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# WESTERN KENYA SANITATION PROJECT (WKSP)

## FY23 QUARTER 3 (Q3) REPORT (APRIL 1, 2023 – JUNE 30, 2023)

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## ACRONYMS AND ABBREVIATIONS

ADP	Annual Development Plan
AMELP	Activity, Monitoring, Evaluation, and Learning Plan
AMREF	African Medical and Research Foundation (also known as AMREF Health Africa)
AWP	Annual Work Plan
B2B	Business-to-Business
BDS	Business Development Services
CBO	Community Based Organization
CEC	County Executive Committee
CECM	County Executive Committee Member
CEO	Chief Executive Officer
CHA	Community Health Assistant
CHEW	Community Health Extension Workers
CHMT	County Health Management Team
CHV	Community Health Volunteer
CIDP	County Integrated Development Plan
CLA	Collaboration, Learning, and Adaptation
CLTS	Community-Led Total Sanitation
CMA	Certified Management Accountant
COP	Chief of Party
CSO	Civil Society Organization
CWIS	Citywide Inclusive Sanitation
DIS	Development Information Solution
DQ	Decision Quotient
DQA	Data Quality Assessment
DTF	Decentralized Treatment Facility
EAEP	Power Africa East Africa Energy Program
EMMP	Environmental Monitoring and Mitigation Plan
ESH	Environmental Sanitation and Health
FGD	Focus Group Discussion
FI	Financial Institution
FS	Fecal Sludge
FSM	Fecal Sludge Management
GESI	Gender, Equity, and Social Inclusion
GLUK	Great Lakes University of Kisumu
GoK	Government of Kenya
GTS	Global Technology Solutions



GUC	Grants Under Contract
GYESI	Gender, Youth, Equity, and Social Inclusion
IEC	Information, education and communication
KACWASCO	Kakamega County Water and Sanitation Company
KCDMS	Kenya Crops and Dairy Market System
KCJISC	Kisumu County Joint Intergovernmental Sanitation Committee
KDII	K-De Igratium International Limited
KEA	Kenya and East Africa
KESH	Kenya Environmental Sanitation and Hygiene
KII	Key Informant Interview
KIKOP	Kisii Konya Oroiboro Project
KIWASCO	Kisumu Water and Sanitation Company Limited
KNCCI	Kenya National Chamber of Commerce and Industry
KPI	Key Performance Indicator
KUAP	Kisumu Urban Apostolate Program
KWAHO	Kenya Water for Health Organization
LOI	Letter of Intent
LREB	Lake Region Economic Bloc
LVSWWDA	Lake Victoria South Water Works Development Agency
M&E	Monitoring and Evaluation
MBS	Market-Based Sanitation
MCA	Member of County Assembly
MCEHS	Migori County Environmental Health and Sanitation
MEL	Monitoring, Evaluation, and Learning
MH	Menstrual Hygiene
MHH	Menstrual Health and Hygiene
MHM	Menstrual Hygiene Management
MIS	Management information systems
MoU	Memorandum of Understanding
MPE	Manual Pit Emptyer
NBK	National Bank of Kenya
NDA	Non-Disclosure Agreement
NEMA	National Environment Management Authority
NGO	Non-governmental Organization
OD	Open Defecation
ODF	Open Defecation-Free
P&R	Pause and Reflect

PEA	Political Economy Analysis
PHO	Public Health Officer
PII	Personally Identifiable Information
PPE	Personal Protective Equipment
PSE	Private Sector Engagement
PSI	Population Services International
PWD	Person with a Disability
R&D	Research and Development
RFA	Request for Application
RTI	RTI International (registered trademark and trade name of Research Triangle Institute)
S&H	Sanitation and Hygiene
SACCO	Savings and Credit Cooperative Society
SAF	Strategic Activities Fund
SBCC	Social and Behavior Change Communication
SC	Steering Committee
SEP	Society Empowerment Project
SME	Small and Medium Enterprise
SMEP	Small and Micro-Enterprise Programme
SO	Sub-Objective
SOP	Standard Operating Procedure
SOW	Scope of Work
SSHIP	Strategic Sanitation and Hygiene Investment Plan
STTA	Short-Term Technical Assistance
TEC	Technical Committee
TOR	Terms of Reference
ToT	Training of Trainers
TSC	Teachers Service Commission
TVET	Technical and Vocational Education and Training
TWG	Technical Working Group
UNICEF	United Nation's Children Fund
USAID	United States Agency for International Development
USG	U.S. Government
USSD	Unstructured Supplementary Service Data
WASH	Water, Sanitation, and Hygiene
WASHPaLS	Water, Sanitations, and Hygiene Partnerships and Learning for Sustainability
WASREB	Water Services Regulatory Board

WKSP	Western Kenya Sanitation Project
WKWP	Western Kenya Water Project
WRP	Whitten and Roy Partnership
WSP	Water Service Provider
WSSP	Water and Sanitation Service Provider
WSTF	Water Sector Trust Fund
WSUP	Water and Sanitation for the Urban Poor



## EXECUTIVE SUMMARY

This report presents the implementation progress for the United States Agency for International Development (USAID) Western Kenya Sanitation Project (WKSP) in Quarter (Q) 3 of Fiscal Year (FY) 2023 (FY23) or Year (Y) 2. It provides detailed updates on USAID WKSP activities, accomplishments, lessons learned, challenges, and corresponding mitigation actions for the Q3 period of April 1 – June 30, 2023.

The following summarizes key USAID WKSP activities under each project sub-objective (SO), cross-cutting activities, performance monitoring, and operations.

### **SUB-OBJECTIVE 1: ANALYZE THE MARKET SYSTEM, TARGET MARKET, AND BUSINESS ENABLING ENVIRONMENT FOR SANITATION AND HYGIENE (S&H)**

**Engaging stakeholders.** USAID WKSP continued to engage the sector actors through various forums with an intention to convene, trigger, and enhance collaboration for improved sanitation and menstrual hygiene management (MHM) development. Notable this quarter are the engagements conducted at various levels: national government such as Ministry of Health on Market-Based Sanitation (MBS) strategy; all partner county governments on regulations and national policy roll-out; private sector including 26 enterprises and 25 artisans; academia with the Great Lakes University of Kisumu (GLUK) as a learning partner; at least three water and sanitation service providers (WSSPs) including the Kakamega County Water and Sanitation Company (KACWASCO); and financial institutions (FIs) like the National Bank of Kenya (NBK). The project also continued to coordinate and collaborate with other USAID activities like Water, Sanitations, and Hygiene Partnerships and Learning for Sustainability (WASHPALs2) and the Western Kenya Water Project (WKWP). Key events this quarter included domestication of policies at the county level; development of regulatory frameworks; commemoration of the 2023 MHM Day; market activations; Hack-a-Thon innovation contest; learning agenda development; preparation of strategic investment plans; and capacity building for FIs on sanitation and MHM.

**Conducting Political Economic Analysis (PEAs).** USAID WKSP continued to apply the PEAs to expand knowledge of formal political structures, incentives, blockages, and relationships among stakeholders and foster support to champions who can advocate for improved sanitation and MHM practices. As a continuation of the already developed PEA status report, the project has advanced the “Everyday PEAs” within the quarter by embedding the recommendations in day-to-day implementation approaches. This has seen strides made toward enhancing the enabling environment through policy dialogues, support on domestication, training of members of county assemblies (MCAs), identification of champions and the market system analysis to inform consistent and continuous demand creation activities through various enterprises’ sales and marketing teams. Lastly the project supported the training of the county staff on data collection and data tools for sanitation.

**Completing baseline assessments.** USAID WKSP completed five baseline/formative assessments and continued to finalize their reporting in preparation for official dissemination. So far, the project managed to launch the Assessment of MHM Barriers and Enablers during the MH Day in Busia at an event graced by the County Governor of Busia, five First Spouses from Nyamira, Siaya, Kisumu, Bungoma, Trans Nzoia and Busia Counties, national government (Ministry of Health and Ministry of Water and Sanitation), USAID/Kenya and East Africa (KEA), Members of the Busia County Assembly, the United Nation’s Children Fund (UNICEF), private sector actors, and the general

public. The project also began to prepare a sixth assessment on a sanitation and MHM investment plans that will be completed in the next quarter. The project has used assessment data to elicit and guide conversations on sanitation and MHM as well as to develop the draft Year 3 (FY24) work plan.

**Hackathon process.** To incentivize innovation, build capacity and efficiency, advance social inclusion, and leverage private sector engagement (PSE), USAID WKSP planned a hackathon event that would highlight the latest local technologies and approaches to solve sanitation and MHM challenges. The project issued a call for concept papers to actors within the sanitation ecosystem (e.g., designers, manufacturers, civil society organizations (CSOs), research firms, and service providers). The project received 112 concept papers that were evaluated on April 25-26, 2023 and shortlisted 15 organizations (candidates) to participate in the hackathon. During a pitching workshop, the candidates were given an opportunity to showcase their innovations before the Technical Evaluation Committee, which was comprised of internal WKSP staff and WKSP partners, members of Great Lakes University and the Kenya Climate Innovation Centre, and an environmental consultant. The project utilized the expertise of the committee to evaluate the applicants based on technology, proposed business model, viability of the approach, uniqueness, and adaptability. Seven (four sanitation and three MHM) organizations were successful and moved to the next stage of proposal development and grant funding.

## **SUB-OBJECTIVE 2: IDENTIFY, IMPLEMENT, AND SCALE PILOTS TO STRENGTHEN THE SANITATION MARKET SYSTEM**

In Q3, USAID WKSP continued to activate the market in all eight counties for sanitation products and services through various, parallel approaches such as product introductions, building enterprise production/supply chain capacities, and raising demand. The project also worked with various WSSPs to strengthen their institutional and technical operations in fecal sludge management (FSM).

### **MARKET ACTIVATION**

**Conducting sanitation market activation activities.** To create awareness and enhance access to sanitation products and services, the project conducted promotional activities through sanitation market activations in the target counties. A total of 51 market activations were done in collaboration with private sector actors including trained sanitation entrepreneurs, sanitation enterprises, product manufacturers such as LIXIL, and county governments through community health volunteers (CHVs) and community health assistants (CHAs). The objectives were to create awareness of sanitation product options while also linking mostly retail customers to service providers. The market activations were conducted in selected market centers and sanitation booths with product prototypes of full toilet solution options, SATO products, SAFI rings, and pre-cast slabs. These displays served as sanitation clinics; several customers across the counties and were counselled on the product offerings based on their contexts and challenges. The trained masons equipped by the project with skills on conducting problem-led sales conversations took the lead in these conversations with support from the CHVs. The sales promotion teams were equipped with order forms to track sales and customer details for follow-up and installations. This exercise resulted in a total of 445 SATO products sold.

**Mid-discovery on the decision quotient (DQ) problem-led sales approach.** Following the pilot of the DQ problem-led sales approach in Kisumu and Kakamega in Q2, Whitten and Roy Partnership (WRP), in collaboration with USAID WKSP, conducted a mid-discovery exercise to assess pilot performance. This entailed conducting joint household visits with 10 trained

entrepreneurs while reviewing their business aim plans, profit margins, sales presentations within their areas of coverage, and overall performance in terms of households reached with access to basic sanitation services. The team held further discussions with county leadership for feedback on the approach. Based on the assessment, stakeholders applauded the sales approach, however several key areas were highlighted for improvement. These included the need to increase the sanitation sales force by training CHVs, youth groups, and graduates of technical and vocational education and training (TVET) institutions on the DQ problem-led sales approach, to link more customers with trained sanitation entrepreneurs. In addition, the mid-discovery report recommended the development of recruitment selection criteria for potential masons and sales agents to ensure the project works with actors who are committed to supporting the project objectives.

**Training of Trainers (ToT) on delivery of problem-led sales approach.** USAID WKSP staff participated in a five-day training on delivery of the problem-led sales approach. The sessions were facilitated by WRP consultants. The first two days focused on discussions on the preliminary findings from the mid-discovery assessment and sanitation sales and service delivery models in the target counties. Three major models were identified:

- i. The mason-installer model, which is focused on simple upgrades of existing unimproved latrines. Service providers do door-to-door sales visits and provide services directly to the household.
- ii. The masons working on referrals model, which is likely to be more effective for more complete toilet solutions, (e.g., including sub-structures or pouring full slabs), with work carried out by more experienced masons who do not have the capacity or interest in marketing and sales.
- iii. The complete sales and service model, appropriate in locations where there are high-capacity, highly motivated masons who are able to do their own marketing and sales as well as installations.

The last three training day sessions focused on building the capacity of USAID WKSP staff to deliver the DQ sales training. Participants were taken through techniques of facilitating training modules on business planning, sales conversations, removing sales blocks, and use of controllable numbers to support target setting. This quarter, USAID WKSP ToTs have trained 29 (13M, 16F) sales agents and 25 (M) installers in Kisii, Kakamega, and Kisumu Counties.

**Training of entrepreneurs on the DQ sales approach.** The project trained 29 entrepreneur sales agents (13M, 16F) and 25 (M) latrine installers on DQ sales in Kisii, Kakamega, and Kisumu Counties. Over four modules, the trainings built the capacities of participants on business aim and planning, selling conversations using the sight seller, solution and value, and using names and stories to close sales. The sub-county Public Health Officers (PHOs), Ward PHOs, and sub-county water, sanitation, and hygiene (WASH) coordinators were among the participants. The trainings were followed by field coaching activities to empower the entrepreneurs with practical skills in facilitating effective sales conversations. During practical field sessions in the three counties, a total of 109 SATO products were sold; this outstanding outcome was a good motivator for the newly trained entrepreneurs to take up regular sales activities.

**Induction of sanitation and MHM enterprises on business development service provision.** USAID WKSP conducted an inception workshop for 22 sanitation and four MHM enterprises in the two clusters, respectively Kisumu and Siaya. The objective of the workshop was to

induct the enterprise management teams on the objective of USAID WKSP in facilitating the development of the sanitation and MHM markets in western Kenya, define the roles of the private sector actors, and develop a roadmap of the business development services (BDS) support from USAID WKSP. The participants were taken through the different sanitation product and service offerings in the target counties while highlighting opportunities from the private sector actors. The project also took this opportunity to understand the financial context of the participating enterprises in terms of credit arrangements, linkages with manufacturers, and access to finance. This workshop firmed up our engagement with the enterprises to strengthen the supply chain for sanitation and MHM products in the target counties. Each entity signed a non-disclosure agreement (NDA) to allow the project to access its data in terms of stock and profit tracking for S&H products. Next quarter, USAID WKSP, with support from a BDS partner, will deliver BDS trainings based on the capacity assessment gaps identified in Q1.

**Development of training modules for sanitation and MHM enterprises.** To support BDS activities, the project developed training modules for sanitation and MHM enterprises that are structured to strengthen delivery of sanitation and MHM products and services. The modules will be used to equip enterprise management teams with skills on sanitation business management. The training module covers a wide range of topics which include essential entrepreneurial skills, basic marketing knowledge, financial literacy, enterprise management strategies, products and service knowledge and ability, as well as digital record keeping skills.

**Sanitation product supply chain interventions.** This quarter, the project reviewed the sanitation supply chain in Kisumu, Kisii, Kakamega, and Siaya counties to understand the supply chain flow, identify gaps, and jointly address challenges faced by key actors. The USAID WKSP team conducted stock checks in sanitation hardware and retail shops and followed up with sanitation entrepreneurs on product and service offerings. In Siaya and Kakamega Counties, Gem and Matungu sub-counties were reported to have challenges in accessing sanitation products, especially SATO products. In Gem, entrepreneurs source the products 35 kilometers away from their stations. The weak supply chain for SATO products has resulted in reliance on PHOs and CHVs who are now part of the SATO supply chain in these counties. To resolve this issue, the project embarked on recruitment of rural enterprises who have since been linked with a LIXIL representative in the region to stock up the products. The project is further engaging the manufacturer on provision of flexible terms to potential hardware and retailers to enable these actors to enter the market.

**Mason training on SATO product retrofitting.** This quarter, the project conducted masonry trainings in Kisii, Kakamega and Kisumu Counties on retrofitting of SATO products to existing latrines. The training was conducted in response to the high attrition rate of trained masons due to their limited entrepreneurial skills and competing masonry work which brings in more cash. In the three counties, the trainings were held in TVET institutions and facilitated by the USAID WKSP engineer and TVET instructors. In preparation for the trainings, the project developed detailed selection criteria for masons, who were vetted by the county public health teams, TVET directors, and USAID WKSP staff before they were onboarded. The trainings were comprised of both classroom and practical sessions with the DQ sales approach infused in the modules. Following the trainings, each of the trained masons developed a business aim plan and detailed cost calculations to support sales conversations with customers. A total of 25 masons participated in the trainings.

**Sanitation product offerings.** In collaboration with private sector actors, concrete fabricators, and masons, USAID WKSP is promoting several sanitation product options in the target counties.



Product choice is determined by environmental and geographical aspects as well as household preferences. Other factors include affordability, durability, and ease of installation to ensure the products cater to the diverse needs of the target communities. This quarter, a total of 830 SATO products were sold, five SAFI latrines constructed, two pit latrines with slab constructed, 26 VIP latrines constructed, two septic tanks, five leach pits, and 80 pour/flush toilets constructed across the eight counties.

## URBAN SANITATION MANAGEMENT IMPROVEMENTS

**Review of KACWASCO strategic plan.** USAID WKSP supported review of the KACWASCO strategic plan. The objective was to formulate a comprehensive plan that aligns with KACWASCO's long-term goals and objectives. Key accomplishments of the process included a thorough assessment of the current state of KACWASCO, including its infrastructure, operational processes, and customer base, and engagement with the management team and staff to gather input and insights for the strategic planning process. USAID WKSP staff further conducted a SWOT analysis to identify strengths, weaknesses, opportunities, and threats, enabled the formulation of effective strategies, and developed a vision statement, mission statement, and core values with KACWASCO, which will serve as guiding principles for future initiatives. Strategic objectives and key performance indicators (KPIs) were defined to track progress and measure the success of the strategic plan. Finally, the utility drafted the strategic plan document, incorporating the identified strategies, action plans, and a timeline for implementation.

**Finalization of FSM standard operating procedures (SOPs).** This quarter saw significant progress in the implementation of various activities aimed at enhancing operational efficiency and standardization of processes in Kakamega, Bungoma, and Kisii Counties. The key achievements during this period included the signing of SOPs for all three counties and conducting training sessions for FSM service providers on the SOPs in Kisii County.

**Capacity assessment for WSSPs.** The project initiated a call for a consultant to conduct a capacity assessment for WSSPs in the eight water utilities under USAID WKSP's purview. The purpose of this assessment is to evaluate the existing capabilities and identify areas for improvement among these service providers. A planned assessment report will highlight the progress made during this quarter, challenges faced, and the way forward.

## SUB-OBJECTIVE 3: IDENTIFY, IMPLEMENT, AND SCALE PILOTS TO STRENGTHEN THE MARKET FOR MHM PRODUCTS

**Completing MHM enablers and barriers study.** USAID WKSP carried out an MHM enablers and barriers study to understand the MHM landscape in the eight target counties. In Q3, the consultants finalized the study report and drafted two policy briefs and eight county fact sheets. The report was launched by the Lake Region Economic Bloc (LREB) Sanitation and MHM Champion and the Governor of Busia County, H.E. [REDACTED], during national Menstrual Hygiene (MH) Day celebrations.

**Building MHM Steering Committee (SC) Capacities.** USAID WKSP has supported the establishment of MHM SCs as recommended by Kenya's MHM Policy and Strategy. The MHM SC comprises stakeholders from different sectors. This quarter, USAID WKSP supported SC meetings in Homabay, Siaya, and Bungoma Counties. In Homabay, the committee formed task forces on monitoring, evaluation, and reporting; advocacy integration and waste management; policy research

and training; and resource mobilization and sustainable financing as well as Sub-County MHM Committees. In Bungoma and Siaya Counties, the SCs were affected by post-election personnel reshuffles and transfers. Siaya County formed a new committee comprised of 11 members and revised its terms of reference (TOR). Bungoma County replaced the members of the committee who had been moved from their previous positions and developed their action plan for the quarter that included submitting an MHM green paper to the county leadership, carrying out a mapping of MHM enterprises, and domestication of the MHM Policy.

**Conducting MHM strengthening and sensitizations.** USAID WKSP trained 56 county officers from the eight counties as MHM Trainers of Trainers (ToTs). They were expected to cascade the trainings to the sub-county and lower levels. This quarter, sub-county trainings were conducted in Homabay, Kisii, Bungoma, and Kakamega Counties. In Homa Bay County, 67 people (35 M, 32 F) from Rangwe and Rachuonyo North Sub-Counties were trained as MHM facilitators, and they formed a nine-member committee to coordinate MHM in their respective sub-counties. In Kisii County, 125 people (53 F, 72 M) from South Mugirango, Nyaribari Chache, and Nyaribari Masaba Sub-Counties were trained as MHM facilitators. In Bungoma County, 69 people (38 M, 31 F) from Tongaren and Kanduyi Sub-Counties were trained while in Kakamega County, (48 M, 51 F) from Lurambi, Khwisero, and Matungu Sub-Counties were trained.

**Development of MHM social behavior change (SBC) strategy.** To streamline access to information, education, and awareness on MHM, USAID WKSP embarked on the development of an MHM Social Behavior Change Strategy, training manual, and tools. This quarter, USAID WKSP carried out pretesting of the tools and materials in Migori (Kuria East Sub-County), Busia County (Teso South Sub-County), Kakamega (Lurambi Sub-County), Kisumu (Kisumu Central Sub-County), and Kisii (Nyaribari Chache Sub-County) Counties. The project also carried out a co-creation of the implementation plan, monitoring and evaluation (M&E) tools and training with county representatives from the eight counties. The consultants submitted the revised documents for review by the project team.

**Expanding MHM Advocacy.** Menstrual Hygiene Day (MH Day) is a global advocacy platform celebrated annually on May 8<sup>th</sup>. It brings together non-profits, government agencies, individuals, the private sector, and the media to promote good MHH. MH Day breaks the silence, raises awareness, changes negative social norms around MHH, and engages political decision-makers to prioritize and catalyze action for MHH at global, national, and local levels. The 2023 MH Day theme was 'We are Committed.' The project supported the national celebration held in Busia County and various build-up activities to the day. There were MH Day celebrations in Kisii, Homa Bay, Bungoma and Kakamega Counties and an MHM Town Hall Meeting in Kisii County that rallied county stakeholders to support MHM initiatives. USAID WKSP supported the counties to speak on MHM in vernacular radio stations in all eight counties as well as engage the media to highlight and report on the MH Day celebrations and other MHM work in the counties. The Ministry of Health identified an MHM Lead to speak about USAID WKSP work on NTV, a leading television station in Kenya. The national MH Day celebration was officiated by H.E. [REDACTED], who is the Sanitation and MHM Champion for the LREB region. He led the respective partners present to sign the commitment board, crowned the County First Spouses, selected partners as MHM Champions, and launched the MHM Enablers and Barriers Study and the MHM SBC Strategy.

**Catalyzing Products Offerings and Delivery Models.** USAID WKSP introduced two menstrual products in Rarieda and Gem Sub-Counties in Siaya County through Matibabu Foundation, one of

the project's grantees. The two products are Nia Pads, disposable pads manufactured by Zana Africa Limited, and SEP Reusable Pads, made by the Society Empowerment Project (SEP). Matibabu Foundation has sold Nia Pads worth [REDACTED]. The reusable pads have not performed so well due to the retail price of [REDACTED] which most of consumers have deemed unaffordable. Matibabu Foundation established a payment scheme where the consumers pay for the reusable pads in installments. Matibabu Foundation also employed 12 Boda Girls who make an average of [REDACTED] per day by ferrying passengers. Four Boda Girls have taken up the sale of sanitary pads. Matibabu Foundation also renovated a public toilet in Akala Market in Gem Sub-County, retrofitted it with SATO Pans, and introduced the sale of single piece pads at [REDACTED]. They intend to purchase a pad dispensing machine to make the process seamless and promote the safety and hygiene of the menstrual products. The Foundation is developing an application, Red Pride, that runs on an unstructured supplementary service data (USSD) platform. The app will further streamline the delivery of MHM products and services, as customers will order products and receive basic MHM information and education including referral services for menstrual related complications, infections, and pain management. USAID WKSP has held discussions with Zana Africa Limited, PadMad limited and K-De Igratium International Limited (KDII) to introduce and scale the uptake of their products in the Western Kenya region. The selection for collaboration with USAID WKSP will be based on the flexibility of supporting nascent enterprises and the safety of their products.

#### **SUB-OBJECTIVE 4: STRENGTHEN THE ENABLING ENVIRONMENT**

##### **Facilitating County Sanitation and MHM Policy**

USAID WKSP is supporting the County Government of Migori to domesticate the National MHM Policy (2016–2030) as part of its strategy to create an enabling environment for MHM programs and activities. This activity is being undertaken with the support of short-term technical assistance (STTA). During the quarter under review, the following milestones have been achieved.

- i. Inception meeting to introduce the STTA consultant to the local stakeholders, formation of the Technical SC, and preparation of the joint roadmap for the policy development process.
- ii. Rapid data collection through focus group discussions (FGDs) with key stakeholders to fill gaps in the barriers and enablers report produced by USAID WKSP during the formative assessments.
- iii. Technical drafting by the Technical SC to envision and formulate the vision and mission statement, as well as the guiding principles and policy objectives. A draft policy document was shared with the technical team for review and input.
- iv. Sensitization meeting for Health Committee Members of the County Assembly to create awareness and buy-in for the policy. Additional input from the MCAs has been provided to the consultant for inclusion in the draft policy document.
- v. Public participation in the draft policy development was conducted with 45 people (30M, 15F) key stakeholders drawn from all the sub-counties. The output of these forums was documented and included in the main policy draft.

### **Domestication of Kenya environmental sanitation and hygiene (KESH) policies and bills.**

USAID WKSP began supporting the county governments of Bungoma, Kakamega, and Busia to domesticate the KESH Policy and Bill to provide an enabling environment for implementation of MBS initiatives. A scope of work (SOW) was developed and a request for applications (RFA) issued for qualified consultants to support this process. The successful STTA consultant will work with technical teams from each of the counties to develop the overall framework for the proposed policy documents. The teams will prepopulate the KESH policy templates with the county specific data.

### **Migori County Environmental Health and Sanitation (MCEHS) Act (2021) Regulations.**

The County Government of Migori enacted the County Environmental Health and Sanitation Act (2021) to provide the requisite legislation for the sub sector and a basis to enforce compliance. However, the legislation remained in limbo owing to a lack of regulations that specify standards and penalties for enforcement. The Department of Health, on behalf of the County Government, requested support from USAID WKSP to develop the regulations. A technical committee (TC) has been constituted to lead this process. The office of the County Attorney has been brought on board and is working with officers from the Department of Health to lead the drafting process.

