

PROJECT STATUS REPORT

JANUARY 2017 - JUNE 2017

SECTION 1: PROJECT SUMMARY

PROJECT NAME: Sustainable business model for sanitation services in Haiti

Project Number: HA-M1058 - Project Num.: ATN/ME-15767-HA

Purpose:

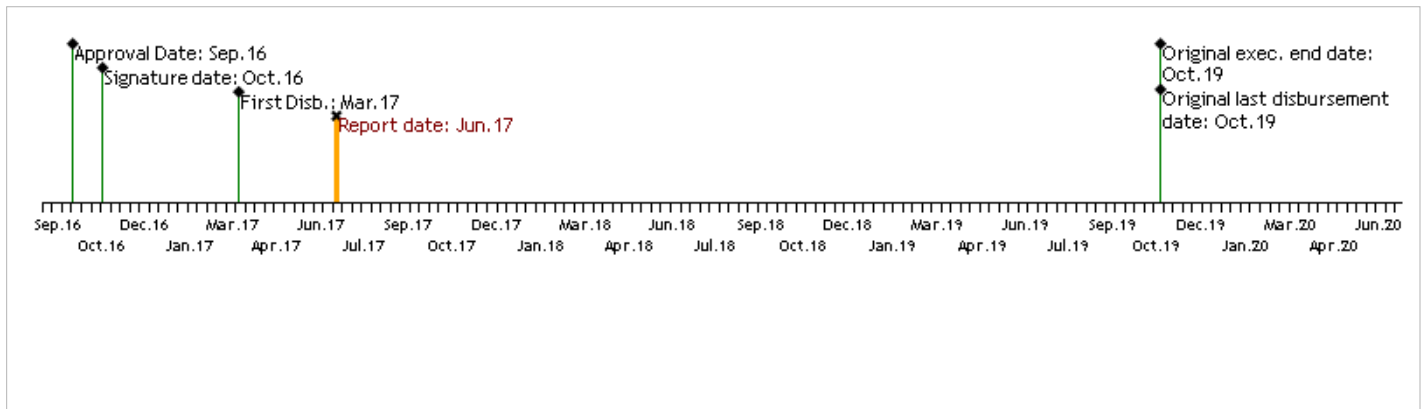
To pilot a model of ecological sanitation services that simultaneously produces and sells

compost for agriculture

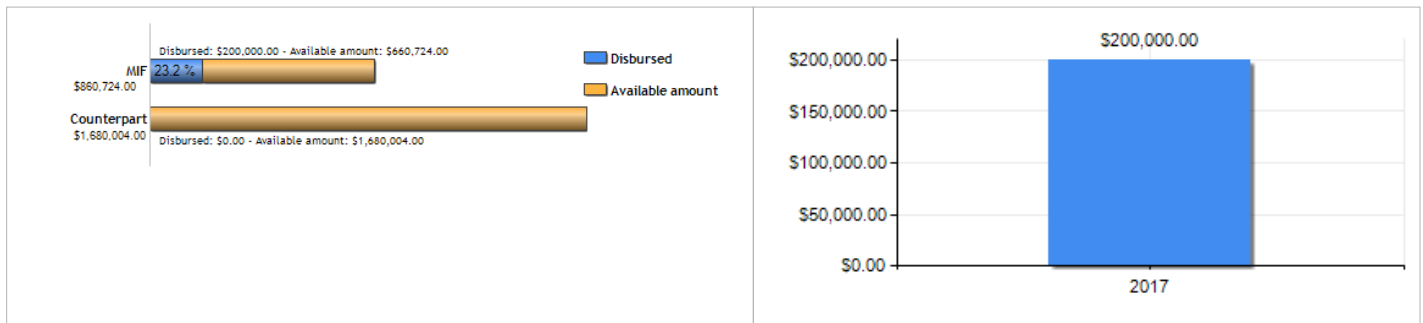
Country Admin	Country Beneficiary	Group	Subgroup
HAITI	HAITI	SME - Small and Medium Enterprise Development	BDEV - Business Development

