2019 BEYOND THE PIPE FORUM

MAINSTREAMING SMALL WATER ENTERPRISES FOR SCALE

AGENDA & SESSION DESCRIPTIONS

MARCH 20, 2019, 9 AM - 2 PM  MARRIOTT HOTEL, AIRPORT CITY, ACCRA

FUNDING PARTNERS:

FORUM SPONSORS:
Building on successes in the field, Safe Water Network is working in collaboration with stakeholders to expand small water enterprises in Ghana, India, and globally. By documenting the benefits of small water enterprises, unlocking systemic challenges to scale, and joining with other implementers, we seek to reach thousands of communities with safe water, improving the health and livelihoods of millions of people.
Welcome Note

A MESSAGE FROM CHARLES NIMAKO,
SAFE WATER NETWORK DIRECTOR OF AFRICA INITIATIVES

Dear Attendees:

I am pleased to welcome you to our 2019 Beyond the Pipe Forum, a platform that convenes leadership from the public, private, and development sectors, and sets the annual agenda for advancing the scale-up of small water enterprises (SWEs) in Ghana.

Our 2019 Forum builds on almost a decade of work undertaken by the sector, and shared at prior Forums, to mainstream SWEs, so that more than 3.2 million underserved people in 1,000 peri-urban communities and small towns in Ghana can have access to safely managed water for a capital investment of approximately $106 million (or about $35/person).

You will hear the sector stakeholders who are participating in this mainstreaming agenda discuss the requirements for funding SWEs, and the sources for that funding. This agenda is based on evidence from the financial performance of 75 on-the-ground SWEs operating in Ghana for over a year, along with the findings from an assessment related to the establishment of a Ghana Water Enterprise Trust (presented at last year’s Forum). We will share the realities and requirements of attracting blended financing and the implications for funding by government, multilaterals, and other funders.

You will also receive an update on the latest progress made on professionalizing and regulating SWEs, which includes the newly proposed indicators and standards for SWEs, and the plan to advance their adoption as part of the mainstreaming agenda.

These discussions build on work conducted since our last Forum, undertaken in collaboration with other sector participants, including the Small Water Enterprise Working Group. All of this work and the mainstreaming agenda can only be successful with the support, partnership, and active participation of sector stakeholders, including multilateral institutions and the Ghanaian Government.

I trust you will bring a welcome perspective to these discussions, and I hope you will join with other stakeholders in contributing to the mainstreaming of SWEs.

Finally, I’d like to thank our partners and funders for supporting our initiatives in Ghana: the Conrad N. Hilton Foundation; the Embassy of the Kingdom of the Netherlands; the Stone Family Foundation; Newman’s Own Foundation; GSMA Mobile for Development Utilities; the Osprey Foundation; and the Vitol Foundation. I’d also like to thank our Forum sponsors: Water4-Access Development; eWaterPay; Project Maji Foundation; Ecobank; Juul Group Ghana Ltd.; Akai Multimedia; Joissam Ghana Ltd.; and Structures Branding Ltd.

We look forward to driving this work forward together.

Sincerely,

Charles Nimako
# Agenda

## Welcome

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<td>9:00 AM</td>
<td>Registration and Breakfast</td>
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| 9:30 AM | **FORUM OPENING & WELCOME ADDRESS**  
- Charles Nimako, Director of Africa Initiatives, Safe Water Network  
- Chris Dunston, Senior Program Officer of International Programs, Conrad N. Hilton Foundation  
- Katja Lasseur, Deputy Head of Mission at the Royal Netherlands Embassy in Ghana |
| 9:50 AM | **KEYNOTE ADDRESS**  
*Emerging and Ongoing Reforms in Ensuring Sustainable Water Access*  
- Michael Yaw Gyato, Honourable Deputy Minister for Sanitation and Water Resources |
| 10:05 AM | **STATE OF THE MARKET**  
*Mainstreaming Small Water Enterprises*  
- Joseph Ampadu-Boakye, Program Manager, Safe Water Network |
| 10:25 AM | Q&A |
| 10:40 AM | Break |

