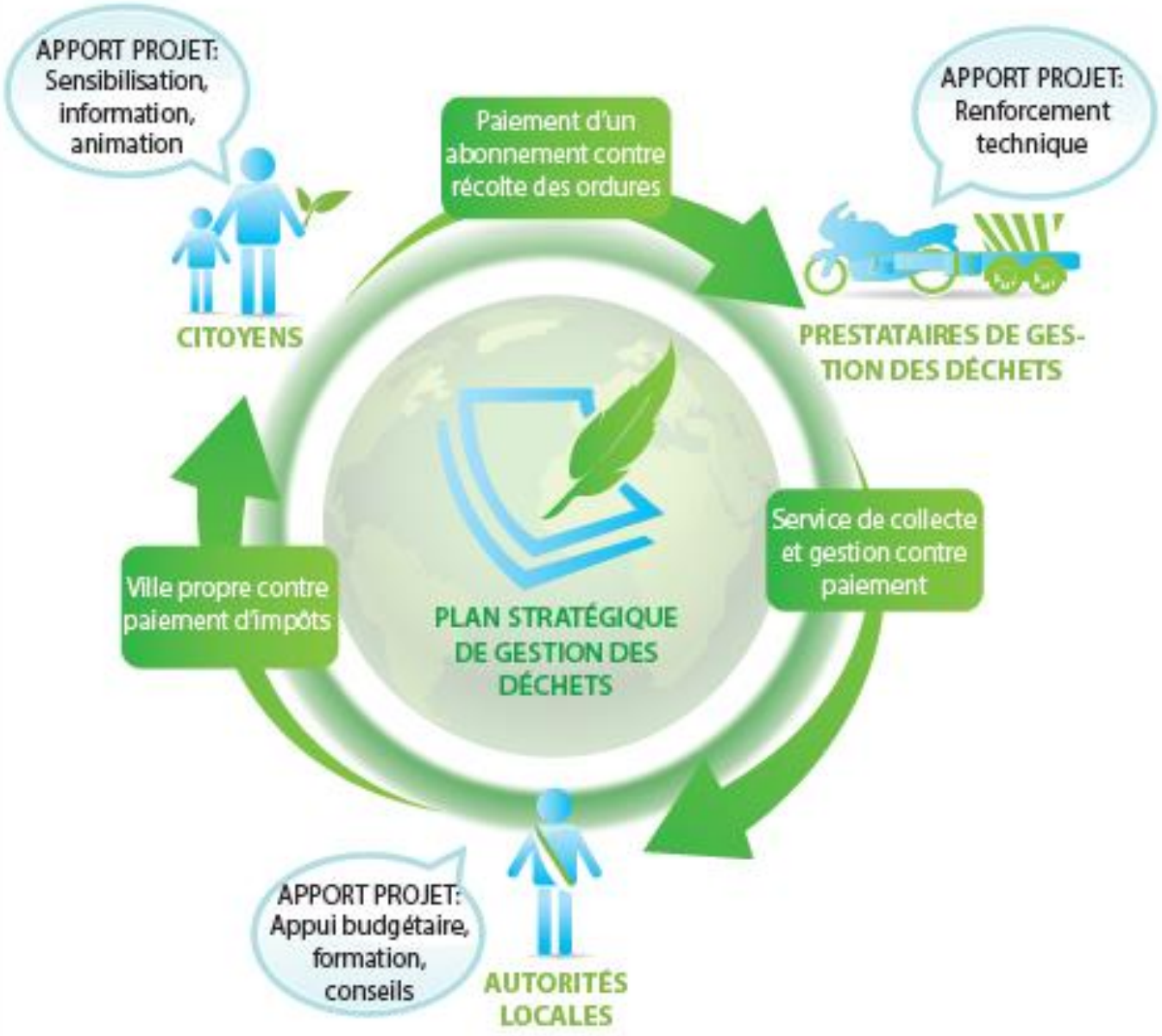
Demographic growth
And rural exhodus

Economic growth

FIGURES


Afrique subsaharienne SSA
Burkina Faso BFA
% de la population en zone urbaine
0
5
10
15
20
25
30
35
40
1960
1965
1970
1975
1980
1985
1990
1995
2000
2005
2010


Production de déchets en kg/hab./jour
0
0,5
1
1,5
2
2,5
Burkina Faso (670 $/hab.)
Laos (1'260 $/hab)
Chine (5'740 $/hab)
Venezuela (12'470$/hab)