**Facilitating access to private financing.** USAID WKSP firmed up collaboration agreements with the NBK, in addition to Faulu and Small and Micro-Enterprise Programme (SMEP) Microfinance Banks who signed similar agreements earlier. The collaboration will enable access to finance by entrepreneurs and households to scale the uptake of innovative sanitation and MHM products and services, develop products and options for de-risking sanitation and MHM, make them more accessible, and share research and knowledge to enhance product development and capacity building.

## **CROSS-CUTTING ACTIVITIES**

### **STAKEHOLDER COORDINATION AND COLLABORATION**

**National engagement on sanitation and MHM.** This quarter, the USAID WKSP COP participated in national consultative meetings with the Ministry of Health and the Ministry of Water, Sanitation, and Irrigation. The objective of the meetings was to initiate discussions on development of National Market based sanitation strategy and menstrual waste guidelines. The team further took this opportunity to follow up on action points from the MHM waste disposal consultative workshop on development of standards for biodegradable pads. The two ministries requested USAID WKSP support in strengthening national coordination of sanitation and MHM policies and strategies.

**WASH forum.** This quarter, the project supported the 2<sup>nd</sup> Quarter Migori County WASH Stakeholder Forum which focused on the joint review and adoption of a ToR to strengthen governance and coordination of the forum. A strengthened WASH forum with clear roles and responsibilities presents a good opportunity for the members to advocate for increased budgetary allocation of resources to address sanitation and MHM needs and to realize improved governance and create an enabling environment through coordinated discussion on County Integrated Development Plans (CIDPs), annual work plans (AWPs), and development of regulations and learning.

**Inception meeting for the domestication of Migori County MHM Policy (2023-2032).** The County Departments of Health and Sanitation, Environment, Gender, Water and the MHM SC in Migori participated in the inception meeting for Migori County MHM policy domestication. A 16-

member technical working group (TWG) was established to support the domestication process and development of a road map on policy domestication. The TWG has supported the process which culminated in the production of the zero-draft policy. The draft has since been shared with the County Assembly Health Committee Members for review.

**Development of MCEHS Regulations 2023.** Through the support of USAID WKSP, the WASH Forum Policy TWG supported the development of regulations of the Migori County Environment Health and Sanitation Act 2021. The regulations are aimed at operationalizing the act to inform implementation of S&H interventions.

**Kisumu citywide inclusive sanitation (CWIS).** This quarter, USAID WKSP was nominated to join the Kisumu County Joint Intergovernmental Sanitation Committee (KCJISC). The KCJISC apex comprises the CECMs for Health and Water, the Chief Executive Officer (CEO) of the Kisumu Water and Sanitation Company Limited (KIWASCO), and the CEO of Lake Victoria South Water Works Development Agency (LVSWWDA). The TWG members include the city manager, director of public health at the city, Water and Sanitation for the Urban Poor (WSUP), USAID WKSP, Sanivation, and Sanergy to represent the Kisumu County WASH network forum. The project participated in the quarterly meeting to review progress on the preparation of the Kisumu County CWIS and TOR for the consultant who will lead the development of the CWIS.

#### LINKAGES WITH OTHER USAID ACTIVITIES

USAID WKSP collaborated with WKWP to facilitate the development of the Water and Sanitation Act regulations for Migori County. USAID WKSP further held joint consultative meetings with the County Executive Committee Member (CECM) for Water on the finalization of the Water and Sanitation Services Bill for Kisumu County which is currently at the assembly. The two projects and the Kisumu County Department of Water developed a joint roadmap and budget which will be supported by the three parties. The project also continued to work with USAID WASHPaLS2 on advancing the three concepts for action research for “financing mechanisms” i.e., reverse factoring, trade credit, and working capital.

#### COLLABORATION, LEARNING, AND ADAPTING (CLA)

**Collaboration.** USAID WKSP continued to work with other relevant stakeholders to advance collaborative learning for sanitation and MHM topical issues. They include county governments, a local university (GLUK), and a potential partnership with Lund University for action research to address “complicated plastics” in MHM products.

**Learning agenda.** USAID WKSP collaborated with GLUK to participate in a three-day write-shop to develop the learning agenda. The output from this forum was the prioritization of seven questions, with clear study objectives, approach, learning activities, timelines, resources required, and learning products. The following seven questions will be explored in Y3.

- i. What are the private sector’s perceptions of risks and opportunities for investment in the sanitation and MHM sector?
- ii. What are the determinants for uptake of MBS sanitation products and services among the rural and urban households in Western Kenya?

- iii. What is the effect of USAID WKSP grant mechanism in unlocking sanitation and MH market barriers?
- iv. To what extent have stakeholder-led approaches contributed to the management of menstrual waste in western Kenya?
- v. How can community dialogue sessions be modified to enhance sanitation and MH messaging?
- vi. What are the climate smart technologies on waste management (note: case of adopted approached for sanitation and MHM interventions in western Kenya)?
- vii. How do we assess and enhance sanitation data demand and information use to support informed decision making for sanitation and MHM data at counties?

**Adaptation.** The project is embedding learnings and recommendations from the formative assessments into strategies and approaches and dissemination to larger audiences to elicit informed discussions. Additionally, the team incorporated these learnings in the draft Y3 (FY23) work plan.

## ENVIRONMENTAL AND CLIMATE STEWARDSHIP

USAID WKSP is mandated to monitor environmental risks associated with implementation of project activities in accordance with Kenyan environmental policies 22 CFR 216, and USAID'S ADS 201 and 204. The project is expected to have appropriate environmental safeguards and have a monitoring and mitigation plan in case of any adverse effect to or from the environment. The project takes cognizance of the environment and climate change as emerging and cross-cutting issues that must be addressed during implementation. The project has continuously implemented the recommendations in the Environmental Monitoring and Mitigation Plan (EMMP), which is a reference guide for all environmental interventions in the project. USAID WKSP is equally keen on integrating climate change adaptation strategies into both sanitation and MHM interventions. A Climate Change Consultative Forum was held with county stakeholders to kickstart adaptation and integration activities in the project. This forum was also used to gain baseline data on the environmental activities already being carried out in the counties. The county representatives outlined specific environmental risk/hazards, existing climate smart technologies in MHM and sanitation, and opportunities that can be leveraged to ensure sustainability and resilience. The representatives also developed county-specific workplans that have been analyzed and included in the report. A comprehensive workshop report is available for reference.

## MANAGEMENT AND OPERATIONS

The project remains focused on implementing measures to enhance the effectiveness and efficiency of its operations to achieve its objectives with the available resources. This includes ongoing negotiations with county governments in the western Kenya region to secure space allocation for the project's county-based staff. The project has successfully replaced all the staff members who resigned, ensuring continuity and maintaining a full team. Additionally, the onboarding of the MHM Coordinator for the Kisumu cluster, who also serves as the Homabay Certified Management Accountant (CMA), further strengthens the project's capacity in managing both market advisory activities and MHM initiatives.



The project is actively pursuing inclusion in the disposition plan for the Power Africa East Africa Energy Program (EAEP) to formalize the allocation of the vehicle that had been on loan for the Siaya Cluster. By securing this allocation, the project can ensure consistent access to a vehicle, supporting its transportation and logistics needs in the region.

Furthermore, the project is implementing cost control measures to avoid adverse variances and improve overall efficiency and effectiveness. By closely monitoring expenses and optimizing resource allocation, the project aims to ensure that its activities are carried out within the allocated budget and that resources are utilized effectively to achieve desired outcomes.

## **MONITORING AND EVALUATION**

To strengthen effective monitoring and reporting of data on basic and safely managed sanitation services, USAID WKSP facilitated training on tools to sub-county WASH coordinators, sub-county PHOs, ward PHOs, CHAs, CHVs/CHPs, and artisans in seven project-supported counties. The training on tools will ensure improved reporting from the community to the county level where data is verified by key staff and reported on time. The project also shared the envisaged USAID WKSP online reporting system (mWater) that would enable data digitization with the help of CHVs and PHOs, once approved by USAID, to improve monitoring and performance tracking of household data on access to improved sanitation because of USAID WKSP interventions.

## **COMMUNICATION**

USAID WKSP utilized various communications channels (social and mainstream media including radio, TV and newspapers to sustain dialogue on sanitation and MHM activities among county government staff, entrepreneurs, suppliers, private sector players from the Kenya National Chamber of Commerce and Industry (KNCCI), regional bodies (LREB), and users of sanitation and MHM services and products. The project continued to synthesize baseline assessment findings into blogs, infographics, factsheets, technical briefs, and journals for dissemination to varied audiences in the next quarter. In Q3 the project finalized and launched the MHM SBCC strategy which will support the development of tailored messaging and approaches that enable and encourage positive individual, community, and societal behaviors.

## PROJECT OVERVIEW

The Government of Kenya (GoK) faces the challenges of providing access to basic sanitation, which remained at 30 percent nationwide in 2017, and to MHM services, given that 65 percent of women and girls cannot afford sanitary pads and have no access to adequate disposal facilities. In line with its goal to achieve 100 percent open defecation-free (ODF) status by 2030 and to provide citizens with a clean and secure environment (per the GoK Vision 2030 agenda), the GoK is working to establish policies on environmental sanitation, hygiene, and MHM by setting frameworks for county governments to legislate and invest in sanitation and MHM, including market-based solutions. The GoK has also initiated the ODF Rural Kenya Campaign, adopting Community-Led Total Sanitation (CLTS) as the core strategy to advance sanitation services delivery.

To help county governments improve their sanitation and MHM per GoK frameworks, USAID/KEA launched WKSP. USAID WKSP is a five-year program that engages multiple stakeholders in eight western Kenya counties to create a financially sustainable, transformative, replicable, and locally owned sanitation and MHM marketplace that goes beyond the traditional “do-it-yourself” model promoted through the CLTS approach. In the USAID WKSP approach, customers can easily find and procure the products and services they need, and enterprises are motivated to improve their products and services and invest in marketing and sales.

The objectives of USAID WKSP are (i) increased access to and uptake of market-based, improved sanitation and FSM products and services and (ii) increased access to and uptake of market-based, improved MHM products and services at the household level. USAID WKSP works toward these objectives through four sub-objectives (SO):

- i. SO1: Analyze the market system, the target market, and the business-enabling environment for S&H.
- ii. SO2: Identify, implement, and scale pilots to strengthen the sanitation market system.
- iii. SO3: Identify, implement, and scale pilots to strengthen the market for MHM products.
- iv. SO4: Strengthen the enabling environment.

Cross-cutting and guiding principles for USAID WKSP include collaboration and coordination, environmental compliance, climate change integration, and gender, equity, and social inclusion (GESI).

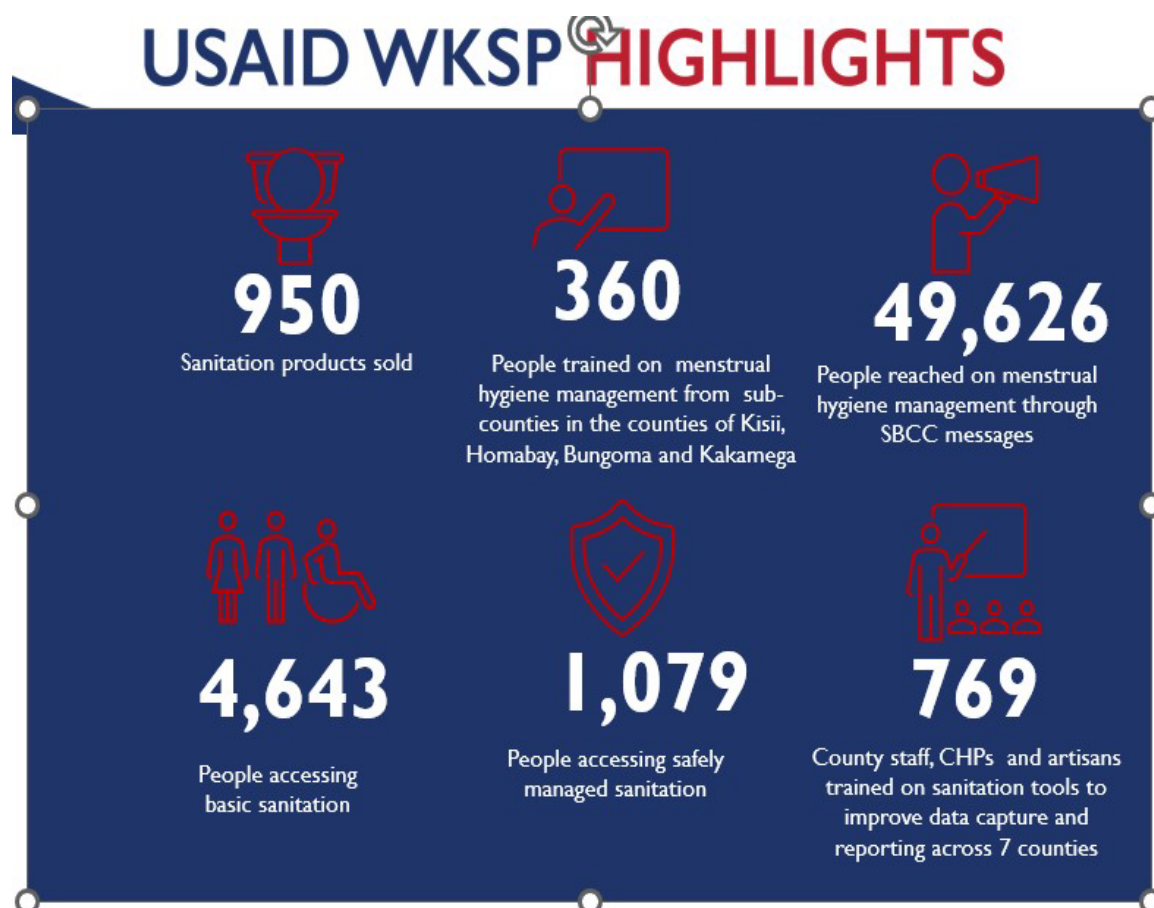
This report presents the implementation progress for USAID WKSP in Q3 of FY23 (or Year 2) and provides detailed updates on its activities, accomplishments, lessons learned, challenges, and corresponding mitigation actions for the Q3 period of April 1 – June 30, 2023. The following sections summarize key USAID WKSP activities in Q3 under each project SO, as well as cross-cutting, performance monitoring, and management and operations activities.



## OVERARCHING OUTPUTS AND OUTCOMES

This section provides a summary of overarching outputs and outcomes from USAID WKSP implementation in Q3.

FIGURE 1: USAID WKSP HIGHLIGHTS IN Q3 FY23



### SUB-OBJECTIVE 1: ANALYZE THE MARKET SYSTEM, TARGET SYSTEM, AND BUSINESS ENABLING ENVIRONMENT FOR S&H

- The project in all facets has worked closely with the county government to address pertinent issues raised by the PEA report. Key activities to create an enabling environment for both S&H include policy domestication, MCA sensitization, joint events (MH Day in Busia County), environment consultative forums, data collection tools orientation for monitoring, strengthening WASH forums, review of the KACWASCO five-year strategic plan, and development of a business plan for FY23/24. Additionally, USAID WKSP funded and facilitated a three-day workshop to create an annual development plan (ADP) for the Department of Health of the County Government of Homa Bay, an activity through which the project advocated for budgetary consideration for S&H.
- USAID WKSP issued a hackathon call on March 6, 2023. Fifteen of 112 applicants were shortlisted to participate in the hackathon. Four sanitation and three MHM applicants emerged successful and have proceeded to the proposal development stage awaiting final award.

- Last quarter, the project developed and piloted tools on mWater and have since then engaged RTI and USAID on approval for this platform, to ease data collection, mitigate errors, and provide additional project benefits.

## **SUB-OBJECTIVE 2: IDENTIFY, IMPLEMENT, AND SCALE PILOTS TO STRENGTHEN THE SANITATION MARKET**

- Conducted market activations in 51 market centers in USAID WKSP implementation sites in the eight counties to create demand and enhance access to sanitation products and services.
- A total of 476 SATO products were sold through the market activations.
- Inducted 22 sanitation and four MHM enterprises in USAID WKSP activities. Ten sanitation enterprises signed NDAs. The project is monitoring sanitation product availability and sales.
- 12 (8M, 4F) USAID WKSP staff trained on the DQ problem-led sales approach. They can now facilitate DQ training sessions for entrepreneurs such as sales agents and latrine installers.
- A total of 54 entrepreneurs consisting of 25 (M) masons and 29 sales agents (13M, 16F) were trained on the DQ sales approach. The entrepreneurs further received coaching on sales conversations with customers; 109 SATO products were sold in Kisii, Kakamega, and Kisumu Counties during the coaching sessions.
- 4,643 people (2,292M, 2,351F) in Busia, Siaya, Bungoma, Kakamega, Migori, Homabay, Kisii, and Kisumu Counties are now accessing basic sanitation facilities as a result of USAID WKSP interventions through trained masons and the introduction of technologies that address consumer needs and preferences.
- 1,079 people (418M, 661F) are accessing safely managed sanitation services in Kisumu, Kisii, and Bungoma Counties through mechanized pit emptying services and sewer connections as a result of intensified demand creation through KIWASCO with support from USAID WKSP.
- Kisii, Kakamega, and Bungoma Counties signed the SOPs for FSM. This paves way for partners and the county to roll out urban sanitation activities in a structured manner.
- 46 FSM service providers (23M, 23F) in Kisii County were trained on FSM SOPs.
- BDS training module developed to guide in mentorship and coaching of sanitation and MHM enterprises.
- 25 masons in Kisii, Kakamega, and Kisumu trained on retrofitting SATO products.
- 830 SATO products were sold, five SAFI latrines constructed, two pit latrines with slab constructed, 26 VIP latrines constructed, and two septic tanks, five leach pits, and 80 pour/flush toilets were constructed across the eight counties.

## **SUB-OBJECTIVE 3: IDENTIFY, IMPLEMENT, AND SCALE PILOTS TO STRENGTHEN THE MARKET FOR MHM PRODUCTS**

- Finalized and disseminated the MHM Enablers and Barriers Study findings to Bungoma, Kisii, and Homa Bay SCs.
- Supported MHM SC Meetings in Homabay, Bungoma and Siaya Counties.
- Trained 360 people (193M, 167F) from sub-counties in Kisii, Homa Bay, Bungoma, and Kakamega Counties on MHM.

- Co-created MHM social and behavior change communication (SBCC) Strategy, implementation plan, training manual and information, education and communication (IEC) materials with representatives from all counties and MHM stakeholders.
- Carried out pretesting of MHM IEC materials and tools in Busia, Kakamega, Kisumu, Migori, and Kisii Counties.
- Introduced two new menstrual products in Siaya County (Nia Pads made by Zana Africa and Reusable Pads by SEP).
- Developed a USSD Application (Red Pride) to provide MHM Information and link consumers to products.
- MHM Town Hall Meeting held in Kisii County to raise the profile of MHM among county leadership. Meeting attended by 71 people (48M, 23F) drawn from Kisii County government, private sector, CSOs, and the media.
- Supported Kisii, Homa Bay, Busia, Bungoma, and Kakamega Counties to celebrate the 2023 MH Day.

Organized and supported 2023 National MH Day celebrations in Busia County. During the celebrations, five County First Ladies from Busia, Siaya, Kisumu, Trans Nzoia and Nyamira Counties were crowned as MHM Champions and the MHM Enablers and Barriers Study and SBCC Strategy were launched by the Sanitation and MHM Champion H.E. [REDACTED].

#### **SUB-OBJECTIVE 4: STRENGTHEN THE ENABLING ENVIRONMENT**

- Supported Migori County to start the process of domesticating the National MHM Policy, inception meeting was done and attended by key county staff including from the County Health Management Team (CHMT).
- USAID WKSP participated in the national conference on enhancing bankability and blended Financing for WASH Initiatives and small and medium enterprises (SMEs).
- In Homa Bay, USAID WKSP facilitated a three-day workshop to create the ADP and AWP for the Department of Health that resulted in the inclusion of the sanitation and MHM interventions in the AWP for budget allocation
- USAID WKSP intensified technical assistance to target counties during the CIDP III development process with the sole objective of prioritizing and allocating resources to sanitation and MHM in this key strategic county document such as the CIDP and AWPs/development plans.
- USAID WKSP begun the process of supporting the county governments of Bungoma, Kakamega and Busia to domesticate the national KESH Policy and Bill to provide an enabling environment for implementation of MBS.
- USAID WKSP partnered with stakeholders such as USAID WKWP and CARE Kenya to support counties to convene and strengthen regular WASH fora. The project worked in Bungoma, Homa Bay and Migori Counties to develop, validate, and adopt ToRs to guide the operation of the WASH networks.

- Through the support of USAID WKSP, the WASH Forum Policy TWG developed the regulations of the Migori County Environment Health and Sanitation Act 2021. The regulations are aimed at operationalizing the Act to inform implementation of S&H interventions.

## **CROSS-CUTTING ACTIVITIES**

### **STAKEHOLDER COORDINATION**

- The project through the COP engaged the National Government on consultative meetings with the Ministry of Health and the Ministry of Water, Sanitation, and Irrigation on matters of sanitation and MHM.
- Supported the WASH forum in Migori County to develop and adopt TORs for better coordination and management of the WASH fora.
- Participated in KIJS as a member of the TWG that is developing the Kisumu CWIS jointly with other stakeholders.
- Held consultative meetings with the Ministry of Water and Health on sanitation and MHM coordination at the national level to support development of the MBS strategy and menstrual waste management guidelines.
- Jointly with GLUK, co-created a learning agenda roadmap that will accomplish three key goals; i) develop learning questions, ii) conduct annual knowledge harvest conferences, and iii) showcase and participate in community of practice USAID WKSP's interventions in sanitation and MHM.
- Held an Inception meeting for the domestication of Migori County MHM Policy (2023-2032)

### **COLLABORATION, LEARNING, AND ADAPTING (CLA)**

**Collaboration.** USAID WKSP continued to work with other relevant stakeholders to advance collaborative learning for sanitation and MHM topical issues. They include county governments, a local university (GLUK), and a potential partnership with Lund University for action research to address “complicated plastics” in MHM products.

**Learning agenda.** USAID WKSP collaborated with GLUK to participate in a three-day write-shop to develop the learning agenda. The output from this forum was the prioritization of seven questions, with clear study objectives, approach, learning activities, timelines, resources required, and learning products.

**Adaptation.** The project is embedding learnings and recommendations from the formative assessments into strategies and approaches and dissemination to larger audiences to elicit informed discussions. Additionally, the team incorporated these learnings in the draft Y3 (FY23) work plan.

### **ENVIRONMENT AND CLIMATE CHANGE**

- Screened all project activities for environmental compliance before approval and implementation.
- Sensitization and capacity building of two sub-grantees on waste and waste management hierarchy and general environmental safeguarding.

- Identified climate resilient innovations and technologies (products and services) in sanitation and MHM through the hackathon in SAF.
- Explored and upscaled biodegradable MHM products by sub grantees from natural fiber like sugarcane bagasse and banana fibers.
- Conducted a Climate Change Consultative Forum to kickstart climate change integration activities.

## COMMUNICATION

USAID WKSP utilized various communications channels (social and mainstream media including radio, TV and newspapers – see Annex) to sustain dialogue on sanitation and MHM activities among county government staff, entrepreneurs, suppliers, private sector players from the Kenya National Chamber of Commerce and Industry (KNCCI), regional bodies (LREB), and users of sanitation and MHM services and products. The project continued to synthesize baseline assessment findings into blogs, infographics, factsheets, technical briefs, and journals for dissemination to varied audiences in the next quarter. In Q3 the project finalized and launched the MHM SBCC strategy which will support the development of tailored messaging and approaches that enable and encourage positive individual, community, and societal behaviors. Through a sub-grantee (Matibabu Foundation), the project embarked on the development of a mobile application which will enable users to purchase MHM products, take short courses on MHM, and speak to an expert on personal MHM issues.

**TABLE I COMMUNICATIONS EVENT SUMMARY, Q3 2023**

Event and County	Media House Engaged	Feature	Frequency	Period
<b>Response to cholera outbreak (in Kisumu, Siaya, and Homa Bay Counties)</b>	Three: Lake Victoria FM, Mikayi FM and Gulf Radio.	Each 60-minute talk show	Once each (three total shows)	May 3-9, 2023
<b>MHM Day build-up activity (in Bungoma, Busia, Kakamega, Siaya, Homa Bay, Kisii, Kisumu, and Migori Counties)</b>	Seven: Lake Victoria, West FM, Mikayi FM, Gulf Radio, Togotane FM, Busia Border FM, Kisii Fm.	Each 60 minutes talk show	Once each (seven total shows)	May 25-30, 2023
<b>Kisii County MHM Town Hall Meeting (in Kisii County)</b>	USAID WKSP paid livestream	Whole event	One day (one show)	May 19, 2023
<b>MHM Day (in Busia County)</b>	USAID WKSP paid livestream	Whole event	One day (one show)	May 30, 2023
	Busia Border FM	News clip	Once	May 30, 2023
	West FM	News clip	Once	May 30, 2023
<b>The hackathon (all counties congregated in Kisumu County)</b>	USAID WKSP paid livestream	Whole event	Two days (two shows)	June 13-14, 2023
	Star Newspapers	Whole page	Two days. Total coverage— one	June 13-14, 2023
	Standard News (TV)	News clip	Two days. Total coverage— one	June 13-14, 2023

<b>Sanitation and MHM</b>	The People Daily (Print)	Half a page	Two days. Total coverage— one	June 13-14, 2023
	Nation Media (online newspaper)	Full page (online version)	Once. Total features – one	July 6, 2023

## FY23 PERFORMANCE DATA TABLE

Table 2 shows USAID WKSP's performance data in Q3. However, the targets set are subject to revision following completion of the baseline assessments in early Y2 and the revision of the Activity, Monitoring, Evaluation, and Learning Plan (AMELP) submitted during start-up and approved by USAID. The project meanwhile achieved other important activities that are reflected in the table below in the Overarching Outputs and Outcomes section.

**TABLE 2: USAID WKSP PERFORMANCE INDICATOR DATA, Q3 2023**

#	Performance Indicator	Baseline	Y2 Target	Y2Q3 Target	Y2Q3 Achieved	% Achieved for Q3 Targets	Comments
<b>Goal Level</b>							
G1	Number of people gaining access to safely managed sanitation services as a result of U.S. Government (USG) assistance (HL 8.2-3)	376,000	25,000	5,000	1,079	22%	This quarter, the 4 formalized pit emptier groups provided mechanized emptying services to households within informal settlements in Kisumu County. The project achieved 25% of the quarter target.
G2	Number of people gaining access to basic sanitation services as a result of U.S. Government (USG) assistance (HL 8.2-2)	1,152,000	30,000	7,500	4,643	62%	A total of 4,643 people are accessing basic sanitation across the 8 counties. 2,561 people accessing through individual households and 2,082 people through institutions. This was achieved through the trained sanitation entrepreneurs who have provided installation/ construction services to households and institutions within the 8 target counties.
<b>Sub-Objective 1: Analyze the Market System, Target Market, and Business Enabling Environment for Sanitation and Hygiene</b>							
I.1	Number of new sanitation products offered by USAID WKSP-affiliated enterprises (custom)	0	2	1	1	50%	This quarter, the project introduced the offset latrine technology in Nyando Sub-County. This is to respond to the geographical challenges in the region as a result of loose soil formation and a high-water table.