Executing Agency:	Sustainable Organic Integrated Livelihoods	Design Team Leader:	SVANTE PERSSON
		Supervision Team Leader:	RALPH DENIZÉ

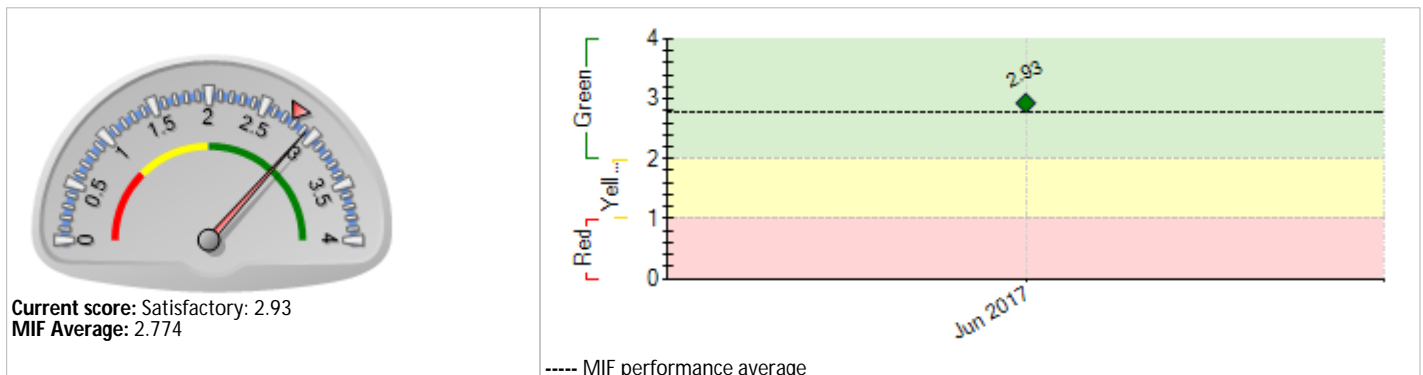
PROJECT CYCLE



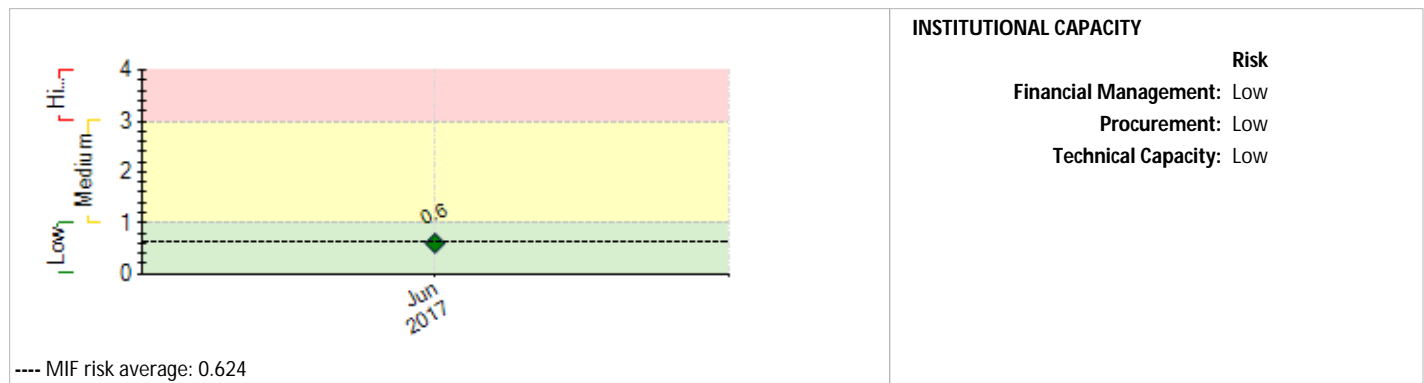
FUNDS



PERFORMANCE SCORE



EXTERNAL RISKS

**INSTITUTIONAL CAPACITY**

Risk
Financial Management: Low
Procurement: Low
Technical Capacity: Low

SECTION 2: PERFORMANCE**Summary of project performance in the last six months**

In the first reporting period for this project (October 2016-June 2017), SOIL sought to make positive progress on our three project components:

- Component 1: Strengthen and expand the environmental, social, and financial sustainability of SOIL's sanitation businesses
- Component 2: Improve waste treatment system
- Component 3: Knowledge management for global replication and scaling

Overall we are very pleased with the progress we made during this reporting period. We are currently on track to achieve the project milestones, and there are no significant delays or difficulties to report.

Over the next reporting period we will continue moving forward in all three component areas. A few planned activities of note, by component, include:

Component 1:

- Continue to grow the EkoLakay toilet service by roughly 40 toilets per month
- Increase the number of EkoLakay customers who pay their monthly fee via mobile payments

Component 2:

- Continue to increasing capacity at our waste treatment site
- Test small adjustments to the waste treatment process designed to reduce costs and space need

Component 3:

- Present on SOIL's work at World Water Week in Stockholm, Sweden
- Continue to collaborate with the World Bank on their forthcoming study of container-based sanitation (CBS) solutions

We look forward to reporting on these, and other, activities in the next report.

Comments from the Supervision Team Leader

Partially Agree with the Executing Agency comments

The PSR report shares little information on the project. At this stage the MIF will publish the report for SOIL. However, there should be more training in reporting and all the section of the PSR should be taken in consideration.

SECTION 3: INDICATORS AND MILESTONES

Indicators	Baseline	Intermediate 1	Intermediate 2	Intermediate 3	Planned	Achieved	Status
Goal: To contribute to reduce the spread of disease while creating job opportunities	I.1 Improved quality of life in urban areas due to access to affordable and dignified sanitation services				Oct 2019	No	
	I.2 Reduction of diarrheal disease incidence in communities with improved sanitation services	0	10		40	0	
	I.3 Reduction in environmental pollution from fecal pathogens	0	10	30	50	0	
	I.4 Increased agricultural productivity in areas where compost is applied.	0	10		20	0	
		Oct 2016	Oct 2017	Oct 2018	Oct 2019		
Purpose: To pilot a model of ecological	R.1 17,500 people accessing a EkoLakay toilet and revenues increased	0	10		30	0	
	R.2 Average EkoLakay toilet payment rate increased (50%)	0	20	30	50	0	
	R.3 Number of EkoMobil toilet users increased and EkoMobil toilet rental profit established	5000	8000	12000	17500	0	
	R.4 Compost sale revenue increased 50%	0	15	30	50	0	
		Oct 2016	Oct 2017	Oct 2018	Oct 2019		

sanitation services that simultaneously produces and sells compost for agriculture		Oct 2016	Oct 2017	Oct 2018		Oct 2019		
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Component 1: Strengthen and expand sanitation businesses Weight: 40% Classification: Unsatisfactory	C1.11	EkoLakay registered as a formal social business							On Course
	C1.12	Number of people accessing a toilet	0	8250	19250		25850		Oct 2017
			Oct 2016	Oct 2017	Oct 2018		Oct 2019		
	C1.13	Number of toilets in service	0	700	2500		4500		Oct 2019
			Oct 2016	Oct 2017	Oct 2018		Oct 2019		
	C1.14	EkoLakay annual revenue increase	0	65			75		Oct 2019
Oct 2016			Apr 2018			Oct 2019			
C1.15	EkoLakay payment rate	0	75			80		Oct 2019	
		Oct 2016	Oct 2017			Oct 2019			
Component 2: Improve waste treatment system Weight: 30% Classification: Unsatisfactory	C2.11	Annual compost sale revenue	0	18000	30000		53000		
			Oct 2016	Oct 2017	Oct 2018		Oct 2019		
	C2.12	Metric tons (MT) of human waste removed from urban communities	0	500	800		1500		
			Oct 2016	Oct 2017	Oct 2018		Oct 2019		
	C2.13	Metric tons of compost produced from human waste for agricultural purposes	0	90			275		
			Oct 2016	Apr 2018			Oct 2019		
Component 3: Knowledge management and strategic communication Weight: 30% Classification: Satisfactory	C3.11	Produce and disseminate business plans for EkoLakay, EkoMobil, and the waste treatment sites	0	2	2		3		
				Oct 2018	Oct 2018		Oct 2019		
	C3.12	Annual number of people participating in SOIL workshops and training	0	750			1000		
				Apr 2018			Oct 2019		
	C3.13	Number of peer reviewed papers published	0	3	3		5		
				Oct 2018	Oct 2018		Oct 2019		