## Session 1: Requirements for Scale

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| 11:00 AM | **SESSION 1: REQUIREMENTS FOR SCALE**  
**PRESENTER:** Ahmed Yekini, Water4-Access Development  
**PRESENTATION:** Advancing a Policy Proposal for Setting Standards and Regulating SWEs  
**MODERATOR:** Patrick Apoya, Private Consultant |
| 11:20 AM | Panel Discussion  
- Yidana Mahami, Country Director, Water4-Access Development  
- Francisca Frimpong, Principal Scientific Officer, Ghana Standards Authority  
- Emmanuel Fiati, Director of Water, Public Utilities Regulatory Commission  
- Basilia Nanbigne, Executive Secretary, Coalition of NGOs in Water and Sanitation  
- Sunil Lalvani, Founder and CEO, Project Maji Foundation |
| 11:50 AM | Q&A |
| 12:00 PM | Break |

## Session 2: Funding for Scale

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| 12:20 PM | **SESSION 2: FUNDING FOR SCALE**  
**PRESENTER:** Joseph Ampadu-Boakye, Program Manager, Safe Water Network  
**PRESENTATION:** The Funding Trends and Financial Portfolio Performance of SWEs  
**MODERATOR:** Harold Esseku, Private Consultant |
| 12:35 PM | Panel Discussion  
- Nana Afriyie, Project Manager, Energy & Environment, Delegation of German Industry and Commerce in Ghana  
- Joyce Owusu Dabo, Chief Programmes Officer, Sinapi Aba Savings and Loans  
- Donan Tay, Director of Water, Ministry of Sanitation and Water Resources  
- Emmanuel Nkrumah, Water and Sanitation Specialist, The World Bank |
| 1:05 PM | Q&A |

## Conclusion

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| 1:20 PM | **Summary and Next Steps**  
- Joseph Ampadu-Boakye, Program Manager, Safe Water Network |
| 1:45 PM | **Closing Remarks**  
- Charles Nimako, Director of Africa Initiatives, Safe Water Network |
| 2:00 PM | Lunch and Networking |
Session Descriptions

SESSION 1: REQUIREMENTS FOR SCALE

PRESENTATION:
Advancing a Policy Proposal for Setting Standards and Regulating SWEs

MODERATOR:
Patrick Apoya, Private Consultant

With an operating footprint in nearly all ten regions of Ghana, small water enterprises (SWEs) are filling a gap in safe water access and are replication-ready. Successful scale-up will require a clear definition of standards and a mechanism to regulate the operations of SWE implementers, including those in the public and private sectors. This session will share findings from a working session that reviewed proposed standards for water services and a proposed regulatory mechanism for consideration and implementation by the Ghanaian Government. Panellists will evaluate critical elements in the proposal and engage with the audience to identify immediate next steps.

Key Questions:

• To what extent will the proposed recommendations provide the mechanisms for governance and compliance to ensure adherence to standards?
• What will it take for SWEs to maintain standards as we replicate SWEs?
• What policy actions (institutions, funding, etc.) are required to ensure effective regulation?
• What is the role of civil society in ensuring adherence to standards?

SESSION 2: FUNDING FOR SCALE

PRESENTATION:
The Funding Trends and Financial Portfolio Performance of SWEs

MODERATOR:
Harold Esseku, Private Consultant

Achieving scale requires adequate funding for new capital investments and ongoing operational costs. At inception, small water enterprises (SWEs) had relied on funding from international philanthropic organisations to cover initial CapEx and to prove the SWE model. As we mainstream SWEs, expanding the footprint to scale-up, the mix of funding for SWEs will increasingly rely on multilaterals and the Government—and blended financing will be essential. This session will discuss an analysis of funding trends and the financial portfolio of SWEs. Panellists and the audience will discuss the findings and share perspectives on attracting capital for SWE expansion and replication.