1.2	Number of outlets stocking sanitation products	0	32	8	26	325%	The project continued to work closely with 26 enterprises in the project sites. During the quarter, 26 enterprises participated in an inception meeting on BDS. We further identified 6 enterprises and inducted them on the SATO business. We linked the 6 with the LIXIL representative for stock up.
1.3	Percentage change in sales of firms/enterprises receiving USG-funded assistance	34,539	5%	5%	0	0	This quarter, the project engaged the enterprises through an inception meeting and will be tracking sales going forward from Q4.
1.4	Number of sanitation products sold (custom)	0	10,000	2, 500	950	38%	This quarter, 950 products were sold through the enterprises and services offered to households. Products sold included SATO, SAFI latrines, pit latrines with slab, VIP latrines, and flush/pour flush ceramic toilets.
1.5	Number of sanitation services facilitated (custom)	0	10,000	2,500	707	28%	This quarter, the project achieved 28% of the quarter target from 29 sewer connections, 152 pit emptying and resolved 555 sewer blockages.
1.6	Percentage of supported enterprises that continue to deliver basic sanitation products and services after 12 months (custom)	0	4%	%	0	0	The project held an initial inception meeting with 26 sanitation and MHM enterprises. We intend to initiate the BDS support activities in Q4.
1.7	Percentage change in supported sanitation/MHM enterprise profits (custom)	0	2.5	2.5	0	0	The project held an initial inception meeting with 26 sanitation and MHM enterprises. We intend to track this in the progressive annual report.
<b>Sub-Objective 2: Identify, Implement, and Scale Pilots to Strengthen the Sanitation Market System</b>							



2.1	Number of training courses/curricula developed for S&H market employment or entrepreneurship (custom)	0	1	1	1	100%	BDS training module developed in the quarter to support capacity strengthening for sanitation and MHM in the 8 counties. The project achieved 100% for the quarter.
2.2	Number of women and youth engaged in S&H businesses (custom)	0	8	8	4	50%	4 MHM enterprises in Homabay, Migori and Kisumu Counties engaged women in their businesses. The project achieved 50%.
2.3	Number of women-led enterprises supported within the WASH sector (custom)	0	5	0	0	N/A	The project will report on this once formalization of enterprises is done and identification of women-led enterprises is ascertained.
2.4	Percentage of villages receiving direct promotional activities (custom)	0	5%	5%	1,200	15%	Market activations conducted in the initial 1,200 villages across the 8 counties out of the total 7,654 villages that the project is working in.
2.5	Percent of customers satisfied with services/products (custom)	0	30%	8%	0	0	This is an annual indicator and will be reported in the annual report.
<b>Sub-Objective 3: Identify, Implement, and Scale Pilots to Strengthen the Market for MHM Products</b>							
3.1	Number of women/girls with improved MHM practices as a result of USAID WKSP activities (custom)	177,000	30,750	7,688	0		This indicator is an annual indicator and not reported quarterly. The project will report on this in the annual report.
3.2	Number of people reached with information, education, and communication campaigns designed to increase public awareness of MHM (custom)	0	75,000	75,000	49,626	82%	The project reached 82% of the annual target mainly through forums including community dialogues, household visits, sessions with men in the community, and sessions in school and work settings.
3.3	Percentage of women/girls reporting improved menstrual waste disposal options (custom)	0%	5%	N/A	N/A	N/A	This indicator is an annual indicator and not reported quarterly. The project will report this in the annual report.

3.4	Number of new MHM products offered by USAID WKSP-affiliated enterprises (custom)	0	2	2	2	100%	USAID WKSP has introduced Nia Pads (disposable pads by Zana Africa) and Sep Reusable Pads (by SEP) in the quarter.
<b>Sub-Objective 4: Strengthen the Enabling Environment</b>							
4.1	Number of water and sanitation sector institutions strengthened to manage water resources or improve water supply and sanitation services as a result of USG assistance (HL 8.3-3)	0	2	2	2	100%	KIWASCO and KACKWASCO in Kisumu and Kakamega Counties are being supported to review their business and strategic plans respectively to include onsite and offsite sanitation interventions.
4.2	Value of new funding mobilized to the water and sanitation sectors as a result of USG assistance (HL 8.4-1)	0	5,000,000	1,250,000	2,477,909.00	198%	Through domestic sanitation services user payments from rural areas, a total of ██████████ was mobilized. In urban sanitation a total of ██████████ was mobilized reaching 198% for the quarter.
4.3	Number of pro-business county-level policies and regulations proposed, adopted, and implemented (custom)	0	3	3	6	200%	Domestication of MHM policy for Migori, KESH policy domestication for Bungoma, Busia and Kakamega, ESH Regulations for Migori, Water and Sanitation Act Regulations for Migori and ESH Regulations for Kisumu County. This translated to 200% for the quarter achievement.
4.4	Number of USG engagements jointly undertaken with the private sector to achieve a U.S. foreign assistance objective (PSE-1)	0	10	3	4	133%	Two sessions for onboarding of enterprises in Kisumu and Siaya Clusters, one session orientation of FI staff in Siaya Cluster and the sanitation and MHM innovation solutions hackathon. The project achieved 133% in the quarter.
<b>Cross Cutting Indicators</b>							

PSE -2	Number of private sector enterprises that engaged with the USG to support U.S. Foreign Assistance objectives	0	32	32	26	81%	The project continued to work closely with 32 enterprises in the project sites. During the quarter, 26 enterprises participated in an inception meeting on BDS.
PSE-3	Number of private sector enterprises with improved participation in the local economy as a result of USG assistance	0	1	0	0	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q4.
PSE-4	Value of private sector resources leveraged by the USG to support U.S. Foreign Assistance Objectives	0	5,000,000	1,250,000	0	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q4.
CHI	Number of laws, policies, regulations, or standards addressing climate change adaptation formally proposed, adopted, or implemented by counties as supported by USG assistance	0	3	1	1	33%	In Q3, the project achieved 33% of the quarterly target, including the domestication of Migori County EHS.
CH2	Number of women and girls using environmentally friendly MHM products and services	0	9,000	2,250	0	N/A	The project will begin to report on this indicator in Q4 after conducting household surveys.
CH3	Number of institutions (organizations) supported to implement environmentally friendly MHM and sanitation technologies	0	7	2	2	28%	In Q3, the project achieved 28% of the quarterly target with Blue Cross Nyatike and Matibabu Foundation sub-grantees.
CH4	Number of counties integrating climate resilient sanitation adaptation plans into policies	0	2	1	1	50%	In Q3, the project achieved 50% of the quarterly target including the EHS policy for Migori County.

	Number of full time equivalent (FTE) jobs created as a result of USG assistance	0				N/A	This indicator was introduced in May 2023. The project will therefore begin reporting on this indicator in Q4.
	Number of small and medium sized enterprises supported by USG assistance	0				N/A	This indicator was introduced in May 2023. The project will therefore begin reporting on this indicator in Q4.
	Number of microenterprises supported by USG assistance.	0				N/A	This indicator was introduced in May 2023. The project will therefore begin reporting on this indicator in Q4.

## PROGRESS

This section summarizes USAID WKSP's implementation progress for Q3 Y2 for each of the four key SOs.

### **SUB-OBJECTIVE 1: ANALYZE THE MARKET SYSTEM, TARGET SYSTEM, AND BUSINESS ENABLING ENVIRONMENT FOR S&H**

**Engaging stakeholders.** USAID WKSP continued to engage multiple stakeholders in Q3 as mentioned in various SO2-4 activities. USAID WKSP also continued to work with other USAID projects such as WASHPaLS#2 and WKWP as highlighted in detail in the cross-cutting sections.

**Conducting PEAs.** USAID WKSP continued to apply PEAs to expand knowledge of formal political structures, incentives, blockages, and relationships among stakeholders and foster its support to champions who can advocate for improved sanitation and MHM practices.

The efforts made by USAID WKSP this quarter included activities to enhance the enabling environment through policy dialogues, support on domestication, training of MCAs, identification of champions and the market system analysis to inform consistent and continuous demand creation activities through various enterprises' sales and marketing teams. These efforts have also been made by supporting the county staff on data collection and data tools for sanitation.

In line with the county capacity support, the project undertook a three-day sensitization workshop for health committee MCAs of Busia and Homa Bay on MBS and MHM status, the budgeting process cycle, policy and regulatory frameworks for sanitation, and transformational leadership. The total number of participants for this workshop was 32. This platform also ensured that the key findings from the formative assessment were disseminated to empower the MCAs with a current status on sanitation and MHM as well as some of the critical aspects ailing the sector, ranging from institutional arrangements, staffing, budgeting, and M&E. The short and medium-term impact from this session will be crucial in ensuring that the MBS and MHM policy and regulatory issues within the counties are well articulated, prioritized, and resourced for in budget allocations and human resources for effective implementation.

**Completing baseline assessments.** Having completed and validated five baseline assessments in Q2, in Q3 USAID WKSP worked to finalize the assessment reports prior to dissemination planned in Q4 and submission to USAID/KEA. The five completed assessments include i) Household Market Sizing and Segmentation Assessment for Sanitation and Hygiene; ii) Assessment of MHM Barriers and Enablers in Western Kenya; iii) Supply Chain Assessment for Sanitation and Hygiene in Western Kenya; iv) Scoping Study of Financial Institutions and Savings and Credit Cooperative Societies

(SACCOs) for Sanitation and Hygiene Financing; and v) Assessment of Enabling Environment in Western Kenya. Below are some key findings from the assessments:

### **Household Market Sizing and Segmentation Assessment for S&H**

- Most households (87%) were found to have functional household latrines. Those who lacked latrines either used communal latrines (10%) or shared with neighbors. Open defecation (OD) was very low (1%) in the eight counties.
- Most of the latrines were ordinary pit latrines (81%) and VIP latrines (14%). A majority of these provided privacy to the users (77%) and were regarded as safe (78%).
- The latrine superstructures mostly used bricks (48%), iron sheets (24%), and/or mud (21%). The most common slab was concrete (63%), mud (14%), and logs (13%).
- Latrine or septic tank emptying was very low, and the future need was estimated at 39% for households and 62% for tenants, and mostly one year later.
- Most households (71%) require toilet upgrades. The key market segments for sanitation are mostly found in Migori, Siaya, and Busia Counties which have reached critical mass for market-based sanitation.

### **Supply Chain Assessment for S&H in Eight Counties in Western Kenya**

- Retailing (63%) was the most common type of businesses for sanitation user interface products.
- There was a minimal number of manufacturers, wholesalers, importers, and distributors across the eight counties.
- Storage, emptying, and reusable sanitation products were rare, but a few items were stocked especially in Kakamega, Bungoma, and Busia Counties.
- Public toilet operation, masonry, and both manual and mechanical pit emptying were the most common sanitation services across all counties.
- All of the major urban centers had between three and five private exhausters while manual pit emptiers (MPEs) were popular in Kisumu town, especially in the informal settlements.

### **Assessment of MHM barriers and enablers in Western Kenya**

#### **Barriers**

- Negative cultural practices, norms and attitudes that prevent the adoption of standard MHM practices.
- Exclusion of men and boys from meaningful involvement in MHM issues due to cultural beliefs which limit their support to women and girls.
- Limited access to MHM facilities including a lack of changing facilities, limited water access for MHM use, a lack of sanitary facilities, and a lack of menstrual waste disposal bins.

- A lack of a standardized package for MHM information for the different target groups and audiences.
- A lack of guidelines and frameworks governing the management of menstrual waste at national and county levels.
- Low or no HH income limited women and girls' capacity to purchase menstrual products.
- High tax regime on the imported raw materials for menstrual products, a lack of subsidies, and an absence of financial support.

#### **Enablers**

- Existence of social and political goodwill for MHM programming by national and county governments. The office of the County First Lady spearheads MHM initiatives across various counties.
- Existence of laws, policies and frameworks governing and supporting MHM programming at national and county governments.
- Existence of private sector players supporting MHM interventions to create and meet MHM.
- Existence of donor-funded development programs supporting different essential components of MHM e.g., WASH interventions and menstrual management product support.

#### ***Scoping Study of Financial Institutions and SACCOs for S&H Financing***

- FIs have WASH loan products but do not distinguish between them in reporting management information systems (MIS), thereby impeding on data driven decision making towards improved financial inclusion
- Commercial banks have a bias for large loan amounts and thus prefer utility financing over household and small business financing. A significant gap remains in addressing households that require smaller loans, which have low returns in comparison to their administrative requirements.
- Of the 800 total respondents, only 74 (9.25%) of the sample took loans for sanitation and MHM. Out of these 74 respondents, 36.5% took loans from table banking/chamas, 21.6% from banks, and 17.6% from digital mobile lending platforms.

#### ***Assessment of Enabling Environment for S&H Services Delivery***

- **Sector policy and strategy:** S&H activities in most counties are split between two, three, or even four departments: environment, water, tourism, and health and sanitation. These departments often work independently of each other.
- **Institutional arrangements:** MBS and MHM fall under the reproductive health sector and under the purview of the Ministry of Health. Unfortunately, ministry budgetary allocations are

combined with other sector activities in the CIDP which makes it difficult to track expenditures. Within the health and hygiene sector, medical equipment and salary are prioritized over S&H.

- **Budget and financing:** The budgetary allocation for S&H as a percentage of gross domestic product (GDP) is not being met at national or subnational levels. The primary sources of financing for S&H include the national government, county governments, development partners (bilateral and multilateral agencies), and international foundations and NGOs.
- **Planning, monitoring, and review:** County-level planning exists for S&H in general but is not specific to MBS and MHM approaches. Available S&H plans are not validated by a majority of stakeholders. In addition, there are no clear targets, indicators, or budgeted activities that would allow for regular review and update to enable sustainable service delivery while reducing inequalities. Lastly, there is no monitoring and review framework in place to support these initiatives due to financial constraints.
- **Capacity development:** County institutions have limited capacity to fulfil sector roles and responsibilities to augment sustainable sanitation practices at scale, including the availability of necessary structures, tools, training, and incentives for sanitation. Training tools and opportunities are generally available though inadequate.
- **Broader enabling environment:** There is generally good political will. The county government and local leaders (elected and non-elected) are actively involved in planning and advocacy. However, traditional and community leaders may not be fully represented or engaged in hygiene matters due to retrogressive cultural beliefs. On the other hand, the budget line for S&H supply has not been successfully decentralized as evident in the planning structure in the CIDP.
- **Service providers:** Service provision for S&H is primarily focused on urban areas where well-established costed plans, AWP, and performance indicators are in place. Rural areas suffer from a shortage of quality, affordable, and sustainable hygiene, and few sanitation service providers.

These findings informed the development and implementation of ongoing and upcoming project activities, as part of adaptive management. USAID WKSP also developed a dissemination plan for Q4 that included strategic outreach and presentation at events such as county WASH Forum, national/global initiatives, and others. For instance, USAID WKSP officially launched the *Assessment of MHM Barriers and Enablers in Western Kenya* report on June 15, 2023, during national MHM Day celebrations in Busia (see SO3 for details).

USAID WKSP, drawing on the five baseline assessment findings, also began to develop the Strategic S&H Investment Plan (SSHIP) for each partner county. These SSHIPs are intended to package the various assessment findings into an action-oriented document to which each county will refer to enhance S&H planning. In Q3, the project worked through the CECM induction forum to share the outline for this activity and is now awaiting the formation of a 10-member SC in each county that will advise on the SSHIP development. Members are anticipated to include PHOs, county wash coordinators, county reproductive health officers, sub-county PHOs, sub-county water officers, technical managers of the county water service providers (WSP), and departmental directors from



health, physical planning, lands and urban development, finance and economic planning, water, and environment and natural resources.

**Promoting innovation.** In Q3 the project nominated seven innovators through a competitive process that had 15 shortlisted candidates. With project support, these innovators will design solutions for MHM and sanitation to address the challenges in western Kenya by offering additional products to the market.



*A contestant presents at the hackathon event where a range of improved and safely managed sanitation and MHM products and services were evaluated by a qualified panel of judges. Photo credit: USAID WKSP.*

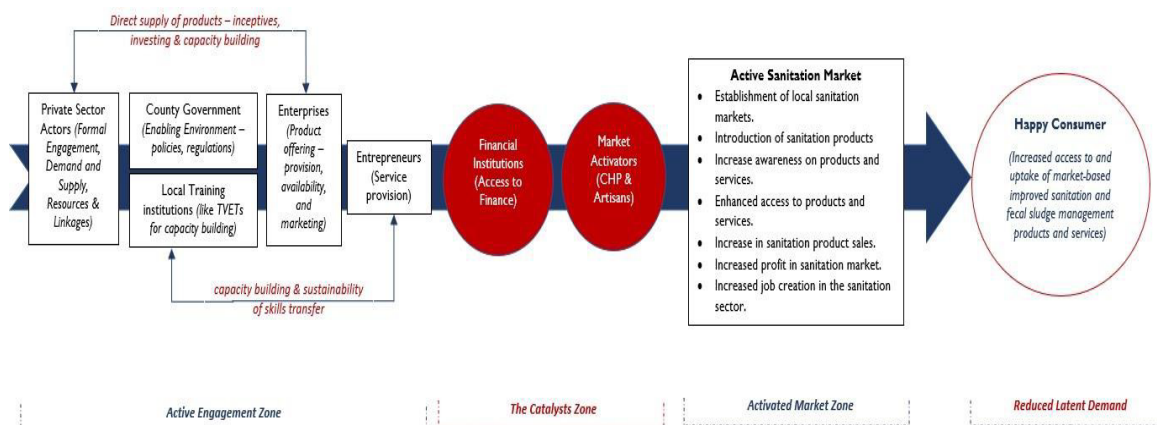
## **SUB-OBJECTIVE 2: IDENTIFY, IMPLEMENT, AND SCALE PILOTS TO STRENGTHEN THE SANITATION MARKET**

In Q3, USAID WKSP continued to activate the market in all eight counties for sanitation products and services through various, parallel approaches that included product introductions, building enterprise production/supply chain capacities, and raising demand. The project also worked with various WSSPs to strengthen their institutional and technical operations in FSM.

### **MARKET ACTIVATION**

USAID WKSP connected and collaborated with key stakeholders along the market supply chain through various delivery models. USAID WKSP is testing its market activation model as noted in Figure 2 below.

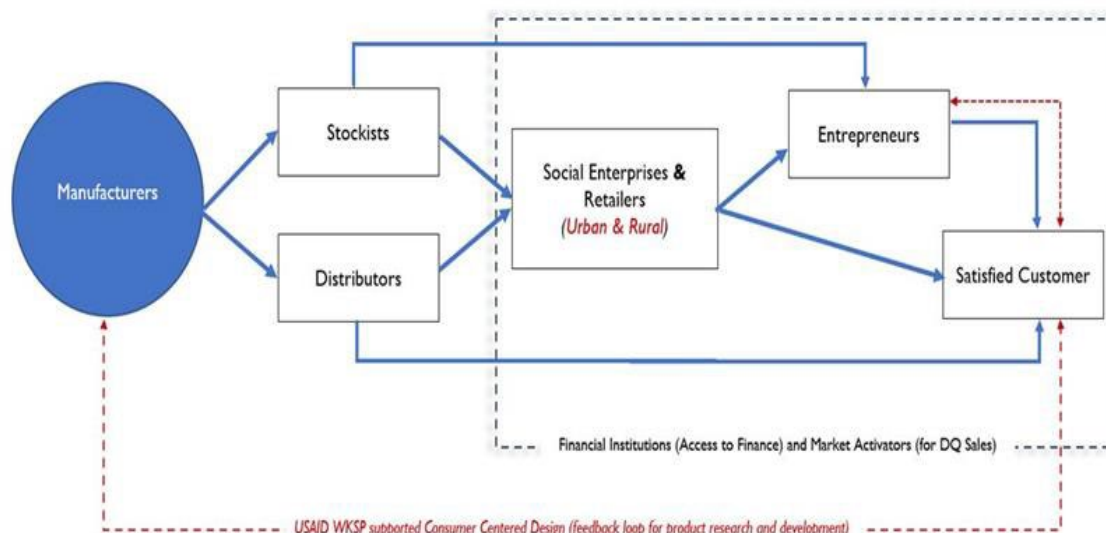
FIGURE 2. USAID WKSP MARKET ACTIVATION MODEL



**Strengthening sanitation product and service offerings.** USAID WKSP rolled out 51 market activation activities by amplifying awareness and interest in products and services. The products included i) SATO Products (SATO pan, SATO flex and SATO stool), ii) full toilet solution options such as the offset toilets, Safi latrines, and iii) the pre-cast slabs retrofitted with SATO. The activity further aimed at raising awareness on the different innovative sanitation solutions, pricing, and service provision through linkages with trained masons.

In addition, USAID WKSP worked with supply chain players including the private sector (such as LIXIL, the manufacturer of SATO products), respective county governments through the public health department, sanitation enterprises that included hardware and retail shops (or stockists), and the trained sanitation entrepreneurs from past activities. These groups played key roles in educating customers and other supply chain players on the product/service options in the market. For instance, based on the baseline assessments and sanitation products/services mapping activities, USAID WKSP had identified a weak supply chain for SATO products. In response, the project and LIXIL collaborated to identify potential hardware shops in the rural areas that have interest in stocking the SATO products due to increased demand. The project then supported shop owners to better display and market their stocked sanitation products and connected them to trained artisans and CHVs. These CHVs and trained sanitation entrepreneurs serve as extended market activators since they hold sales conversations directly with customers. USAID WKSP had already equipped them with sales order forms to capture details of all customers for follow-up on installations; the project will therefore continue its focus on strengthening this relationship as it facilitates the development of a sustainable supply chain for sanitation products and services. The project created linkages to ensure that customers were able to access their preferred products and services based on types of offerings, convenience, price points, and relationships among the various players.

FIGURE 3. USAID WKSP STAKEHOLDERS ENGAGED IN MARKET ACTIVATION



Following the conclusion of the market activation activities, USAID WKSP tracked the installation of sold products. The most popular were the SATO products given the affordable cost; there was a significant rise in sales of [REDACTED] with 476 SATO products sold this quarter. This indicates the growing acceptance of improved sanitation solutions or products through linkages among supply chain players and with their communities. Through this initial phase, a total of 1,200 villages benefitted from the promotional activities (see Table 3 for details).

**TABLE 3: NUMBER OF PRODUCTS SOLD AND REVENUE DURING MARKET ACTIVATION IN Q3**

County	No of pilot Wards	Sanitation Market days held	Products Sold	Revenue Made by Enterprises and Entrepreneurs (KES)
Kisumu	3	13	165	[REDACTED]
Migori	3	7	91	[REDACTED]
Kisii	3	5	42	[REDACTED]
Homabay	3	4	29	[REDACTED]
Siaya	3	6	50	[REDACTED]
Busia	3	5	45	[REDACTED]
Bungoma	3	4	17	[REDACTED]
Kakamega	3	7	37	[REDACTED]
<b>TOTAL</b>	<b>24</b>	<b>51</b>	<b>476</b>	[REDACTED]

USAID WKSP is working with trained sanitation entrepreneurs and private sector actors to promote access to basic sanitation services. In collaboration with county government public health departments, the project is intensifying demand creation through various platforms to enhance awareness on sanitation product options. In Q3, the project promoted several technologies that include SATO products, SAFI latrines, offset latrines, VIP latrines, and pour flush toilets across the eight counties. As a result, 2,645 (1,269M, 1,376F) people now access basic sanitation services. Income generated from the sale of the products was [REDACTED]. The products sold were as follows:

FIGURE 4. MARKET ACTIVATION MODEL

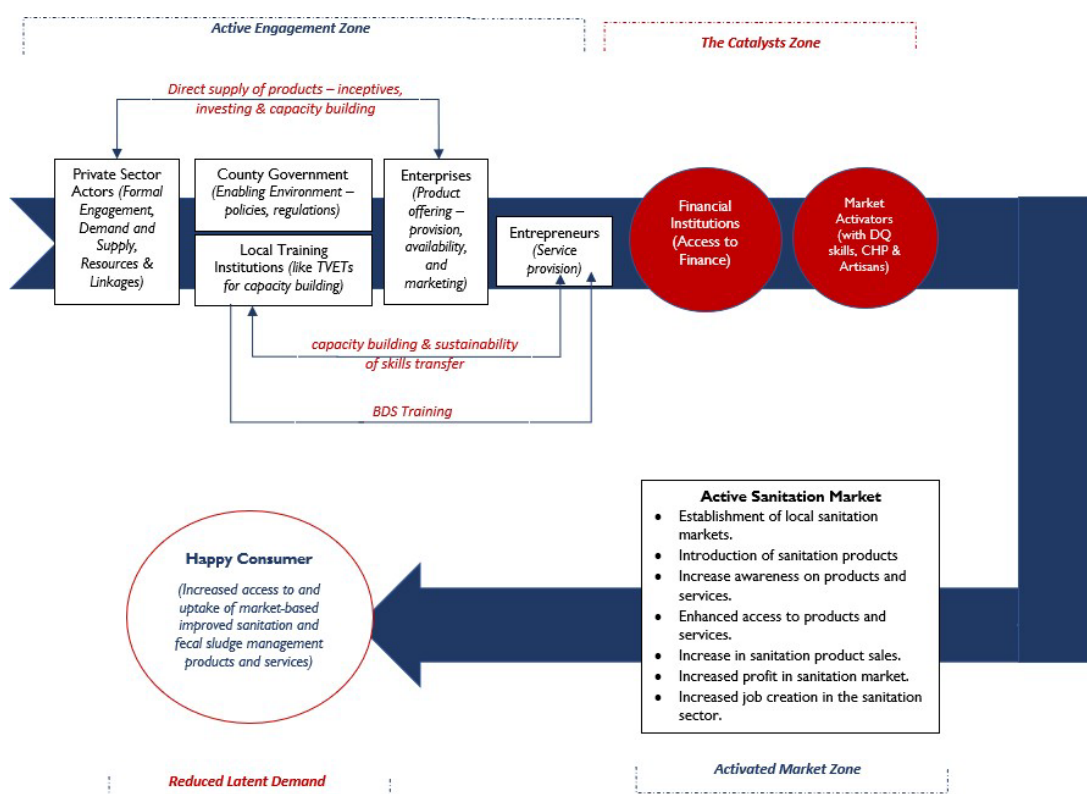


TABLE 4: NUMBER OF SANITATION PRODUCTS SOLD / INSTALLED IN Q3

County	Sato Products (e.g., pans, stool, and flex)	Safi Toilets	Pit latrine with slab	VIP	Others (e.g., Ceramic Pan,)
Kisumu	263	4	0	0	0
Migori	91	0	0	0	0
Kisii	105	0	0	0	0
Homabay	29	0	0	0	0
Kakamega	44	0	2	0	0



<b>Busia</b>	57	0	0	22	7 (2 septic tanks and 5 leach pits)
<b>Bungoma</b>	61	0	0	1	0
<b>Siaya</b>	180	1	0	3	80
<b>Total</b>	<b>830</b>	<b>5</b>	<b>2</b>	<b>26</b>	<b>87</b>



*DQ Sales: USAID WKSP-trained artisans and CHPs engage potential sanitation clients at a local market in Funyula, Busia County. Photo credit: USAID WKSP.*

**Increasing BDS provision.** USAID WKSP implemented various activities to increase the business development capacities of sanitation and MHM enterprises, *fundis*, and artisans such as sales and basic business operations. With WRP, USAID WKSP undertook a mid-term assessment exercise to i) assess the learnings to date on the problem-led sales using the DQ approach<sup>1</sup> piloted in Kisumu and Kakamega Counties from December 2022 (Q1); ii) understand what was working well, not working well and interrogate why; and iii) identify recommendations for strategic adjustments to training and implementation of the approach as it is scaled up to other counties. Assessment findings indicated that two of the 10 entrepreneurs trained have grown from being *fundis* to now being entrepreneurs who run their own businesses with workflows, planning, and reporting. Attributed to these successes was the inclusion of CHVs and PHOs who served as their connectors to the community and were part of the supply chain for sanitation products like SATO where there was limited supply.

