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# WESTERN KENYA SANITATION PROJECT (WKSP)

FY23 QUARTER I (Q1) REPORT  
(OCTOBER 1, 2022 – DECEMBER 31, 2022)

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## ACRONYMS AND ABBREVIATIONS

ADP	Annual Development Plan
AMELP	Activity, Monitoring, Evaluation, and Learning Plan
AMFI	Association of Microfinance Institutions
AMREF	African Medical and Research Foundation (also known as Amref Health Africa)
AWP	Annual Work Plan
BAT	UNICEF Bottleneck Analysis Tool
BCC	Behavior Change Communication
BDS	Business Development Services
CBO	Community Based Organization
CEC	County Executive Committee
CECM	County Executive Committee Member
CESPAD	Centre for Social Planning and Administrative Development
CHV	Community Health Volunteer
CIDP	County Integrated Development Plan
CLA	Collaboration, Adaptation, and Learning
CLTS	Community-Led Total Sanitation
CMA	Certified Management Accountant
COP	Chief of Party
CSO	Civil Society Organization
DQ	Decision Quotient
DQA	Data Quality Assessment
EMMP	Environmental Monitoring and Mitigation Plan
EMMR	Environmental Monitoring and Mitigation Report
EOI	Expression of Interest
ESH	Environmental Sanitation and Health
ESHP	Environmental Sanitation and Health Policy
FGD	Focus Group Discussion
FI	Financial Institution
FS	Fecal Sludge
FSM	Fecal Sludge Management
GESI	Gender, Equity, and Social Inclusion
GHWD	Global Handwashing Day
GoK	Government of Kenya
GSF	Global Sanitation Fund
GUC	Grants Under Contract

GYESI	Gender, Youth, Equity, and Social Inclusion
ICT	Information and Communications Technology
KACWASCO	Kakamega County Water and Sanitation Company
KEA	Kenya and East Africa
KIE	Kenya Industrial Estates
KII	Key Informant Interview
KIWASCO	Kisumu Water and Sanitation Company Limited
KNCCI	Kenya National Chamber of Commerce and Industry
KWAHO	Kenya Water for Health Organization
KWFT	Kenya Women Finance Trust
LOA	Letter of Authorization
Lol	Letter of Intent
LREB	Lake Region Economic Bloc
M&E	Monitoring and Evaluation
MBS	Market-based Sanitation
MEL	Monitoring, Evaluation, and Learning
MHM	Menstrual Hygiene Management
MoU	Memorandum of Understanding
MPE	Manual Pit Emptyer
NACOSTI	National Council for Science, Technology, and Innovation
NDA	Non-disclosure Agreement
NEMA	National Environment Management Authority
NGO	Non-governmental Organization
NZOWASCO	Nzoia Water Company Services
OD	Open Defecation
ODF	Open Defecation Free
P&R	Pause and Reflect
PEA	Political Economy Analysis
PERSUAP	Pesticide Use and Safer Use Action Plan
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
RA	Research Assistant
RACE	Result, Attitude, Competency, and Execution



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
SO	Sub-Objective
SOP	Standard Operating Procedure
TBD	To Be Determined
TEC	Technical Committee
TOR	Terms of Reference
ToT	Training of Trainers
TVET	Technical and Vocational Education and Training Institution
TWG	Technical Working Group
UNICEF	United Nation's Children Fund
USAID	United States Agency for International Development
USG	U.S. Government
VTO	Vacuum Tank Operator
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
WRA	Water Resources Authority
WRP	Whitten and Roy Partnership
WSP	Water Service Provider
WSSP	Water and Sanitation Service Provider
WSTF	Water Sector Trust Fund
WTD	World Toilet Day

## EXECUTIVE SUMMARY

This report presents the implementation progress for the USAID Western Kenya Sanitation Project in Quarter 1 (Q1) of Fiscal Year 2023 (FY23 or Year 2). This report provides detailed updates on USAID WKSP activities, accomplishments, lessons learned, challenges, and corresponding mitigation actions for the Q1 period of October 1 – December 31, 2022. In this period, USAID WKSP began implementing activities based on its Y2 work plan, building on the relationships from the co-creations and consultations with stakeholders and initial tasks in Year 1. These activities include completing the baseline assessments; conducting associated capacity-building activities with stakeholders (e.g., masons/artisans, entrepreneurs, county government officials, etc.); holding advocacy and outreach events; facilitating inclusion of sanitation and menstrual hygiene management (MHM) into county plans; coordination with USAID/Kenya East Africa (KEA) and its other sector projects; and others.

The following summarizes key USAID WKSP activities in Q1 under each project sub-objectives, cross-cutting, performance monitoring, and operations.

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

**Baseline assessment completion.** USAID WKSP conducted a data collection exercise for five baseline assessments from 27th October to 13th November 2022. Household market sizing and segmentation; sanitation and hygiene supply chain; scoping of financial institutions, MHM enablers, and barriers; and the enabling environment for sanitation and hygiene services delivery. The process entailed identification and training of enumerators for the respective studies; engagement of and coordination with county governments on the data collection process; rollout of key informant interviews (KIIs), focus group discussions (FGDs), household surveys, and workshops across the eight counties per approach employed by each assessment; data analysis; and preliminary report writing.

**Political economy analysis (PEA) application.** Drawing on the Y1 baseline PEA outcomes, the project strategically participated in the County Integrated Development Plan (CIDP) processes in Homa Bay, Bungoma, Kisumu, and Siaya to generate proposals and validate the draft CIDP documents. This process was facilitated by the department of Finance and Economic Planning. Key PEA outcomes shared with the counties included, among others, that Sanitation and MHM are not prioritized in county planning processes, leading to inadequate funding and therefore, the department of health and sanitation is unable to influence and advocate for sanitation and MHM. This is further compounded by strong myths, taboos, and stigma, leading to covert conversations on interventions around menstruation. Nonetheless, new county governments assuming office present an opportunity for USAID WKSP to influence new government stakeholders to increase support to Sanitation and MHM. Additionally, USAID WKSP engaged the county government through various sensitization sessions on the importance of sanitation and MHM and through training and capacity building in the sanitation sales approach and MHM training-of-trainers (ToT).

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

**Sensitization on market-based sanitation (MBS) approach.** To enhance understanding of public health officers (PHOs) and Community Health Volunteers (CHVs) on the MBS approach, USAID WKSP conducted one day sensitization sessions in Kisii, Kakamega, Busia, Siaya, Homa Bay,

and Bungoma. USAID WKSP with support of the county PHOs covered the MBS framework detailing roles of the key players such as entrepreneurs, enterprises, customers, county governments, and other private-sector services and goods providers. The participants were also introduced to the key definitions of basic sanitation, safely managed sanitation facilities, and USAID WKSP data collection and reporting tools for tracking access to basic sanitation and safely managed sanitation services. The interactive sessions were attended by the county Public Health Department office, sub-county PHOs, ward officers, and CHVs. A total of 263 (129 male, 134 female) PHOs and 12 (9 male, 3 female) CHVs across the six counties participated in the meetings.

**Assessment of sanitation enterprises and entrepreneurs.** During this period, USAID WKSP conducted capacity assessments for 54 WASH enterprises and entrepreneurs in Migori, Homa Bay, Kisii, Migori, Kisumu, Siaya, Busia, and Bungoma to understand the operations of the enterprises and entrepreneurs and further identify gaps and opportunities aimed at scaling up access to sanitation and MHM products. The 54 participants included 27 individual businesses; 19 self-help groups and community-based organizations (CBOs); four registered companies; two non-governmental organizations (NGOs); and two institutions or health facilities offering MHM services and products. The assessment also noted that 57 percent of the enterprises were in rural settings, 24 percent were peri-urban, and 19 percent were in urban settings. Key aspects assessed included business management information, financial information, human resources, and capacity business needs, among others. The findings revealed that 63 percent of the enterprises did not have business plans, 50 percent did not have an accounting system in place, and 25 percent indicated that they have received training on sales and marketing. USAID WKSP intends to work with the nine entrepreneurs/enterprises, five sanitation entrepreneurs, and 10 stockists identified across the seven counties through business coaching and mentorship to ensure sustained access to sanitation and MHM products in the region.

**Mapping of manual pit emptiers.** USAID WKSP, in collaboration with the water and sanitation service providers in Kisumu and Kakamega, undertook a mapping exercise to identify manual pit emptiers in the informal settlements within the counties. The project intends to support the formalization of the manual pit emptiers through capacity building on standard operating procedures (SOPs) for fecal sludge management (FSM), provision of personal protective equipment (PPE), and training on use of mechanized pit-emptying technologies. A total of 43 (30 in Kisumu and 13 in Kakamega) manual pit emptiers were identified in the two counties.

**Training on construction and installation of affordable sanitation products.** USAID WKSP supported the training of masons in construction and installation of affordable sanitation products in Kisii, Homa Bay, Busia, Siaya, Kakamega, and Bungoma. The training offered by WKSP Project Engineer and the TVET instructors entailed both practical and classroom sessions on construction of precast slabs, full sanitation technology, and installation of SATO products. Participants, comprising 174 (all male) masons; 33 (18 male, 15 female) CHVs; 12 (6 male, 6 female) technical vocational education training institution (TVET) instructors; 18 (17 male, 1 female) TVET students; and 122 (82 male, 40 female) PHOs attended the four-day training, which aimed to ensure that diversified and high-quality sanitation products were available to customers in the target counties. USAID WKSP has promoted a full toilet solution, which requires fewer molds to construct, has provision for pit emptying, and is adaptable for use in areas with collapsible soils. The price ranges between KES 40,000–50,000 depending on the material used for the superstructure and substructure. Other products being promoted are SATO products, pre-cast slabs, and SAFI rings. Topics covered during the trainings included the selection of latrine construction options, quality standards, safety measures, and pricing of products and services, among others.

**Training on basic sanitation sales.** USAID WKSP conducted sales and marketing sensitization sessions for 45 trained entrepreneurs and CHVs (37 male, 8 female) in Kisumu and Migori to support them in setting their targets, understanding their customers, and strengthening their sales and marketing skills. It further aimed to define the roles of the key actors and the link between the health workers and the artisans. Topics included pricing of products, marketing channels, and territory mapping of clients. The project further linked the entrepreneurs with SATO product suppliers in the region.

**Training on decision-quotient (DQ) sales and management.** Fourteen USAID WKSP staff and nine PHOs from the target counties participated in a DQ problem-led sales approach and management training facilitated by Whitten and Roy Partnership (WRP) to build capacity on how to work with key market actors to plan and understand the financial costs and personal return on investment from improvements in sanitation services and products they provide. The interactive workshop comprised of role playing and development of an aim plan for reaching 500,000 people with access to basic sanitation. A field coach from WRP worked with the key USAID WKSP personnel such as the business development services (BDS) managers to establish and maintain a functional sales management system as well as to work with staff and entrepreneurs to improve their skills in DQ sales. USAID WKSP started to work with four entrepreneurs aiming at installing 20 sanitation facilities or products per month.

**Training on fecal sludge management (FSM).** USAID WKSP conducted one-day workshops on FSM for PHOs and water sanitation service providers (WSSPs) in Bungoma, Kakamega, and Kisii to increase awareness of FSM and safely managed sanitation services, as well as to further share draft SOPs for FSM for review based on the Kisumu Water and Sanitation Company SOP. The draft SOP aimed to support the implementation of FSM activities and strengthen the capacity of operators to offer safely managed services while eliminating associated risks. A total of 96 (53 male, 43 female) participants from the three counties joined the workshops.

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

**MHM ToT workshops implementation.** USAID WKSP conducted a three-day MHM ToT workshop to (1) establish a cohort of trainers with the knowledge and skills on holistic MHM and (2) support the counties to integrate MHM into their policy and practice with a streamlined approach in the various county government departments and sectors. A total of 56 participants from the eight counties were drawn from the Departments of Health (public health, health promotion, and reproductive health), Education, and Gender. The training covered the following topics: gender and WASH, the MHM policy, necessity concepts and components of MHM, communicating change, a practicum session on the MHM lab, key performance indicators for MHM, and reporting tools. The MHM ToTs cascaded the trainings to the county level.

**MHM TOT Sensitization Sessions.** Following the training on MHM, the 56 ToTs across the 8 counties embarked on sensitization sessions targeting school-going girls, women, men, and county leadership teams. The ToTs worked closely to share key messages on MHM that included the three-pronged approach to MHM implementation, role of men and boys in MHM, safe disposal of menstrual waste, and myths and taboos on menstruation. As a result, 6,114 people (2,624 male, 3,420 female, and 70 people with disabilities) were reached with MHM messages through the ToT sensitization sessions in the 8 target counties.

**MHM Steering Committee development.** In Migori, USAID WKSP supported the Migori County Government to convene a two-day MHM Steering Committee meeting, joined by 58 participants (36 male, 22 female) on day 1 and 47 (22 male, 25 female) on day 2. At the meeting, an eleven-member team was appointed to lead the MHM and Policy Task Force, and domestication of the MHM policy was prioritized by the stakeholders. The meeting was officially opened by the Deputy Governor and attended by the County Executive Committee Members (CECMs) for Health and Sanitation and the Chief Officer for Health.

In Busia, USAID WKSP supported a meeting where representatives from the County Departments of Water, Health, Gender, Children, Education, Disability, and Health committed to formalize the 26-person MHM Steering Committee. Two members of the County Assembly also attended. The committee was sensitized on both MHM and MBS and was formally inaugurated to lead MHM interventions in the county. An action plan was generated to guide the committee in creating an enabling environment and executing its mandate by sensitizing the community on ensuring affordability and availability of MHM products and services due to improved distribution challenges, revised social norms, and awareness creation.

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

**Access to finance consultations.** USAID WKSP held a series of meetings in Nairobi with heads of potential financial institutions, ██████████, SMEP Microfinance Bank, Kenya Women Microfinance Bank PLC, Faulu Bank National Bank of Kenya, Sidian Bank, and ECLOF Kenya, to pitch the value proposition of the partnership aimed at accelerating progress on access to finance that leverages the strengths of sanitation and menstrual hygiene market actors. The meetings were extended to access to finance enablers such as Water.org, Africa Guarantee Fund, and the Association of Microfinance Institutions. On a preliminary front, these consultations resulted in the selection of potential project partners. Moving forward, these findings and opportunities will further advise formal engagement and the development of a sanitation training roadmap for the selected financial institutions.

**County health sector priority-setting workshop.** USAID WKSP convened the Homa Bay Health Sector Working Group in Mbita Sub-County to set priorities for the third generation CIDP for the period 2022–2027; discuss the health sector CIDP II Review Report; review the Governor’s Manifesto, Vision 2030, and sectoral policy frameworks and plans; and develop sector objectives, outcomes, and targets. USAID WKSP used this meeting to mainstream MBS and MHM and advocate for adequate resource allocation in the CIDP. About 35 participants drawn from the sub-county and county health management teams; directors of health, sanitation, and economic planning; and civil society organizations (CSOs) in the Homa Bay County WASH sector attended.

**County integrated development planning III (CIDP III) participation.** As noted, USAID WKSP strategically and collaboratively worked with county government departments, CSOs, community groups, and other stakeholders to mainstream sanitation and MHM in CIDPs across the eight counties. This advocacy task was essential to elevate the importance of sanitation and MHM for the next five years and to ensure that resources can be allocated accordingly to support related implementation of activities. In addition, USAID WKSP convened the health sector working group in Homa Bay and supported Bungoma, Migori, Kisumu, Kakamega, and Siaya with the CIDP processes using the costed and co-created work plans. As a result, there has been notable attention to sanitation and MHM presence and proposed budgets in the CIDPs to fund implementation in the next five years. Progress will be monitored through the annual work plans (AWPs) and annual development plans (ADPs).

In Bungoma, for instance, USAID WKSP worked with the Department of Health Services and Public Health to convene a one-day workshop attended by 31 participants (24 male, 7 female) to review the WASH agenda for CIDP III attended by representatives from the health sector working group, the Department of Finance and Economic Planning, and the Department of Health. The workshop was visited by the Director of Medical Services and Chief Officer, who committed to ensure sanitation and hygiene is given precedence in the CIDP III at the County Assembly during budget estimate approvals.