Key Questions:

• What is the role of public funding for SWEs?
• What would it take to diversify funders of SWEs?
• What would it take to attract the required investments for SWEs?
• What are the existing and potential funding sources to be considered?
KEYNOTE SPEAKER
Michael Yaw Gyato,
Honourable Deputy Minister for Sanitation and Water Resources
Michael Yaw Gyato serves as a Member of Ghana’s Parliament, representing the Krachi East Constituency, and is a member of the Foreign Affairs and Appointments Committees of Parliament. Previously, he was District Chief Executive of the Krachi East District Assembly, and had also worked with the Ghana Education Service. Gyato holds, among others, a master’s degree in Governance and Leadership from the Ghana Institute of Management and Public Administration.

SPECIAL GUEST
Chris Dunston,
Senior Program Officer of International Programs, Conrad N. Hilton Foundation
Chris Dunston leads the Conrad N. Hilton Foundation’s Safe Water Access Initiative. Dunston has worked in public health and international development for more than 25 years. Previously, he designed and managed livelihood security programs with CARE in Bangladesh, Madagascar, and Sudan, as well as safe water systems in Indonesia and Madagascar.

SPECIAL GUEST
Katja Lasseur,
Deputy Head of Mission at the Royal Netherlands Embassy in Ghana
Katja Lasseur has served as the Deputy Head of Mission at the Royal Netherlands Embassy in Ghana since July 2018. Prior to this, she worked in the Netherlands Ministry of Foreign Affairs’ Africa Department, where she was appointed Netherlands Special Envoy for the Great Lakes Region. Lasseur has also worked on EU External Affairs and sanctions policy at the EU directorate of the Foreign Ministry.

MODERATOR
Patrick Apoya,
Private Consultant
Patrick Apoya is the Chief Executive Officer of SkyFox Ltd., a WASH-focused social enterprise operating in West Africa. He has more than 20 years of experience in development work, specializing in health, water, sanitation, and hygiene. Apoya has experience in managing community-based programs at the grassroots level in Ghana, as well as coordinating civil society policy advocacy efforts at the national and international levels. He serves as a board member of several Pan-African and global civil society networks, think tanks, and academic institutions.

MODERATOR
Harold Esseku,
Private Consultant
Harold Esseku has more than 20 years of consulting experience, much of this pertaining to WASH issues. He has worked for several international organisations, including the African Development Bank Group (AfDB), the World Bank, the European Union, Agence Française de Développement (AFD), UNICEF, and the Danish International Development Agency (DANIDA).
The adverse effects of unsafe water disproportionately affect women and girls, who are typically responsible for collecting water and caring for ill family members. These demands consequently prevent them from attending school, providing childcare, or conducting income-generating activities—thereby locking their families in a cycle of poverty. When financially and operationally sustainable water supply exists in a community, women and girls have more time to engage in other activities, including education and employment.
About Safe Water Network
Safe Water Network develops market-based, community-level solutions that deliver safe, affordable, and reliable water to populations in need. We leverage the diverse capabilities of our public- and private-sector partners to advance sustainable models for broad replication, and document and share our insights through forums, workshops, and reports. Our operating footprint of about 350 safe water systems, providing safe water access to more than 1.2 million people in Ghana and India, forms the basis for research and innovation to systematically address the challenges of local sustainability. Through collaboration and partnership, we promote an agenda to mainstream small water enterprises in Ghana and India, and, ultimately, around the world. Safe Water Network was co-founded in 2006 by actor and philanthropist Paul Newman, along with prominent civic and business leaders.

Ghana Team
Led by Charles Nimako, former CEO of Pepsi Bottler in Ghana and Franchise Operations Manager for East Africa, the Ghana team has a diverse mix of expertise in policy, finance, operations, engineering, and consumer engagement, and is focused on developing and standardising a market-based model for broad-scale replication in Ghana and across other geographies in Africa.

For More Information
Joseph Ampadu-Boakye | Market Insights and Partnerships | jaboakye@safewaternetwork.org