Assessment findings also outlined challenges. One was an attitude among some artisans that members of far-flung communities could not afford the products offered. As a result, the artisans did

<sup>1</sup> A total of 10 artisans were enrolled in the program and underwent mentorship and coaching on entrepreneurial skills, to build their sanitation businesses. The approach was adopted based on the findings from the WASHPALS assessment that reported high attrition of *fundis* and lack of trust for them by customers. USAID WKSP sought to work with these artisans to change this narrative through the DQ sales approach.

not actively pursue potential customers in these areas, believing that their time and resources would be better invested in pursuing “affluent” leads elsewhere. Another challenge was the recruitment of artisans/*fundis* who lacked communication skills or were unable to travel to customers, resulting in high drop-out rates from the initial batch. Some of the artisans shifted their focus to other jobs for income. Stocks of SATO products were also consistently unavailable in many locations while their prices fluctuated, requiring potential customers as well as artisans to purchase them from less convenient locations.

To address these challenges and prepare to scale the DQ problem-led sales approach, USAID WKSP adapted its capacity building activities. First, the project instituted a ToT and capacity building coaching for key staff who had direct engagements with artisans/*fundis*, and for entrepreneurs including CMAs, sales and marketing specialist, BDS managers, urban sanitation and BDS managers and the Deputy Chief of Party (DCOP). The ToT sessions aimed to establish direct support and maintain a functional sales management system using the DQ sales techniques through the following key processes:

- ✓ **Module 1: Creating Aim and Business Plans.** Participants were reminded that the overall aim of selling toilets and associated ancillary products is to earn money and therefore it is important to understand how much money they want to earn and what level of effort is needed to achieve the desired income from latrine sales and installation. Module topics included business plan development, setting monthly income targets, mechanisms for reaching the targets, and how to track income and expenses.
- ✓ **Module 2: Selling Conversations with Sight Seller.** Participants were educated on improved ways of facilitating sales conversations using the sight seller, a visual aid that facilitates sales conversations at the household level. It guides the entrepreneur on the main topics to cover during the sales conversation beginning with identification of the problem that will eventually lead to a sale through the proposed solution.
- ✓ **Module 3: Introducing Solution and Value.** Participants were further guided to focus more on the potential customer’s problem and its related costs before introducing the solution. This focus aims to make households aware of the magnitude of their problem and its impact on members’ health and livelihood. This is done by posing open-ended questions on the situation to allow the household to speak more about the problem while also relating this to their neighbours or role models in the community. This raises deep concern, and once the customers have identified the pain points, the seller can pose relevant solutions and show cost savings over time.
- ✓ **Module 4: Using Name and Stories.** To put the customer at ease in purchasing a product, the seller is encouraged to engage in informal conversations with them, share examples of neighbors who recently purchased toilets, present new information, and ask open-ended questions that encourage them to share their own stories and problems. This further supports the establishment of trust in the seller who uses this opportunity to propose solutions to the sanitation challenges faced by the household.

At the end of the ToT, the project established and disseminated a sales tracking tool and developed a detailed action plan to train entrepreneurs in each county. The action plan included trainings for 10 sales agents and 10 artisans/*fundis* who will support in the sales and installation of the sanitation

solutions using the DQ approach. USAID WKSP facilitated a stronger working relationship between sales agents and artisans/*fundis* to expand customer base outreach and to scale installation.

Second, a key pivot was in how the project selected the trainee artisans/*fundis* and entrepreneurs based on attitude, skills, and passion. The process included development of selection criteria, which was shared with the public health department. The public health team with support from the CHP then selected sales agents based on the outlined criteria. A team comprised of the sub-county WASH coordinators, WASH PHOs, the respective CHPs, and WKSP then conducted a field vetting exercise of the selected teams. This entailed one-on-one interviews to gauge their attitude, experience, passion, skills, and interest in sanitation. The top 10 sales agents were selected and invited to the training.

Following the ToT activity, USAID WKSP rolled out the DQ problem-led sales approach training with a new batch of artisans/*fundis* in Kisii, Kakamega, and Kisumu Counties. The objective of this training was to apply the four sales modules to inspire artisans/*fundis* and entrepreneurs to want to expand their businesses through the selling and installation of various sanitation solutions. CMAs and BDS Managers in close consultation with each county public health team (represented by CHVs, CHAs, and PHOs) selected the trainees using the targeted criteria on attitude, skills and passion.

The second component of the training entailed field coaching where the trainees and PHOs went out to the field to practice facilitating effective sales conversations. During the field practical sessions in three counties, a total of 109 SATO products were sold. This outstanding sales outcome motivated the newly trained entrepreneurs and artisans to take up regular sales activities. USAID WKSP via its CMAs and BDS Managers followed up weekly with the trainees with additional monitoring and coaching to track the number of sales presentations done, number of sanitation products sold (with full or partial payments), number of sanitation products installed, and estimated profits.



*Integration: USAID WKSP-trained artisans and community health promoters engage potential S&H clients at a local market in Busia County. Photo credit: USAID WKSP*

In addition to the specialized DQ sales training, USAID WKSP continued to engage more sanitation and MHM enterprises. The project held an inception meeting on findings from the capacity and supply chain assessments that described a weak sanitation supply chain system, especially for affordable sanitation products such as SATO. In this meeting, 22 sanitation and four MHM enterprises from eight counties participated. USAID WKSP presented the project objectives and interventions and used the opportunity to get more insights on trade credit practices, attitudes, and supply chain actors. A major challenge identified was on capital financing, where majority reported that SATO through SILAfrica requires that a retailer or service provider purchase a minimum of 30 products to get a reduced price; this requirement was difficult for new players to enter the market due to generally the lack of working capital. USAID WKSP thus continued to engage with SATO to offer flexible purchasing processes to support in enhancing access to the products.

In addition, USAID WKSP further introduced key business aspects that included business registration, bookkeeping and financial management, access to finance and development of business plans. All the enterprises reported willingness to work with USAID WKSP given that they were experiencing increased demand for sanitation products and services. Drawing on the perspectives of the participants, the project also came up with a comprehensive action plan on managing the supply chain and on required BDS support. The plan entails monitoring visits to enterprises to assess product volumes and availability and business mentorship and coaching plans to be delivered to the enterprises based on capacity gaps identified.



Following inception meeting and the sanitation and MHM enterprises capacity assessment in Q1 targeting 54 enterprises, the BDS team embarked on the development of a BDS training manual for enterprises. The modules were developed based on gaps identified from the assessment and insights from entrepreneur training manuals previously developed through USAID projects. The modules covered include Basic entrepreneurship skills, sales and marketing, financial literacy, management and leadership of enterprises, record keeping, access to finance, and gender, youth, equity, and social inclusion (GYESI) in the context of sanitation and MHM. The project plans to pre-test the modules with selected enterprises as part of the piloting process.

**Strengthening the sanitation supply chain.** Drawing on the baseline assessments, USAID WKSP engaged with enterprises, entrepreneurs, and customers in Kisumu, Kisii, and Kakamega Counties to understand and address identified sanitation supply chain models for SATO products. Findings showed:

- SATO product supply chain was weak.
- In rural areas, hardware shops did not stock the products due to lack of capital.
- Sanitation entrepreneurs primarily relied on the PHOs to support in purchasing and delivering the products from the urban centers to their areas.
- In some cases, the PHOs officers are now stocking the products and are part of the supply chain.
- In Kisii, sanitation entrepreneurs/ masons and public health teams have established a working relationship with the regional distributors in Rongo and Kisii towns where the entrepreneurs get orders from the customers per ward and purchase directly from the distributors to get higher profit margins.
- In Kakamega, enterprises in Matungu Sub-County relied on hardware shops within the town center to get the products at retail price.
- In Kisumu, the products were readily available at the hardware stores within both peri-urban and urban centers.

USAID WKSP held discussions with five rural hardware shops in Kisii County interested in selling various sanitation products. Three shops displayed willingness to actively market and sell sanitation products. The project facilitated linkages between the shops and a SATO distributor named Lisa Hardware in Rongo, a major distributor within the region. As a result of this connection, the shops successfully purchased 35 SATO products. The current arrangement is that Lisa Hardware will supply the three shops with SATO products at an affordable price, effectively boosting sales promotion efforts. Additionally, USAID WKSP worked with the three shop owners to set display points for SATO products and to collaborate with six project-trained artisans as installers for the SATO products within the region. At the same time, USAID WKSP continued to discuss with LIXIL ways to optimize the efficiency of its supply chain systems (see SO4).

**Building capacity to support sanitation market expansion.** Learning from the assessment by STTA support, USAID WKSP in Q3 adapted its training for masons/artisans to better fit the capacities and needs of the sanitation solutions introduced (e.g., full toilet solution, production of SAFI rings, pre-cast slabs and retrofitting with SATO pans) and to avoid the high attrition rates from the first batch of artisans trained in FY22. The adaption also addressed poor selection of masons (as

noted before), lack of entrepreneurial skills, and limited resources to support their businesses. Moving forward, trainings will target each technology type offered and geographical conditions of the installation site while taking into account the varying masonry skills of participants and the need to include aspects of business development. The training sessions will prioritize three main areas: firstly, SATO-related product retrofitting; secondly, the installation of offset latrines for areas with unstable soil conditions; and thirdly, the installation of SAFI latrines and other full toilet solutions. The selection of artisans for each area of focus will be based on their individual skills and interests, ensuring that the right expertise is engaged for each specific task.

Based on this, USAID WKSP collaborated with TVET institutions (Nyansemebe, DOK in Kisii County, Kakamega County Polytechnic in Kakamega County and Sianda Vocational Training Centre in Kisumu County) and public health teams organized a training of 25 artisans in Kisii, Kakamega, and Kisumu Counties to focus on SATO retrofits. Artisan selection followed the process mentioned above to avoid attrition and focused on those with basic skill sets for the SATO product retrofits. Held in the TVET locations, the training objectives were not only to equip the artisans with necessary retrofitting skills but also to build their capacities on sanitation business development through the DQ problem-led sales and marketing approach. This intentional, multi-faceted approach aimed to ensure that the trained artisans continue to receive support through mentorship and coaching and linkages with sales agents who will connect them with customers.

The training was comprised of both classroom and practical sessions. The classroom sessions covered the latrine construction preparation process and step-by-step instructions for the installation of SATO products along with techniques for achieving quality tile floor finishes. Artisans were also introduced to the principles of creating disability-friendly SATO stool installations to ensure inclusivity and business planning skills. Through practical sessions, the artisans applied the classroom lessons at the TVET latrines including proper positioning and securing of SATO slabs and floor tiling. The practical installations provided valuable experiential learning, allowing the artisans to gain confidence and refine their skills in retrofitting slabs and achieving tile floor finishes that meet quality standards.

USAID WKSP also began working with the associated public health teams and the TVET instructors to conduct quality control checks on the installed products to ensure that the standards set out during the training were maintained.



*A molded latrine slab created by USAID WKSP-trained artisans during capacity building. Photo credit: USAID WKSP.*

## URBAN SANITATION MANAGEMENT IMPROVEMENT

USAID WKSP continued to strengthen the institutional aspects of FSM in Q3 that consisted of business and strategic planning for selected service providers, development and roll-out of FSM SOPs for targeted WSSPs, and demand activation for expanded FSM and sewerage services in Kisumu.

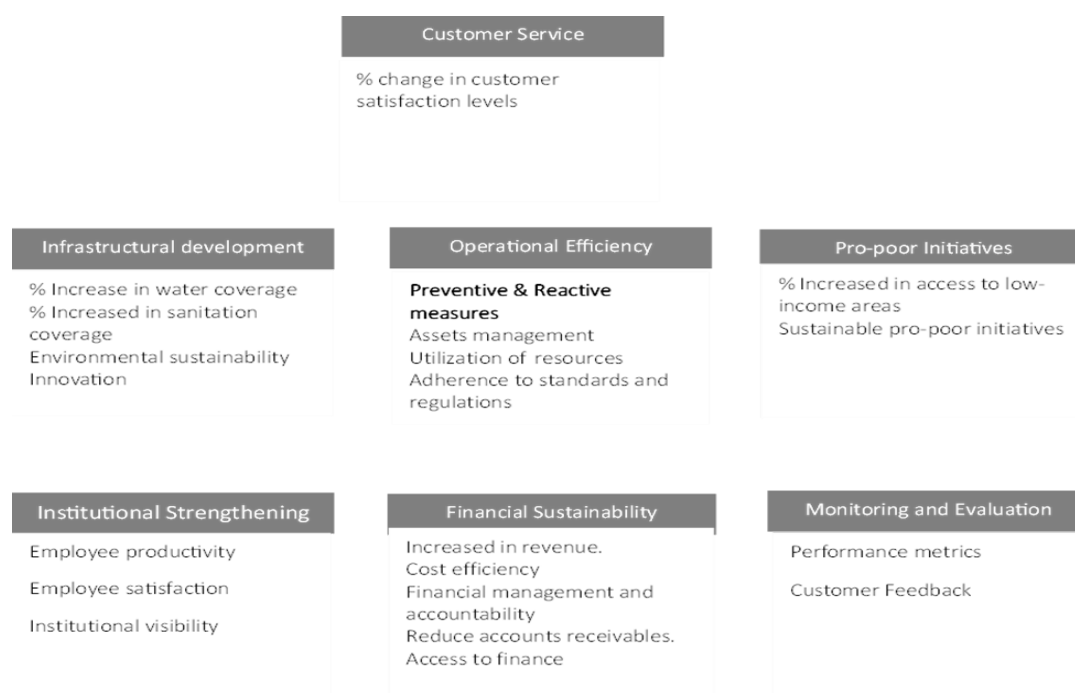
**Strengthening business development.** USAID WKSP supported review of the KACWASCO strategic plan to enhance its operations and service delivery. During this process, the project held a consultative meeting and group discussions to gather insights, expectations, and concerns of 12 staff from KACWASCO's technical, M&E, and pro-poor units. A further SWOT analysis was conducted to evaluate the existing infrastructure, operational processes, financial performance, and regulatory environment; findings were then utilized to develop strategies and prioritize areas of improvement in the strategic plan. Through this consultative process, USAID WKSP has helped KACWASCO to identify areas of improvement and potential growth opportunities and develop a clear customer value proposition that resonates with its vision and mission statements. USAID WKSP is continuing to engage KACWASCO to help define specific and measurable goals for the strategic plan, formulate strategies and an action plan to address challenges and enhance operational efficiency, and define performance indicators to measure progress and evaluate the impact of the strategic initiatives.

In Q3, USAID WKSP also supported KACWASCO to develop its first-ever business plan. With KACWASCO aiming to provide reliable and sustainable water and sanitation services to the residents of Kakamega County, the project supported it to do the following:

- ✓ **Market analysis.** Extensive market research and analysis were conducted to assess the current water and sanitation needs of Kakamega County. With an estimated population of 432,284 (78% coverage of peri-urban and urban areas of Kakamega), the company sewer coverage stands at 16% with treatment facilities, mainly Nabongo ponds, Masinde Ponds and Mumias decentralised treatment facility, all with a current capacity utilization of  $\frac{3}{4}$  and with potential for more connections. The company owns one exhauster truck. Five private exhauster trucks are licenced to discharge at the ponds. Sewer connections stand at 4,782 with an average household service of 23,910.
- ✓ **Staff engagement.** A meeting was held with relevant stakeholders, management leadership and staff and their feedback and insights were gathered to ensure the business plan aligns with the needs and expectations of their customers. A total of 12 staff were engaged representing the senior management team, including pro-poor and technical departments.
- ✓ **Financial planning.** A comprehensive financial plan was developed putting into considering the initial capital investment required, operational costs, revenue projections, and potential funding sources. This plan provides a solid foundation for the financial sustainability of KACWASCO with a projected budget of [REDACTED] with internal sources of funds at [REDACTED]. KACWASCO will target to increase revenue from [REDACTED] to [REDACTED]; key areas to be addressed include reducing accounts receivable from current [REDACTED] to [REDACTED], increase collection efficiency, strengthen financial management processes, and increase billing efficiency from the current 68% to 95%.
- ✓ **Operational framework.** An initial operational framework was established, outlining the necessary infrastructure development, staffing requirements, and maintenance procedures.

This framework aims to ensure efficient service delivery and operational effectiveness. This is drawn from the KACWASCO's revised strategic priorities as described below.

FIGURE 5. KACWASCO OPERATIONAL FRAMEWORK



While progressing through this initial stage of business planning, the project identified two challenges and continued to address them accordingly. Firstly, there was a complex water and sanitation regulatory environment around compliance with legal and environmental regulations i.e., enforcement for sewer connection due to lack of county laws to back service implementation. USAID WKSP thus has begun to establish strong relationships with the county government of Kakamega and the Water Services Regulatory Board (WASREB), and to seek expert guidance to overcome the constraints. Secondly, the project identified that securing adequate funding for infrastructure development and operational expenses was a constraint. Thus, the project team is actively exploring partnerships with development agencies and partners, seeking investment from private sector entities, and pursuing opportunities to address these funding constraints i.e., concessional loans etc.

**Supporting FSM SOP development and application.** One major milestone achieved during Q3 was the successful signing of FSM SOPs for Kakamega, Bungoma, and Kisii WSSPs. The SOPs were developed in consultation with relevant stakeholders including County Departments of Health, County Departments of Water and Environment, the National Environment Management Authority (NEMA), WSSPs and FSM service provider representatives to establish a standardized framework for FSM practice.

These SOPs serve as a comprehensive guide for FSM service providers, ensuring adherence to best practices, health and safety regulations, and environmental sustainability. To ensure practice adherence, USAID WKSP has worked with county governments to build capacity of the pit emptiers on the SOPs and to support formalization processes towards licensing (operational, transport and



disposal licenses) for implementation. With project support, county governments will further monitor activities and help advance ease of doing business including financing for equipment support. While counties develop sanitation regulations, the SOPs form a significant part of these regulations that provide for a 'ring fenced' fund for sanitation to enable sustainable FSM service provision. Figure 6 shows aspects of the SOP content supported by USAID WKSP.

FIGURE 6. EXAMPLE OF FSM SOP CONTENT

<p><b>FSM-SOPs: SERVICE CONCEPT</b></p> <p>Overall operations: Details minimum requirements for business operation</p> <ul style="list-style-type: none"> <li>a) Licencing</li> <li>b) Immunisation</li> <li>c) Personal Protective equipment (PPE)</li> <li>d) Overall equipment required</li> </ul> <p>Emptying Guidelines: Defines SOPs for the primary risk stage</p> <ul style="list-style-type: none"> <li>a) Worksite Operations</li> <li>b) Sludge Removal</li> <li>c) Site Departure</li> </ul> <p>Transport: A NEMA license is required to transport faecal waste. Full details are shown in Appendix B. Some additions to these requirements are shown in this section detailing:</p> <ul style="list-style-type: none"> <li>a) Vehicle Requirements</li> <li>b) Transport Requirements</li> </ul> <p>Disposal: The following practices must be observed when disposing of faecal sludge and solid waste.</p> <ul style="list-style-type: none"> <li>a) Waste Disposal Practices</li> <li>b) Equipment Washing</li> </ul> <p>Customer Acquisition: The following outlines procedures and norms that should be upheld in acquiring a customer.</p>	 <p>Top: Exhauster truck disludge at KIWASCO ponds.</p>  <p>Bottom: Mayaya Pit Emptiers disludge at KIWASCO ponds</p>
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graph LR
    A[Marketing] --> B[Site Evaluation]
    B --> C[Quotation Provision]
    C --> D[Service Provision Contract]
    D --> E[Receipt]
    E --> F[Follow Up]
  
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The signing of SOPs signifies the commitment of the respective counties to prioritize proper FSM practices and highlights the significance of the collaborative effort between county governments, WSSPs, and the community to achieve improved sanitation and environmental outcomes.



USAID WKSP presents at the Kisii County SOP development workshop held in Kisii Town. Photo credit: USAID WKSP.

In Kisii County, to ensure the effective implementation of the newly signed SOPs, USAID WKSP facilitated a training program for a total 46 (23M, 23F) FSM service providers. The training aimed to familiarize the service providers with the contents of the SOPs, reinforce the importance of adherence to the guidelines, and equip them with the necessary knowledge and skills to execute their tasks efficiently, effectively and with utmost safety. The training sessions covered a range of topics, including but not limited to:

- ✓ Overview of the SOPs and their significance in improving FSM practices.
- ✓ Key elements of the SOPs, including operational procedures, safety protocols, waste handling, and disposal guidelines.
- ✓ Importance of personal protective equipment (PPE) and its correct usage.
- ✓ Efficient management of fecal sludge transportation, treatment, and disposal.
- ✓ Health and safety considerations for FSM service providers and the community.
- ✓ Environmental conservation practices related to FSM activities.

Moving forward, continued monitoring, evaluation, and capacity building efforts will be essential to ensure the sustained implementation of the SOPs and the ongoing improvement of FSM services in the three counties. WKSP will support training of the identified FSM service providers in Bungoma and Kakamega. Other capacity building support in all the three counties will include formalization of the service providers for service operationalization, business license acquisition, vaccinations/ public health license, NEMA license for transportation, and disposal license from WSSPs. Sub-County PHOs will equally be taken through the trainings on SOPs for process adaptation and monitoring. Successful and compliant service providers through a business-to-business (B2B) arrangement will be linked for business development and technology support.



To strengthen the PPP arrangement along the service chain, trained PHOs, WSSPs and pit emptiers will have an exposure learning with Kisumu County and KIWASCO. These efforts will further solidify the positive impact on public health, environmental sustainability, and the market-based approach to sanitation service delivery.



*Urban Sanitation: pit emptiers set up a Pupu Pump in an informal settlement in Kisumu County. The project equipped the group (enterprise) with PPE to safely manage fecal sludge (FS). Photo credit: USAID WKSP.*

**Creating demand for sewer connection and pit emptying.** In Kisumu County, USAID WKSP continued to work in collaboration with KIWASCO to create sustained demand for sewer connection and pit emptying services. In the quarter, the project and KIWASCO signed a memorandum of understanding (MoU) for engagement beyond the co-created workplans signed with the Kisumu County Government. Following the signed MoU, the project supported market activations activities for sewer connections in Nyalenda, Obunga, Bandani, and Kanyamedha areas.

With project facilitation, KIWASCO field teams organized door-to-door marketing for sewer connections to share information on the benefits of proper FSM. The marketing team distributed communication materials earlier developed with USAID WKSP support that informs importance



*Examples of project-supported marketing materials developed for KIWASCO.*

of connecting to the sewerage network and provides information on the associated costs for connections. As a result, a total of 29 sewer connections were realized in the quarter, resulting in 146 customers having access to safely managed sanitation services. The demand creation activity

further leveraged [REDACTED] in resources mobilized through new sewer connections and their installation fees.

In Q3, USAID WKSP also engaged formalized pit emptying groups Saniwise Technologies, Changers Group, Mayaya Waste Management Group, and Busy Bees Group for continued pit emptying service provision in the project's target areas. Building on the trainings in Q2, Saniwise and Mayaya employed marketers to support demand creation activities for their pit emptying services that resulted in 123 households or 1,080 new customers. The pit emptiers realized [REDACTED] in income.



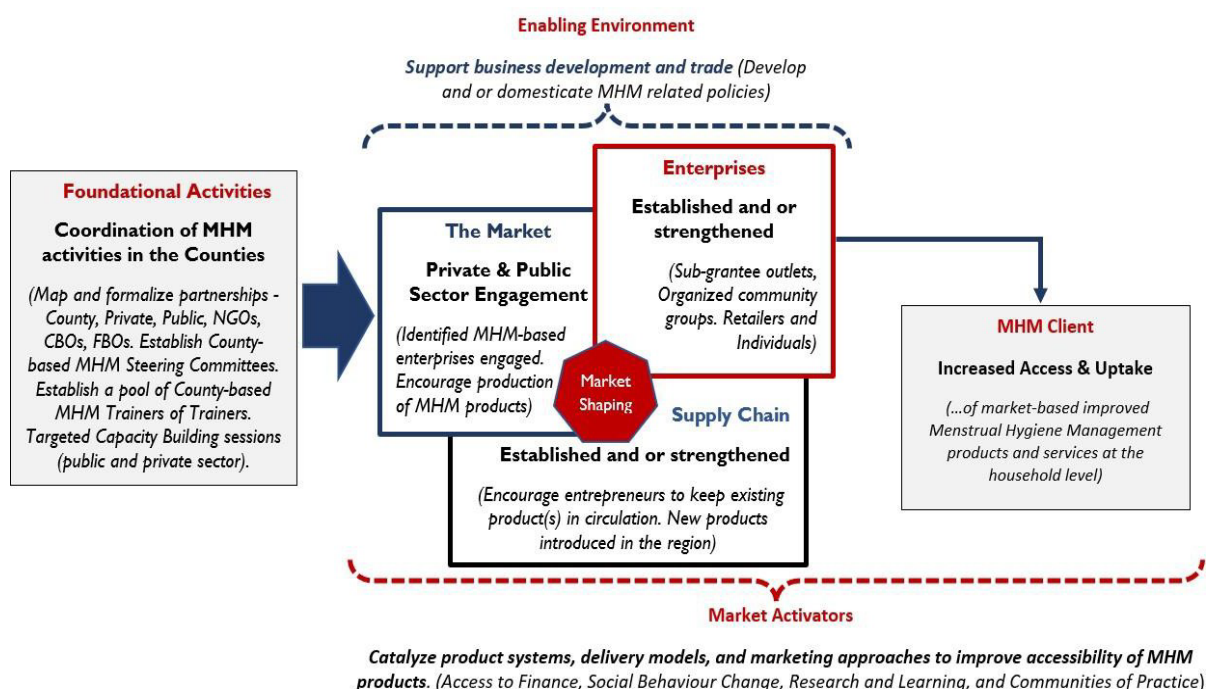
Partnership: KIWASCO's Managing Director, [REDACTED] (center), hosts the USAID WKSP team during the partnership formalization in the Kisumu Office. From left: [REDACTED] (Governance Lead), [REDACTED] (Deputy Chief of Party), [REDACTED] (Urban Sanitation Lead), and [REDACTED] (Access to Finance Lead). Photo credit: USAID WKSP.