**Regional-level advocacy.** At the regional level, the project hosted a webinar, led by the Lake Region Economic Bloc (LREB), on November 17, 2022, on the progress made on domestication and implementation of sanitation policies, as well as public- and private-sector engagements toward access to adequate and equitable sanitation and hygiene for all. In general, it was noted that LREB could play a very important role in advocacy and resource mobilization in support of regional Sanitation and MHM agenda, thereby contributing to project objectives.

## **CROSS-CUTTING ACTIVITIES**

This section provides a high-level summary of cross-cutting project activities that supported and complemented the four Sub-Objectives above.

**Stakeholder coordination and collaboration.** USAID WKSP formally signed joint work plans with Migori, Homa Bay, Busia, and Kisii. The respective counties expressed their gratitude to USAID/KEA for considering their counties and committed to work closely with the project to advance the health and socioeconomic status of the people, especially girls and women in the region. This formalization advanced the USAID/KEA call to localization, where county governments actively take the lead in planning, implementing, and monitoring project interventions for sustainability.

USAID WKSP sought to formalize partnerships with LIXIL/SATO (a private company manufacturing the pour-flush SATO products) since LIXIL's sanitation products are being promoted by the project to address the toilet interface challenges. This partnership will address possible supply chain challenges, product accessibility, and marketing and after-sales support. A non-disclosure agreement (NDA) and a draft memorandum of understanding (MOU) have been reviewed by both parties and will be signed in Q2.

In addition, the project continued to pursue the formalization of the partnership with KNCCI to enhance private-sector participation in the sanitation and MHM businesses. The project intends to leverage this partnership to link the low- and high-volume players through the platform.

USAID WKSP also followed up on a potential partnership with USAID WASHPaLS #2 on two key program areas: (1) product systems design, which addresses SO2, sub-task 2.2.1 on the development of innovative product offerings and models, and (2) channel financing mechanisms, which aim to increase access to finance to scale sanitation delivery models under SO4, sub-task 2.1.5. The project and USAID WASHPaLS #2 have agreed in principle to formalize this partnership through a letter of intent of collaboration and an NDA. The documents have been reviewed by both parties and await signoff in Q2.

**Collaborative learning and adaptation (CLA).** To advance the CLA agenda, USAID WKSP reached out to nine local universities with an intention to gather crucial information for identifying a best-fit partner for the anchor in research and development on sanitation and menstrual hygiene. After further vetting, USAID WKSP has identified the Great Lakes University and will formalize this



collaboration in Q2. Additionally, the project conducted a pause and reflect (P&R) session on November 22–24, 2022 for a retrospective on progress made and lessons learned to inform some of Q2's implementation strategies and Y2 work planning.

**Knowledge management and advocacy.** USAID WKSP conducted outreach on two key global days in this period. To mark the Global Handwashing Day celebrations on October 15, 2022 (with the theme of “Unite for Universal Hand Hygiene”), USAID WKSP supported the national celebrations in Homa Bay through provision of media coverage services via radio and facilitated MHM and sanitation innovators to exhibit their work. The function was attended by National Ministry of Health staff; partners such as UNICEF, the Red Cross, AMREF, and CARE-K; and private-sector actors such as LIXIL, among others. USAID WKSP leveraged this event to advocate for increased access to market-based sanitation and hygiene through inclusion of private-sector actors to avail affordable and sustainable solutions to sanitation, handwashing, and MHM.

USAID WKSP marked World Toilet Day (WTD) celebrations across the counties. The WTD 2022 campaign, themed “Making the Invisible Visible,” focused on the impact of the sanitation crisis on groundwater, exploring how inadequate sanitation systems spread human waste into rivers, lakes, and soil, polluting underground water resources. The project participated in the county celebrations to advance promotional activities aimed at creating awareness on improved sanitation technologies, thereby linking entrepreneurs with potential customers during the events. To increase awareness on availability of improved sanitation technologies, the project supported media engagement through radio shows and select logistical activities.

## **MANAGEMENT AND OPERATIONS**

USAID WKSP continued to strengthen its operations in anticipation of expanded activities in Y2. The project successfully negotiated office spaces for its staff embedded in county governments. For example, Bungoma and Migori county offices have been fully set up and are functional. In Busia, the project continued to coordinate to set up the office space, while in Homa Bay the project began to identify an office space. In Kakamega, USAID WKSP was unfortunately unable to obtain a space in the county's office, which led the project to start negotiation for space with an organization based in the county as an alternative. In Siaya, the office space originally provided by the county was insufficient, therefore the Siaya team is currently working from the USAID WKSP office in Kisumu. The team leads efforts to identify a more suitable office space in the county office.

In this period, USAID WKSP onboarded three staff: Siaya BDS Manager, Access to Finance Lead, and Operations Assistant. In addition, the project recruited a consultant to support Homa Bay activity implementation as the County Market Advisor and conducted interviews for the driver who will report starting in Q2. In terms of equipment, USAID WKSP received two vehicles and six motorcycles from the USAID Kenya Crops and Dairy Program.

## 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 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 the GoK frameworks, USAID/KEA has launched the Western Kenya Sanitation Project (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 and supplements the traditional “do-it-yourself” model promoted through the CLTS approach. In USAID WKSP’s 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 (1) increased access to and uptake of market-based, improved sanitation and fecal sludge management (FSM) products and services and (2) increased access to and uptake of market-based, improved MHM products and services at the household level. USAID WKSP works towards these objectives through four sub-objectives:

- Sub-Objective 1 (SO1): Analyze the market system, the target market, and the business-enabling environment for sanitation and hygiene (S&H).
- Sub-Objective 2 (SO2): Identify, implement, and scale pilots to strengthen the sanitation market system.
- Sub-Objective 3 (SO3): Identify, implement, and scale pilots to strengthen the market for MHM products.
- Sub-Objective 4 (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 the USAID WKSP in Quarter 1 (Q1) of Fiscal Year 2023 (FY23 or Year 2) and provides detailed updates on its activities, accomplishments, lessons learned, challenges, and corresponding mitigation actions for the Q1 period of October 1 – December 31, 2022. The following sections summarize key USAID WKSP activities in Q1 under each project sub-objective, as well as cross-cutting, performance monitoring, and management and operations activities.



## OVERARCHING OUTPUTS AND OUTCOMES

This section provides an overarching outputs and outcomes from USAID WKSP implementation in Q1.

FIGURE 1. USAID WKSP HIGHLIGHTS, Q1



### SUB-OBJECTIVE 1: ANALYZE THE MARKET SYSTEM, TARGET SYSTEM, AND BUSINESS ENABLING ENVIRONMENT FOR SANITATION AND HYGIENE

- Five baseline assessments conducted on household market sizing and segmentation, the sanitation and hygiene supply chain, scoping of financial institutions, MHM enablers and barriers, and the enabling environment for sanitation and hygiene services delivery (draft stage)
- PEA report finalized and PEA applied in activities

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

- Conducted capacity assessments for 54 sanitation enterprises in seven counties
- Linked four enterprises in Kuria East in Migori County with LIXIL for the first time, since the sub-county initially had no sanitation products retailer
- Linked three enterprises in Rarieda sub county in Siaya County with the manufacturer, since initially the business had run out of stock and relied on stocks from Kisumu County retailers who were also out of stock
- A total of 359 (297 male, 62 female) people consisting of 174 (174 male, 0 female) masons, 122 (82 male, 40 female) PHOs, 33 (18 male, 15 female) CHVs, 18 (17 male, 1 female) TVET

students, and 12 (6 male, 6 female) TVET instructors from Kakamega, Siaya, Busia, Bungoma, Kisii, and Homa Bay trained on improved sanitation technologies, including construction of the full toilet solution

- Sensitized a total of 263 (129 male, 134 female) PHOs and 12 (9 male, 3 female) CHVs in Kakamega, Siaya, Busia, Bungoma, Kisii, and Homa Bay on MBS approaches
- Trained 14 project staff and 9 PHOs on DQ sales and management
- Conducted basic sales training targeting 45 artisans and CHVs (37 male, 8 female) in Migori and Kisumu to increase their sales of sanitation products and services
- Four FSM enterprises and 43 manual pit emptiers (30 in Kisumu and 13 in Kakamega) mapped in Kisumu and Kakamega for support in capacity building on improved and safely managed sanitation service
- In Kisumu, 41 (35 male, 6 female) manual pit emptiers trained on minimum standards for improved FSM, overall operations, emptying, transportation, disposal, and customer acquisition
- Conducted meetings with WSSPs in Kisii, Kakamega, and Bungoma to discuss and review county-specific FSM SOPs, including 126 people (60 male, 36 female) such as PHOs and WSSP staff
- Conducted a supply and demand assessment and scoping to understand barriers and opportunities in MBS supply chains via 16 interviews in Siaya, Migori, and Kakamega

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

- 56 county government staff (30 male, 26 female) drawn from the county Departments of Public Health, Gender, Reproductive Health, and Education in all target counties trained on MHM policy development process and their role to influence and support the counties in the domestication of the national MHM policy
- 6,114 people (2,624 male, 3,420 female, and 70 people with disabilities) reached with MHM messages through the ToT sensitization sessions in the eight target counties
- Two MHM steering committees/technical working groups (TWGs) established in Kisii and Kisumu, respectively
- Migori, Homa Bay, and Kakamega have begun the process of domestication of the MHM policy via their MHM steering committees

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

- Signing of co-created work plans and letters of intent (Lols) with Busia, Migori, Homa Bay, and Kisii to set the pace for collaborations and the USAID WKSP agenda in the devolved units
- Convened two county meetings (Bungoma and Homa Bay) and attended two others (Kisumu and Siaya) to support CIDP development processes and mainstream costed activities for sanitation and MHM into the documents for public financing
- Preliminary meetings held with LIXIL on formalization of the partnership with USAID WKSP to strengthen the supply chain of the sanitation businesses

- Organized sensitization with 10 financial institutions (FIs) and financing enablers to explore collaboration that included the Kenya Women Finance Trust (KWFT) bank, Sidian Bank, National Bank, Faulu Microfinance Bank, SMEP Microfinance Bank, Association of Microfinance Institutions (AMFI), ECLOF Kenya ██████████, African Guarantee Fund (AGF), and WaterEquity. The USAID WKSP endeavors to partner with these financial institutions to establish or increase uptake of sanitation and MHM loans in their portfolios, and in the long run, ensure sanitation and MHM loan products are an integral part of the financial institutions' portfolios.
- Six out of nine universities targeted for assessment for R&D collaboration on sanitation and menstrual hygiene provided feedback on interest (Kisii, Rongo, Alupe, Great Lakes, Kibabii, and Masinde Muliro).

## FY23 PERFORMANCE DATA TABLE

Table I shows USAID WKSP's performance data in Q1. However, the targets set are subject to revisions 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. The project meanwhile achieved other important activities that are reflected in the table below and the Overarching Outputs and Outcomes section.

<b>TABLE I. USAID WKSP PERFORMANCE INDICATOR DATA, Q1 2023</b>							
<b>#</b>	<b>Performance Indicator</b>	<b>Baseline</b>	<b>Y2 Target</b>	<b>Y2Q1 Target</b>	<b>Y2Q1 Achievements</b>	<b>% Achieved for Q1 Targets</b>	<b>Comments</b>
<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)	TBD	25,000	0	0	0	Foundational activities have been undertaken that include review and development of FSM SOPs, identification of pit emptiers, and mapping out of key private-sector actors to support in this activity.
G2	Number of people gaining access to basic sanitation services as a result of U.S. Government (USG) assistance (HL 8.2-2)	TBD	30,000	7,500	4,609	62%	This quarter, 4,609 people are accessing basic sanitation as a result of project interventions. The project achieved 62% of the quarterly target and 15% of the annual target.
<b>Sub-Objective I: 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)	TBD	1	N/A	N/A	N/A	USAID WKSP continued to promote the new products introduced into the market in Y1. Bungoma, Kakamega, Kisii, Homa Bay, Busia, and Siaya are now accessing the full toilet solution, the pre-cast slabs retrofitted with SATO that did not exist before. This indicator is annually

							reported and is hence due for reporting in October 2023.
1.2	Number of outlets stocking sanitation products	TBD	TBD	TBD	32	NA	This quarter, the project identified outlets stocking sanitation products in the USAID WKSP-specific sub-counties of implementation. The project will continue to track sales and stocks throughout the implementation period. Target and baseline data will be set in the quarter once the baseline results are ready.
1.3	Percentage change in sales of firms/enterprises receiving USG-funded assistance	TBD	TBD	TBD	N/A	N/A	USAID WKSP facilitated training on DQ sales targeting entrepreneurs and sanitation enterprises. Reporting on the progress of sales per quarter will start in Q2.
1.4	Number of sanitation products sold (custom)	TBD	TBD	7,680	482	6%	As a result of USAID WKSP project interventions, 482 sanitation products were sold by the 32 enterprises, leading to 4,609 people accessing basic sanitation. The project achieved 6% performance in the quarter.
1.5	Number of sanitation services facilitated (custom)	TBD	TBD	TBD	N/A	N/A	Foundational activities have been undertaken including review and development of FSM SOPs, identification of pit emptiers, and mapping out of key private-sector actors to support in this activity. In Q2, the project intends to prioritize Kisumu, Kakamega, Bungoma, and Kisii for piloting improved technologies and tracking safely managed sanitation services.
1.6	Percentage of supported enterprises that continue to deliver basic sanitation products and services after 12 months (custom)	TBD	TBD	N/A	N/A	N/A	DQ sales application follow-up and tracking will start in Q2. For example, business coaches will enroll active artisans/entrepreneurs and enterprises into the business coaching program and help develop business plans, aim plans, and territory marking.

1.7	Percent change in supported sanitation/MHM enterprise profits (custom)	TBD	TBD	N/A	N/A	N/A	DQ sales application follow-up and tracking will start in Q2. For example, business coaches will enroll active artisans/entrepreneurs and enterprises into the business coaching program and help develop business plans, aim plans, and territory marking.
<b>Sub-Objective 2: Identify, Implement, and Scale Pilots to Strengthen the Sanitation Market System</b>							
2.1	Number of women/girls with improved MHM practices as a result of USAID WKSP activities (custom)	TBD	TBD	N/A	N/A	N/A	While the baseline value of this indicator will be established following the completion of baseline assessment, the project target was arrived at using one percent of the population of the WRA in the eight counties. USAID WKSP will conduct key SBCC activities after baseline data collection through the MHM enablers and barriers report to inform on improved MHM practices.
2.2	Number of people reached with information, education, and communication campaigns designed to increase public awareness of MHM (custom)	TBD	91,000	22,750	6,114	27%	6,114 people (2,624 male, 3,420 female, 70 PWDs) were reached with information on MHM through ToT sessions conducted in the 8 target counties. SBCC activities are set to be rolled out in Q2. The project achieved 27% of the quarterly target.
2.3	Percentage of women/girls reporting improved menstrual waste disposal options (custom)	TBD	TBD	N/A	N/A	N/A	This indicator will be tracked once the project finalizes the MHM enablers and barriers report. The indicator will then be tracked through surveys at baseline, mid-term, and end term.
2.4	Number of new MHM products offered by USAID WKSP-affiliated enterprises (custom)	TBD	TBD	N/A	N/A	N/A	The project carried out the MHM enablers and barriers assessment and capacity assessment for enterprises, but tracking will begin in Q2.