APPORT PROJET: Sensibilisation, information, animation
CITOYENS
Paiement d'un abonnement contre récolte des ordures
APPORT PROJET: Renforcement technique
PRESTATAIRES DE GESTION DES DÉCHETS
Service de collecte et gestion contre paiement
PLAN STRATÉGIQUE DE GESTION DES DÉCHETS
Ville propre contre paiement d'impôts
APPORT PROJET: Appui budgétaire, formation, conseils
AUTORITÉS LOCALES

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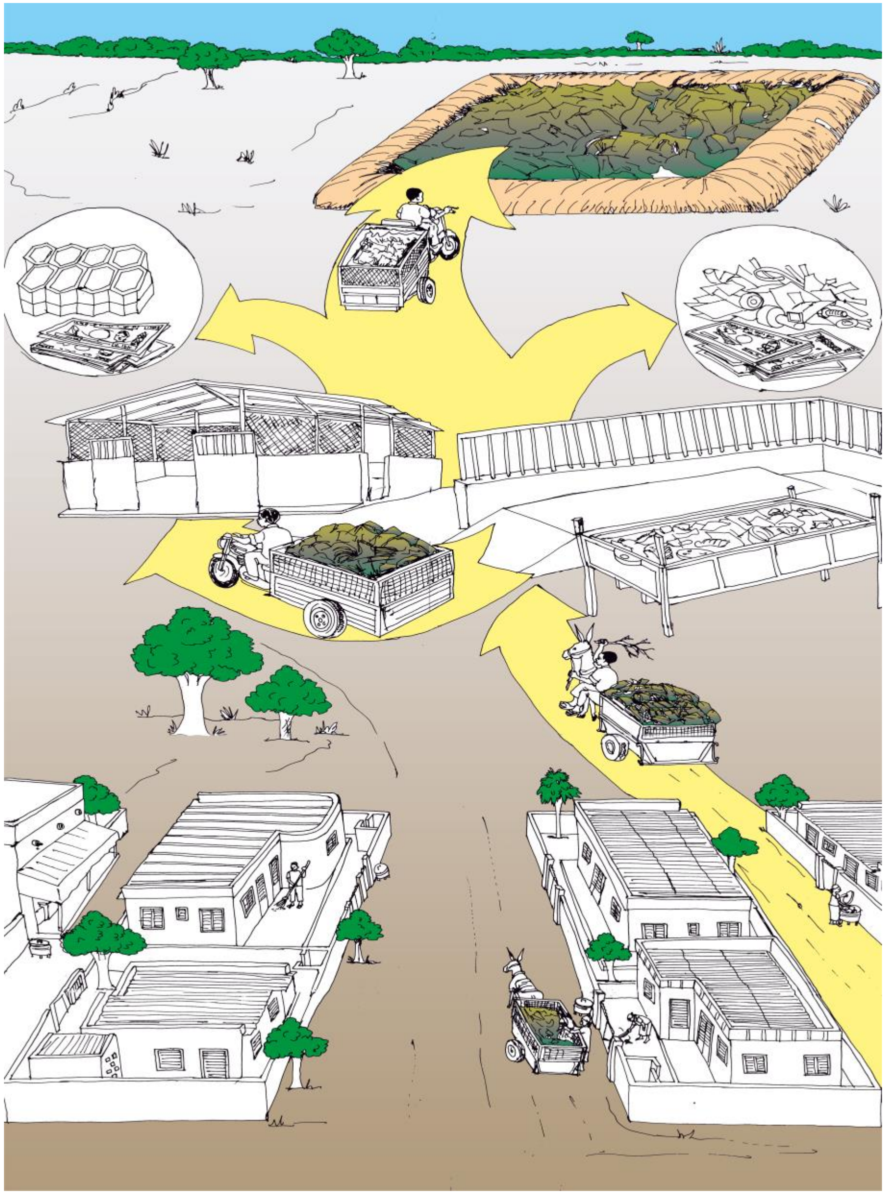

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Innovons pour une Afrique verte, sociale et prospère


PASTIS


COMMUNE DE NIANIE

Challenges experienced

Challenges: Planning vs Doing

- Regarding local authorities and actors
  - Importance to take the time to plan with all actors
  - Difficulty to mobilize actors around planning only: mobilization of authorities, partners and population around «quick win» actions and infrastructure
- Regarding financial partners
  - Necessity of results not compatible with the timescale of most of financial partners … only if you already have results

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LESSONS LEARNT

- Local authorities as entry point
- Flagship infrastructures AND inclusive planning
- Competition between beneficiaries
- Professional financial partners for innovative projects
- Legal framework: impact of the national program of waste management in Senegal

Workshop Discussion

- New ideas on possible business models in the field of waste management
- Ideas focused on diminishing the amount of waste at the beginning of the chain
- Validation of the importance of creating flagship "clean areas" in town, so that the perception of cleanness and dirtiness can change over time

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Thank you for your attention

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