### **SUB-OBJECTIVE 3: IDENTIFY, IMPLEMENT, AND SCALE PILOTS TO STRENGTHEN THE MARKET FOR MHM PRODUCTS**

In Q3, USAID WKSP focused on rolling-out the three-prong strategy around breaking silence on MHM, increasing MHM hygienically and considering waste management. In addition, the project also considered the national MHM policy objectives as well as the USAID WKSP, market approach to improving MHM practices. Below Figure 7 illustrates the USAID WKSP market approach to MHM.



FIGURE 7. USAID WKSP MHM MARKER APPROACH



**Completing MHM enablers and barriers study.** USAID WKSP completed the MHM Enablers and Barriers Study to understand the menstruation and MH landscape in the eight target counties. This process included preparation of policy briefs, county MHM fact sheets, report to the African Medical and Research Foundation (AMREF) Ethics and Review Committee and the final study report. The findings were disseminated to Bungoma, Kisii and Homa Bay during their SC meetings. The findings formed a foundation for the domestication of the Migori County MHM Policy. The MHM Enablers and Barriers report was officially launched during the 2023 MH Day by H.E. [REDACTED] who is the Governor of Busia County and the Sanitation and MHM Champion for LREB.

**Building MHM SC capacities.** Building on its Q1-2 efforts, USAID WKSP in Q3 supported MHM SCs in Homabay, Bungoma, Busia and Siaya to organize their quarterly review meetings. In Homabay, with USAID WKSP support, the SC developed its quarterly action plan. For the quarter, the SC planned to conduct MHM vulnerability assessment at Sub- County level; identify and map MHM entrepreneurs, distributors and stockists; train the County, Sub-County, and Ward committees and champions on MHM; strengthen coordination body for MHM through stakeholder meetings at the county and Sub-County level; and conduct community MHM sensitization and advocacy through focus group discussions in learning institutions. The County SC formed task forces to advice on various thematic themes which included M&E and reporting task force, advocacy integration and waste management task force, policy research and training task force, resource mobilization and sustainable financing task force. Each task force was taken through its TOR and was to be chaired and co-chaired by various county departments and partners implementing WASH and MHM interventions. The task forces are to meet and develop their action plans and provide feedback to the larger SC. While developing the quarterly action plan, the SC prioritized activities according to urgency (high, medium, and low priority) whereby high priority activities are to be done first because of their impact.



*Attendees at the National Menstrual Day commemoration in Busia County visit the USAID WKSP booth to learn about menstrual management products. Project staff explain the menstrual cup and use. Photo credit: USAID WKSP.*

USAID WKSP supported the committee to conduct MHM training for sub-county and ward officers. The project will support the county to strengthen coordination and stakeholder engagement and capacity building activities in Q4. The project's support will gradually phase out in Y3 and Y4 as the county will have developed sustainable financing mechanisms for MHM interventions. Other planned activities beyond the scope of WKSP will be supported by other partners working in the county, such as AMREF Health Africa, Population Service International and USAID Breakthrough Action.

In Bungoma County, USAID WKSP helped revive the MHM SC following member reshuffles and redeployments after the 2022 election. The project worked with new SC members to inform them of the SC's TOR and sensitize them on MHM. The revived SC held its first meeting with 29 people (16F, 13M) drawn from the County Departments of Health, Trade and Industrialization, Environment, Children Services, Social Services, Water, Planning, Gender, and Education, as well as Kibabii University, the County Interfaith Council, Office of the First Lady, partners (LifeStraw, Kenya Red Cross, Kuza Upeo Africa), social enterprises, and persons with disabilities. In the meeting, USAID WKSP disseminated the MHM Barriers and Enablers study findings that later formed the basis for the SC's quarterly action plan. For the quarter the SC planned to: develop a departmental green paper on MHM; meet with all partners implementing MHM in the county; advocate for safe and MHM friendly facilities in workplaces; conduct a feasibility survey on incinerators; establish a TWG for domestication of the national MHM policy; map out public sanitation facilities and assess

their status in terms of being female friendly; conduct a community MHM drive; conduct cascaded MHM training; conduct an MHM products market segmentation survey; identify MHM enterprises and sensitize them on MHM; and organize the county MH Day celebrations.

During the quarter, USAID WKSP supported the SC to conduct cascaded MHM sub-county trainings, supported with media engagement during MH Day, and mapped out MHM enterprises in the county. The project continues to engage and support the county to accomplish other planned tasks. Some of the tasks have been included in the Y3 workplan such as the feasibility study on incinerators and types of emission generated from the incineration of menstrual waste.

In Siaya County, most of the SC members confirmed in 2022 were transferred to the sub-county level following new elections. USAID WKSP followed up with the county on the need to have a new SC in place. With USAID WKSP advocacy, the Ugunja Development Initiative, a community based organization (CBO), organized a meeting for the 11 SC members who reviewed the TOR for the committee and agreed on the next steps of action which included validation and adoption of the TOR and development of a quarterly plan.

**Conducting MHM strengthening and sensitization.** Having held the MHM ToT training on delivering quality MHM awareness, information, and education in previous quarters, in Q3 USAID WKSP followed up with MHM trainings for sub-county, ward, and village level champions and steering committees in Homa Bay, Kisii, Bungoma, and Kakamega Counties. Sub-County MHM sensitizations conducted in Q3 were guided by the three-prong approach that was adopted in the Kenya MHM policy. The trainings are aligned to the SBC strategy as they are the basis for SBCC campaigns. MHM TOTs and facilitators will be trained on SBCC for MHM, and they will spearhead county-specific MHM behavior campaigns.

In Kisii County, 125 people (53F, 72M) from South Mugirango, Nyaribari Chache, and Nyaribari Masaba Sub-Counties were trained as MHM facilitators. The participants included chiefs and assistant chiefs, PHOs, Reproductive Health Officers, CHAs, Gender Officers, and representatives from Culture and Social Services, Education, and Children Services. The trainees developed action plans to cascade MHM information to the household level. In Q3 the sub-counties planned to: create awareness on MHM through various fora such as community health outreach events, chief's barazas, and community dialogue meetings; sensitize learners and teachers on MHM through school health clubs; advocate for female-friendly sanitation facilities in workplaces and learning institutions; and sensitize religious leaders on MHM. The trainees undertook all planned activities and this is reflected in the numbers reached with MHM information in Q3. USAID WKSP will support the county to roll out structured MHM social behavior change campaigns (SBCC) in Q4.

In Homa Bay County, 67 people (35M, 32F) from Rangwe and Rachuonyo North Sub-Counties were trained as MHM facilitators. The sub-counties formed ward MHM SCs comprised of nine people who will coordinate MHM activities and interface with the County MHM SC. At the end of the training, the trained facilitators planned to: train teachers in charge of School Health Clubs on standards and guidelines for MHM, WASH, and hygiene promotion skills; train ward TOTs and CHVs on MHM products and marketing options; mainstream MHM in community units; and strengthen MHM coordination meetings at ward, community unit, and village levels on policy dissemination. The county submitted a costed workplan to USAID WKSP seeking project support to implement the action plan in Q4; the project will support the county to implement some of the planned activities in Q4, focusing on those that target households and strengthen MHM markets.

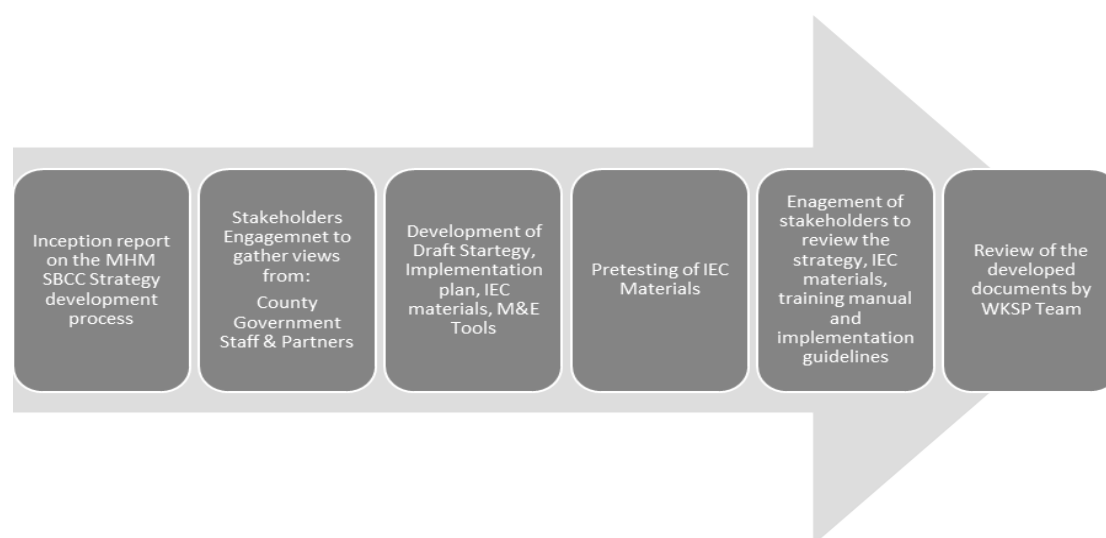
In Bungoma County, 69 people (38M, 31F) from Tongaren and Kanduyi Sub-Counties were trained as MHM facilitators. The training was attended by participants from the County and Sub-County Departments of Health, Gender, Children's Interior and Coordination and Education. The two sub-counties developed action plans to conduct i) community MHM drives to create awareness on MHM through various forums like the chief's barazas; ii) MHM sensitization in schools, and iii) quarterly review meetings with CHVs to review their progress on sensitization.

In Kakamega County, 99 people (48M, 51F) were trained on MHM from Lurambi, Khwisero and Matungu Sub-Counties. The participants included representatives from County Departments of Public Health, Gender, Community strategy, Youth and Education. The trained MHM facilitators planned to train teachers, school management boards and CHVs on MHM, sensitize community members on MHM through community dialogue forums, and re-train the MHM TOTs and facilitators on SBBC.

USAID WKSP will continue to build capacity of county staff on MHM and on social behavior change and further support/partner with other stakeholders to implement the planned activities.

**Developing MHM social behavior change (SBC) strategy.** In Q3, USAID WKSP embarked on the development of an MHM SBC strategy based on the MHM Enablers and Barriers Study findings. The project also prepared draft strategy implementation plan with training manual, guides, tools and materials. As noted in Figure CCC below, the draft strategy consists of structured and deliberate approaches for delivering MHM-focused behavior change interventions, with a clear target audience, audience segmentation and targeted key behaviors to change. The strategy will ensure there are measurable approaches used for behavior change as well as explicit recall messages that will entrench behavior change in the household and community settings. Informed by implementation monitoring, the project will develop a self-triggering mechanism for periodic and thematic reviews of the Strategy's recall messages.

FIGURE 8. MHM SBC STRATEGY DEVELOPMENT AND IMPLEMENTATION



USAID WKSP facilitated stakeholder engagement in early Q3 (April) and completed pre-testing of the IEC tools and a feedback and co-creation workshop with county government representatives. The pre-testing took place in Migori (Kuria East Sub-County), Busia (Teso South Sub-County),



Kakamega (Lurambi Sub-County), Kisumu (Kisumu Central Sub-County), and Kisii (Nyaribari Chache Sub-County) Counties. The selection of sub-counties was based on accessing communities that have strong cultural inclinations and beliefs and the need to have representation of different communities in western Kenya counties. The audiences for pre-testing the tools were adolescent boys, adolescent girls, women, and men. The recommendations made by these groups informed the review of the tools that were later presented to county representatives during the feedback and co-creation session. These recommendations included:

- Review of the photos in the various posters to reflect the western Kenya context.
- Review of the messaging in posters to focus on MHM. For example, the poster with a disabled person focused on the rights of people with disability rather than about menstruation.
- The red color used in the text is welcome but the audiences might read disregard the black text that carried core MHM messaging; participants also felt that the red color on that background is not legible from afar.
- There is no mention of menstrual waste disposal; there should be a poster to reflect that.
- Some of the words used might mean a totally different thing and should be reviewed. These include period, 'hedhi' (Swahili word for menstruation).
- Include clear pictures of the products used to manage menstruation to avoid confusion (e.g., tampon vs. condom, etc.).

Based on these inputs, USAID WKSP revised the content and materials for dissemination. The project meanwhile took advantage of international Menstrual Hygiene Day on May 28 to have an initial launch of the MHM SBCC strategy to profile the ongoing work and ensure that the stakeholders who were present will adopt the SBCC strategy to inform their MHM awareness and education campaigns. The launch was officiated by the Governor of Busia County, who is also the Sanitation and MHM Champion for LREB.



*Social Behavior Change: Young women take a ‘deep-dive review’ to critique an MHM poster, a process essential in developing high-quality and acceptable messages and materials. Photo credit: USAID WKSP.*

**Expanding MHM advocacy.** USAID WKSP supported multiple activities and engaged various stakeholders to elevate MHM in Q3. The project engaged both print and electronic media; in all the counties the project facilitated county government officers to speak on MHM in vernacular radio stations. Meanwhile, the MHM trainers and trainees cascaded new knowledge and approaches from the MHM sub-county trainings to conduct continuous MHM sensitizations in all project counties. Through various platforms such as chief’s baraza’s, community dialogue days, and community health outreach, these trainers and facilitators broke the silence on menstruation, increased community knowledge on MHM, and created demand for safe menstrual products, services, and facilities in households, places of work, and in learning institutions.

Aligning with the global MH Day as a global advocacy platform that brings together public and private sector stakeholders, citizens, and the media to promote good menstrual health and hygiene (MHH), USAID WKSP organized various activities across the partner counties with the theme of “We Are Committed” as informed below.

**Kisii County.** USAID WKSP supported the Kisii County Government to convene an MHM townhall meeting that brought together 71 participants (23F, 48M) from various public/private sectors, CSOs, media, religious leaders, CHVs, and others to share experiences and promote engagement on menstruation and MH; identify opportunities and barriers to MHM; rally the stakeholders towards addressing the barriers through adopting tangible solutions and promote political goodwill for MHM. The meeting was moderated by the CECM for Health (CECM - Health) who committed to champion and prioritize MHM issues in the county and was profiled by Citizen TV, one of the leading national television programs, and was live streamed on YouTube along with other national celebrations. The County Secretary who represented the Office of the Governor volunteered to champion MHM and spearhead male involvement in MHM discourse in the county. The stakeholders also made various commitments such as fast-tracking MHM policy and regulation development, supporting various MHM SBCC interventions in the county, and promoting access to safe and quality products. Additionally, the Ministry of Health identified a project MHM Lead to appear on NTV, another national TV station, to talk about the USAID WKSP approach to MHM.



██████████ (the Disability President), ██████████ (male champion), and ██████████ (Religious leader), speak at the Kisii County Town Hall Meeting on MHM. Photo credit: USAID WKSP.

Kakamega County. USAID WKSP with AMREF, Butali Sugar, and Breakthrough Action celebrated the MH Day (25 May 2023) in Manyonje primary school in Malava Sub-County. At the event, the County Government committed to champion MHM education; increase access to products; and work closely with varied stakeholders to promote MHM work in the county.

Bungoma County. USAID WKSP with Kenya Commercial Bank Limited, I-Procure, Khetias Supermarket, Shreeji, Steve Kaiser Foundation celebrated the MH Day at Matulo primary school in Webuye East Sub-County. The event was supported by MCA Matulo Ward who committed to introduce a bill at the county assembly to ensure the county establishes female friendly sanitation services for women and girls to manage their periods. The event was officiated by a Senator for Bungoma County, Hon. Wafula Wakoli.

Homa Bay County. USAID WKSP with County Government of Homabay, Breakthrough Action, AMREF Health Africa, MPESA foundation, UNICEF, Population Services International (PSI), and ACTION AID celebrated the MH Day (May 28, 2023) at Okok Primary School in Ndhiwa Sub-County. At the event, the CECM for Gender and Sports pledged to work with the Department of Health to reach women and girls with MHM messages in the county.

Busia County. The Ministry of Health identified Busia County to host the National 2023 MH Day due to the heightened MHM advocacy undertaken there and the work of Governor of Busia County, who is also the Sanitation and MHM Champion, since 2022 to further MHM. The MH Day national celebration was held on May 30, 2023 at the Busia Vocational and Technical Training Centre and was officiated by the governor. Five County First Ladies from Nyamira, Siaya, Kisumu, Bungoma, Trans Nzoia, and Busia Counties



H.E. ██████████ Governor Busia County and Sanitation and MHM Champion for LREB, launches the USAID WKSP Menstrual Hygiene Management Barriers and Enablers Baseline Assessment Report at the World Menstrual Hygiene Day held in Busia County. Photo credit: USAID WKSP.

attended as well as representatives from the national government (Ministry of Health and Ministry of Water and Sanitation), USAID/KEA Mission, members of the Busia County Assembly, UNICEF, private sector actors, and other county officials from Kisumu, Kakamega, and Bungoma Counties.



In his speech, the Governor committed to champion for private sector involvement in MHM, promote high-level MHM advocacy across the LREB Counties, and spearhead advocacy to governors on the need of budgeting and allocating funds for MHM. During the celebrations, USAID WKSP and the Governor launched the MHM Enablers and Barriers Study and the draft MHM SBCC Strategy. The Governor then crowned the County First Ladies and select national and county government officers and partners as MHM Champions. Some of the stakeholders were asked to sign the commitment board prepared by USAID WKSP to publicly demonstrate their commitment to MHM activities.

In addition, USAID WKSP, in collaboration with Busia County, organized an MHM roadshow to sensitize community members on MHM, correct negative myths and taboos about menstruation, increase male involvement in MHM discourse, and spur discussions on MHM at the household level. The roadshow traversed three sub-counties (Teso North, Butula, and Matayos) with five stops and reached about 2,000 community members. Busia-based trained MHM trainers and selected CSO representatives led the events while the roadshow was graced by the CECM for Health, representatives from the Officer of the Governor, CBOs, and USAID WKSP.



*Catalytic Activity: Community members attend a project-sponsored roadshow ahead of the National 2023 MH Day to break the silence on MH and management, in Teso North, Busia County. Photo credit: USAID WKSP.*

**Catalyzing product offerings and delivery models.** Through its grantee Matibabu Foundation, the project piloted two menstrual products in Rarieda and Gem Sub-Counties in Siaya: Nia Pads (disposable pads manufactured by Zana Africa Limited) and SEP reusable pads (made by the SEP). By the start of Q3, Matibabu Foundation had sold Nia Pads worth [REDACTED]; four shops in Rarieda and Gem have started selling the Nia Pads. Sales of the disposable Nia Pads are further supported by the Boda Girls who are women (mainly teenage mothers) that Matibabu Foundation identified and trained to ride motorcycles to ferry pillion passengers and at same time discuss MHM issues. The Boda Girls are also involved in selling and delivery of sanitary pads. Through this initiative, Matibabu



Foundation employs 12 women who make an average of [REDACTED] per day, while four Boda Girls have also taken up the sale of sanitary pads. Meanwhile, the SEP reusable pads have not sold well due to the retail price of [REDACTED] that most consumers have deemed unaffordable. Matibabu Foundation has established a payment scheme where the consumers are able to pay for the reusable pads in installments.



[REDACTED] (Program Management Specialist, USAID/KEA) checks-in with Boda Girls on the use of motorbike taxis for information dissemination and mobilization for MHM in Akalam Siaya County. Photo credit: USAID WKSP.

Matibabu Foundation has also renovated a public toilet in Akala Market in Gem Sub-County by retrofitting with SATO pans and introduced the sale of single pads at [REDACTED]. The Foundation intends to purchase a pad dispensing machine for the market to make the process seamless and promote safety and hygiene. Also, the Foundation is developing an application, Red Pride, that runs on a USSD platform and will further streamline the delivery of MHM products and services. Customers will order products on the app and obtain basic MHM information and education including referral services for menstrual related complications, infections, pain, and pain management.

USAID WKSP also held discussions with Zana Africa Limited, PadMad Limited, and KDII to introduce and scale the uptake of their products in western Kenya region. The choice of the three is based on the flexibility of supporting nascent enterprises, safety of their products, and their willingness to collaborate with USAID WKSP. Through the discussions, WKSP will prepare a letter of intent (LOI) detailing scale and nature of collaboration, identify women, youth groups, and CHPs who would want to sell the products, and undertake joint market activations with the companies.

#### **SUB-OBJECTIVE 4: STRENGTHEN THE ENABLING ENVIRONMENT**

In Q3, USAID WKSP continued to advance county level reforms to prioritize sanitation and MHM and set foundations for increased financing and monitoring of improved services and access to

sanitation and MHM products and services. The project drew on the completed foundational assessment for the enabling environment that indicated the technical capacity constraints with the MCAs, specifically the members of the Health Committee who were elected for the first time. These challenges brought the issues of limited knowledge of the MCAs on the role of MBS in their county's socio-economic development and the critical changes and investments that are needed for their respective counties to contribute effectively and efficiently to improved sanitation and MHM. At the county level, key decisions with significant impact on sanitation and MHM are made by the legislature comprising MCAs, and more specifically the Members of the Health Committee. The project therefore implemented various activities below to address several limitations noted in the assessment of the enabling environment document and to really move forward with national level policy domestication and coordination.

**Facilitating county sanitation and MHM policy development.** The Public Finance Management Act, (2012) and County Government Act (revised, 2013) give counties the mandate to prepare the CIDP as the basis for planning and resource appropriation over a period of five years; the same legislation stipulates that no funds will be appropriated outside the county's planning framework. Drawing on its co-creation with county government in Y2 and in Q1-2 engagements, USAID WKSP in Q3 intensified its technical assistance to target counties during the CIDP III development process with the sole objective to prioritize and allocate resources to sanitation and MHM in this key strategic county document. USAID WKSP supported the CIDP III preparation and reviews, training of county staff on MBS and MHM, lobbying for counties to prioritize MBS and MHM (through the office of LREB Sanitation and MHM champion, various WASH fora, MHM SCs etc.) and awareness creation on MBS and MHM (e.g., co-creation sessions, staff trainings and induction of new senior county leadership). As a result of these efforts, selected counties have included specific activities and resources for sanitation and MHM (see Table 5 below).

In Homa Bay, USAID WKSP facilitated a three-day workshop for the development of the ADP and AWP for the Department of Health that resulted in inclusion of the sanitation and MHM interventions in the AWP for budget allocation. This will enhance USAID WKSP efforts to mobilize resources into the sanitation space from the public sector. USAID WKSP will continue to monitor resource allocations and utilization through the ADPs/AWPs and budgets.

**TABLE 5: COUNTY SANITATION AND MHM ACTIVITIES AND RESOURCE ALLOCATION IN CIDP III**

County	Prioritized Sanitation and MHM activities	Budget allocations in CIDP III (in KES)
Homa Bay	2,900 CHVs to be trained and equipped with tools/systems to collect data and monitor 20 WASH stakeholder meetings 100 % rehabilitation of Mbita Decentralized Treatment Facility (DTF) Construction of 3 new DTFs 100% construction of new sewerage works for Homa Bay Town 100% construction of new sewerage works for Oyugis Town Construction of 20 public sanitation block facilities	██████████
Kisumu	8% increase in HHs connected to sewer	██████████

	Six WASH network thematic groups reactivated One WASH network strategic plan reviewed 112 kms of sewer networks to be rehabilitated 209 kms of new sewer networks to be constructed and operationalized Two existing wastewater treatment plants to be rehabilitated One new wastewater treatment plant to be constructed	
Kakamega	Improving access to safely managed sanitation (from 50% to 100%) Training of 750 artisans on MBS 240 staff training on MHM 425 community dialogue days 10,000 girls accessing six months' supply of sanitary pads.	
Migori	Provision of monthly stipends to CHVs to support primary health care delivery Design of a sewer treatment plants Construction of DTF	

In Q3, USAID WKSP has begun the process of supporting the county governments of Bungoma, Kakamega and Busia to domesticate the national KESH Policy and Bill to provide an enabling environment for implementation of MBS. The project began developing the overall framework for the proposed policy documents; this will enhance inter-county learning whilst building internal project capacity for replication of similar processes in other counties.

In Migori County, the project is supporting the Department of Health Services and Sanitation to domesticate the National MHM Policy. The project began to facilitate this process while working with a technical SC comprised of 16 technical staff from the department, MHM SC, and key stakeholders working in the MHM space. The project held an inception meeting with key stakeholders to share the policy domestication roadmap, organize rapid data collection through FGDs with key stakeholders to fill existing gaps in the MHM Barriers and Enablers Report, and facilitate technical drafting of a policy document by the technical SC to envision and formulate its vision/mission statement as well as the guiding principles and policy objectives. The project also held a sensitization meeting for Health Committee MCAs to create awareness and buy-in for the policy. Additional inputs from the MCA were added to the draft policy document. Finally, the project organized public participation review for the draft policy with about 45 people (30M, 15F) from all the sub-counties; key comments touched on identification and sensitization of MH focal point persons at workplaces and institutions, development and operationalization of the MH stakeholders' engagement framework, and institutionalization of the office of the MH coordinator in Migori County. The project has planned similar sensitization for MCAs of the Health Committee of Homa Bay and Busia Counties in the next quarter.

**Improving regulatory frameworks.** The Migori County Government enacted the County Environmental Health and Sanitation Act (2021) to provide the requisite legislation for the sub sector and enforce compliance. However, the legislation remained in limbo owing to lack of regulations that specify standards and penalties for enforcement. USAID WKSP with the Department of Health therefore supported the County Government to develop the regulations by



mapping areas that need regulation. The areas include MH facilities' design, MH in schools and public sanitary facilities, MH in the beaches and mines, and environmental safeguards for MH. This activity is ongoing with completion of a draft expected in Q4 for public review to gather feedback and ensure local ownership.



*Health Committee Members of the County Assembly (MCAs) of Migori County during the MHM Policy Domestication Sensitization Workshop in Kisumu. Photo credit: USAID WKSP.*

**Strengthening coordination mechanisms.** Coordination remained essential both at the national and county levels to ensure that sanitation and MHM-related sector agencies work together to achieve more predictable, effective, timely, and coherent WASH activities. In Q3, USAID WKSP partnered with stakeholders such as USAID WKWP and CARE Kenya to support the counties to strengthen and convene regular WASH fora. The project worked in Bungoma, Homa Bay, and Migori Counties to develop, validate, and adopt TORs to guide the operation of the WASH networks. To provide a legal framework for sustainability of the WASH fora, and as recommended by the enabling environment assessment report, USAID WKSP supported the counties to institutionalize the coordination mechanisms through policy and legislation and will continue to provide targeted technical assistance to organize and facilitate quarterly meetings in close collaboration with county stakeholders. In Migori for example, the WASH Network Forum was included in the ESH Act Regulations.