**Sub-Objective 3: Identify, Implement, and Scale Pilots to Strengthen the Market for MHM Products**

3.1	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)	40	40	10	5	50%	USAID WKSP supported WSSPs in Kisii, Bungoma, Kakamega, and Kisumu on the development of FSM SOPs, including DQ Sales training and the counties. The project achieved 50% of the quarterly target.
3.2	Value of new funding mobilized to the water and sanitation sectors as a result of USG assistance (HL 8.4-1)	TBD	TBD		KES 4.025B	N/A	USAID WKSP supported Kisumu, Homa Bay, Siaya, Busia, Kakamega, and Bungoma counties in the development of CIDP III. The five counties have proposed an increase of funds allocated to sanitation in their draft CIDP estimates. Kisumu County, for example, proposed an allocation of KES 4B out of their total proposed WASH budget of KES 38B toward sanitation and MHM improvement activities, a significant improvement from the KES 2B in their previous CIDP. Homa Bay county has proposed an increase of KES 5M per year from 3M per year, a 67% increase in funding for sanitation and hygiene in the current estimates. The remaining counties still have CIDP formulation activities in progress, and the USAID WKSP team is working with them to ensure sanitation and MHM gets the necessary attention. (The current Q1 measure is from 2 counties in the project's target area of implementation.)

3.3	Number of pro-business county-level policies and regulations proposed, adopted, and implemented (custom)	TBD	8	8	4	50%	USAID WKSP initiated the domestication of the EHS policy for Kakamega and MHM policy for Migori, Homa Bay, and Kakamega. Initial discussions have been held with the county leadership, road maps were jointly developed, and the draft SOWs are in place to engage a consultant to support the two counties.
3.4	Number of USG engagements jointly undertaken with the private sector to achieve a U.S. foreign assistance objective (PSE-1)	0	8	8	1	12.5%	USAID WKSP initiated discussions to formalize the agreement with LIXIL on sanitation products and opportunities to provide after-sales services.
<b>Sub-Objective 4: Strengthen the Enabling Environment</b>							
4.1	Number of training courses/curricula developed for sanitation and hygiene market employment or entrepreneurship (custom)	0	TBD	N/A	N/A	N/A	The project finalized entrepreneur training jointly delivered with 8 TVETS in the respective counties. In Q2, the project will begin holding consultative discussions with the TVETs on development or inclusion of sanitation and MHM modules into the courses/curriculum.
4.2	Number of women and youth engaged in sanitation and hygiene businesses (custom)	TBD	TBD	N/A	N/A	N/A	This indicator is not due for reporting in Q1 as no target was set, considering start-up and preliminary activities/interventions. The baseline value of this indicator will be established following the completion of a baseline assessment that includes capacity evaluation of enterprises on several topics, including women and youth involvement.
4.3	Number of women-led enterprises supported within the WASH sector (custom)	TBD	10	10	4	40%	Out of the 27 individually owned sanitation and MHM enterprises, only 4 are women led. The project will continue to track and advocate for women and youth leadership positions in the enterprises mapped. The project achieved 40% of the quarterly target .



4.4	Percentage of villages receiving direct promotional activities (custom)	TBD	TBD	30%	N/A	N/A	The project has yet to roll out the promotional activities. This has been planned for Q2. This indicator is reported annually.
4.5	Percent of customers satisfied with services/products (custom)	TBD	TBD	60%	N/A	N/A	This will be done at project mid-term evaluation. The baseline figure will be determined by the baseline assessment results due in Q2.

## PROGRESS

This section summarizes USAID WKSP's implementation progress for Y2Q1 in each of the four key sub-objectives.

### **SUB-OBJECTIVE I: ANALYZE THE MARKET SYSTEM, TARGET SYSTEM, AND BUSINESS ENABLING ENVIRONMENT FOR SANITATION AND HYGIENE**

**Baseline assessment completion.** USAID WKSP received requisite clearances (i.e., ethical and from the National Commission for Science, Technology, and Innovation/NACOSTI) to proceed to the field for data collection for all the six baseline assessments. First, the project identified and trained 255 local RAs (research assistants) as field supervisors, enumerators, and rapporteurs for each of the assessments across the eight counties. USAID WKSP employed local assistants to be cost-efficient and to leverage understanding of the local culture, dialect, and terrain during data collection. The project also utilized an all-hands-on deck approach for these assessments by engaging all relevant external entities before and during data collection. From the beginning, all the counties were officially notified of the assessments, including introduction of the technical specialists employed by USAID WKSP. These meetings between the county government and stakeholder points of contact, USAID WSKP, and the technical consultants were intended to update on the assessment development, data collection plans, and the support required during the data collection period.

Data collection took place from October 24, 2022, to December 8, 2022, starting with the assessment of MHM enablers and barriers, household market sizing and segmentation, sanitation and hygiene supply chain, scoping of financial institutions, and lastly the enabling environment review for sanitation and hygiene services delivery. In this assessment process, the county governments were fully involved as the project coordinated its staff to accompany the technical specialists with the field teams; county government staff participated in interviews as key informants and helped coordinate FGDs and household interviews. Table 2 shows the progress of each baseline assessment as of this reporting period.

**TABLE 2. PROGRESS OF BASELINE ASSESSMENTS**

ASSESSMENT TOPIC	PROGRESS (AS OF DECEMBER 2022)
<i>Enabling environment for sanitation and hygiene services delivery</i> , including analysis and identification of gaps and opportunities in county-level policy, regulations, plans (including CIDPs), and organizational assessment of county governments with respect to roles/responsibilities and capacity-building needs in sanitation and MHM.	Data collection completed with the engagement of all the county players across the eight counties. The assessment utilized the WASH Bottleneck Analysis Tool (BAT) kit developed by UNICEF. Data synthesis is ongoing.
<i>Supply chain assessment for sanitation and hygiene</i> with a focus on landscape analysis of supply-side products, services, and partners in sanitation and MHM (including various service providers, delivery models, and key players).	Data collection process completed and draft report shared in December 2022 for technical review.
<i>MHM barriers and enablers at the household level</i> and a quantitative and qualitative assessment of factors essential to ensure adequate menstrual hygiene, sociocultural norms that affect and sustain menstrual-related challenges, products and services preferences of users, menstrual products supply and distributions channels, and willingness to pay for menstrual hygiene products.	The first draft submitted and under review.
<i>Financial institutions and savings and credit co-operative societies (SACCOs) for sanitation and hygiene financing</i> to explore preparatory activities to establish county sanitation planning teams, which will be responsible for developing sanitation financing plans and scoping financial institutions active in sanitation and hygiene management for opportunities to partner.	The first draft has been submitted and is under review.
<i>Household market sizing and segmentation assessment for sanitation and hygiene</i> : a quantitative household survey to identify customer segments and size, gender, and equity disparities; determine financing needs and barriers; capture the knowledge, attitudes, and practices of consumers toward sanitation and hygiene; and further refine mapping information to augment the USAID SanPlan toolkit.	The first draft has been submitted and is under review.
<i>Strategic sanitation and hygiene investment assessment and analysis</i> aimed at developing comprehensive county-wide strategic sanitation investment plans for counties, which will include a prioritized investment plan indicating measures to be taken in the short, medium, and long term to improve access to safely managed sanitation.	The development of these investment plans was scheduled to be done after the other five baseline status have been established. The concept for rollout was developed and discussed and a clear roadmap developed to be completed in Q2.

**Political economic analysis (PEA) application.** Drawing on the findings from the baseline PEA completed in Q4 FY22, USAID WKSP implemented activities that aimed at increased inclusion of county governments and private-sector stakeholders. For example, the project strategically participated in the process for developing the CIDPs of Homa Bay, Bungoma, Kisumu, and Siaya; with these new county governments in place, this was an opportunity to influence increased support for sanitation and MHM. In capacity-building activities for the county governments, the project applied various sensitization sessions on the importance of sanitation and MHM, including through trainings on sanitation product and services sales approach as well as through MHM ToTs (on the policy development process and role in influencing counties to adopt the National MHM Policy). To enhance engagement with the private sector, USAID WKSP developed key stakeholder maps for each county. The project has also tapped into private-sector associations such as Kenya Private Sector Alliance, Kenya National Chamber of Commerce and Industry (KNCCI), to facilitate the county governments to more effectively include private-sector perspectives in each county’s budget development process on sanitation and MHM.

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

**Sensitization workshops on MBS.** As part of the USAID WKSP’s objective to strengthen the capacity of county governments to plan, implement and effectively manage market-based sanitation interventions, the project conducted sensitization workshops for a total of 275 CHVs and PHOs on market-based sanitation in Kisii, Homa Bay, Kakamega, Bungoma, Siaya, and Busia. The key area of focus during the workshops was the market-based sanitation framework, where the role of the key actors was defined and discussed to advance access to market-based improved sanitation products and services. Other topics covered included social and commercial marketing principles, the USAID WKSP sanitation business model targeting sanitation entrepreneurs and enterprises, demand creation, and supply-side activities, among others. USAID WKSP facilitated the sessions alongside the PHOs. The workshops also provided an opportunity for the PHOs to interrogate the project data collection tools used to monitor progress on access to basic sanitation. The discussions culminated in the development of monitoring action plans to be implemented following the conclusion of the artisans’ training in each sub-county, with support from the CHVs and the PHOs. In addition, the project will continue to engage the Departments of Health on the role of the private sector, such as sanitation entrepreneurs, enterprises, and product stockists, as well as the complementary role of the government in creating an enabling environment for the market-based sanitation approach to succeed.

**TABLE 3. SUMMARY OF THE PARTICIPANTS DURING THE MBS INDUCTION WORKSHOPS**

County	Number of PHOs		Number of CHVs		Total
	Males	Females	Males	Females	
Kisii	16	22	0	0	38
Homa Bay	15	4	9	3	31
Kakamega	29	18	0	0	47
Siaya	24	28	0	0	52
Busia	19	44	0	0	63
Bungoma	26	18	0	0	44
<b>Total</b>	<b>129</b>	<b>134</b>	<b>9</b>	<b>3</b>	<b>275</b>

**Training on masonry and sanitation technologies.** During Q1, USAID WKSP conducted artisans’ trainings for 174 artisans, 33 CHVs, and 112 PHOs in Kisii, Kakamega, Busia, Siaya, Homa Bay, and Bungoma (see Table 4). The trainings aimed at strengthening sanitation product and service system offerings of small enterprises and entrepreneurs by strengthening their capacities and technical skills for developing sanitation infrastructure and helping them diversify product offerings. The trainings were held in local TVETs geared toward development or inclusion of the training to the existing masonry curriculum to deploy practical training and coaching programs for the youth in these institutions. In addition, collaborating with the TVETs to deliver these trainings will help ensure quality control of products and services while also introducing efficiencies in sanitation technology product delivery. Thirty TVET instructors and students participated in the trainings.

The trainings comprised classroom and practical sessions focused on addressing common, context-based latrine construction challenges within each county. The practical sessions entailed construction of improved sanitation technologies to overcome collapsible soils and challenges

resulting from high water tables and rocky formation. Masons were further introduced to the low-margin, high-volume sanitation product system model, which utilizes pre-cast pit lining technology using SAFI rings and precast slabs for the interface, as opposed to the traditional over-the-pit casting. Other topics covered included raw material selection and inventory, basic construction techniques and tools, production line management, mold design, quality control and assurance processes, and financial management. On financial management, the entrepreneurs were guided on identifying the most ideal price point, based on estimated material quantities, labor, and profit margin. The training also helped masons understand concrete batching technologies as well as addressing common quality issues of slope and proper drainage for latrine slabs.

The trainings also provided an opportunity for USAID WKSP to link masons with upstream sanitation actors such as LIXIL, the producers of SATO products. A sales representative from LIXIL engaged masons within each county on the existing SATO market, best installation practices, and the existing product supply chain and also provided opportunities for the masons to purchase these products at wholesale prices directly from the distributors to increase their margins.

**TABLE 4. ARTISANS TRAINING ON BASIC MASONRY AND SANITATION TECHNOLOGIES**

County	Artisans		PHOs		CHVs		TVET Instructor		TVET Students	
	M	F	M	F	M	F	M	F	M	F
Kisii	28	0	10	3	9	6	2	0	0	0
Homa Bay	28	0	15	2	6	6	2	0	0	0
Kakamega	30	0	14	6	2	0	2	0	1	1
Siaya	27	0	14	8	0	0	2	0	8	0
Busia	25	0	17	14	0	0	2	0	8	0
Bungoma	32	0	12	7	1	3	0	1		
<b>TOTAL</b>	<b>174</b>	<b>0</b>	<b>82</b>	<b>40</b>	<b>18</b>	<b>15</b>	<b>6</b>	<b>6</b>	<b>17</b>	<b>1</b>



Exhibit I. The USAID WKSP-trained artisans repaired a toilet slab to fit a SATO pan. Photo: USAID WKSP

**Training on basic sales skills.** As a follow-up to the advanced technical training on basic masonry and components construction in Kisumu and Migori counties, USAID WKSP organized training for 45 entrepreneurs and CHVs on basic sales skills to promote various sanitation products developed or adopted by the project (see Table 5). The products included full latrine solution, SAFI latrine, SAFI rings, precast slabs with SATO products, and SATO products for retrofitting work. For proper market entry, effective follow-up, and learning, USAID WKSP started to introduce sales interventions in selected counties and later scaled up good practices in the entire project area. Based on this understanding, Kisumu and Migori counties were therefore selected for the initial phase of sales training and sensitization activities. The project partnered with Department of Health staff on activities to select entrepreneurs at the ward level. During the training, participants were taken through the practical skills of identifying and convincing various categories of customers to buy latrine products. The LIXIL sales representative was present in the trainings and clarified the business model for SATO products and addressed challenges raised by entrepreneurs and CHVs in relation to cost and supply of the products in the two target counties. As a result of the training, some entrepreneurs have improved their sales based on the enhanced skills and knowledge of sales, as reflected in 4,609 people (1,921 males, 2,688 females) having access to basic sanitation services in the two counties this quarter.

**TABLE 5. SUMMARY OF SALES AND MARKETING TRAINING PARTICIPANTS BY COUNTY**

County	Number of Sanitation Entrepreneurs and CHVs Trained		
	Males	Females	Total
Kisumu	15	2	17
Migori	22	6	28
<b>Total</b>	<b>37</b>	<b>8</b>	<b>45</b>

**Enhancing access to basic sanitation services.** Following the artisans’ training, USAID WKSP continued to monitor households either constructing new latrines or improving on their existing latrines to facilitate access to basic sanitation. This entailed providing technical support to the trained artisans through follow-up visits at their construction sites to accelerate their skills and improve on the quality of latrine installations. To ensure compliance, the project staff worked closely with the public health teams to undertake support supervision during the latrine installations and for quality control checks. Key indicators monitored by the key actors were the type of improved facility constructed, improvements done on existing facilities to meet basic sanitation standards, and households accessing the facility to ensure they are not shared. Other factors included availability of superstructure that provided privacy and functionality of the latrine. This resulted in 4,609 people (1,921 male, 2,688 female) benefiting from basic sanitation as a result of the project’s interventions.

The following table summarizes progress made by the various counties for October – December 2022 (Q1):

**TABLE 6. NUMBER OF HOUSEHOLDS AND PERSONS ACCESSING BASIC SANITATION**

County	Households Accessing Basic Sanitation	Population Accessing Basic Sanitation		Total
		Males	Females	
Kisumu	51	318	275	593
Migori	148	739	841	1580
Kisii	87	204	322	526
Homa Bay	61	118	627	745
Kakamega	21	61	68	129
Siaya	11	35	34	69
Busia	39	192	240	432
Bungoma	64	254	281	535
Total	<b>482</b>	<b>1,921</b>	<b>2,688</b>	<b>4,609</b>

**Training on decision quotient (DQ) sales and management.** During this reporting period, USAID WKSP and selected PHOs from the target counties took part in a DQ sales and management training facilitated by Whitten Roy Partnerships. The main objective of this training was to equip the USAID WKSP team with sales and sales management skills as mentors. Key topics covered included enrolling entrepreneurs and developing business aim plans; setting up sales territories; result, attitude, competency and execution (RACE); DQ selling using sight seller; the execution cycle; and a sample USAID WKSP aim plan.