Milestones		Planned	Due Date	Achieved	Date of achievement	Status
M1	Conditions Prior	1	Apr 2017	6	Mar 2017	Achieved
M2	At Least 25 metric tons of waste removed from communities and safely treated every month	25	Oct 2017	50	Jun 2017	Achieved
M4	EkoLakay Business Plan (shared with IDB)	1	Jan 2018			
M5	peer-reviewed paper published	1	Jan 2018			
M3	At least 38 metric tons of waste removed from communities and safely treated every month	38	Jul 2019			
M1	At least 1000 EkoLakay toilets in service	1000	Oct 2019			
M6	Waste Treatment Site Business Plan (shared with IDB)	1	Nov 2019			

CRITICAL ISSUES THAT HAVE AFFECTED PERFORMANCE*[None reported in this period]***SECTION 4: RISKS****MOST IMPORTANT RISKS AFFECTING FUTURE PERFORMANCE**

	Level	Mitigation action	Responsible
1. DINEPA, under a different government administration, might decide to not support the continuation of the project.	Medium	Advocacy for the project would continue through both the Executing Agency and the MIF. There will be event to share knowledge products with DINEPA and	Project Coordinator
2. Low demand for the products associated with social acceptance and perception about the use of human waste and the difficulty in lowering the costs to reach sustainability.	Low	The marketing component will address this issue. A social marketing campaign showing the benefits of addressing Sanitation will be conducted.	Project Coordinator
3. Exchange rate fluctuations. Mitigation: Contingency funding in budget; As many expenses as possible in Haitian Gourdes.	Low	Mitigation: keep costs low and acceptance/demand high	Project Coordinator
4. Business outcomes predict that the solution is not replicable in a profitable manner.	Low	Transparently share lessons learned to help others avoid the same mistakes.	Project Coordinator

PROJECT RISK LEVEL: Low **TOTAL NUMBER OF RISKS:** 4 **IN EFFECT RISKS:** 4 **NOT IN EFFECT RISKS:** 0 **MITIGATED RISKS:** 0**SECTION 5: SUSTAINABILITY**

Likelihood of project sustainability after project completion: P - Probable

CRITICAL ISSUES THAT MAY AFFECT PROJECT SUSTAINABILITY

[None reported in this period]

Actions related to sustainability which have been taken in the reporting period:

By mimicking the cyclical ecological systems our technologies harness, SOIL is building a circular economy solution that is truly sustainable technologically, economically, socially, and environmentally. With nature as our inspiration, we are working to develop a sanitation system that is simultaneously restoring the environment to its life-giving potential and promoting the growth of local economies by creating meaningful livelihood opportunities throughout the ecological sanitation cycle. Revenue from monthly toilet user fees is already close to covering the costs associated with the Ekolakay service, and we have identified a clear pathway to achieving positive gross margins within three years. And by safely converting human wastes into rich compost for agricultural use, SOIL is transforming a public health problem into a sustainable solution for increasing the resiliency of ecosystems and for reducing human dependency on water and chemical fertilizers. Over the coming reporting periods, we will continue to work on improving the financial sustainability of our operations with the goal of ensuring lasting environmental and economic benefits.

SECTION 6: PRACTICAL LESSONS

[No lessons learned found]