**Facilitating access to private financing.** USAID WKSP secured collaboration agreements with NBK, in addition to Sidian Bank, Faulu, and SMEP Microfinance Banks who had signed similar agreements earlier. The collaboration will lead to access to finance by entrepreneurs and households to scale access and use of innovative sanitation and MHM products and services; develop products and options for de-risking sanitation and MHM and hence make them more accessible; and share research and knowledge products to enhance product development and capacity building.

USAID WKSP convened orientation workshops for staff of selected FIs in the other seven counties in addition to the Kisumu County workshop that took place in Q2. In Q3, 55 branch representatives (37 M, 18 F) from various FIs attended the one-day event in each county. This brought the total number of FI staff oriented to USAID WKSP to 90. The workshops provided an opportunity for

trained staff of the FIs to understand sector opportunities and how to tailor-make products to respond to them. These staff were also linked with USAID WKSP CMAs as well as the BDS teams to create linkages with enterprises and households under SO2.

With the FI partnerships in place, USAID WKSP began preparing to pilot a result-based financing approach that will provide incentives to the FIs based on an agreed number of sanitation and MHM loans issued within a specified period. With the support of USAID WKSP through dissemination of FIs scoping study findings, trainings, and consultations, the FIs started developing innovative financing mechanisms for households and entrepreneurs, thereby providing a wholistic approach to the achievement of improved sanitation and MHM products and services uptake. In addition, the project developed and tested training modules on financial literacy and access to finance for enterprises during the first round of inception meetings for the enterprises noted in the SO2 section. Some of the training modules included: introduction to entrepreneurship; business opportunities in sanitation and MHM; marketing; and access to business financing. The post-workshop evaluation feedback received from inception workshops helped further refine the training modules to be used for capacity building of enterprises in Q3. Business to Business (B2B) clinics for these FIs and entrepreneurs will be conducted alongside the capacity building of enterprises in the next quarter with the result being to facilitate access to finance for these enterprises as well as households.



*Participants during the Siaya County FI orientation workshop. Photo credit: USAID WKSP.*

In the reporting period, USAID WKSP participated in the National Conference on Enhancing Bankability and Blended Financing for WASH Initiatives and SMEs in Kenya which was held in Nairobi on May 24-25, 2023. This conference gave an opportunity to USAID WKSP to share progress in sector financing as well as enabled the project to learn from sector players on what is working well. The conference sessions focused on creating greater understanding and alignment between investors and entrepreneurs to leverage more financial resources into Kenyan WASH sector. Over 100 key stakeholders comprised of financiers, development partners, national and county government officials, and WASH SMEs attended the conference. Notable outcomes included linkages with key sector financiers with potential to contribute to the projects' key outputs on mobilizing public and private funding into the sector. The USAID WKSP team also met and firmed up collaboration commitments with current project partners and held introductory meetings with potential partners.



In addition to enhanced project visibility, the team gained knowledge on various innovative financing mechanisms that can be replicated. Follow-up meetings are being held as elaborated in the post-conference activity report, e.g., meetings with Water Sector Trust Fund (WSTF), Cooperative Bank, the Sanitation and Hygiene Fund (SHF), and Kenya Innovative Finance Facility for Water (KIFFWA), among others.



██████████ (Equity Bank) speaks about the interest of microfinance institutions in facilitating access to finance for entrepreneurs in the sanitation sector. The Kisumu forum was facilitated by the project. Photo credit: USAID WKSP.

To address the lack of household financing for small ticket size loans as noted in the formative assessment on FIs, USAID WKSP advanced discussions for collaborating with FINISH INK, a local entity of Finish Mondial which has a transactional ledger system<sup>2</sup>. The transactional ledger will assist individuals or *chamas* (grassroots organized groups) who want to acquire finance for an improved system to start or expand their sanitation business. The main goal of the ledger is to enhance access to finance from formal FIs. In addition, it was found that communities prefer their informal savings and lending mechanisms, such as *chamas* and table banking rather than the larger commercial FIs. FINISH INK is jointly developing a concept with USAID WKSP for capacity building and testing of this ledger model with grassroots CBOs, village savings and loans associations (VSLAs) and *chamas*.

<sup>2</sup> The Transactional Ledger is a digital financial innovation used by individuals, *chamas* or groups (CHVs, artisans, entrepreneurs) to formalize their modes of savings and manage their finances from the initially used table banking model.

This will specifically address the access to finance challenges for those who require small ticket sizes and lack collateral by using the group co-guarantee mechanisms.

## **CROSS-CUTTING ACTIVITIES**

### **STAKEHOLDER COORDINATION AND COLLABORATION**

USAID WKSP continued to jointly implement the project activities with the respective county governments as highlighted in the individual sections above in SOI-4. Other examples include how the PHOs co-facilitated the mason trainings alongside the TVET instructors to institutionalize the skills and knowledge within the respective county departments for sustainability. They further participated in the joint sanitation verification exercises conducted in all the counties; this entailed conducting household visits to check on household product satisfaction and quality assurance on installations or construction of sanitation facilities. In Migori, the public health department facilitated a session on the policy development roadmap and priority areas for the county during the MCAs sensitization sessions. In addition, the county government through the Departments of Gender, Health, and Education have been conducting MHH sensitization sessions through the MHH trainers who were trained by USAID WKSP in previous quarters.

### **LINKAGES WITH OTHER USAID ACTIVITIES**

USAID WKSP continued to connect with other USAID projects to coordinate activities. For instance, the project and USAID WKWP closely collaborated to streamline support to WSSPs and the County Departments of Water, Environment, Energy, Climate Change and Natural Resources. In Kakamega County, the two projects jointly engaged with KACWASCO to review the strategic plan as well as prepare its sanitation business plan. In Kisumu, the two projects coordinated to finalize the Water and Sanitation Act that was in limbo at the County Assembly since its previous term. A cost-effective roadmap is being developed to support this initiative.



*USAID WKSP and WKWP teams meeting the Kisumu County CECM for Water, Environment, Energy, Climate Change and Natural Resources at her office. Photo credit: USAID WKSP.*

In Migori County, USAID WKSP and USAID WKWP facilitated a four-day stakeholder workshop to develop Water and Sanitation Act Regulations for the county. The regulations will provide

mechanisms to monitor onsite and offsite sanitation service delivery and enhance access to safely managed sanitation.

USAID WKSP progressed with access to finance implementation research with USAID WASHPaLS#2 in exploring enterprise-financing mechanisms to potentially increase sanitation products sales, especially installment-based sales. The mechanism proposes incentivizing sanitation enterprises to extend installment payment plans for liquidity-constrained households living in the project area of the USAID WKSP. Several enterprises have been mapped out in the eight counties to take part in the pilot that will commence in Q4.

## COLLABORATING, LEARNING, AND ADAPTING

**Collaborating.** The project continued its collaborative efforts with its intended learning partner the Great Lakes University Kenya (GLUK). The GLUK played an important role in the development of the project's learning questions where five lecturers were seconded to work closely with the project staff at a write-shop held during this reporting period. This resulted in seven questions analyzed, learning approaches, activities, timelines, resources required established, and the final learning products expected. This write shop had a total of 15 participants (10 project staff and 5 GLUK staff).

**Learning.** Building from Q2 CLA workshop that brought together stakeholders from the counties and academia, GLUK and USAID WKSP identified the following learning questions for further applied research:

- I. What are the private sector's perceptions of risks and opportunities for investment in the sanitation and MHM sector?
- II. What are the determinants for uptake of MBS sanitation products and services among the rural and urban households in western Kenya?
- III. What is the effect of USAID WKSP grant mechanism in unlocking sanitation and MH market barriers?
- IV. To what extent have stakeholder-led approaches contributed to the management of menstrual waste in western Kenya?
- V. How can community dialogue sessions be modified to enhance sanitation and MH messaging?
- VI. What are the climate smart technologies on waste management (note: case of adopted approaches for sanitation and MHM interventions in western Kenya)?
- VII. How do we assess and enhance sanitation data demand and information use to support informed decision making for sanitation and MHM data at counties?

In addition, the project will be testing hypotheses on three financing mechanisms by working jointly with USAID WASHPaLS#2 to check whether increased working capital will lead to higher overall sales, and how the use of working capital and/or credit risk mitigation to offer installment plans will increase sales to customers facing financial liquidity constraints.

**Adapting.** Following the concluded formative assessments from Q3, the project developed a tracker for all the recommendations. Some were incorporated in the FY23 revised workplan and aided in setting targets in the revised AMELP. In addition, the project incorporated these learnings to inform discourse and emerging themes, such as by organizing a climate change county consultative



forum (see cross-cutting section) and supporting county governments to domesticate national policies, develop regulations, and sensitize the CMAs on MBS and MHM. The project is also using the formative assessment findings and activity learning in the Y3 (FY24) work planning activity in early Q4.

## ENVIRONMENTAL AND CLIMATE STEWARDSHIP

### Climate compliance

Climate change remains one of the major concerns of the sanitation sector, as it affects both urban and rural sanitation. Climate change adds to the existing vulnerabilities and inequality in access to and usage of sanitation facilities and services. Sanitation service delivery is equally affected by the interconnectivity between hygiene, behavior change, water supply, and climate hazards. Therefore, USAID WKSP uses adaptation, mitigation, and resilience strategies to integrate its activities, plans, and technologies in implementation. In the project, climate resilient sanitation and MHM technologies are promoted and supported through local adaptation solutions.

In Q3, the project continued to monitor activities for environmental protection compliance in accordance with 22 CFR 216 and national regulations. Screening of all project and grantee activities was undertaken to increase knowledge and prevent potential air, soil, water, and land pollution. Solid waste management, especially used menstrual management products and baby diapers, is equally a challenge, with most waste ending up in dumpsites that are mostly not fenced, have shallow wells around them, and where workers lack PPE to protect themselves. Water supply is equally a challenge in the counties. FSM and transportation are mostly done by licensed private companies since the county exhausters are insufficient. In addition, the project also extended the environmental protection compliance to the two sub-grantees, Matibabu Foundation and Blue Cross Nyatike, were taken through the components of waste management and the hierarchy of disposal options. The grantees equally trained and built the capacity of their partners in waste management, such as waste collectors and transporters. This will be a continuous activity throughout the project.

### Climate Change Impact Mitigation

Since the project is elevating its climate focus per its revised AMELP, USAID WKSP organized stakeholder workshops to identify constraints and opportunities for integrating climate-related interventions in sanitation and MHM. These workshops represented initial engagements to kickstart county climate change interventions that aligned to the USAID WKSP work plan on climate change. The consultative events took place in Migori (Kisumu cluster) and Bungoma (Siaya cluster) Counties and brought together county government officials from the Departments of Water, Environment, Health, Climate Change, Forestry, and Meteorology, and CSOs from all eight counties. A total of 20 participants (6F, 14M) attended the meeting in Kisumu cluster and 28 participants (8F, 20M) in Siaya Cluster. The objectives of the forum were to: i) understand county-specific climate risks that affect sanitation and MH; ii) gather baseline information about climate change adaptation in the counties; iii) identify gaps in climate change adaptation in policy and practice; iv) identify climate resilient MHM and sanitation technologies in the counties; and v) develop an action plan on integration, adaptation, and mitigation strategies.

The forum included discussion of challenges, mitigation measures, and technologies in sanitation and MHM. The discussions culminated in the development of county-specific action plans with priority activities in relation to mainstreaming climate change in USAID WKSP activities to meet the project

objectives. Specific priority activities have been screened and included in the FY24 Y3 workplan for implementation and are listed in Table 6 below.

**TABLE 6: COUNTY-SPECIFIC PRIORITY AREAS IN CLIMATE RESILIENT SANITATION AND MHM**

No	County	Priority Intervention Areas
1	Homa Bay	Large scale production of biodegradable sanitary pads Capacity building of the CSOs and ward climate change committees on sanitation and MHM
2	Kisii	Review of the environmental health and sanitation bill to include sanitation and MHM
3	Migori	Domestication of the MHM Policy Regulation of the Environmental Health and Sanitation Act Large scale production of biodegradable sanitary pads
4	Kisumu	Construct climate resilient water infrastructure, systems, and facilities. Develop County sanitation safety plans Organize forums for climate change knowledge sharing and awareness creation
5	Kakamega	Capacity building of the CSOs and ward climate change committees on sanitation and MHM Climate change policy formulation and domestication Conduct research on the impacts of menstrual waste incineration on environmental health and climate change
6	Bungoma	Support the formation of multi-sectorial climate change committee and the quarterly review meetings. Domestication of the waste management policy to cater for liquid, solid, medical, MH hygiene, and e-waste
7	Busia	Domestication of the national climate change policy Development of the climate change regulations
8	Siaya	Review and adoption of the County Climate Information and Services Plan



Participants at the climate change consultative meeting listen to USAID WKSP's presentation made by [REDACTED], the County Market Advisor and Climate Change Lead. Photo credit: USAID WKSP.

Moving forward, the project will support the counties to integrate climate change adaptation and mitigation activities by promoting climate resilient technologies and innovations in sanitation and MHM. The project is also deliberate on mainstreaming climate change into relevant county policies.

## MANAGEMENT

The following sections describe progress and accomplishments in USAID WKSP operations that supported technical activities.

### QUALITY

USAID WKSP conducted a data quality audit and a field monitoring visit through the project leadership, Monitoring and Evaluation (M&E) team, and a third-party monitoring consultant over two subgrantees and two project target counties of Siaya and Bungoma. The data quality audit was important in verifying data reported from the sub grantees and counties and check-in meetings with the CMAs and county government staff to identify areas that require strengthening. This would improve the results in project activities or implementation and ensuring accurate reporting for better adaptive management practices, especially on how late reporting should be treated at the Sub-County or sub-grantee level. These regular field monitoring visits and data quality audits served as critical quality checks on project implementation and management.

### COST CONTROL

USAID WKSP has continued its cost-share arrangement with the USAID Kenya Crops and Dairy Market System (KCDMS) project. The cost-share agreement for rent, security, and cleaning is expected to end in August 2023.

To enhance efficiency and reduce travel-related costs, the project allocated one of its vehicles to the lower Kisumu cluster counties, namely Migori, Kisii, and Homabay. This decision has resulted in savings by minimizing the need for vehicle rentals and transportation expenses. Furthermore, the project actively has a project vehicle on loan from the EAEP project through September 30, 2023, while awaiting the USAID WKSP's inclusion for the vehicle in EAEP's disposition plan pending USAID approval. This would enable the formal allocation of the vehicle that had been on loan for the Siaya cluster. By being officially allocated this vehicle, the project can ensure its long-term availability and utilization for project activities in the Siaya region. In addition to these initiatives, the project has purchased another vehicle expected to arrive at the Kisumu office in Q4. This acquisition is expected to significantly reduce the costs associated with vehicle hire, as the project will have another vehicle readily available for various operational needs.

### OPERATIONS

USAID WKSP has successfully completed the full payment for a new vehicle that was approved in FY22 by USAID/KEA. After obtaining approval for duties exemption, the vehicle is scheduled to be delivered in July 2023. This acquisition will enhance project operations and coordination capabilities.

The project made progress in the establishment of embedded offices in collaboration with county government counterparts. The Busia Office has been set up, providing a functional workspace for the project. In Siaya County, the project has been allocated a space that requires substantial renovations. The procurement process for the renovations was started during Q3, and the donor approval process is ongoing and expected to be completed in the following quarter. As an alternate option for the Siaya space, USAID WKSP sent a letter to the County Director regarding another space that would not require renovations. A decision is expected to be made in Q4. Although the allocation of space in Homabay County is pending, the project has negotiated with USAID WKWP

for temporary space for an initial five months. This arrangement will allow the project to continue its operations while awaiting formal allocation of space from the county. In Kisii County, the project is currently engaged in discussions with relevant stakeholders to find a suitable space to host the team. The Kakamega office space was successfully negotiated last quarter for an initial period of six months through August 2023. The office spaces for Bungoma County and Migori County have been successfully established and are continuing operations as documented in the FY23 Q1 report.

The outcomes of the Contracts Manager and Project Associate visit to the Kisumu office included meeting with the USAID/KEA WASH Team Lead, onboarding the new Finance and Administration Director, reviewing compliance and financial procedures, and conducting a field office spot check audit review.

## STAFFING

USAID WKSP successfully completed the onboarding process for the Homa Bay CMA and MHM Coordinator for the Kisumu Cluster. During the quarter, the project also filled three vacant positions. The new Finance and Administration Director was successfully onboarded. Similarly, the new Supply Chain Manager and the Project Engineer were both successfully onboarded. However, there were two resignations from the driver based in Siaya and Project Engineer in Q3; their effective last day will be in Q4.

To address these staffing changes, the project started the recruitment process to find a replacement for the driver in Siaya. The Project Engineer position was filled within the quarter. Furthermore, the project is currently recruiting a fourth driver who will support project operations and logistics and will be responsible for overseeing the newly acquired project vehicle. The new driver is expected to be successfully onboarded in the next quarter.

To support the ramping up of project activities, USAID WKSP externally advertised three internship positions in June, specifically an Urban Sanitation intern, a Supply Chain intern, and a Communications intern. Interviews for all three positions were conducted by project staff in June 2023 and offers are being drafted to be sent out in Q4. All three interns will be based out of Kisumu and complete a three-month program for academic credit.

In addition to the staffing changes, the project management adjusted the reporting structure of certain staff members to streamline operations and improve the delivery of project objectives. Specifically, BDS Managers will now report directly to the DCOP. This change aims to enhance coordination and communication between the BDS team and project leadership. Moreover, the MHM Lead will report directly to the COP, ensuring direct oversight and strategic alignment of MHM initiatives within the project. These changes in reporting lines are intended to improve efficiency, enhance communication channels, and facilitate better decision-making within the project.

**TABLE 7: STAFFING LIST**

Name	Title	Location	Start Date
██████████	Chief of Party (COP)	Kisumu	February 23, 2022
██████████	Deputy COP/MBS Lead (PSI)	Kisumu	March 21, 2022
██████████	MHM Lead (AMREF)	Kisumu	April 4, 2022



██████████	Finance Manager	Kisumu	May 4, 2022
██████████	Communications Director	Kisumu	May 9, 2022
██████████	Accountant	Kisumu	May 16, 2022
██████████	SAF/Grants Manager	Kisumu	June 6, 2022
██████████	County Market Advisor (AMREF)	Busia/Siaya	June 6, 2022
██████████	County Market Advisor (AMREF)	Bungoma	June 6, 2022
██████████	Senior MEL Specialist	Kisumu	June 13, 2022
██████████	BDS Manager – Kisumu Cluster (PSI)	Kisumu	June 13, 2022
██████████	County Market Advisor (AMREF)	Kisii	June 20, 2022
██████████	Office Assistant	Kisumu	July 1, 2022
██████████	MHM Officer (AMREF)	Siaya	July 5, 2022
██████████	Urban Sanitation & BDS Manager (PSI)	Kisumu	July 12, 2022
██████████	Policy/Training Coordinator	Kisumu	July 15, 2022
██████████	County Market Advisor (AMREF)	Migori	July 18, 2022
██████████	Driver	Kisumu	July 25, 2022
██████████	Driver	Kisumu	August 1, 2022
██████████	Sales and Marketing Manager (PSI)	Kisumu	August 15, 2022
██████████	Data Analyst	Kisumu	September 1, 2022
██████████	Research & Development Lead	Kisumu	September 26, 22
██████████	Governance and Partnerships Lead	Kisumu	September 26, 2022
██████████	Access to Finance Lead	Kisumu	October 17, 2022
██████████	BDS Siaya Cluster (PSI)	Siaya	November 1, 2022
██████████	Operations Assistant	Kisumu	December 12, 2022
██████████	County Market Advisor (AMREF)	Kakamega	January 12, 2023
██████████	County Market Advisor & MHM Cluster Coordinator	Homa Bay	April 5, 2023
██████████	Finance and Administration Director	Kisumu	May 2, 2023
██████████	Supply Chain Manager (PSI)	Kisumu	June 5, 2023
██████████	Civil Engineer (PSI)	Kisumu	June 5, 2023

## M&E

This section highlights the tools and systems used in Q3 to monitor activity progress via data collection, documentation, and reporting for analysis and decision making. The section also reports on linkages with USAID/KEA processes on project activity progress and analysis.

**Reviewing M&E tools and systems.** USAID WKSP M&E team supported the review of revised MHM tools that will be in sync with the SBCC strategy to support and ensure that data are captured correctly during project activities and reporting is enhanced for MHM activities. The tools include activity registration for mapping, community-based activity form, activity reporting forms, weekly based activity form and supervisor guide. These tools will support to capture data for activities at community and schools where the program activities are implemented. These tools will be used for reporting by project staff, county government officials and sub-grantees.

**Building capacity of subgrantees.** To strengthen effective monitoring and reporting by the two sub-grantees on MHM (Matibabu Foundation and Blue Cross Nyatike), USAID WKSP M&E team worked with the sub-grantees to strengthen their capacities to use the established tools and templates for regular reporting (e.g., monthly and quarterly). The project also informed the sub-grantees on the use of data generated from the counties and Sub-Counties. During the capacity building, USAID WKSP also led orientation on tracking for reporting of activities and comparing with the set targets that the sub-grantees are supposed to achieved.

**Implementing data management automation and mapping.** In collaboration with the CMAs, USAID WKSP M&E team carried out data management and data collection tools orientation for sanitation and MHM for the lowest cadre of county staff at the Sub-County, wards, and all the way to the community health units. As a result, seven counties have been fully trained to support in the joint-county and USAID WKSP monitoring for both sanitation and MHM. The main participants in these sessions were selected Sub-County PHOs, ward PHOs, CHAs, community health extension workers (CHEWs), CHVs, and entrepreneurs (artisans). The reach in the seven counties was as follows: 165 people Busia (59M, 106F), 68 people in Bungoma (37M, 31F), 70 people in Homa Bay (48M, 22F), 155 people in Kisumu (66M, 89F), 127 people in Migori (60M, 67F), 114 people in Kakamega (55M, 59F) and 70 people in Siaya (34M, 36F).



*Tool training in Siaya County for Artisans, CHPs/CHVs, CHAs, Ward PHOs, and Sub-County PHOs. Photo credit: USAID WKSP.*

**Data quality assurance.** Additionally, the project undertook an internal data quality assessment (DQA) that sampled Siaya and Bungoma Counties. This exercise also covered the two sub-grantees who had been enrolled in the project (Matibabu Foundation in Siaya and Blue Cross Nyatike in Migori). The findings show slight data discrepancies in under- and over-reporting in some cases from the primary tool to what was reported to the project. Instances of late reporting resulted in data not reaching the project on time to be included in this Q3 report. However, most of the late reported data will be captured in the annual report. This information will help the project reinforce the MEAL framework to guarantee data validity and reliability. The M&E team has put in place measures to ensure that data is reported on time by engaging all key county staff to follow up on data from CHVs and report by 5<sup>th</sup> of every month after which verification is done to ensure that all datasets are reported by 10<sup>th</sup> of every month to the project's MEL team, effectively allowing for timely reporting of all data from the counties.

**Digitizing data collection tools.** After the pilot digitization of sanitation data collection tools, the project settled on the mWater Surveyor App, a mobile based application designed to collect data and map water sources and sanitation facilities (see <https://www.mwater.co/>). USAID WKSP M&E team has since connected with RTI's Global Technology Solutions (GTS) on the data security provisions and measures for clearance especially in safeguarding data collection and security of information captured especially where personally identifiable information (PII) may be partially captured. Once cleared, the project will proceed to use this platform to aid in capturing, mapping S&H facilities and relaying data in almost real-time basis.

As the project awaits the approval of the mWater Surveyor App, USAID WKSP has continued to generate data with GPS information to feed into the USAID Development Information Solution (DIS). This information for now is captured and kept on MS Excel but should be visualized to enrich strategy and decision conversation at the project counties.

**Developing MEL system trackers:** In this quarter, the USAID WKSP M&E team developed trackers for indicators and work plan progress to enable the project to monitor all activities carried in the next quarter. The system would also capture what has not been implemented and can display on a dashboard showing the performance of the project by each sub-objective. The USAID WKSP M&E team also developed an indicator tracker and dashboard to capture data by county and overall project performance for all project indicators. The MEL system trackers will be used starting from Q4 and capture all information from Y2 Q1 progress reporting and analysis.

## PROJECT PROGRESS

A total of 4,643 people in 405 households and 16 institutions across eight counties gained access to basic sanitation because of hands-on training and practical actions by trained artisans in either building new latrines or via retrofitting. The project also reached 1,079 people through safely managed sanitation services in Kisumu, Kisii, and Bungoma Counties. The breakdown per county for basic sanitation is as follows: 1,699 in Kakamega, 1,164 in Migori, 405 in Busia, 332 in Kisumu, 252 in Kakamega, 240 in Kisii, 214 in Bungoma, and 187 in Homa Bay. Kakamega had the highest number in Q3 as a result of customer acceptance of the products and readiness to improve sanitation in households and schools. USAID WKSP is continuing to analyze opportunities to ensure those counties that are behind in achieving project goals can accelerate in the next quarter through DQ sales to take up sanitation products sold by accessible enterprises and through more market activations. The counties with low performance will still be targeted with more market activations

and focused coaching and mentorship. Table 8 below presents Q3 progress disaggregated data on access to basic sanitation services for each project county.

**TABLE 8: INFORMATION ON ACCESS TO BASIC SANITATION\***

County	No of HH/Institutions accessing BSS		Population Accessing BSS			Number of PWD, Elderly or Sick
	HH	Institutions	Males	Females	Total	
Kisumu	40	2	170	162	332	2
Migori	83	8	546	618	1,164	29
Kisii	34	1	118	122	240	5
Homa Bay	39	1	144	141	285	8
Siaya	48	0	146	158	304	18
Kakamega	70	0	881	818	1,699	4
Bungoma	41	2	101	113	214	2
Busia	50	2	186	219	405	6
<b>Total</b>	<b>405</b>	<b>16</b>	<b>2,292</b>	<b>2,351</b>	<b>4,643</b>	<b>74</b>

#### SUB-OBJECTIVE 1: ANALYZE THE MARKET SYSTEM, TARGET SYSTEM, AND BUSINESS ENABLING ENVIRONMENT FOR S&H

In Q3, USAID WKSP's focus on baseline assessments was to work with an editor to refine and package the five assessments reports for launching planned in Q4. The project managed to launch the MHM Barriers and Enablers Study on June 15, 2023 during the MH Day in Busia.

On PEA implementation, the project undertook a three-day sensitization workshop for Health Committee MCAs of Busia and Homa Bay on MBS, MHM status, the budgeting process cycle, policy and regulatory frameworks for sanitation, and transformational leadership. This platform also ensured that the key findings from the formative assessment was disseminated to empower the MCAs with a current status on sanitation and MHM as well as some of the critical aspects ailing the sector established from the assessment of the enabling environment ranging from the institutional arrangement, staffing, budgeting, and M&E.

The project in Q3 also completed the hackathon competition around innovation and nominated seven innovators through a competitive process that had 15 shortlisted organizations. These new entrants working with the project will design solutions for improved MHM and sanitation by offering new and/or additional products and services to the market. In addition, USAID WKSP identified five grantees to support local communities with MHM and MBS; three of the five received approval to proceed but are awaiting formal processes.