### **RACE – Result, Attitude, Competency, and Execution**

The RACE session was a key segment of the DQ sales and management training. The session facilitator demonstrated how attitude, competence, and execution influence projects and further explained how they would lead to better results. The RACE approach includes a positive or elevated attitude; competence, in terms of good knowledge and application of DQ sales and clear conversations; an organized execution plan that begins with good agenda setting (aiming); effective implementation (doing); and regular reviews.

The result (R), or sales conversion, is determined by the attitude, competence, and execution of the sales promoter. The personal motivation for artisans to sell latrines is largely so they can earn money. USAID WKSP staff were trained on how to influence entrepreneurs to actively *call on* customers rather than *wait* for customers to call them by helping entrepreneurs see the increase in earning potential as active players. This entailed the use of worksheets to help artisans determine how much income they want to make by selling latrines. It further focused on how to support entrepreneurs to adjust their product offering by providing value-added services to their customers (such as material procurement and delivery, if they are able), thereby increasing their profit margin by charging accordingly.

During the training, participants developed criteria for the enrollment of entrepreneurs: competency; attitude (e.g., honest, risk taker, good reputation, and trustworthy); execution; relevant experience; ability to invest in sanitation products; established within the area of coverage (for ease of sales, knowing customers, and step approach); and inclusive (youth and women). The training also



covered DQ selling with the sight seller method, to practice how to influence what customers want instead of responding to their demands (what customers say they want). The sight seller comprise the following:

- **Problem:** Use sight seller to help the customer explore and understand the problems they face while using their existing unimproved toilet (or no toilet). Assess the toilet to determine actual problems.
- **Cost:** Guide the customer to calculate the costs of continuing to use the unimproved toilet.
- **Solution:** If the customer wants to solve their problem, present the solution: either retrofitting or building and installing new products that will solve the main issues.
- **Value calculations** and closing steps.

The training also enabled development of an *aim plan*, in which each USAID WKSP staff member (e.g., BDS Manager/CMA) will launch a sales “hot house” within one sub-county and concentrate initial sales efforts with about four artisans (in one or two wards). The goal is to work with artisans in one area to help them improve at sales and installation and adjust the sales strategy/process before scaling and adding additional artisans. Below is a sample aim plan developed during the training.

<b>TABLE 7. EXAMPLE AIM PLAN</b>					
<b>Parameters</b>	<b>Year</b>				<b>Total</b>
	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	
Entrepreneur installations per month	20	28	30	48	126
Entrepreneur installations per year	240	336	360	576	1,512
Active entrepreneurs per business coach	4	6	9	11	30
Business coaches	8	8	8	8	30
Total number of entrepreneurs	32	48	72	88	240
Projected number of installations	7,680	16,128	25,920	50,688	100,416

Post-training coaching and mentorship remained a cornerstone. USAID WKSP is currently implementing sales coaching interventions in Kisumu and Kakamega counties to ensure project staff advanced to enroll, train, and coach entrepreneurs on sales and basic business planning and management skills.



### Field Activities: Coaching on DQ Sales in Kisumu County

USAID WKSP initiated enrollment discussions with three entrepreneurs, focusing on (1) understanding their current business approach and addressing existing challenges, including lack of prioritization on latrine construction by the artisans as it is viewed as a small “one-off” project, with a lack of trust from the customers; (2) supporting entrepreneurs to develop aim plans and to distinguish between labor cost and profit; and (3) developing plans for door-to-door and group sales activities. In addition, USAID WKSP held DQ meetings with two entrepreneurs to increase understanding on DQ sales techniques and application of motivators to buying latrines products (like status and smell management). These discussions involved coaching entrepreneurs in facilitating DQ conversations with household heads. As a result of this close engagement, entrepreneurs indicated progress in:

**Sales activities.** Entrepreneurs were slowly but gradually taking up the practice of reaching out to customers. Before sales interventions, entrepreneurs hardly engaged in sales activities; referrals were their only sales practice. According to the three entrepreneurs enrolled, the use of sight seller has made selling conversations interesting and effective.

**Product pricing.** Entrepreneurs used to charge only labor cost for SATO product retrofitting, in a range between KES 100–300 depending on product installed. There was no profit earned, and therefore business growth and entrepreneurs’ motivation to invest more time in sanitation work was limited. USAID WKSP coached entrepreneurs on better ways of pricing to improve weekly income. The entrepreneurs have begun offering full-service options for SATO pan and SATO stool retrofitting. The full-service option includes product, materials, transport, and labor, among others. The cost ranges from KES 2,200–2500 for SATO pan and KES 3,500 for SATO stool. This means that entrepreneurs can make a profit of about KES 1,500 per product sold and installed, a 600-percent income increase.

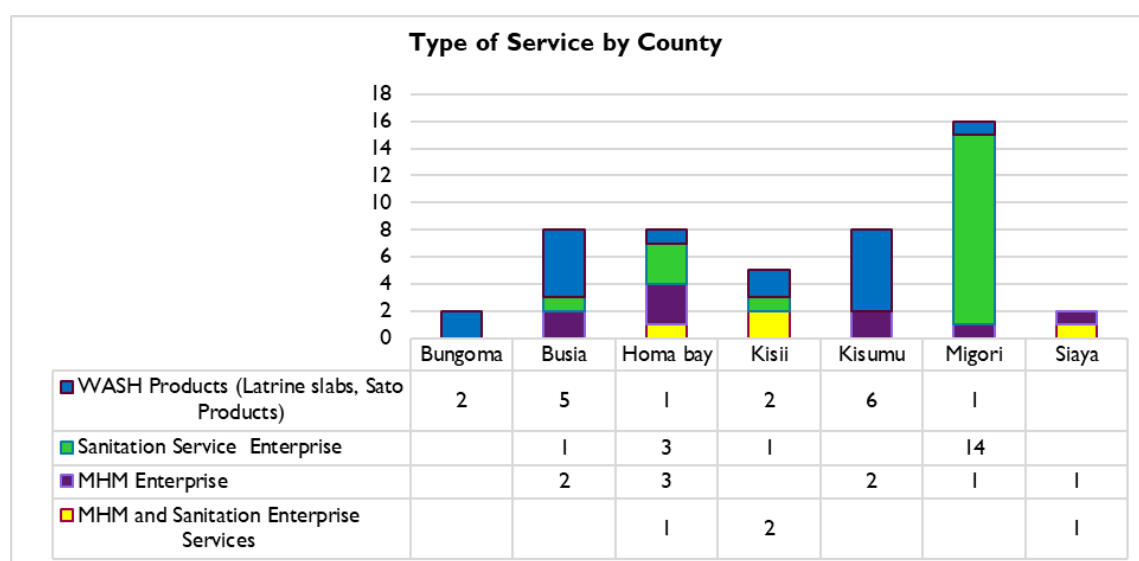
*“Selling SATO pan without a sight seller was very challenging, my discussion with customers was brief and focused on cost of the product. Sight seller has made the conversations elaborate and aligned to the problems of poor sanitation, cost of the problems, and suggested solutions. Customers take me seriously because my discussions are now organized and aligned to specific household needs.”*  
–Fidelis Odeke Papai – Sanitation Entrepreneur

The entrepreneurs already have sales commitments recorded during the DQ sales exercise, and they will follow up on the commitments as they continue with DQ sales activities. A good example is Entrepreneur 1, who was promised to collect payment on December 20, 2022 from two customers, each one of them having the intention of buying and installing 2 SATO products.

**Scoping on sanitation supply/demand.** Due to the limited penetration of the sanitation market into some targeted sub-counties, USAID WKSP conducted a supply/demand assessment and scoping to understand barriers and opportunities in market-based sanitation supply chains as well as to map out the enterprises stocking the sanitation products, such as SATO products, pre-cast slabs, and others. The project held 16 interviews across Siaya, Kakamega, and Migori counties. In Siaya, 10 enterprises existed (9 male-, 1 female-owned), and three new enterprises (all male-owned) were linked to the supplier LIXIL and are currently stocking LIXIL products. In Migori, four new enterprises (3 male-, 1 female-owned) in Kuria East were also linked with LIXIL and are stocking and selling sanitation products; initially, the sub-county had no sanitation products retailer.

**Capacity assessment of sanitation and MHM enterprises.** USAID WKSP undertook a capacity assessment for sanitation and MHM enterprises in seven counties to identify gaps or challenges that existed in offering sanitation and MHM products and services, and to develop appropriate technical assistance in business development services. Majority of the enterprises/entrepreneurs were medium to small scale, limiting expansion or private-sector investment. The project mapped 54 enterprises comprising sanitation stockists, CBOs, and informal community self-help groups. They are generally self-governed and try to build the functional capacity of poor and marginalized sections of society in the domain of employment and income-generating activities, as well as entrepreneurs and institutions such as colleges (Rongo University) that offer MHM products/services through training in production of re-usable sanitary pads. Key areas assessed included business management, financial, human resources, and capacity business needs information, among others. Figure 2 shows the distribution and types of mapped entities in the seven counties.

FIGURE 2. ENTERPRISE MAPPING DISTRIBUTION



Based on the assessment, 57 percent of the enterprises are located in rural settings, 24 percent are in peri-urban settings, and 19 percent are urban. The main challenges identified were on development of business plans, where 63 percent of the enterprises reported that they do not have business plans in place. In addition, 25 percent indicated that they have received training on sales and marketing, with 37 percent reporting that they do not invest in staff trainings as they are expensive. USAID WKSP intended to work with nine MHM entrepreneurs or enterprises, five sanitation entrepreneurs, and 10 stockists across the counties on business coaching and mentorship. Factors considered during selection included location of the enterprises, products being sold, willingness to stock and promote products being promoted by USAID WKSP, and whether the enterprises were actively engaging in the sanitation/MHM business. Identified priority areas for capacity development include the following:

- Support formalization of enterprises through capacity strengthening of governance and management structures (creation of business entities)
- Training modules developed focusing on improved business and financial management practices (entrepreneurship, basic marketing skill, financial skills, and managing a sanitation enterprise)
- Mentorship and coaching modules developed on knowing your customer, marketing, basic business and financial management, basic computer skills, gender and youth inclusion,

environmental management, right to sanitation, budgeting and monitoring, human resources, and knowledge management

- Market activations to create demand for improved sanitation products and services championed by the entrepreneurs

**Scoping with water and sanitation service providers (WSSPs).** USAID WKSP held consultative meetings with WSSPs to identify opportunities for strengthening their capacities in meeting the needs of their customers. The project discussed with three WSSPs through their respective technical, commercial, and pro-poor departments in Kisumu (KIWASCO), Bungoma (NZOWASCO), and Kakamega (KACWASCO). During the discussions, KIWASCO, NZOWASCO, and KACWASCO all indicated challenges of dilapidated sewer lines and ineffective treatment plants and pointed to the need to improve desludging and maintenance of the wastewater treatment plants as a major area for technical support.

USAID WKSP and the respective WSSPs then agreed on multiple technical assistance programs via agreed joint workplans that include (1) supporting the development of strategic/business plans with service levels and targets for the accessibility of FSM and connections to sewerage services; (2) preparation of various service providers delivery models and private-sector engagements; (3) identification and mapping of sanitation and key market actors for partnership; and (4) establishment of strategies that promote staff development. Starting with KIWASCO, USAID WKSP will test service delivery models such as condominium/simplified sewers systems for increased affordability and to address underutilized main trunk sewers covering two informal settlements.

**Training of informal manual pit emptiers (MPEs).** Following the mapping exercise conducted in Kisumu and Kakamega counties, USAID WKSP supported a training for the identified informal MPEs in Kisumu to enhance emptying practices through engagement in formal emptying services. With support from the County Department of Health and KIWASCO, the project mobilized the informal MPEs for a training on improved and safely managed sanitation service using the Kisumu County FSM SOPs. USAID WKSP technical experts trained the 41 informal MPEs (35 male, 6 female) with support from the trainees from Kisumu, including county and sub-county PHOs (from the city and satellite towns) and the KIWASCO pro-poor, commercial, and technical departments. The training covered minimum standards for improved FSM on overall operations, emptying, transportation, disposal, and customer acquisition. Different technological options were discussed for both manual and mechanized emptying, such as improved diggers, gulpers, and sludge pumps to extract, contain, and transport sludge more effectively and efficiently. KIWASCO also shared a monitoring tool for data collection, which was revised and shared with the MPEs for data capture and reporting for pit emptying upon formalization of the MPEs. USAID WKSP also engaged the Department of Trade and Enterprise Development to support licensing; the Department of Health to provide health and safety license and vaccinations against Typhoid, Hepatitis B, and Cholera; and the National Environmental and Management Authority (NEMA) and KIWASCO for transport and disposal licensing, respectively.



Exhibit 2. USAID WKSP project staff assessing the Ghasia Poa FSM group using the mechanized pit-emptying process using Pupu Pump in Manyatta informal settlement in Kisumu County. Photo: USAID WKSP

**FSM SOP development.** USAID WKSP supported the development of FSM SOPs in Kisii, Kakamega, and Bungoma counties based on the established Kisumu County SOP. A total of 96 representatives from the Department of Health, Department of Water and Environment, Department of Urban Planning, WSSPs, NEMA, MPEs, and vacuum tank operators (VTOs) participated in the workshops. The project guided the discussions to support the county teams in developing SOPs to provide strategic guidance on effective FSM monitoring, including by MPEs and other FS-emptying service providers. The participants also became trainers to help strengthen capacity of FSM operators within the guidelines provided by the county governments for a safely managed service, eliminating risks associated with FSM. USAID WKSP will support counties to develop sanitation regulations, which will include the validated SOPs.

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

**County MHM ToT.** USAID WKSP organized ToTs for 56 participants (30 male, 26 female) from all focus counties aimed at creating a cohort of trainers with the knowledge and skills on holistic MHM, who in turn will cascade the training to build a cadre of trainers at the county, sub-county, ward, and village levels and report on the number of people they have reached with MHM messages. Additionally, the ToTs were expected to sensitize various audiences on MHM and create an entry point to broader policy influence, focusing on equality and non-discrimination in sanitation and MHM. Participants were from the Department of Public Health, Department of Reproductive Health, Department of Gender, and Department of Education. Topics covered:

- Gender and WASH, mainly centered on the linkage between gender, sanitation, and MHM; a rights-based approach to sanitation; equality and non-discrimination; and the life course approach to MHM
- Introduction to MHM, including myths and taboos around menstruation, first menstrual experience, the three-pronged approach to MHM, and use of flipbook and menstrual wheel tools for delivering MHM training
- The role of men and boys in MHM
- MHM Lab, to introduce the participants to the various MHM products, how they are used, and pros and cons of each product



- Safe disposal of menstrual waste

To reinforce the sensitizations, USAID WKSP and the trainees coordinated on key messaging topics such as MHM being a natural, biological process of growing up and a good indicator of health and vitality; that girls’ and women’s daily life should not be affected simply because of menstruation; ability to describe types of menstrual products that are hygienic; frequency of changing menstrual management materials and of washing and drying reusable pads; handwashing before and after changing any menstrual management materials; and where to safely dispose of menstrual waste. As a result, The ToT sessions held community dialogues with community members (including PWDs) and CHVs to reach 6,114 people (see Table 8).



Exhibit 3. ██████ ToT in Kakamega County, sensitizing the community on the three-pronged holistic MHM approach – breaking the silence, safe and hygienic management of menstruation, and safe disposal and reuse of MHM products. Photo: USAID WKSP

<b>TABLE 8. MHM MESSAGING OUTREACH RESULTS</b>				
<b>County</b>	<b>Males</b>	<b>Females</b>	<b>PWDs</b>	<b>Total</b>
Homa Bay	9	45	1 (m)	55
Migori	1,523	1,445	26 (16 male, 10 female)	2,994
Kisumu	24	36	1 (f)	61
Kisii	42	446	1 (f)	489
Siaya	116	220	0	336
Busia	613	821	41 (18 male, 23 female)	1,475
Bungoma	110	136	0	246
Kakamega	187	271	0	458
<b>Total</b>	<b>2,624</b>	<b>3,420</b>	<b>70</b>	<b>6,114</b>

Migori and Busia had impressive results due to the support they received from their respective Governors and their County Executive Committee Members (CECMs). For instance, in Busia, the Governor leads the MHM efforts, while in Migori there has been buy-in from the County First Lady and various CECMs. In Homa Bay, even though there is support from the County Governor, there are other systemic challenges, mainly poor planning and poor prioritization of MHM impacting the ToTs. In Siaya and Kisii, the ToTs have been affected by the government staff rotation within these counties while in Bungoma and Kisumu, inadequate leadership, unclear reporting lines, and poor prioritization have affected the MHM ToTs work. To address these challenges, there will be targeted

advocacy, meetings with county leadership, and review meetings with the ToT facilitators to jumpstart MHM activities in the counties lagging.

**Establishment of MHM Steering Committees (SCs).** USAID WKSP continued to support the counties in developing terms of reference (ToRs) for the establishment of the SCs, convening stakeholders to validate the ToRs, selecting SC members, and strengthening SC roles. The following describes the SC status and activities in each county as of end of Q1.

**Busia.** The county has a 26-member committee (11 male, 15 female) drawn from Departments of Water, Health, Gender, Children, Education, and Social Protection. The Governor of Busia County is the patron of the committee and the sanitation and MHM Champion for the western Kenya counties. USAID WKSP supported the county in its SC inaugural meeting, which was attended by two County Assembly members, who pledged to advocate for MHM within the Assembly. During the meeting, the committee was sensitized on both MHM and market-based sanitation and officially inaugurated to lead MHM interventions in Busia.

**Homa Bay.** The MHM SC has 18 members (14 male, 4 female, and one female PWD). The SC members are drawn from the Departments of Health, Gender, Education, County Interfaith Council; representative of people with disabilities; and the State Department of Youth. USAID WKSP has supported the county to sensitize the SC on its roles and responsibilities and on the MHM holistic approach (e.g., breaking the silence, safe and hygienic management of menstruation, and safe disposal of menstrual products). The SC also chose a six-member task group that will spearhead the domestication of the national MHM policy and strategy in the county. The project also participated in a meeting organized by the County Government, where sector actors gave their views on what should be integrated into the CIDP and which ensured inclusion of MHM into the CIDP. Proposed tasks in the CIDP include menstrual education and awareness, strengthening access to menstrual products and services through private-sector involvement, and improving menstrual disposal.

**Migori.** The SC has 28 members (17 male, 11 female), and the County First Lady is the patron of the committee and the lead high-level MHM Champion. The SC draws membership from the Departments of Public Health, Reproductive Health, Gender, Education, Youth and Sports, and Environment, as well as the office of the County Attorney, office of the County First Lady, and other community-based organizations and NGOs. USAID WKSP organized a meeting to sensitize the SC on its roles and responsibilities, formally inaugurate the SC, and sensitize the members on MHM topics. The meeting was organized by the Deputy Governor and by the CECMs for Gender and Education, Environment and Natural Resources, Public Service, and Health. The CECMs pledged to support MHM efforts in the county and spearhead various activities within their county departments. The committee chose an 11-member policy task group that will lead efforts to domesticate the MHM policy and strategy.



Exhibit 4. The Deputy Governor, Migori County demonstrating how to put on a pad. Photo: USAID WKSP

**Bungoma.** The SC is made up of 19 members (10 male, 9 female). SC membership comes from the Departments of Health, Water, Environment, Children Services, and Gender and Social Protection. USAID WKSP supported the County Government and SC members on their roles and responsibilities and introduced them to the MHM holistic approach.

**Kakamega.** The County Government chose to have a TWG instead of a SC since there was a need to develop structures for MHM at the county, sub-county, and ward levels. The TWG currently has 29 members (8 male, 21 female), and the County Government is undertaking a mapping of MHM actors to invite more to the TWG. The membership is drawn from the Departments of Health, Gender, Environment, Education, Academia, Planning, Community Health Strategy, Health Promotion, and Child Protection Services. USAID-supported projects such as USAID 4TheChild, USAID-Boresha Jamii, and Breakthrough Action are also part of the TWG, which has begun the process of domesticating the national MHM policy into its county policies by choosing a policy task group. The TWG is also developing a document on how to mainstream MHM in various county departments (e.g., Gender, Education, Reproductive Health, Gender-Based Violence, and Child Protection Services).

**Kisumu.** The County Government decided to form a TWG to include many more stakeholders beyond what an SC can do. A total of 27 stakeholders were identified to be part of the TWG. The proposals will be relayed to the Chief Officer for formal appointment. The County Government intends to integrate MHM into its Community Health Strategy to reach households. Facilitated by USAID WKSP, the County Government has included MHM into its draft CIDP and proposed an allocation of KES 4B for MHM activities.

**Kisii.** The County Government has identified 32 offices/stakeholders to comprise its SC. The proposed offices will be forwarded to the County Executive Committee Member for Health, who will send letters to the respective offices to identify officers to be part of the SC. There is however a delay in the establishment of the SC due to the recent reorganizations in the department occasioned by the new county leadership following the August 2022 elections.

**Siaya.** The County Government identified a 25-member SC. However, during the process of organizing a meeting to formalize the SC, the County Government reshuffled its staff; all of the SC members were also reshuffled. USAID WKSP has reached out to the new chosen team and shared the ToR and the minutes of the previous meetings to restart the process of the SC establishment.



**MHM advocacy campaigns.** USAID WKSP has planned to develop a MHM social behavior change communication (SBCC) strategy and campaign to identify the various audiences and their needs, streamline and reinforce key recall messages, streamline reporting of activities, and support the counties to develop contextualized MHM SBCC tools and materials. The SBCC strategy development will be guided by the results of the MHM Enablers and Barriers Study to inform the targeted behaviors and approaches to be employed to change behavior.

The Lake Region Economic Bloc (LREB) organized a meeting to onboard the County First Ladies from member counties on various engagements they can support and advocate. County First Ladies from Migori, Kisumu, Bungoma, Busia, Siaya, Kericho, and Bomet attended the meeting, where USAID WKSP presented on the MHM approach and MHM implementation at the county level, and also facilitated discussions on how the County First Ladies can support these activities. The County First Ladies pledged to align their activities with the County Health Department to synergize efforts and to be integrated into the MHM SCs at the county level. Through this sensitization meeting, the Migori County MHM First Lady joined the MHM SC and committed to undertake MHM activities through the SC and work with the MHM ToT trainees in MHM awareness creation campaigns.



Exhibit 5. The First Lady of Migori County, [REDACTED], joined by the USAID WKSP Chief of Party [REDACTED] and other county staff, speak to the press about the dire need to harness collaboration and partnership to reduce social cultural barriers

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

**Coordination mechanisms development.** USAID WKSP helped develop and convene coordination platforms in the counties. In Kisii, the project worked with the Department of Health and Sanitation to form a WASH forum that will improve coordination of partners and WASH services delivery and help prioritize sanitation and MHM. The agenda for each forum will be set by the agreed WASH coordinator or the convenors of the different TWGs. The meetings take place on a quarterly basis, and members include national and county departments as well as NGOs and CBOs working in the WASH space. The project further supported and convened WASH forums in Kakamega, Migori, and Kisumu. These meetings reviewed the performance of ongoing/past CIDPs on



WASH and raised issues on sanitation and MHM, including budget allocations that needed to be improved in future CIDPs.



Exhibit 6. USAID WKSP facilitates the Kisumu County consultative sessions to review, analyze, and identify gaps and opportunities in county-level policy, regulations, and plans (including CIDPs, ADPs, and AWP). Photo: USAID WKSP

In Homa Bay, USAID WKSP convened a meeting engaging over 30 participants drawn from county government departments, civil society, and CBOs to set priorities for the health sector for inclusion in CIDP III. Through the meeting, the project strongly advocated for increased funding and an enabling environment for sanitation and MHM as standalone program, with budget codes to safeguard resources once allocated. This, the stakeholders agreed, would be monitored through the annual work plans (AWPs) and annual development plans (ADPs).

**Sanitation services monitoring and regulation support.** USAID WKSP began supporting the domestication of the environmental sanitation and health (ESH) policy and regulations for Kakamega and Migori counties, respectively. The project facilitated multiple meetings with the Kakamega County Health Management Team to discuss the importance of the ESH policy domestication to bolster implementation of market-based sanitation and MHM and agree on the roadmap for the process. In Migori, the ESH Act is yet to be gazetted, and USAID WKSP has agreed in principle to support the development of regulations to operationalize the Act. In addition, in close consultation and collaboration with Departments of Health in the counties, USAID WKSP has facilitated formation of TWGs in Migori, Kisii, Homa Bay, and Kakamega to lead and coordinate policy activities.

**Policy audit.** Through a desk review and scan of the policy environment in target counties as part of the baseline assessment, USAID WKSP identified several policy gaps that presented barriers to effective implementation of MBS and MHM at the county level, even though some of them exist at the national level. From this process, the project noted key policies that would have to be domesticated and the necessary legislation and regulations to further enforce and monitor policy implementation. An ongoing baseline assessment is in process to further inform the enabling environment situation in each county.

**Resource and financing mobilization advocacy.** Mobilization of public funding commenced, with the USAID WKSP participating in CIDP III development processes in various counties to

prioritize sanitation and MHM and allocate adequate budgets for implementation of specific activities as elaborated in previous report sections. Through USAID WKSP support, four out of the eight counties (Kisumu, Homa Bay, Kakamega, and Bungoma) have proposed an increase of funds allocated to sanitation in their draft CIDP estimates. Kisumu County, for example, has proposed an allocation of KES 4B out of their total proposed WASH budget of KES 38B towards sanitation and MHM improvement activities, a significant improvement from the KES 2B in its previous CIDP. Homa Bay has proposed an increase of 40 percent for sanitation and hygiene in the current estimates. The remaining counties are still undergoing their CIDP formulation activities while USAID WKSP is continuing to advocate for inclusion of sanitation and MHM in the process.



Exhibit 7. [REDACTED] (WKSP Access to Finance Lead – center) and the Faulu MF Bank National Bank and Sidian Bank representatives pause for a photo after a meeting on financing sanitation and hygiene. Photo: USAID WKSP

Aside from public resources, USAID WKSP recognizes the key role played by financial institutions to support meeting demand for improved sanitation facilities with access to credit. USAID WKSP aims to supplement sanitation marketing by enabling access to credit for sanitation entrepreneurs and households to aid in construction of improved sanitation facilities and access to MHM services by the financially excluded. As part of this broader approach on access to finance, USAID WKSP carefully identified and engaged financial institutions and other enablers of access to finance. In Q1, the project held meetings with leadership of various financial institutions to inform and share project objectives and work plan and to gather their interest in participation. Based on the outcomes of these discussions, most of the financial institutions were ready and willing to join the project, such as the Kenya Women Finance Trust (KWFT) Bank, Sidian Bank, National Bank, Faulu Microfinance Bank, SMEP Microfinance Bank, Association of Microfinance Institutions (AMFI), ECLOF Kenya, [REDACTED]

[REDACTED]. The project also discussed with the African Guarantee Fund (AGF) and WaterEquity for sanitation financing guarantees and wholesale loans to financial institutions. In this process, USAID WKSP developed a draft financial institution engagement and training roadmap, a step-by-step guide on the process of onboarding partner financial institutions. The draft roadmap also aimed at guiding financial institutions to develop training strategies for their staff in sanitation and MHM loan management and will help in strengthening the partnership with the potential financial institutions.

## **CROSS-CUTTING ACTIVITIES**

### **COLLABORATION AND COORDINATION**

As noted in the previous sections, through collaboration and coordination, USAID WKSP continued to work with county stakeholders to support effective coordination mechanisms at the county level, advocate for increased resource allocation, and harmonize various county-level programs. The project facilitated and participated in WASH forums in Migori, Bungoma, Siaya, and Kakamega to highlight the need to scale up improved sanitation technologies and improved MHM products and services while leveraging private-sector funding to invest in improved sanitation. The project also convened health sector priority-setting meetings for CIDP III development in Homa Bay, Bungoma, Kisumu, and Siaya. With USAID WKSP support, MHM SCs and policy TWGs were formed in most counties with the sole mandate to coordinate MHM and policy from the national level to the county level.

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

**Collaborating.** USAID WKSP continues to consider internal and external collaborations as avenues to ensure that the project has the right blend of partners to promote synergy and curtail over-stove piping. Within the quarter, the project held its annual pause-and-reflect (P&R) session, which is a deliberate collaborative event among the project staff for strategy, planning, and implementation; this has in various ways increased effectiveness and efficiency with the results achieved to date.

In this quarter, USAID WKSP continued its collaborative engagement with county governments of Busia, Homa Bay, Migori, and Kisii counties and signed off letters of intent regarding collaboration and co-creation of work plans to endorse and affirm commitments made between the project and the respective counties to prioritize and co-finance specific activities geared toward promoting the adoption of market-based sanitation and improved MHM facilities and services. Some of these activities have been included in the CIDP III development process. The same collaborative efforts have facilitated training of key county government staff on MHM and improved sanitation technologies, services, and practices. Some of these staff are now leading or supporting thematic steering committees embedded in county government service delivery structures. USAID WKSP had provided specific support to WSSPs in Bungoma, Kakamega, and Kisumu to improve their pro-poor and pro-business bylaws on FSM. The project also collaborated with other like-minded organizations and Departments of Health in target counties and actively participated in Global Handwashing Day (GHW) and World Toilet Day (WTD) celebrations in October and November 2022 respectively, using the occasions to pitch for increased budget allocation for sanitation and recognition of improved MHM products and services. Other key partners already onboarded for CLA include the LREB, county Departments of Health, and KNCCI.

**Learning.** The project is concluding six baseline assessments that will help answer key questions regarding sanitation and menstrual hygiene management and further shape additional technical assistance deployment. USAID WKSP is also planning to extract the lessons from the baseline findings to derive further questions to inform the learning agenda for the project.

Furthermore, the project has identified local universities to support and provide a platform for sustained research in sanitation and MHM and is in the process of discussing and affirming the project's learning agenda. The project initially reached out to nine local universities to identify a suitable partner to enhance the research and development agenda in sanitation and MHM; universities included Great Lakes University, Kisumu; Masinde Muliro University of Science and Technology, Kakamega; Rongo University, Migori; Jaramogi Oginga Odinga University of Science and Technology, Siaya; Kibabii University, Bungoma; Kisii University, Kisii; Tom Mboya University, Homa Bay; Maseno University, Kisumu; and Alupe University College, Busia. Out of the nine, only four showed interest and responded with additional information within the timelines provided via the MS Forms link shared out. The information received was analyzed, and a report was developed and shared with management for decision making. The selection process is ongoing.

As part of learning, USAID WKSP supported and hosted a World Toilet Day webinar jointly with LREB and KNCCI. The theme of the webinar was *Public-Private Partnerships: Creating an Enabling Environment for Market-based Sanitation*. Panelists were drawn from LREB Secretariat, KNCCI, and USAID WKSP. The objective of the webinar was to take stock of progress made on domestication and implementation of sanitation policies, and public-private sector engagements toward access to adequate and equitable sanitation and hygiene for all. It provided a platform for sharing lessons and identifying potential improvements, as well as advancing discussions on the opportunities that partners and government can leverage to create an enabling environment for market-based sanitation solutions. Speakers and participants alike decried the slow pace in the domestication of relevant policies such as ESHP and MHM to spur the sector. Issues around institutional fragmentation and limited public- and private-sector investment were flagged, among others. A total of 70 people attended the webinar.

For Global Handwashing Day celebrations, USAID WKSP joined the respective county governments to mark the date, held on October 15, 2022. This year's theme, "Unite for Universal Hand Hygiene," called on all stakeholders to work together to scale up hand hygiene to promote universal access and sustained hand hygiene practices. The National Celebrations were held in Homa Bay County. USAID WKSP supported the celebrations through provision of media coverage services via radio and facilitated MHM and sanitation innovators to exhibit their work at the national event. The function was attended by National Ministry of Health staff; partners such as UNICEF, the Red Cross, AMREF, and CARE-K; and private-sector actors such as LIXIL, among others. USAID WKSP used this event to advocate for increased access to market-based sanitation and hygiene through inclusion of private-sector actors to avail affordable and sustainable solutions to sanitation, handwashing, and menstrual hygiene management.