## **SUB-OBJECTIVE 2: IDENTIFY, IMPLEMENT, AND SCALE PILOTS TO STRENGTHEN THE SANITATION MARKET**

The project achieved 62 percent of its performance goal in Q3 on the number of people gaining access to basic sanitation services and 1079 number of people gaining access to safely managed sanitation services. This is expected to increase in Q4 due to the increased DQ sales training and improving the skills of newly recruited masons on construction and retrofitting of latrines in Q3.

This quarter, USAID WKSP worked closely with 26 enterprises out of the 32 and formally engaged them through inception meetings and training them on business models. This will increase access to sanitation products and hygiene by promoting the project-identified LIXIL products and other market-based MHM products across the eight project counties. The project also facilitated the sale of 950 products in Q3; sales are likely to increase in the coming quarters when the DQ approach is rolled out and marketing of sanitation products across the eight counties has expanded.

## **SUB-OBJECTIVE 3: INCREASED ACCESS TO AND UPTAKE OF MARKET-BASED IMPROVED MHM PRODUCTS AND SERVICES AT THE HOUSEHOLD LEVEL**

USAID WKSP had set implementation targets for FY23 Q2. The project intends to achieve accelerated progress and achievements in subsequent years following completion of baseline assessment on MHM barriers and enablers assessment. In Q3, USAID WKSP continued to hold MHM trainings at the Sub-County and ward levels across the target counties. For example, 360 (193M, 167F) people were trained across the four Sub-Counties of Kisii, Homabay, Bungoma and Kakamega counties. After the MHM ToT training and the cascaded training to Sub-Counties, trainees reached 49,626 people with MHM SBC messages across the all-target counties in both community and schools, as reported in the breakdown (Kisii – 23,400; Busia – 17,104; Siaya – 3,624; Migori – 2,960; Kakamega – 2,346; Bungoma – 192).

The project achieved 82 percent of the quarterly target on the number of people reached with information, education, and communication campaigns designed to increase public awareness on MHM. The project will have MHM strategy developed in Q4 and use this to increase SBCC, apart from the government strategy that has been used by ToTs, thus increasing the number of people reached with MHM information.

## **SUB-OBJECTIVE 4: STRENGTHEN THE ENABLING ENVIRONMENT**

In Q3, USAID WKSP conducted several activities in coordination, collaboration, and advocacy contributing to progress in strengthening the enabling environment for improved sanitation and MHM in target counties. For example, the project supported a meeting for domestication of National MHM policy in Migori county and engaged county leadership for driving the agenda on MHM policy as part of the wider enabling policy and regulatory environment for implementation of MHM programs and activities. The project provided overall technical leadership while working with a technical SC comprised of staff from the Department of Health and Sanitation, MHM SC, and key stakeholders in the MHM space.

The project also supported the Migori County Government to develop regulations that specify standards and penalties for enforcement of enacted County Environmental Health and Sanitation Act (2021) to provide the requisite legislation for the sub sector and enforce compliance.

USAID WKSP provided technical assistance and financial support to target counties during the CIDP III development process, with the sole objective to prioritize and allocate resources to sanitation and MHM in this key strategic county document. Specifically, USAID WKSP provided technical assistance during the CIDP III preparation and reviews, training of county staff on MBS and MHM, lobbying for counties to prioritize MBS and MHM (through the office of LREB sanitation and MHM champion, WASH fora, MHM SCs etc.) and awareness creation on MBS and MHM (co-creation sessions, staff trainings and induction of new senior county leadership).

The project also achieved 50 percent performance on its goals for USG engagements with private-sector partners. This was made possible through two sessions for onboarding of enterprises in Kisumu and Siaya clusters, one session orientation of FI staff in Siaya cluster, and the sanitation and MHM innovation solutions hackathon.

The project also achieved 75 percent for the quarter on pro-business county-level policies and regulations proposed, adopted, and implemented. This was achieved through domestication of the MHM policy for Migori County, KESH policy domestication for Bungoma, Busia and Kakamega Counties, ESH Regulations for Migori County, Water and Sanitation Act Regulations for Migori County, and ESH Regulations for Kisumu County.



## PROGRESS TOWARD FY23 DELIVERABLES

Table 9 summarizes the project's progress toward deliverables based on the FY23 (Y2) work plan.

**TABLE 9: PROGRESS TOWARD FY23 DELIVERABLES**

Subcomponent	Planned Activities	Key Deliverables	Status
<b>SOI: Analyze the S&amp;H Market System, Target Markets, and Business Enabling Environment</b>			
Task I.1: Stakeholder Consultation and Community Engagement	Conduct quarterly meetings with the county teams to review the jointly created work plans	Status activity progress reports with action plans on joint work plans	In progress
Task I.2: Conduct PEAs	Hold quarterly interactive workshops	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessment	In progress
	Conduct quarterly pilot on the PEA question, specifically the tools, and adjust using feedback	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessment	In progress
	Collect data using adjusted tools and facilitate desk reviews and key informant interviews (KIIs), among others	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessment	In progress
	Analyze PEA findings to synthesize the detailed notes from each discussion and identify the key themes, supporting findings (or evidence), and recommended actions	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessment	Completed
	Disseminate PEA findings to USAID WKSP staff, develop work plan to respond to actionable issues	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessment	Completed
	Embed the PEA findings and work plan in the USAID WKSP's year three work plan	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessment	Completed

Subcomponent	Planned Activities	Key Deliverables	Status
Task 1.3: Conduct Assessment of S&H Supply	Synthesize findings as a knowledge product	Knowledge product	Completed
	Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)	Knowledge product	Completed
Task 1.4: Household Survey for Market Sizing and Segmentation	Synthesize findings as a knowledge product	Knowledge product	Completed
	Update USAID SanPlan (sanitation mapping) with findings	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services based on customer segments	In progress
	Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)	Knowledge product	Completed
Task 1.5: Sanitation Mapping	Develop an online system to capture project reports and data	Online system developed	In progress
	Adopt locked filing cabinet and restricted access for paper documentation	locked filing cabinet	Completed
	Cloud database storage (project share or SharePoint) with limited access	cloud database	Completed
	Consider PII, determine how participant names or any other sensitive information will be stored	PII considered	In progress
	Train relevant staff and implement all data security and storage practices	Data security and storage practices	Completed
Task 1.6: Enabling Environment Review	Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)	Knowledge product	Completed
	Hold quarterly sanitation technology/product systems scoping meetings with key county technical teams (public works, public health, WSSPs, TVETs, artisan reps)	Quarterly reports	Completed
	Co-develop draft training manuals and technical designs for all sanitation products and services along the sanitation value chain	Training manuals	Completed

Subcomponent	Planned Activities	Key Deliverables	Status
	Select potential masons/ <i>fundis</i> for capacity building and technical support in construction of new/existing improved sanitation technologies	Trainings conducted	In progress
<b>SO2: Identify, Implement, and Scale Pilots to Strengthen the Sanitation Market System</b>			
Sub-Task 2.1.1: Strengthen Sanitation Product System Offerings of Small Enterprises and Fundis	Conduct periodic (monthly) joint follow-ups to provide technical assistance to artisans/ <i>fundis</i> in construction/installation of improved sanitation technologies across the counties and to improve on existing products and ensure quality	Periodic reports	In progress
	Conduct refresher training where gaps have been identified in construction of improved sanitation technologies	Refresher training reports	In progress
	Conduct quarterly stakeholders review meetings with key sanitation actors to review progress, challenges, and opportunities	Quarter reports	In progress
	Conduct engagement sessions with the respective county Departments of Education on inclusion of sanitation technology units in the masonry and plumbing	Engagement reports	Not done
Sub-Task 2.1.2: Facilitate Expanded Delivery Models of Fundis Operations	Build capacity of <i>fundis</i> on business management models (creation of business entities) to facilitate formation of well-structured and compliant sanitation businesses	Capacity building reports	In progress
	Build capacity of selected sanitation enterprises/groups on financial management (bookkeeping, value proposition, sales and marketing, record keeping)	Capacity building reports	In progress
	Organize networking and innovation sessions between <i>fundis</i> and other enterprises to learn, innovate, and transform existing products with the aim of reducing costs for the consumer	Innovative reports	Not done
	Participate in national and county sanitation forums or networks and share innovation among all sanitation actors along the value chain	Sanitation forum reports	Not done
	Conduct market activations to create demand for improved sanitation products and services in the respective counties championed by CHVs	Market activation reports	Completed
	Organize sanitation hackathons/contests for innovative sanitation products and services responsive to challenges, preferences, and contexts	Hackathon reports	Completed

Subcomponent	Planned Activities	Key Deliverables	Status
	Utilize Strategic Activities Fund (SAF) to support manufacturers and designers to modularize innovative sanitation products that are expandable, financially viable, and sustainable	Modularized reports	Not done
	Regular engagement sessions with private-sector actors to improve efficiency of sanitation supply chain	SAF reports	In progress
Sub-Task 2.1.3: Establish Partnerships for Improved Sanitation Services Delivery	Facilitate linking organized MPEs with <i>fundis</i> to develop bundled service offerings to customers, from installation to maintenance	Linkages report	In progress
	Build capacity of MPEs and urban FS-emptying service providers on business development and financial management	Capacity building reports	Not done
	Support operationalization of FSM service provision through county governments and WASREB engagement through provision of regulations in selected counties	FSM SOPs operationalized	In progress
	Build the capacity of MPEs through the SAF on improved emptying practices using improved diggers, poo pumps, and sludge pumps to extract, contain, and transport sludge more effectively and efficiently	Capacity building reports	Not done
	Coordinate with county governments, partners, and water and sanitation utilities to review and evaluate sustainable FSM treatment and reuse options	Review and evaluation report	In progress
Sub-Task 2.1.4: Advance Sales and Marketing and Activate Demand	Design, implement, and update monitoring system for sales data	System designed	In progress
	Trial new product sales with enterprises in select counties	New products tried	Not done
	Provide business training and supportive supervision to service providers	Business training report	In progress
	Capacity building targeting market actors like local women's and youth groups and CHVs on problem-led sales and marketing	Capacity building reports	In progress
	Provide SAF to qualified BDS groups to advance sanitation sales and marketing	SAF reports	Not done
	Explore partnerships with institutions/trade associations for certification of groups and individuals on sales and marketing	Partnership reports	Not done

Subcomponent	Planned Activities	Key Deliverables	Status
	Document lessons learned from sales trial	Lessons learned report	Not done
Sub-Task 2.1.5: Increase Access to Finance to Scale Delivery Models	Pilot financial inclusion models for local BDS	Financial inclusion model reports	In progress
	Organize sanitation hackathons/contests for innovative sanitation products and services responsive to challenges, preferences, and contexts	Hackathon reports	Completed
	Utilize SAF to support manufacturers and designers to modularize innovative sanitation products, including those identified in hackathons	Innovative sanitation products	In progress
	Support innovative financial inclusion strategies for businesses and entrepreneurs	Financial inclusion strategies	In progress
Sub-Task 2.2.1: Develop Innovate Product Offerings and Models	Assess and carry out initial product iterations to offer improved products and identify business partners' readiness	product iterations	In progress
	Co-develop draft training manuals and technical designs for updated products	Training manuals	Not done
	Train initial business partners (including artisans) in new product technical designs	business partners trained	Not done
<b>SO3: MHM Market System Assessment and Development</b>			
Task 3.1: MHM Barriers and Enablers Report	Conduct county-specific validation and dissemination meetings on the report	County-specific validation	Completed
	Develop action plan to address gaps and amplify enablers	Action plan developed	Completed
Task 3.2: Establish MHM SCs	Conduct county-specific sensitization meetings for the MHM SCs on MHM	Sensitization meeting reports	In progress
	Provide technical support to MHM SCs through one-on-one coaching to ensure that they meet their key deliverable of creating and enabling environment for MHM private-sector players	Coaching reports	In progress
	Conduct quarterly review meetings with the MHM SCs to gauge progress and offer support	Quarterly activity reports	In progress
	Conduct intra- and inter-county cross-learning sessions for the MHM SCs	Intra/Inter County reports	Not done
	Develop USAID WKSP MHM SBCC strategy	SBCC strategy developed	In progress



Subcomponent	Planned Activities	Key Deliverables	Status
Task 3.3: Develop and Launch MHM Campaigns	Conduct county-specific validation meetings on the USAID WKSP MHM SBCC strategy	Validation meetings conducted	Not done
	Rollout of the SBCC, in targeted counties in collaboration with the private sector, through mass media campaigns and community engagements to sensitize the public on MHM	Mass media campaigns/engagements	Not done
	Form MHM committees at the community level to facilitate community sensitization	MHM committees formed at the community level	In progress
	Conduct quarterly meetings at community units on MHM for feedback sessions on products and other market opportunities for MHM products and service	Quarterly reports	Not done
	Roll out county-specific interpersonal communication campaigns through household visits and community forums	County-specific campaigns	Not done
	Establish linkages with youth leaders and sports associations in specific counties for sensitization on MHM	Linkages with youth leaders and sports associations established	In progress
	Participate in community dialogue days and create awareness on MHM	Community dialogue days	In progress
	Sensitize beach management units on MHM	Sensitization reports	In progress
Task 3.4: Catalyzing Product System Delivery Models and Marketing Approaches to Improve Accessibility of MHM Products	Create linkages between the CHVs, producers, and manufacturers to test and employ innovations for low-cost delivery models of MHM products	Linkages created	In progress
	Conduct market activations to create demand for new MHM products in collaboration with the private sector	Market activations conducted	In progress
	Conduct quarterly stakeholders review meetings with key MHM actors to review progress, challenges, and opportunities	Quarterly stakeholders report	Not done
	Organize county-specific exhibitions of MHM products with manufacturers and distributors	County specific exhibition reports	In progress

Subcomponent	Planned Activities	Key Deliverables	Status
Task 3.5: Improve Sales and Marketing Delivery Models	Organize county-specific innovation forums and identify new MHM products that can be piloted, implemented, and scaled	Innovation reports	Completed
	Map out suppliers and distributors of MHM products and develop a database	Suppliers mapped	In progress
	Create MHM product promotion centers at the community units to facilitate easy access to MHM products by women and girls	Promotion centres created	In progress
	Conduct regular engagement sessions with private-sector actors to improve efficiency of MHM product supply chains	Engagement reports	In progress
	Conduct regular engagement with women and youth groups as distribution agents of MHM products and build their capacity on MHM business models	Engagement reports	Not done
	Capacity building of selected USAID WKSP-supported MHM enterprises/ groups on financial management (bookkeeping, value proposition, sales & marketing, record keeping)	Capacity building reports	In progress
	Conduct door to door MHM product promotion by the CHVs in community units to enhance product demand	Product promotion done	Not done
	Conduct monthly review meetings with the CHVs and share progress, challenges, and successes	Monthly review reports	Not done
Task 3.6: Improving Waste Collection and Management Methods	Review MHM barriers and enablers report to identify how users in the target counties dispose of their menstrual waste	Report on enablers and barriers	Completed
	Identify and take stock of MHM waste management and disposal actors (database)	Mapped waste management and disposal actors	In progress
	Develop compendium of the options available, including specifications	Compendium developed	Not done
	Host exhibitions for menstrual waste management actors in the western region	Exhibitions held	Not done

Subcomponent	Planned Activities	Key Deliverables	Status
	Utilize the SAF to support manufacturers and designers to scale innovative methods of menstrual waste management	Innovations on waste management held	In progress
	Host innovation competitions (hackathons) for menstrual waste management	Hackathon held	Completed
<b>SO4: Strengthen Enabling Environment</b>			
Task 4.1: Facilitate County Sanitation and MHM Policy Development	Support counties in MHM and EHS policy domestication	TORs for MHM and ESH in place	In progress
	Data collection to identify policy gaps in target counties based on policy review	Data collected	Completed
	Support county-specific MHM/EHS policy SCs to domesticate relevant policies	MHM and EHS domesticated policies	In progress
	Facilitate domestication of county-specific MHM/EHS policies to include market-based elements and focus on access to MHM and sanitation products	County-specific domestication of policies	In progress
	Conduct stakeholder policy validation and public participation and support launch of MHM and sanitation policies	Validated policies	In progress
Task 4.2: Engage Reform Champions	Conduct initial engagement meetings with reform champions to seek collaboration	Initial engagement done	In progress
	Inductions for all identified champions on sanitation and MHM activities	Champions inducted	Not done
	Develop and sign off TOR with all trained sanitation and MHM champions	TORs developed	Not done
	Hold review sessions and monitor performance progress in the implementation of sanitation and MHM activities	Review sessions report	In progress
Task 4.3: Improve Monitoring of Sanitation Services	Conduct reviews with each county government and development partners to understand the effectiveness of the current M&E framework for sanitation	M&E framework for Sanitation	Not done
	Hold workshops with the county and national government agencies to review findings and determine gaps and opportunities for collaboration/improvements	Meeting reports	Completed

Subcomponent	Planned Activities	Key Deliverables	Status
Task 4.4: Strengthen Coordination Mechanism	Design targeted capacity-building plans for each forum OR establish WASH forum and provide capacity-strengthening support where none exists	Capacity building plans	In progress
	Convene a WASH for knowledge exchange workshop for peer-to-peer learning	WASH exchange report	Not done
	Support counties to review developed CIDP	CIDP reviewed	Completed
	Support LREB in developing a sanitation blueprint	Sanitation Blueprint	In progress
	Monitor and document progress and lessons learned toward realizations on reduced economic burden for sanitation	Lessons learned report	Not done
	Support for inter-county learning events, peer-peer benchmarking, and exchange visits to prosper counties for WASH	Inter-county learning report	Not done
	Collaborate with regional waterworks development agencies for inclusion of last-mile connectivity in low-income and rural areas	Collaborative reports	In progress
Task 4.5: Improve Regulation of Sanitation Services	Support at least two counties (those who have completed domestication) to develop regulations and guidelines for MHM and EHS policies	Regulations and guidelines developed	In progress
	Sensitize the health and sanitation committee on the developed regulations and policies	Sensitization reports	In progress
	Conduct one policy dialogue consultative workshop	Policy dialogue reports	In progress
Task 4.6: Facilitate Access to Public Financing	Support the establishment of a county-level sanitation planning team to prepare sanitation financing plans	Sanitation planning teams in place	In progress
	Facilitate local CSOs to support lobbying and advocacy initiatives for sanitation and MHM through public participation forums	Local CSOs supported	In progress
	Support counties to develop and operationalize private sector engagement frameworks	Engagement frameworks in place	In progress

Subcomponent	Planned Activities	Key Deliverables	Status
	Leverage national and county development funds to unlock funding for sanitation and MHM (i.e., NGCDF, WSTF, WWDA, WDF)	Leverage reports on Sanitation and MHM funding	In progress
	Leverage LREB partnership to influence increased budget allocation/funding for sanitation in the target counties	Increased budget allocation in CIDPs	In progress
	Support development or review of county sanitation plans (CIDP, ADP, AWP) and county sanitation investment plans	Reviewed Sanitation plans	In progress
Task 4.7: Facilitate Access to Private Financing	Collect and analyze the scoping data to establish the number of FIs, the nature of products they offer to the sanitation sector, challenges, and opportunities for partnership	Data analyzed on FIs	Completed
	Summarize scoping findings as a knowledge product	Knowledge products	Completed
	Conduct a validation workshop to disseminate finding results	Validation report	In progress
<b>Cross-Cutting Activities (Environment, Research and Learning, M&amp;E, and Communications)</b>			
Support Climate Preparedness and Resilience Planning for County Sanitation and MHM Activities	Conduct targeted environmental/vulnerability assessments of the potential impact of environmental/natural calamities on S&H systems and facilities	Assessment results	Completed
	Connect with the meteorological department for data	Forum report and counties workplans	In progress
	Engage and explore partnerships with local institutions to use indigenous knowledge as early warning systems	Meeting reports	In progress
	Draft a comprehensive sanitation preparedness plan for the counties based on the assessment	Partnership engagements	Not done
	Engage county stakeholders to present and garner adoption of the sanitation preparedness plan	Sanitation preparedness plan	Completed
	Do routine environmental monitoring in project areas	Adoption of sanitation preparedness plan	In progress



Subcomponent	Planned Activities	Key Deliverables	Status
	Support grantees to follow environmental compliance	Monitoring report	Completed
Identify and Pilot Application of Resilient Products and Services in Sanitation and MHM Activities	Review, validate, and prioritize resilient sanitation opportunities identified by the market assessment	Resilient sanitation opportunities in place	In progress
	Explore partnerships and collaborations with local manufacturers, service providers, and institutes to innovate through the SAF for R&D	R&D conducted through SAF grants	In progress
	Conduct annual review sessions with stakeholders to document lessons learned and to inform scaling of innovations	Annual review reports	Not done
	Work with the market system to facilitate adoption or scaling via modified marketing, sales, and technical support and capacity building of service providers via the SAF	Modified marketing and sales via SAF in place	In progress
	Dialogue with county stakeholders to integrate climate resilience elements into local policies and regulations based on pilot outcomes and results	Climate resilience policies in place	Completed
Advancing Collaboration, Learning, and Adaptation	Apply assessment findings to identify project-specific learning areas and gaps	specific learning areas identified	Completed
	Engage an institution of higher learning to establish a culture of learning and adaptation within the project	Higher learning Institutions engaged	Completed
	Develop learning agenda and set learning agenda questions and broad thematic areas for thought leadership	Learning Questions developed	Completed
	Implement actions to facilitate adaptive learning	Actions developed and facilitated	Completed
	Conduct quarterly pause-and-reflect sessions	Pause and reflect (P&R) report	In progress
	Conduct annual learning/knowledge harvest conference	Annual learning/harvest conference report	Not done
	Produce knowledge products	Knowledge products	In progress
	Facilitate adaptation and scaling of learning areas	Learning areas adapted	Completed

Subcomponent	Planned Activities	Key Deliverables	Status
Implement Communications Strategy	Prepare IEC materials	IEC materials prepared	In progress
	Engage the media for sanitation and MHM content	Media engaged	In progress
	Develop social media content	Social media content	In progress
	Produce quarterly project e-newsletters	Project e-newsletters	In progress
	Take photos to record and communicate visually	Photos available in reports	In progress
	Participate in global events	Global events reports	In progress
	Support counties with agenda setting of meetings, refine and review learning questions, and support documentation process	Learning agenda and questions developed	In progress
	Hold an annual knowledge harvest conference to share learning outcomes	Knowledge harvest report	Not done
	Establish and sustain a knowledge management repository and use the appropriate USAID channel for dissemination	Knowledge management repository established	In progress
	Synthesize the implementation experiences and baseline assessment findings	Project experience, assessment findings shared	In progress

## PLANNED ACTIVITIES IN THE NEXT QUARTER

Table 10 provides an overview of when planned program activities will be conducted in Y2 Q4.

**TABLE 10: PLANNED ACTIVITIES IN Q4**

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
<b>SOI: Analyze the S&amp;H Market System, Target Markets, and Business Enabling Environment</b>			
<b>Task I.1: Stakeholder Consultation and Community Engagement</b>			
Conduct quarterly meetings with the county teams to review the jointly created work plans			
<b>Task I.2: Conduct PEAs</b>			
Hold quarterly interactive workshops			
Conduct quarterly pilot on the PEA question, specifically the tools, and adjust using feedback			
Collect data using adjusted tools and facilitate desk reviews, KIIs, among others			
Analyze PEA findings to synthesize the detailed notes from each discussion and identify the key themes, supporting findings (or evidence), and recommended actions			
Disseminate PEA findings to USAID WKSP staff, develop work plan to respond to actionable issues			
Embed the PEA findings and work plan in the USAID WKSP's year three work plan			
<b>Task I.3: Conduct Assessment of S&amp;H Supply</b>			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Synthesize findings as a knowledge product			
Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)			
<b>Task 1.4: Household Survey for Market Sizing and Segmentation</b>			
Synthesize findings as a knowledge product			
Update USAID SanPlan (sanitation mapping) with findings			
Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)			
<b>Task 1.5: Sanitation Mapping</b>			
Develop an online system to capture project reports and data			
Adopt locked filing cabinet and restricted access for paper documentation			
Cloud database storage (project share or SharePoint) with limited access			
Consider PII, determine how participant names or any other sensitive information will be stored			
Train relevant staff and implement all data security and storage practices			
<b>Task 1.6: Enabling Environment Review</b>			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)			
<b>SO2: Identify, Implement, and Scale Pilots to Strengthen the Sanitation Market System</b>			
<b>Task 2.1: Catalyze Product Systems, Delivery Models, and Marketing Approaches</b>			
Hold quarterly sanitation technology/product systems scoping meetings with key county technical teams (public works, public health, WSSPs, TVETs, artisan reps)			
Co-develop draft training manuals and technical designs for all sanitation products and services along the sanitation value chain			
Select potential masons/ <i>fundis</i> for capacity building and technical support in construction of new/existing improved sanitation technologies			
<b>Sub-Task 2.1.1: Strengthen Sanitation Product System Offerings of Small Enterprises and <i>Fundis</i></b>			
Conduct periodic (monthly) joint follow-ups to provide technical assistance to artisans/ <i>fundis</i> in construction/installation of improved sanitation technologies across the counties and to improve on existing products and ensure quality			
Conduct refresher training where gaps have been identified in construction of improved sanitation technologies			
Conduct quarterly stakeholders review meetings with key sanitation actors to review progress, challenges, and opportunities			
Conduct engagement sessions with the respective county Departments of Education on inclusion of sanitation technology units in the masonry and plumbing			
<b>Sub-Task 2.1.2: Facilitate Expanded Delivery Models of <i>Fundis</i> Operations</b>			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Build capacity of <i>fundis</i> on business management models (creation of business entities) to facilitate formation of well-structured and compliant sanitation businesses			
Build capacity of selected sanitation enterprises/groups on financial management (bookkeeping, value proposition, sales and marketing, record keeping)			
Organize networking and innovation sessions between <i>fundis</i> and other enterprises to learn, innovate, and transform existing products with the aim of reducing costs for the consumer			
Participate in national and county sanitation forums or networks and share innovation among all sanitation actors along the value chain			
Conduct market activations to create demand for improved sanitation products and services in the respective counties championed by CHVs			
Organize sanitation hackathons/contests for innovative sanitation products and services responsive to challenges, preferences, and contexts			
Utilize SAF to support manufacturers and designers to modularize innovative sanitation products that are expandable, financially viable, and sustainable			
Regular engagement sessions with private-sector actors to improve efficiency of sanitation supply chain			
<b>Sub-Task 2.1.3: Establish Partnerships for Improved Sanitation Services Delivery</b>			
Facilitate linking organized MPEs with <i>fundis</i> to develop bundled service offerings to customers, from installation to maintenance			
Build capacity of MPEs and urban FS-emptying service providers on business development and financial management			
Support operationalization of FSM service provision through county governments and WASREB engagement through provision of regulations in selected counties			



WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Build the capacity of MPEs through the SAF on improved emptying practices using improved diggers, poo pumps, and sludge pumps to extract, contain, and transport sludge more effectively and efficiently			
Coordinate with county governments, partners, and water and sanitation utilities to review and evaluate sustainable FSM treatment and reuse options			
<b>Sub-Task 2.1.4: Advance Sales and Marketing and Activate Demand</b>			
Design, implement, and update monitoring system for sales data			
Trial new product sales with enterprises in select counties			
Provide business training and supportive supervision to service providers			
Capacity building targeting market actors like local women's and youth groups and CHVs on problem-led sales and marketing			
Provide SAF to qualified BDS groups to advance sanitation sales and marketing			
Explore partnerships with institutions/trade associations for certification of groups and individuals on sales and marketing			
Document lessons learned from sales trial			
<b>Sub-Task 2.1.5: Increase Access to Finance to Scale Delivery Models</b>			
Pilot financial inclusion models for local BDS			
Organize sanitation hackathons/contests for innovative sanitation products and services responsive to challenges, preferences, and contexts			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Utilize SAF to support manufacturers and designers to modularize innovative sanitation products, including those identified in hackathons			
Support innovative financial inclusion strategies for businesses and entrepreneurs			
<b>Sub-Task 2.2.1: Develop Innovate Product Offerings and Models</b>			
Assess and carry out initial product iterations to offer improved products and identify business partners' readiness			
Co-develop draft training manuals and technical designs for updated products			
Train initial business partners (including artisans) in new product technical designs			
<b>SO3: MHM Market System Assessment and Development</b>			
<b>Task 3.1: MHM Barriers and Enablers Report</b>			
Conduct county-specific validation and dissemination meetings on the report			
Develop action plan to address gaps and amplify enablers			
<b>Task 3.2: Establish MHM SCs</b>			
Conduct county-specific sensitization meetings for the MHM SCs on MHM			
Provide technical support to MHM SCs through one-on-one coaching to ensure that they meet their key deliverable of creating and enabling environment for MHM private-sector players			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Conduct quarterly review meetings with the MHM SCs to gauge progress and offer support			
Conduct intra- and inter-county cross-learning sessions for the MHM SCs			
<b>Task 3.3: Develop and Launch MHM Campaigns</b>			
Develop USAID WKSP MHM SBC strategy			
Conduct county-specific validation meetings on the USAID WKSP MHM SBC strategy			
Rollout of the SBCC, in targeted counties in collaboration with the private sector, through mass media campaigns and community engagements to sensitize the public on MHM			
Form MHM committees at the community level to facilitate community sensitization			
Conduct quarterly meetings at community units on MHM for feedback sessions on products and other market opportunities for MHM products and service			
Roll out county-specific interpersonal communication campaigns through household visits and community forums			
Establish linkages with youth leaders and sports associations in specific counties for sensitization on MHM			
Participate in community dialogue days and create awareness on MHM			
Sensitize beach management units on MHM			
<b>Task 3.4: Catalyzing Product System Delivery Models and Marketing Approaches to Improve Accessibility of MHM Products</b>			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Create linkages between the CHVs, producers, and manufacturers to test and employ innovations for low-cost delivery models of MHM products			
Conduct market activations to create demand for new MHM products in collaboration with the private sector			
Conduct quarterly stakeholders review meetings with key MHM actors to review progress, challenges, and opportunities			
<b>Task 3.5: Improve Sales and Marketing Delivery Models</b>			
Organize county-specific exhibitions of MHM products with manufacturers and distributors			
Organize county-specific innovation forums and identify new MHM products that can be piloted, implemented, and scaled			
Map out suppliers and distributors of MHM products and develop a database			
Create MHM product promotion centers at the community units to facilitate easy access to MHM products by women and girls			
Conduct regular engagement sessions with private-sector actors to improve efficiency of MHM product supply chains			
Conduct regular engagement with women and youth groups as distribution agents of MHM products and build their capacity on MHM business models			
Capacity building of selected USAID WKSP-supported MHM enterprises/ groups on financial management (bookkeeping, value proposition, sales & marketing, record keeping)			
Conduct door to door MHM product promotion by the CHVs in community units to enhance product demand			
Conduct monthly review meetings with the CHVs and share progress, challenges, and successes			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
<b>Task 3.6: Improving Waste Collection and Management Methods</b>			
Review MHM barriers and enablers report to identify how users in the target counties dispose of their menstrual waste			
Identify and take stock of MHM waste management and disposal actors (database)			
Develop compendium of the options available, including specifications			
Host exhibitions for menstrual waste management actors in the western region			
Utilize the SAF to support manufacturers and designers to scale innovative methods of menstrual waste management			
Host innovation competitions (hackathons) for menstrual waste management			
<b>SO4: Strengthen Enabling Environment</b>			
<b>Task 4.1: Facilitate County Sanitation and MHM Policy Development</b>			
Support counties in MHM and EHS policy domestication			
Data collection to identify policy gaps in target counties based on policy review			
Support county specific MHM/EHS policy SCs to domesticate relevant policies			
Facilitate domestication of county-specific MHM/EHS policies to include market-based elements and focus on access to MHM and sanitation products			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Conduct stakeholder policy validation and public participation and support launch of MHM and sanitation policies			
<b>Task 4.2: Engage Reform Champions</b>			
Work with the county governments to identify the champions, provide strategic guidance during the sanitation and MHM policy preparation and rollout, including coalition building for policy advocacy.			
Conduct initial engagement meetings with reform champions to seek collaboration			
Inductions for all identified champions on sanitation and MHM activities			
Develop and sign off TOR with all trained sanitation and MHM champions			
Hold review sessions and monitor performance progress in the implementation of sanitation and MHM activities			
<b>Task 4.3: Improve Monitoring of Sanitation Services</b>			
Conduct reviews with each county government and development partners to understand the effectiveness of the current M&E framework for sanitation			
Hold workshops with the county and national government agencies to review findings and determine gaps and opportunities for collaboration/improvements			
<b>Task 4.4: Strengthen Coordination Mechanism</b>			
Design targeted capacity-building plans for each forum OR establish WASH forum and provide capacity-strengthening support where none exists			
Convene a WASH for knowledge exchange workshop for peer-to-peer learning			



WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Support counties to review developed CIDP			
Support LREB in developing a sanitation blueprint			
Monitor and document progress and lessons learned toward realizations on reduced economic burden for sanitation			
Support for inter-county learning events, peer-peer benchmarking, and exchange visits to prosper counties for WASH			
Collaborate with regional waterworks development agencies for inclusion of last-mile connectivity in low-income and rural areas			
<b>Task 4.5: Improve Regulation of Sanitation Services</b>			
Support at least two counties (those who have completed domestication) to develop regulations and guidelines for MHM and EHS policies			
Sensitize the health and sanitation committee on the developed regulations and policies			
Conduct one policy dialogue consultative workshop			
<b>Task 4.6: Facilitate Access to Public Financing</b>			
Support the establishment of a county-level sanitation planning team to prepare sanitation financing plans			
Facilitate local CSOs to support lobbying and advocacy initiatives for sanitation and MHM through public participation forums			
Support counties to develop and operationalize private sector engagement frameworks			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Leverage national and county development funds to unlock funding for sanitation and MHM (i.e., NGCDF, WSTF, WWDA, WDF)			
Leverage LREB partnership to influence increased budget allocation/funding for sanitation in the target counties			
Support development or review of county sanitation plans (CIDP, ADP, AWP) and county sanitation investment plans			
<b>Task 4.7: Facilitate Access to Private Financing</b>			
Collect and analyze the scoping data to establish the number of FIs, the nature of products they offer to the sanitation sector, challenges, and opportunities for partnership			
Summarize scoping findings as a knowledge product			
Conduct a validation workshop to disseminate finding results			
<b>Cross-Cutting Activities (Environment, Research and Learning, M&amp;E, and Communications)</b>			
<b>Support Climate Preparedness and Resilience Planning for County Sanitation and MHM Activities</b>			
Conduct targeted environmental/vulnerability assessments of the potential impact of environmental/natural calamities on S&H systems and facilities			
Connect with the meteorological department for data			
Engage and explore partnerships with local institutions to use indigenous knowledge as early warning systems			
Draft a comprehensive sanitation preparedness plan for the counties based on the assessment			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Engage county stakeholders to present and garner adoption of the sanitation preparedness plan			
Do routine environmental monitoring in project areas			
Support grantees to follow environmental compliance			
<b>Identify and Pilot Application of Resilient Products and Services in Sanitation and MHM Activities</b>			
Review, validate, and prioritize resilient sanitation opportunities identified by the market assessment			
Explore partnerships and collaborations with local manufacturers, service providers, and institutes to innovate through the SAF for R&D			
Conduct annual review sessions with stakeholders to document lessons learned and to inform scaling of innovations			
Work with the market system to facilitate adoption or scaling via modified marketing, sales, and technical support and capacity building of service providers via the SAF			
Dialogue with county stakeholders to integrate climate resilience elements into local policies and regulations based on pilot outcomes and results			
<b>Advancing Collaboration, Learning, and Adaptation</b>			
Apply assessment findings to identify project-specific learning areas and gaps			
Engage an institution of higher learning to establish a culture of learning and adaptation within the project			
Develop learning agenda and set learning agenda questions and broad thematic areas for thought leadership			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Implement actions to facilitate adaptive learning			
Conduct quarterly pause-and-reflect sessions			
Conduct annual learning/knowledge harvest conference			
Produce knowledge products			
Facilitate adaptation and scaling of learning areas			
<b>Implement Communications Strategy</b>			
Prepare IEC materials			
Engage the media for sanitation and MHM content			
Develop social media content			
Produce quarterly project e-newsletters			
Take photos to record and communicate visually			
Participate in global events			
Support counties with agenda setting of meetings, refine and review learning questions, and support documentation process			

WORK PLAN Y2 FY23	Q4		
	JUL	AUG	SEP
Hold an annual knowledge harvest conference to share learning outcomes			
Establish and sustain a knowledge management repository and use the appropriate USAID channel for dissemination			
Synthesize the implementation experiences and baseline assessment findings			

## RISKS AND MITIGATION ACTIONS

USAID WKSP continued to use adaptive management to navigate potential project roadblocks and minimize associated risks. In this reporting period, the project identified the risks and potential mitigation plans listed in Table 11.

**TABLE 11: IDENTIFIED RISKS AND MITIGATION PLAN**

Risk and Challenge	Mitigation Actions
Price revision of SATO products which distorts the market and is a major concern for all the market actors	Regular engagement with LIXIL on pricing and supply chain
Reshuffles and attrition amongst county government staff has affected MHM SCs through delayed implementation, loss of capacity and institutional memory	USAID WKSP has reconvened the affected counties to establish new committees and the counties to replace some of the officers who were reshuffled
Unmet private sector expectations (grants) based on WASH sector practices	Additional studies to understand, through learning questions, the perceived risks and opportunities for private sector investment in sanitation and MH.
The myths, taboos and beliefs around menstruation are deep rooted	Continuous provision of logical and factual menstrual education and information
Rising inflation and by extension cost of living has proven to be a challenge to several HHs and thus has impeded their ability to purchase sanitation products. This has caused sanitation to be relegated to the list of HH priorities.	An innovative financial model for S&H could be a stop-gap measure to try and address inflation challenge through flexible payment models and harmonized S&H prices plus a stable products supply chain.
High attrition of trained artisans especially those with skills in a wide range of masonry skills. They often prioritize bigger jobs and neglect the sanitation activities	Revised selection criteria for artisans to consider a mix of both strong technical skills and people with high motivation and strong selling skills that can drive the upgrade market
Prolonged drought and unpredicted floods disrupt water and sanitation systems, products, services and structures	Mainstream climate change adaptation in all sanitation and MHM activities and programming
Little knowledge on how climate change affects sanitation and MH	Awareness creation and capacity building at project, county, partners and community level.

## LESSONS LEARNED

- The delayed disbursement of funds to counties by the national government has affected the pace of implementation of the co-created work plans.
- County level policy formulation and/or domestication processes take a lot of time and activities may not be marked as completed as envisaged in PIERS but activities are in progress.



- MH education, awareness, and provision of information will build support, stimulate demand, and inspire new investments by enterprises.
- Deliberate involvement of men and boys in MHM will help demystify menstrual stigma and break taboos around menstruation and improve community perceptions around menstruation.
- Business coaching and mentorship of sanitation entrepreneurs (masons, sales agents) is key in increasing sales and installations.
- Droughts and floods exacerbate the vulnerability of disadvantaged groups, such as the aged, ill, persons with disabilities, women, and children, further deepening access constraints to sanitation and MHM
- Mainstreaming of climate change adaptation involves a diverse range of actors and institutions.
- Technology and innovation are at the center of adaptation and mitigation measures.
- Training of artisans/CHV's/CHAs/Ward PHOs/Sub-County WASH coordinators has led to improved reporting and understanding from the counties.

## GRANTS UNDER CONTRACT (GUC)

During the quarter, USAID WKSP continued to provide support to two grantees: Blue Cross Nyatike and Matibabu Foundation are implementing MHM activities on demand activation and access to MHM products and services in Migori and Siaya Counties. To continue building the capacity of the grantees, USAID WKSP conducted support supervision to provide guidance on branding and marking of grantees' offices and implementation sites during the visit branding materials were provided to the grantees. To monitor the programmatic and financial performance of the grantees, the project conducted joint support supervision that targeted technical approach in implementation, target tracking as well as financial compliance. During the supervision grantees were guided on best implementation approaches, best practices to track their deliverables, as well as key compliance areas.



*Joint support supervision exercise on data quality and improvement, and program management and milestones with USAID WKSP sub-grantee, Blue Cross Nyatike Photo credit: USAID WKSP.*

Based on the gaps and challenges identified during support supervision, USAID WKSP conducted a quarterly review meeting that brought together two grantees, both County and Sub-County PHOs of Migori and Siaya, as well as the project technical leads. The performance of the grantees was reviewed jointly with the county teams. In addition, data collection and tracking tools were shared

with grantees including capacity building content on communication, environmental compliance, project indicators and budget monitoring. In Q4, the project will continue to enhance capacity-building and monitoring activities to ensure the grantees meet their expected deliverables.

In early Q3, with aim to expand the scope of GUCs, USAID WKSP sent a request to onboard five additional grantees to accelerate access to MHM products and services as well as capacity building of sanitation and MHM services. The five organizations included: Lacom Consult Limited, SEP, Kisumu Urban Apostolate Program (KUAP), Kisii Konya Oroiboro Project (KIKOP), and Inua Dada Foundation. Late in the quarter, USAID WKSP received approval of three grantees, SEP, KUAP, and the Inua Dada Foundation, with anticipation of the approval of the remaining two. The project expects to sign agreements with the five grantees in early Q4.

**TABLE 12: ADDITIONAL GRANTEES, Q3 2023**

#	Name of Grantee	SOW	County
1	Blue Cross Nyatike	Currently implementing MHM focusing on increasing access to knowledge and information on MHM services and products as well as waste management	Migori County
2	Matibabu Foundation	Currently implementing MHM focusing on increasing access to knowledge and information on MHM services and products as well as waste management	Siaya County
3	SEP	Will implement MHM focusing on increase access to MHM products and breaking the silence	Homabay County
4	KUAP	Will implement MHM focusing on increasing access to knowledge and information on MHM services and products as well as waste management	Kisumu County
5	Inua Dada Foundation	Will implement MHM focusing on increase access to MHM products and breaking the silence as well as management of MH waste	Kakamega County
6	KIKOP	Will implement MHM focusing on increase access to products and services as well as management of menstrual waste	Kisii County
7	LAcamp Consult LTD	This will focus on building the capacity of sanitation and MHM enterprises to enhance their sales and business in the sector	All counties

## STRATEGIC ACTIVITY FUND

During the quarter, USAID WKSP received 112 concept papers that responded to the hackathon call on technology-based solutions that address the challenges in MBS and MHM. The concept papers were evaluated by a technical evaluation committee and 15 organizations were shortlisted to participate in the innovation challenge. The hackathon brought together various stakeholders including private sector actors, community representatives, FIs, county government departments of education, TVETs, LREB First Ladies, learning institutions, youth groups, and women's groups. During the challenge, 15 shortlisted organizations were given an opportunity to showcase their innovation before the judges and the audience. The presentations were evaluated by a group of special technical evaluation committees (judges) using a defined evaluation tool. Out of the 15 concept papers, the project selected seven organizations that demonstrated technology-based solutions on sanitation and MHM products as well as waste management for potential award using the SAF. In Q4, the project is planning to convene a proposal development workshop to guide the selected seven organizations on key strategic activities that will lead to the implementation of the innovations.



Chief Guest H.E. [REDACTED] (First Lady Migori County) presents a check to Inteco Kenya Ltd. at the USAID WKSP hackathon event. Photo credit: USAID WKSP.

**TABLE 13: LIST OF INNOVATIONS**

#	Name of the Organization	Innovation
1	Arumloo East Africa	Will establish sanitation toilet known as Low Flush Efficient Toilet
2	The Centre for Advisory Counselling and Support Services	Safe used pad disposal for environmental protection in western Kenya
3	Enviro Pad Wash Solution CBO	Development of affordable, biodegradable sanitary pads from sugarcane bagasse
4	Inteco Kenya	Development of sanitary pads dispenser and incinerator in Western Kenya
5	Kenya Water for Health Organization (KWAHO)	AKYAS solution that provides low cost, low resource and easily deployed non sewerred sanitation system
6	Opero Service Limited	Develop green latrine toilets
7	Saniwise	Develop an eco-toilet which is an ecologically and financially feasible market-based sanitation solution

## SUSTAINABILITY

USAID WKSP initiated engagements with the Ministry of Health on the development of a national MBS strategy and MHM waste disposal guidelines. The project will continue to work with the ministry and key stakeholders to support this process that will provide guidance on implementation of market-based interventions and MHM waste disposal.

USAID WKSP has also developed a strategic partnership with the TVETs on delivery of trainings for masons on construction of improved sanitation facilities and retrofitting. This will ensure that communities, especially the youth, will continue to benefit through service provision and skills enhancement as they enter the job market. The project further trained sub-county officers from the relevant county departments on MHM. This is aimed at ensuring that county and sub-county teams are well equipped to deliver MHM messaging to communities within the target counties.

Through the project's policy work, we are supporting counties to domesticate the policies to suit their context and also develop regulations to support in the implementation of the policies. This will provide strategic direction and guidance to the county on resource allocation and implementation of sanitation and MHH activities in the counties.

This quarter, USAID WKSP also supported KACWASCO to review its strategic plan. This is part of the capacity building support offered by WKSP to ensure the utilities adequately plan for sanitation infrastructure, operational processes, and customer base, engagement with the management team and staff to gather input and insights for the strategic planning process.

Youth's innovative toilet rids Kisumu slums of stench and disease (the-star.co.ke)

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## APPROPRIATE TECHNOLOGY

# Youth's innovative toilet rids Kisumu slums of stench and disease

Toilet made of 90 per cent recycled plastics to curb pollution as well as make facility affordable to urban poor.

by FAITH MATETE

Nyanza  
15 June 2023 - 21:00

In Summary

- The youths, who grew up in Manyatta and Nyalenda, saw how residents suffered from poor sanitation.
- Sanisee toilet is an ecologically and financially feasible modern sanitation technology.

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## NEWS COUNTIES

### SANISEE TECHNOLOGY

# Youths innovative toilet aims to rid Kisumu of stench and disease

Facility made of waste plastics to make it affordable for majority urban poor



**FAITH MATETE**  
*@TheStarNyanza*

Five youths living in Kisumu slums three years ago decided to come together to solve the problem of sanitation.

The youths, who grew up in Manyatta and Nyalenda, saw how residents suffered from poor sanitation. The dirty pit latrines had turned parts of the areas into hazardous sources of disease and stench.

This prompted the youths to form Sanisee Technology, a registered social enterprise to create sanitation technologies that are affordable, user-friendly and ecologically suitable.

The Sanisee team comprises Benjamin Odhiambo, who is the CEO, Qhelea Johannes, Steven Otiemo, Valerie Ochiguing and Vera Onko, the corporate affairs manager.

To improve sanitation and create employment for themselves and other youths within the area, the team innovated Sanisee toilet.

The facility is made of plastics and has different components including a urine diverting dryer.

Sanisee toilet is an ecological and financially feasible modern sanitation technology which aims to address the problems of safe and affordable sanitation, Onko said.

The toilet is made up of 90 per cent recycled plastics to curb the plastic menace on the environment, at the same time making the facility affordable to the urban poor.

This is also aimed at solving the current plastic pollution menace along river banks and Lake Victoria as a whole whose disposal is dangerous.

The toilet's urine dryer converts uric acid into manure.

"From this toilet, there is no waste. The urine is trapped into the urine dryer. The black solidifier has the ability to biodegrade the waste to a reduced volume and even the remaining volume is a rich organic manure, and alongside we can har-

vest the larvae that has fed on the faeces," she said.

So far, the group has constructed three toilets within the slums.

Last year, Sanisee emerged winners of the Global Imagen Ventures at the youth pavilion at CCGT in Cairo, Egypt. It was among 12 groups globally recognised for promoting health in informal settlements.

Sanisee Technology was among several innovators that competed for grants under the USAID Western Kenya Sanitation Project (USAID-WKSP), HAKUMU MIM project.

Hakumimu is aimed at identifying technology-based solutions and designs to provide a space for creative problem-solving of sanitation challenges.

The solutions are aimed at increasing the uptake of sanitation and MHM products in the market.

Sanisee were among the winners and were awarded \$10 million for implementation of their project.

Onko said they are grateful for the opportunity and will continue to develop proper sanitation facilities and educating the society on good sanitation practices.

She added that they will also continue to educate residents on human waste management practices.

"We are happy that USAID WKSP has given us the opportunity to implement this," she said.

USAID Western Kenya Sanitation Project chief of party Paul Orengho said they released a total of Sh120 million in grants to 10 grantees specifically to help in entrenching sanitation solutions and menstrual hygiene management in eight counties within Western Kenya.

The counties are Bungoma, Busia, Kakamega, Siaya, Homa Bay, Kisii, Kisumu, and Migori.

Orengho said they hope the grants go a long way to extend the support towards the market system, strengthening of sanitation and menstrual hygiene at the same time breaking social barriers and norms around MHM or period shame.

"We will offer our technical support to ensure that implementation of these activities is done within the budgets provided and everything goes smoothly," he said.

USAID Western Kenya Sanitation Project (USAID WKSP) is five-year (2022 to 2027) programme with a goal to create a financially sustainable, transformative, replicable, and locally owned sanitation and menstrual hygiene management marketplace in eight Western Kenya counties.



A fresh bucket being filled in a toilet. FILE





Homa Bay Gender and Sports County Executive Sarah Muli joins Oluk Girls High School students in a dance during the International Menstrual Day at Oluk Education Centre on May 28. [Joyce Rose Gachet, Standard]

## Western Kenya first ladies join menstrual hygiene campaign

» USAID Chief of Party Paul Orengoh says most households are struggling to afford basic sanitation.

» Bungoma First Lady says the few sanitary towels they donate are shared among all female family members.

OLIVIA ODHIAMBO, (STANDARD)

Seven innovation groups in Western Kenya have been awarded grants of \$10 million each to research and develop technology based solutions and designs to solve sanitation problems.

The project implemented by USAID through a programme, dubbed The Hackathon, is aimed at addressing the gaps in sanitation and menstrual hygiene that counties in the region have been struggling to address for several years.

According to USAID Western Kenya Chief of Party Paul Orengoh, most households are struggling to afford basic sanitation.

Reports by USAID indicate that about 85 per cent of households in rural areas cannot afford sanitary towels. "It is hoped that the developed solutions will increase the uptake of sanitation and menstrual health management products in the market," said Orengoh.

Out of 15 innovators who presented concepts, only seven were considered. The seven concepts will go through a twelve-month trial period. They were awarded the grants in Kisumu yesterday. During the event, spouses of governors from Western Kenya raised concerns over the status of basic sanitation in the region, saying some families do not even know what sanitary pads are.

Bungoma's Margaret Makelo said the government must realise that the few sanitary towels they donate are shared among all female family members.

"This is why we need sanitary towels in all our public toilets and public spaces for more women and not only teenage girls to access. Remember the ones donated in school are shared

among aunts, other sisters and even their mothers," she added.

Betty Orengoh, the spouse to Siaya Governor, said the Hackathon provided a platform for discussing a whole range of issues, including menstruation hygiene and sanitation.

Nyumbira First Lady Emily Nyaribo said the major challenges in the region are diseases and teenage pregnancies.

"We are all aware that within our households, most families cannot afford sanitary towels. The disposal of sanitary towels is also not so well in the country. We see a lot of them in our dumpsites, so we want to find how best to innovate or dispose of them," added Mrs Nyaribo.

Migori First Lady Agnes Ochillo said the children and even adults in many households cannot afford sanitary towels, while others have never used the essential commodity.

"This is a problem affecting the entire Lake region. Remember women go through menstruation monthly, and taxing this commodity is going to harm them more. We need a long-lasting solution to this sanitary issue," she noted.

Kakamega's Kasili Barasa argued that condoms were prioritised more because of the HIV pandemic, and because strides have been on the pandemic, attention must shift to sanitary towels.

SOLO

## Pastoralists urged to take up beekeeping

Pastoralist communities in Isiolo County have been told to embrace beekeeping as an alternative source of livelihood, amid the rise in market demand for honey from the region.

Speaking during a capacity building meeting for groups interested in beekeeping in Kinna ward, Garbatula Sub County, county beekeeping officer Mathew Verono said there was a rise in demand for honey from Isiolo.

"Our honey is valued highly because of the presence of indigenous trees where bees derive nectar, yet the few farmers who engage in beekeeping cannot meet current demand," Verono said.

The meeting organised by E4Impact and Isiolo county government offered farmers ways to invest in beekeeping.

Verono noted that the honey refinery in Isiolo town solely relies on honey from other counties such as Tharaka Nithi and Meru to keep it going.

"Isiolo County produces very little honey despite the huge potential it possesses," he said.

E4Impact Project Officer Leonard Ekeu said through the Drought Resilience in Isiolo County (DRIC) project funded by the European Union, the organisation is committed to sensitising the local community on honey value chain development.

"There is a large market for honey from the region, but the challenge lies in the production, and through this partnership, we can bring together individual beekeepers and groups to come up with aggregation centres," Ekeu said.

He said all the honey produced in Isiolo can be collected and refined in one centre.

"Beekeepers will get better returns on their investment if the honey volumes are high enough for sale for the international market," he said.

[Bruno Mutunga]



Mrs Irene Njau trains pastoralists on bee keeping. [Bruno Mutunga, Standard]



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## ANNEX 2: LIST OF DELIVERABLES

USAID WKSP contractual deliverables submitted in this reporting period are as follows:

No	Deliverable	Date Submitted
1.	FY23 Quarter 2 Progress Report	April 30, 2023
2.	Revised AMELP	May 9, 2023
3.	Revised Year 2 Workplan	May 9, 2023

## **ANNEX 3: QUARTERLY FINANCIAL REPORT**

USAID WKSP incurred a cumulative expenditure in actuals of [REDACTED] as of June 30, 2023. The Project submitted Q3 Accruals to USAID on June 7, 2023. Annex 3 includes the quarterly financial report for this reporting period.



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