**Adapting.** The annual P&R conducted within the quarter offered an opportunity to interrogate progress and derive key learnings, and adaptation mechanisms were brainstormed for enhanced efficacy in the project deliverables. From this session, the project developed action plans for implementation in view of the learnings derived from project implementation. The Adaptive Management section below further highlights the outcomes of the P&R session.



## LINKAGES WITH OTHER USAID PROGRAMS

USAID WKSP engaged with other USAID-funded projects across the region over the reporting period. The project attended the inception meetings and co-creation activities for the Western Kenya Water Project (WKWP) to demonstrate synergy and collaboration toward transformation of the WASH sector in western Kenya. The same spirit was evident during the CIDP processes, review of CIDP II, and formulation of WASH sector priorities in Kisumu and Siaya. In Homa Bay, three other USAID-funded program (Breakthrough Action, Uzazi Salama, and PMI Kinga Malaria) attended and participated during the health sector priority-setting meeting in Mbita, which was convened by USAID WKSP.

In addition, the project coordinated with the USAID WASHPaLS #2 activity and is due to sign a letter of intent of collaboration on implementation research targeting innovative sanitation products and financing mechanisms. The aims of the proposed partnership are threefold: (a) improving access of sanitation enterprises and consumers to credit, to ultimately improve the uptake of improved toilets; (b) establishing the efficacy of increasing working capital and credit guarantee mechanisms in increasing sales, particularly to households with financial liquidity constraints; and (c) understanding working capital constraints, risk aversion, or both, as barriers to offering installment plans. These will address the sanitation products' supply challenges by leveraging two aspects of product system design to adapt existing toilets in each context – modularity<sup>1</sup> and process re-engineering<sup>2</sup>.

## LINKAGES WITH GOK AGENCIES

USAID WKSP continued to collaborate with county Departments of Health, Education, Gender, and Social Services to implement sanitation and MHM interventions in all the counties. In this quarter, 56 County Government staff were trained as trainers under the MHM ToTs. Following the training, trainers conducted sensitization sessions in their respective counties on breaking the silence around MHM and advocating for improved MHM products and services. On sanitation, nine County Government staff were trained on DQ Sales and Marketing. The PHOs continue to support USAID WKSP in monitoring the project interventions with regards to the installation of sanitation facilities. USAID WKSP will continue to work with the GoK agencies, as this collaboration is instrumental in building the capacity of sanitation enterprises and entrepreneurs, improving monitoring of sanitation services by county government officials, strengthening the working relationships with the officials of the county governments, and improving reporting while enhancing accountability to ensure timely delivery of the interventions.

## ENVIRONMENTAL MITIGATION AND COMPLIANCE

All USAID WKSP activities were screened for environmental compliance and against the project's Environmental Monitoring and Mitigation Plan (EMMP) that was also approved in this quarter via internal activity approval sheets and during the actual implementation, with the EMMP being the backstopping reference document. USAID WKSP also completed and submitted the Environmental Monitoring and Mitigation Report (EMMR). The project is also continuing to promote sustainable, eco-friendly, and biodegradable solutions to sanitation and MHM. These include SATO products,

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<sup>1</sup> Modularity is the deconstruction of products into interoperable (and interchangeable) components that can be assembled.

<sup>2</sup> Involves deciding where and how to manufacture (i.e., pre-fabricate offsite or build on-site), items to transport (i.e., finished components or raw materials), and how the toilet is installed on-site.

reusable sanitary towels, menstrual cups, and eco-friendly pads made from natural materials like felt cotton and banana fibers. In addition, screening for environmental activities and compliance was done for two potential grantees: Blue Cross Nyatike and Matibabu Foundation. Monitoring of the activities will be done continuously against the approved compliance checklist. Finally, the project is cautious against the use of certain chemicals and pesticides. Therefore, the project actively sought for a pesticide use and safer use action plan (PERSUAP) specialist to document the list of all possible chemicals and pesticides in sanitation, FSM, and MHM products and services.

## CLIMATE CHANGE IMPACT MITIGATION

Climate change remains a great threat to WASH infrastructure, systems products, and services across the country. Specifically, climate change affects sanitation and MHM infrastructure and services by disrupting supply chains for both. USAID WKSP is therefore taking into account and promoting climate-resilient sanitation and MHM technologies that can withstand severe climate events (e.g., windstorms, floods, or droughts) that affect structures, products, and processes.

In this quarter, USAID WKSP participated in the Climate Change WASH TWG for the Western Region, a workshop convened by the Centre for Social Planning and Administrative Development (CESPAD), WASH Alliance, and KWAHO. This TWG brought together WASH actors in Western, Coastal, and Eastern Kenya to discuss emerging issues in sanitation and water resource management. The objectives of the TWG are to ensure climate change adaptation and integrated water resource management, as well as to strengthen practices in climate change policies. The TWG will be looking into community adaptation, climate information system regulations, development of climate resilience plans, and the climate-proofing of WASH infrastructure. The TWGs will meet quarterly to discuss progress of climate-resilient sanitation technologies uptake and implementation in the Western, Eastern, and Coastal Kenya regions. The project took this opportunity to share its own plans on climate resilience and adaptation and further identified areas of complementarity with other partners. USAID WKSP was officially incorporated in the TWG, which will be key in strengthening climate resilience interventions in the project through the scaling up of best practices and enhancing capacity of county governments in the eight target counties to implement climate-resilient sanitation and MHM approaches.

The project, through the CLA component, also conducted an initial assessment of local institutions. The environment team supported in this process to ensure that the local institutions selected also have the capacity to guide in the implementation of environmental activities through promoting the use of indigenous knowledge in early warning systems. The process will be concluded next quarter, and a consultant will be brought on board to spearhead the rollout of the vulnerability assessments in the target counties that will inform the subsequent project interventions on climate adaptation.

The project team further participated in the induction of two sub-grantees on environmental compliance, management, implementation, and reporting. The two MHM sub-grantees are to be guided by USAID's environmental regulations. The project team shared the project EMMP, which will further guide in its day-to-day implementation of the regulations.

## GENDER, YOUTH, EQUITY, AND SOCIAL INCLUSION

In all activities, USAID WKSP worked to ensure gender, youth, equity, and social inclusion (GYESI) adoption through assessment of the regional barriers and disparities that might affect inclusivity and perpetuate discrimination, as well as based on social factors influencing the choice of, access to, and use of sanitation and MHM products and services. Some of the mainstreaming approaches USAID

WKSP has employed included ensuring participation of women, youth, and vulnerable populations in meetings organized by the project; capturing data on women, youth, and people with disabilities (PWDs) in the baseline assessments; advocating for inclusion of women, youth, and other people who may be disadvantaged in the CIDPs; and development of tools for data capture on women, youth, and PWD participation during data collection.

## MANAGEMENT

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

### ADAPTIVE MANAGEMENT

#### COUNTY AND LREB CO-CREATIONS

USAID WKSP signed co-created work plans and letters of intent of collaboration with Busia, Migori, Kisii, and Homa Bay counties and reached out to the three remaining counties of Siaya, Kisumu, and Kakamega. The costed work plans provide the relevant departments, and by extension counties, with sanitation and MHM activities that have been included into the CIDPs for public financing. Disbursement of funds to the County Governments has been delayed since the last elections, and some of these activities will be implemented with funding for the current FY23.

**P&R session.** As noted, in Q1 USAID WKSP held a two-day P&R session to reflect on and take stock of the FY22 implementation performance period, build capacity on project indicators, discuss and share M&E targets for FY23, and review FY23 expectations and priorities. Key important questions that the team deliberated on were: *What do we want to spread/scale? Why do we want to spread/scale? Where will we spread/scale? Do we have available resources to spread/scale? When will we spread/scale? How will we spread/scale? and What works, what does not work?*

Key outcomes included, but were not limited to: (1) encourage and support staff to prioritize workplan activities that were not completed in FY22, and complete the activities before end of Q2 FY23; (2) support counties during the development of CIDP and advocate for allocation of budget for sanitation and hygiene with an aim to improving services in the target counties; and (3) engage private-sector associations to work closely with the county governments in the budget making process on sanitation and MHM, which was not there before the project inception.

Areas that worked well included partnerships and collaboration with county governments on implementation of joint work plans, which were completed jointly with USAID WKSP. Another area that worked well was that counties were able to participate and co-create in the project, empowering them to take the lead or actively engage, such as in the training for artisans. USAID WKSP learned that counties should lead in planning of the activities with technical assistance and facilitation by the project to achieve results. Another area that worked well was the county governments taking the lead during the baseline assessment process to warrant greater ownership of findings and results.

#### QUALITY

USAID WKSP held regular check-in meetings with USAID/KEA for any changes and new emphasis in project activities or implementation for better adaptive management practices. These regular communication protocols served as critical quality checks on project implementation and management.

#### COST CONTROL

USAID WKSP worked closely with its subcontractors and consultants to monitor and manage monthly expenditures and ensured the timely processing of invoices and vouchers. In addition, the project has been working with other USAID projects implemented by RTI that are closing to receive



two disposed vehicles in great condition to create cost savings for the project and enable alternative allocations for other project priorities and activities.

## OPERATIONS

USAID WKSP finalized on office setup and onboarded new project staff and began preparing the office for opening. With the support of the RTI Home Office and Regional Office in Nairobi, the USAID WKSP field office team worked to finalize information and communications technology (ICT) infrastructure, including the local area network setup and the PABX network. Procurement of internet modems, project cameras, AC for the server room, and tablets was completed, with all items delivered and commissioned. The Department of Health and Safety carried out an assessment audit on the project office to ensure that the office space was well equipped and safe for staff to work in December 2022. The report identified a few gaps, including a lack of fire extinguishers in the server room, unavailability of fire alarms, and lack of water dispensers in selected part of the office. USAID WKSP is working on addressing the highlighted challenges. Overall, the office was determined as fit for staff to use.

USAID WKSP also worked with county government counterparts to set up embedded offices. In Bungoma and Migori, offices were fully set up with furniture and equipment. Ongoing setup included Busia and Homa Bay, the latter of which involved site identification. In Kakamega, the county government informed that there was no available space; this resulted in the project seeking alternative co-location with the Western Kenya Water Project. In Siaya, the provided space by the county government was insufficient; USAID WKSP has begun to find alternative locations. In the meantime, staff are operating from the Western Kenya Water offices.

In terms of equipment disposition, USAID WKSP has received two vehicles and six motorcycles from USAID Kenya Crops and Dairy Program that have fully transferred to the project, entered in RTI's RAM system, and branded with USAID WKSP branding.

## STAFFING

During this reporting period, USAID WKSP finalized recruitment of three additional staff: Access to Finance Lead, Siaya County BDS Manager, and Project Operations Assistant. Due to the increased activities on the project, USAID WKSP identified the need to recruit a full-time Operations Assistant to support procurement, logistics management, and property management. This additional resource will ensure that the project activities are implemented in a timely manner and the project is properly staffed. The project also hired a consultant to support the team with Homa Bay by serving as a full-time certified management accountant (CMA) to support all related activities. Multiple onboarding and training workshops on critical operational and compliance requirements were held, including on human resources, IT policies, security, asset/property management, tax exemption (with Kenya Revenue Authority), communication, and file management. In addition, the project drivers participated in defensive driving training December 3 and 4, 2022. During the quarter, there was one resignation – Kakamega CMA, [REDACTED], whose last working day was October 28, 2022. The replacement will be hired in January 2023. The updated staff list is shown in Table 9, with those starting in this reporting period italicized and bolded.

**TABLE 9. STAFFING LIST FOR YEAR I**

<b>NAME</b>	<b>TITLE</b>	<b>LOCATION</b>	<b>START DATE</b>
██████████	Chief of Party (COP)	Kisumu	February 23, 2022
██████████	Deputy COP/Market-Based Sanitation Lead (PSI)	Kisumu	March 21, 2022
██████████	Menstrual Hygiene Management Lead (AMREF)	Kisumu	April 4, 2022
██████████████████	Finance and Administration Director	Kisumu	April 25, 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
██████████	Civil Engineer (PSI)	Kisumu	July 6, 2022
██████████████	County Market Advisor (AMREF)	Kakamega	July 7, 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
██████████	Supply Chain Manager (PSI)	Kisumu	August 22, 2022
██████████████	Data Analyst	Kisumu	September 1, 2022
██████████	R&D Lead	Kisumu	September 26, 22
██████████████	Governance and Partnerships Lead	Kisumu	September 26, 2022
██████████████	<b>Access to Finance Lead</b>	<b>Kisumu</b>	<b>October 17, 2022</b>
██████████████	<b>BDS Siaya Cluster (PSI)</b>	<b>Siaya</b>	<b>November 1, 2022</b>
██████████████	<b>Operations Assistant</b>	<b>Kisumu</b>	<b>December 12, 2022</b>

## MONITORING AND EVALUATION

This section highlights the tools and systems that were used in Q1 to support the project for activity progress 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.

### MONITORING AND EVALUATION TOOLS AND SYSTEMS

In this reporting period, USAID WKSP continued to design and review more tools on its sanitation and MHM data-collection and monitoring tools to track indicators for reporting. USAID WKSP led the design of an FSM tracking tool that will help in tracking the safely managed sanitation indicator as provided by the WSSPs. The project also designed the sales tracking tool that will be used by the enterprises and entrepreneurs in tracking sales on a weekly and monthly basis. USAID WKSP continued to use the developed simple database using Microsoft Excel to capture key variables for training data for both sanitation and MHM training data. The database was used to track participants who participated in training events across the five remaining counties (Kisii, Kakamega, Busia, Bungoma, and Siaya) and to identify trained artisans and PHOs.

### DATA MANAGEMENT AND REPORTING

USAID WKSP developed a data flow chart for all the project reporting data sets, including those on sanitation and hygiene. The data flow chart will help the project in ensuring that individuals have defined roles in ensuring that the quality of data reported is maintained at all levels of the reporting hierarchy in all the target counties. The data flow chart is attached as Annex 3.

### DATA MANAGEMENT, AUTOMATION, AND MAPPING

To effectively support the project with reliable and timely information for informed implementation or adaptation per sub-objective, the project is exploring a number of platforms that will support data collection, organization, protection/privacy, storage, analysis, and reporting. These platforms would be complementary, if not necessarily directly intertwined. For instance, for data collection, the project has earmarked Kobo Collect, mWater, and DHIS II to be investigated and profiled per USAID WKSP procurement guidelines. The project issued a call for bids to develop a monitoring, evaluation, and learning (MEL) information management system that will help in performance tracking and reporting per result area. Concurrently, Microsoft Power BI, which is already an in-house platform, will likely be selected for data analysis and visualization.

### PROGRESS REPORTING AND ANALYSIS

USAID WKSP continued to implement activities alongside the baseline assessments that will be used to determine the project baseline targets. In this quarter, baseline assessments for all six thematic areas were completed, while validation will follow in Q2. Project targets for FY23 will largely be dependent on ongoing baseline assessments results, and therefore the current AMELP performance table will remain as to be determined (TBD). Once the baseline assessment results are finalized and validated, USAID WKSP will revise its current AMELP in close coordination with USAID/KEA. USAID WKSP did contribute to selected interim targets in FY23 to date as noted below.

**Goal level.** A total of 4,609 people in 482 households 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 breakdown per county is as follows: 1,580 people in Migori, 745 in

Homa Bay, 593 in Kisumu, 535 in Bungoma, 526 in Kisii, 436 in Busia, 129 in Kakamega, and 69 in Siaya. Migori had the highest number as a result of earlier technical support activities compared to Kakamega, thus allowing for more time to achieve results. USAID WKSP is continuing to analyze opportunities to ensure those counties that are behind in achieving project goals can accelerate in the next quarter. The counties with low performance will have targeted and focused coaching and mentorship.

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

In Q1, USAID WKSP conducted baseline assessments to better define indicators and targets under this sub-objective. The project conducted five baseline assessments on household market sizing and segmentation, the sanitation and hygiene supply chain, scoping of financial institutions, MHM enablers and barriers, and the enabling environment for sanitation and hygiene services delivery (draft stage).

The finalization of the baseline assessments from Q1 will serve as a milestone for the project since the assessments will set the pace for establishing the project targets and record baseline data in the indicator performance table.

USAID WKSP also finalized the PEA report and applied it in its activities this quarter.

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

The project completed training for artisans and PHOs in the five counties (Kisii, Kakamega, Busia, Homa Bay, and Bungoma) to build their skills on construction of latrines by use of customer-centric products (mostly SATO products) that were available in all counties. The project also worked with enterprises and manufacturers in the five counties to bring the two products into the market, precast retrofitted slabs and full toilet solutions, following ideas around different product designs and options during the first phase of the ToT.

In Q1, the project carried out foundational activities including development of SOPs for fecal sludge management; identification of pit emptiers; and mapping out of key actors to support in this activity such water service providers, with which the project is working to initiate installation of sewer lines in the urban setup. In the next quarter, the project will document the number of people gaining access to safely managed sanitation.

The project achieved 62 percent of its performance goal in Q1 on the number of people gaining access to basic sanitation services. This will increase in 2023 due to the DQ sales training and improving the skills of masons on construction and retrofitting of latrines.

This quarter, USAID WKSP continued to increase access to sanitation products by promotion of the project-identified LIXIL product. The project will continue to work with counties and implement some of the additional products customers may require that were identified in the baseline assessment, in addition to those already identified prior. In addition, the project mapped 32 sanitation outlets for future engagements and reporting.

The project achieved six percent performance in the quarter in the number of products sold. This is likely to increase in the oncoming quarters now that staff, masons, and PHOs have been trained on the DQ sales methodology, which the project is currently using to reach out to communities and customers and convey the importance of the sanitation products in the market, as well as the

market-based sanitation approach. DQ sales application follow-up and tracking will start in Q2. For example, business coaches will enroll active artisans, entrepreneurs, and enterprises into the business coaching program and help develop business plans, aim plans, and territory marking.

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

While USAID WKSP set targets in FY22 for project implementation, the project intends to achieve accelerated progress and achievements in subsequent years following completion of baseline assessment on the MHM barriers and enablers assessment. In Q1, USAID WKSP held the MHM ToT that engaged a total of 56 people (30 male, 26 female) using the national MHM curricula as the project embarks on development of a suitable domestic MHM strategy. After the MHM ToT, trainees reached 6,114 people with MHM SBCC messages across the all target counties as reported in the breakdown (Migori – 2,994; Busia – 1,475; Kisii – 489; Kakamega – 458; Siaya – 336; Bungoma – 246; Kisumu – 61; and Homa Bay – 55).

The project achieved 27 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 an MHM strategy developed in Q2 to use for social behavior change communication, apart from the government strategy that was used in ToTs, thus increasing the number of people reached with MHM information.

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

In this reporting period, USAID WKSP's activities in coordination, collaboration, and advocacy contributed to progress in strengthening the enabling environment for improved sanitation and MHM in all target counties. For example, the project supported and engaged with three county governments (Bungoma, Homa Bay, and Kisumu) on CIDP development processes. USAID WKSP also initiated policy reform advocacy, catering to an improved market-based environment in Homa Bay, Kakamega, Kisii, and Migori counties, during WASH forum coordination activities. The project also identified nine local universities targeted for assessment for R&D collaboration on sanitation and menstrual hygiene, of which six provided feedback on interest (Kisii, Rongo, Alupe, Great Lakes, Kibabii, and Masinde Muliro Universities). This quarter, the project achieved 50-percent performance on enabling environment indicators related to strengthening institutions to manage water resources and supply.

The project also achieved 12.5-percent performance on its goals for USG engagements with private-sector partners. The project will continue to engage other private partners, including signing an agreement with KNCCI to support more private-sector engagements and the enabling business environment.

In the quarter, the project also achieved 50-percent performance on its target on the number of pro-business county-level policies and regulations proposed in the counties. These included the EHS and MHM policies.

Summarized details of overall performance are in Table I.

## PROGRESS TOWARD FY23 DELIVERABLES

The following table summarizes the project’s progress toward deliverables based on the FY23 (Y2) Work Plan.

<b>TABLE 10. PROGRESS TOWARD FY23 DELIVERABLES</b>			
<b>Sub-Component</b>	<b>Planned Activities</b>	<b>Key Deliverables</b>	<b>Status</b>
<b>SOI: Analyze the sanitation and hygiene market system, target markets, and business enabling environment</b>			
Task 1.1: Stakeholder consultation and community engagement	Conduct county sensitization meetings with new/incoming relevant line departmental heads on the joint work plans.	New county leadership sensitized, creation of awareness of USAID WKSP	Work in progress
	Conduct quarterly meetings with the county teams to review joint co-created workplans developed.	Status activity progress reports with action plans on joint work plans	Work in progress
	Conduct joint review of the developed work plans and do joint signing at the county level with county leadership teams.	Signed county joint workplans	Work in progress
Task 1.2: Undertake everyday applied PEA	Hold quarterly interactive workshops with project staff to develop and refine PEA topic/subtopics, target stakeholders, and address questions.	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Work in progress
	Conduct quarterly pilot on the PEA question/tools, and adjust based on feedback.	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Work in progress
	Collect data using adjusted tool, facilitate desk reviews, KIs, and others.	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Work in progress
	Analyze and disseminate PEA findings to project staff and develop corresponding action plan.	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Work in progress
	Embed the PEA action plan into quarterly adaptive management reviews and/or Year 3 work plan.	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Work in progress

Task 1.3: Assess sanitation and hygiene (S&H) supply chain and markets	Conduct data collection/interviews.	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services	Work in progress
	Review and analyze assessment findings.	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services	Work in progress
Task: 1.4: Conduct household survey for market sizing and segmentation	Initiate, train, and test data collection tool.	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services based on customer segments	Completed
	Implement survey and collect/translate data.	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services based on customer segments	Completed
	Analyze data and prepare findings report.	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services based on customer segments	Work in progress
	Synthesize findings as a knowledge product.	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services based on customer segments	To be done in Q2
	Update the USAID SanPlan 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	To be done in Q2
	Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services based on customer segments	To be done in Q2
	Jointly develop data collection tools in consultation with the technical team.	Data collection tools	Work in progress

Task 1.5: Sanitation mapping	Print data collection tools while awaiting upload on the online portal.	Data collection tools	Work in progress
	Develop an online system to capture project reports and data.	An online system	Work in progress
	Set up summary sheets/reports, disaggregation, and calculations for all indicators.	Summary sheets/reports	To be done in Q2
	Design protocols for all data storage, who can access, and how to access.	Protocols for data access and storage	Work in progress
	Adopt locked filing cabinet and restricted access for paper documentation.	Cloud database	Completed
	Use cloud database storage (project share or SharePoint) with limited access.	Cloud database	Work in progress
	Consider personally identifiable information (PII), and determine how participant names or any other sensitive information will be stored.		To be done in Q2
	Train relevant staff and implement all data security and storage practices.	Staff trained	To be done in Q2
Task 1.6: Conduct a review of enabling environment	Collect and analyze assessment data and findings.	Number of pro-business county-level policies and regulations promoted, adopted, and implemented	Work in progress
	Validate and disseminate findings.	Number of engagements between county-level staff and the private sector to support an improved enabling environment	Work in progress
<b>SO2: Identify, implement, and scale pilots to strengthen the sanitation market system</b>			
Task 2.1: Catalyze product systems, delivery models, and marketing approaches	Hold quarterly sanitation technology/product systems scoping meetings with key county technical teams (public works, public health, WSSPs, TVETs, artisan reps).	Quarterly scoping meetings	Work in progress
	Co-develop a county-specific catalogue of sanitation products.	Sanitation catalogue products	Completed
	Co-develop draft training manuals and technical designs for all sanitation products and services along the sanitation value chain.	Number of training courses/curricula developed for sanitation and hygiene market employment or entrepreneurship	Work in progress



	Select potential masons/ <i>fundis</i> for capacity building and technical support in construction of new/existing improved sanitation technologies.	Masons/ <i>fundis</i> trained	Completed
Sub-task 2.1.1: Strengthen sanitation product system offerings of small enterprises and <i>fundis</i>	Conduct periodic (monthly) joint follow-ups to provide technical assistance to artisans/ <i>fundis</i> in the construction/installation of improved sanitation technologies across the counties and to improve on existing products and ensure quality.	Effective coordination mechanisms for market-based sanitation established in target counties	Work in progress
	Conduct refresher trainings where gaps have been identified in construction of improved sanitation technologies.	Refresher trainings	To be done in Q4
	Conduct county specific MBS trainings for sanitation players (with county, sub-county PHOs, CHVs).	MBS trainings conducted	Completed
	Commemorate global celebrations to sensitize communities on MBS and sanitation products and services.	Global celebrations held	To be done in Q3–4
	Conduct quarterly stakeholder review meetings with key sanitation actors to review progress, challenges, and opportunities.	Quarterly meetings with stakeholders held	Work in progress
	Conduct engagement sessions with the respective county Departments of Education on inclusion of sanitation technology units in masonry and plumbing.	Engagement meetings held	Work in progress
Sub-task 2.1.2: Facilitate expanded delivery models of <i>fundis</i> 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.	<i>Fundis</i> capacity building	To be done in Q3–4
	Build capacity of selected sanitation enterprises/groups on financial management (bookkeeping, value proposition, sales and marketing, record keeping).	Enterprise capacity building	To be done in Q3–4
	Organize networking and innovative sessions between <i>fundis</i> and other enterprises, to learn, innovate and transform existing products with the aim of reducing costs for the consumer.	Learning sessions between <i>fundis</i> and enterprises held	To be done in Q3–4
	Participate in national and county sanitation forums or networks and share innovation among all sanitation actors along the value chain.	Sanitation forums held	To be done in Q3–4
	Conduct market activations to create demand for improved sanitation products and services in the respective counties championed by CHVs.	Market activations done	Work in progress

	Organize sanitation hackathons/contests for innovative sanitation products and services responsive to challenges, preferences, and contexts.	Hackathons/contests conducted	
	Utilize SAF to support manufacturers and designers to modularize innovative sanitation products that are expandable, financially viable, and sustainable.		Not done
	Regular engagement sessions with private-sector actors to improve efficiency of sanitation supply chain.	Engagement sessions	To be done in Q3
Sub-task: 2.1.3: Establish partnerships for improved sanitation services delivery	Map MPEs and urban FS-emptying service providers.	Mapped MPEs and FS-emptying service providers	To be done in Q3
	Facilitate linking organized MPEs with <i>fundis</i> to develop bundled service offerings to customers from installation to maintenance.	Linked MPEs with <i>fundis</i>	To be done in Q3
	Build capacity of MPEs and urban FS-emptying service providers on business development and financial management.	FS-emptying service providers capacity built	Work in progress
	Support operationalization of FSM service provision through county governments and WASREB engagement through provision of regulations in selected counties.	Operationalized FSM service provision	Work in progress
	Build the capacity of MPEs through SAF on improved emptying practices using improved diggers, poo pump, and sludge pumps in order to extract, contain, and transport sludge better.	MPEs capacity building through SAF	Not done
	Coordinate with county governments, partners, and WSSPs to evaluate sustainable FSM treatment and re-use options.	Evaluation of sustainable FSM treatment	Not done
Sub-task 2.1.4: Advance sales and marketing and activate demand	Design and implement capacity assessment of selected sanitation service providers.	Capacity assessment results	Work in progress
	Design, implement, and update monitoring system for sales data.	Sales data system/tools	Completed
	Identify and select businesses for trials.	Select business for trials	Work in progress
	Trial new product sales with enterprises in select counties.	New products	To be done in Q3
	Provide business training and supportive supervision to service providers.	Support supervision	To be done in Q4
	Build capacity of market actors like local women's and youth groups and CHVs on problem-led sales and marketing.	Market actors capacity built	To be done in Q3

	Provide SAF grants to qualified BDS groups to advance sanitation sale and marketing.	SAF grants provided	Not done
	Explore partnerships with institutions/trade associations for certification of groups and individuals on sales and marketing.	Partnerships with groups/individuals on sales and marketing	To be done in Q2
	Document lessons learned from sales trials.	Lessons learned	To be done in Q4
Sub-task 2.1.5: Increase access to finance to scale delivery models	Convene a financial inclusion clinic with financial institutions to induct them to the project and reduce access to finance gaps.	Financial institutions inducted on project aims/objectives and access to finance gaps (4 per county)	Completed
	Design mentorship and coaching tools on financial literacy.	Mentorship and coaching tools availed	Not done
	Conduct mentorship and coaching for the onboarded sanitation businesses on financial literacy.	Mentorship and coaching done	Not done
	Develop a manual to guide business to business and client linkages with financial institutions.	financial literacy tool on mentorship and coaching, business to business and client linkages with financial institutions manual	Not done
	Support in creating client linkages, e.g., entrepreneurs, groups, and individuals with financial institutions.	Linkages created	To be done in Q3
	Pilot financial inclusion models for local BDS.	Piloting on BDS models	To be done in Q3
	Organize sanitation hackathons/contests for innovative sanitation products and services responsive to challenges, preferences, and contexts.	Hackathons/contests on innovation	To be done in Q4
Sub-task 2.2.1: Develop innovative product offerings and models	Assess and carry out initial product iteration to offer improved products and identify business partner readiness.	Identify products and partners	To be done in Q3
	Co-develop draft training manuals and technical designs for updated products.	Training manuals and technical designs	To be done in Q4
	Train initial business partners (including artisans) in new product technical designs.	Training conducted for business partners	To be done in Q4
<b>SO3: MHM market system assessment and development</b>			

Task 3.1: Menstrual hygiene barriers and enablers report	Collect data, analyze and collate in report.	Data collection and collation	Work in progress
	Conduct county-specific validation and dissemination meetings on the report.	County-specific validation	Not done
	Develop an action plan to address gaps and amplify enablers.	Action plan developed	Not done
Task 3.2: Establish MHM steering committee	Conduct county-specific sensitization meetings for the MHM SCs on MHM.	Sensitization meeting reports	Work in progress
	Provide technical support to MHM SCs through one-on-one coaching to ensure that they meet their key deliverable of creating an enabling environment for MHM private-sector players.	Coaching reports	Work in progress
	Conduct quarterly review meetings with the MHM SCs to gauge progress and offer support.	Quarterly activity reports	Work in progress
	Conduct intra- and inter-county cross-learning sessions for the MHM SCs.	Intra- and inter-county learning reports	To be done in Q4
Task 3.3: Develop and launch MHM campaigns	Develop USAID WKSP MHM SBCC strategy.	SBCC strategy developed	Work in progress
	Conduct county-specific validation meetings on the 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	Not done
	Conduct quarterly meetings at community units on MHM for feedback sessions on products and other market opportunities for MHM products and services.	Quarterly reports	Not done
	Roll out county-specific 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	Not done
	Participate in community dialogue days and create awareness on MHM.	Community dialogue days	Not done

	Sensitize beach management units on MHM.	Sensitization reports	Not done
	Commemorate global celebrations to sensitize communities on MHM.	Global days commemorated	Not done
	Sensitize school health clubs on MHM and help cascade information to students and teachers.	School health club sensitized	Not done
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.		Not done
	Conduct market activations to create demand for new MHM products in collaboration with the private sector.	Market activations conducted	Not done
	Conduct quarterly stakeholders review meetings with key MHM actors to review progress, challenges, and opportunities.	Quarterly stakeholders report	Not done
Task 3.5: Improve sales and marketing delivery models	Organize county-specific exhibitions of MHM products with manufacturers and distributors.	County exhibitions	To be done in Q3
	Organize county-specific innovation forums and identify new MHM products that can be piloted, implemented, and scaled.	Innovations forums	To be done in Q3
	Map out suppliers and distributors of MHM products and develop a database.	Mapped database for MHM suppliers and distributors on products	Work in progress
	Create MHM product promotion centers at the community units to facilitate easy access to MHM products by women and girls.	Promotion center reports	To be done in Q4
	Conduct regular engagement sessions with private-sector actors to improve efficiency of the supply chain for MHM products.	Meeting reports	Work in progress
	Conduct regular engagements with women and youth groups as distribution agents of MHM products and build their capacity on MHM business models.	Sales report	Work in progress
	Capacity building of selected enterprises/groups on financial management (bookkeeping, value proposition, sales and marketing, record keeping).	Enterprises capacity enhancement	Not done
	Conduct door-to-door MHM product promotion by the CHVs in community units to enhance product demand.	Door-to-door reports	Not done
	Conduct monthly review meetings with the CHVs and share progress, challenges, and successes.	Monthly review reports	Not done

Task 3.6: Improving MHM waste collection and management methods	Review MHM barriers and enablers report to identify how users dispose of menstrual waste.	Report on enablers and barriers	Work in progress
	Identify and take stock of MHM waste management and disposal actors (database).	Mapped waste management and disposal actors	Work in progress
	Develop a compendium of the options available, including their specifications.	Compendium developed	Not done
	Host exhibitions for menstrual waste management.	Exhibitions held	Not done
	Utilize SAF grants to support manufacturers and designers to scale innovative waste management.	Innovations on waste management held	Not done
	Host innovation competitions (hackathons) for menstrual waste management.	Hackathon held	To be done in Q4
<b>SO4: Strengthen enabling environment</b>			
Task 4.1: Facilitate county sanitation and MHM policy development	Develop TORs for MHM and ESH policy domestication in target counties.	TORs for MHM and ESH in place	Work in progress
	Support counties in MHM and EHS policy domestication.	MHM and EHS domesticated policies	To be done in Q2
	Collect data to identify policy gaps in target counties based on policy review.	Data collected	To be done in Q2
	Support county-specific MHM/EHS policy SCs to domesticate relevant policies.	County-specific domestication of policies	To be done in Q3
	Facilitate domestication of county-specific MHM/EHS policies, including market-based elements and focus on access to MHM and sanitation products.	County-specific MHM/EHS policies	To be done in Q3
	Conduct stakeholder policy validation and public participation, and support launch of MHM and sanitation policies.	Stakeholder policy validation	To be done in Q4
Task 4.2: Engage reform champions	Identify reform champions in each county based on their focus areas and strengths.	Reform champions identified	Work in progress
	Conduct initial engagement meetings with reform champions to seek collaboration.	Initial engagement done	Work in progress

	Induct all identified champions on sanitation and MHM activities.	Champions inducted	To be done in Q2
	Develop and sign-off on TORs with all trained sanitation and MHM Champions.	TORs developed	To be done in Q3
	Hold review sessions and monitor performance progress in the implementation of sanitation and MHM activities.	Review sessions report	To be done in Q3
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.	Meeting reports	To be done in Q3
	Hold workshops with county and national government agencies to review findings and determine gaps and opportunities for collaborations and improvements.	Workshop report	To be done in Q4
Task 4.4: Strengthen coordination mechanism	Review the scope of different WASH forums to establish their roles in S&H.	USAID WKSP provided technical support to four counties (Kisii, Migori, Homa Bay, and Kakamega) in the development of WASH forum TORs.	Work in progress
	Validate and disseminate WASH forum status with the counties for adoption.	USAID WKSP participated in Migori and Homa Bay WASH forums convened to discuss issues and identify gaps that require strengthening.	Work in progress
	Design targeted capacity-building plans for each forum OR establish forums and provide capacity-strengthening support where none exists.	The first WASH forum is being formed in Kisii and the TORs are being developed.	Not done
	Support counties to review developed CIDP.	CIDPs reviewed	Work in progress
	Support LREB in developing a sanitation blueprint.	Sanitation blueprint	Not done
	Monitor and document progress and lessons learned toward realization of 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	To be done in Q3
	Collaborate with regional waterworks development agencies for inclusion of last-mile connectivity in low-income and rural areas.	TBD	Work in progress
	Develop concept note for the consultative workshops.	Concept note	Not done



Task 4.5: Improved 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	To be done in Q2
	Sensitize the health and sanitation committee on the developed regulations and policies.	Health committee sensitized	To be done in Q3
	Undertake stakeholder mapping to establish participants for the consultative workshops.	Stakeholder mapping	Not done
	Conduct one policy dialogue consultative workshop.	Policy dialogue report	To be done in Q2
Task 4.6: Facilitate access to public financing	Facilitate development of a TOR to establish a county-level sanitation planning team to prepare sanitation financing plans.	TOR developed	Work in progress
	Support the establishment of a county-level sanitation planning team to prepare sanitation financing plans.	Sanitation planning	To be done in Q2
	Hold initial workshop to discuss the TOR for the team and develop a plan of action for the next set of activities.	Action plan developed	Not done
	Facilitate local CSOs to support lobbying and advocacy initiatives for sanitation and MHM through public participation forums.	Public participation forum report	Not done
	Leverage national and county development funds to unlock funding for sanitation and MHM (e.g., NGCDF, WSTF, WWDA, WDF).		Not done
	Leverage LREB partnership to influence increased budget allocations/funding for sanitation in the target counties.	Increased budget allocation	Work in progress
	Support development or review of county sanitation plans (CIDP, ADP, AWP) and county sanitation investment plans.	Review report	Work in progress
Task 4.7: Facilitate access to private financing	Conduct desk review of existing financial institutions and the nature of sanitation financial products offered in all counties.		Work in progress
	Formulate a tool for financial institution scoping for all counties.	Financial scoping tool	Completed
	Test and validate the financial scoping tool based on data collected for accuracy and effectiveness.	Tool validated	Completed
	Collect and analyze the scoping data to establish the number of financial institutions, the nature of products they offer to the sanitation sector, challenges, and opportunities for partnership.	Analyzed data	Work in progress
	Summarize scoping findings as a knowledge product.	Knowledge product	To be done in Q2

	Conduct a validation workshop to disseminate finding results.		To be done in Q4
<b>Cross cutting</b>			
Support climate preparedness and resilience planning for county sanitation and MHM activities	Conduct targeted environmental/vulnerability assessments of the potential environmental/natural calamities on sanitation and hygiene systems and facilities.	Assessment results	Work in progress
	Link with the meteorological department for data.		To be done in Q2
	Engage and explore partnerships with local institutions to use indigenous knowledge as early warning systems.	Partnership engagements	Not done
	Draft comprehensive sanitation preparedness plan for the counties based on the assessment.	Sanitation preparedness plan	Not done
	Engage county stakeholders to present and garner adoption of the sanitation preparedness plan.	Adoption of sanitation preparedness plan	To be done in Q2
	Conduct routine environmental monitoring.	Monitoring report	Work in progress
	Support grantees to follow environmental compliance.	Environmental compliance	Work in progress
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.	Market assessment report	Work in progress
	Explore partnerships and collaborations with local manufacturers, services providers, and institutes to innovate through SAF for R&D.	SAF reports	To be done in Q2
	Conduct annual review sessions with stakeholders to document lessons and to inform scaling of innovations.	Annual review report	To be done in Q4
	Work with the market ecosystem to facilitate adoption or scaling via modified marketing, sales, and technical support and capacity building of service providers via SAF.	Capacity-building report	To be done in Q4
	Dialogue with county stakeholders to integrate climate resilience elements into local policies and regulations based on pilot outcomes and results.	TBD	To be done in Q4
	Apply assessment findings to identify project-specific learning areas and gaps.	Assessment findings	Work in progress

Advancing collaboration, learning, and adaptation	Engage an institution of higher learning to establish a culture of learning and adaptation within the project.	Learning institutions onboarded	Work in progress
	Develop learning agenda and set learning questions and broad thematic areas for thought leadership.	Learning agenda developed	Work in progress
	Implement actions to facilitate adaptive learning.	Actions applied	Not done
	Conduct quarterly P&R sessions.	Pause-and-reflect report	Work in progress
	Conduct annual learning/knowledge harvest conference.	Knowledge harvest report	To be done in Q4
	Produce knowledge products.	Knowledge products	Work in progress
	Facilitate adaptation and scaling of learning areas.		Work in progress
Implement communications strategy	Prepare Information, Education, Communication (IEC) materials.	IEC materials developed	Work in progress
	Engage the media for sanitation and MHM content.	Media content increased, number of activities covered by media, number of media personnel trained on sanitation and MHM	Work in progress
	Develop social media content.	Project milestones disseminated and increased	Work in progress
	Produce quarterly project e-newsletters.	E-newsletters	Work in progress
	Take photos to record and communicate visually.	Photo novella on sanitation and MHM developed	Work in progress
	Participate in global events.	Awareness of market-based solutions and innovations on sanitation and MHM increased	Work in progress
	Support counites with agenda setting of meetings, refine and review learning questions, and support documentation process.	Learning agenda and questions developed	Not done
	Hold an annual knowledge harvest conference to share learning outcomes, including an appraisal of private-sector engagement in sanitation and MHM at the county level.	Annual harvest report	To be done in Q4
	Establish and sustain a knowledge management repository, and use appropriate USAID channel for the dissemination.	Knowledge management repository established	Work in progress

	Synthesize implementation experiences and baseline assessment findings.	Project experience, assessment findings shared	Work in progress
	Help establish and sustain communities of practice for knowledge sharing and learning.	Communities of practice formed	Work in progress
	Support the development of SBCC campaigns and strategies.	SBCC strategy	Work in progress

## PLANNED ACTIVITIES IN THE NEXT QUARTER

The following table provides an overview of when planned program activities will be conducted in Year 2.

<b>TABLE 1.1. PLANNED ACTIVITIES IN Q2</b>									
<b>WORK PLAN Y2 FY23</b>	<b>Q2</b>			<b>Q3</b>			<b>Q4</b>		
	<b>JAN.</b>	<b>FEB.</b>	<b>MAR.</b>	<b>APR.</b>	<b>MAY.</b>	<b>JUNE.</b>	<b>JULY.</b>	<b>AUG.</b>	<b>SEPT.</b>
<b>SO1: Analyze the S&amp;H Market System, Target Markets, and Business Enabling Environment</b>									
<b>Task 1.1: Stakeholder Consultation and Community Engagement</b>									
Conduct county sensitization meetings with the new/incoming relevant line departmental heads on the joint work plans developed									
Conduct quarterly meetings with the county teams to review the jointly created workplans									
Conduct joint review of the developed work plans and do joint signing at the county level with county leadership teams									
<b>Task 1.2: 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, Klls, 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 workplan in the USAID WKSP's year three workplan									
<b>Task 1.3: Conduct Assessment of Sanitation and Hygiene Supply</b>									
Review and analyze assessment findings									

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									
Set up summary sheets/reports, disaggregation, and calculations for all indicators									
Design protocols for all data storage, who can access, and how to access									
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>									
Collect and analyze assessment data and findings									
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>									
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									
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									
Identify and select businesses for initial sales trials									
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>									
Design mentorship and coaching tools on financial literacy									
Conduct mentorship and coaching for the onboarded sanitation businesses on financial literacy									
Develop a manual to guide business to business and client linkages with financial institutions									
Support in creating client linkages, e.g., linking entrepreneurs, groups, and individuals with financial institutions									
Pilot financial inclusion models for local BDS									
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, 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									



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>									
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									
<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>									
Develop TOR for MHM and EHS policy domestication in target counties									
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									
Conduct stakeholder policy validation and public participation and support launch of MHM and sanitation policies									

<b>Task 4.2: Engage Reform Champions</b>									
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									
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									
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 financial institutions, 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, Monitoring and Evaluation, 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 sanitation and hygiene 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									
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									
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									
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 12.

<b>TABLE 12. IDENTIFIED RISKS AND MITIGATION PLAN</b>	
<b>Risk and Challenge</b>	<b>Mitigation Actions</b>
New county leadership elected in some counties that require to be reoriented on USAID WKSP objectives.	Reorient county leadership on project goal and objectives and advocacy for ownership through County Health Management Team meetings/review meetings or departmental meetings.
The concept of market-based sanitation (MBS), basic sanitation service, and safely managed sanitation services are not fully understood by most of the Department of Health officials.	Continue sensitizations and support for better and progressing understanding/internalizing, including the role of the private sector and government in sanitation service delivery.
Lack of business development skills and access to finance opportunities for small and medium sanitation enterprises/entrepreneurs to meet demand arising from market activation.	Offer support to promising sanitation entrepreneurs through business development linkages and opportunities through financial and government institutions, such as Kenya Industrial Estates (KIE), KIRDI, TVETs, MFIs, as well as local universities such as Strathmore Business School.
Use of the provided sanitation data collection tools has been a limitation in many instances due to limited comprehension of how to use them by CHVs and artisans.	Reorient artisans and CHVs on how to use the tools in capturing sanitation data properly and re-emphasize the need for capturing these data correctly.
Artisans who are potential entrepreneurs poised to create their own sanitation enterprises are still uncertain about the support they will get from the public health office, private sector, and USAID WKSP.	USAID UKSP is developing a deliberate plan to coach and mentor the artisans toward sales and marketing and creating visibility for these potential entrepreneurs. Public health buy-in of the project dynamics is a work in progress through continuous sensitization forums.
Inflation and price fluctuations.	<p>Trainings on sales and marketing is ongoing, beginning with artisans, and shall be scaled out to other actors in the chain (pricing is a component of the training).</p> <p>Collaborating continues with LIXIL and relevant stakeholders in the market, such as retailers and distributors, to make the products easily accessible, which will in turn reduce the disparity of the pricing due to monopoly (especially in rural and peri-urban areas).</p>
Distance of supply – long distances, hence high costs on the products or weak business cases for entrepreneurs.	The existing community health structure in the Department of Health, especially in remote rural areas, acts as a stock gap bridge before more enterprises start offering the products.
Delayed target setting for the project's indicators.	Fast-track the baseline assessment findings and set the project targets.
Change in county top leadership following the general elections held in August 2022, where only one Governor was retained in the USAID WKSP counties ( [REDACTED], Kisumu).	All counties have appointed key personnel that will be part of this project: CECMs, Chief Officers, and directors, among others. The project is working on a plan to sensitize the new leadership that did not participate during the inception meetings at the start of the project.

The development of strategic sanitation and hygiene investment plans is dependent on the other five baseline studies' findings, and for this reason the assignment is scheduled to begin in Q2.	
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## LESSONS LEARNED

During implementation, some of the key lessons learned included the following:

- USAID WKSP will continue to engage the counties and stakeholders on partnerships and collaborations to ensure that the joint co-created workplans were implemented jointly as the counties take the lead.
- Counties have new leadership because of the elections held in August 2022, and thus there is a need to reorient the new leadership about the project, especially county Departments of Public Health that had staff transition to other departments or moved to sub-county level (CECMs, Chief Health Officers, and County Directors of Health).
- Equipping artisans with basic sales and marketing skills and structured coaching and mentorship sessions will be of benefit in packaging product and services information on sanitation and hygiene to their prospective customers to invest in sanitation.
- Engaging CHVs in sanitation data collection in the target counties improves accuracy, efficiency, and data ownership by the Ministry of Health and county Departments of Health.
- Actively involving artisans in capturing their own data with support from CHVs creates a sense of ownership and empowers them to take responsibility for the work they do in the field going forward.

## GRANTS UNDER CONTRACTS

In early Q1, USAID WKSP issued a first round of requests for application (RFAs) targeting 13 organizations that were shortlisted by the technical committee (TEC) after evaluation of 81 organizations that responded to the expression of interest (EOI). The project conducted the first-round proposal development workshop to provide technical guidance on proposal development. The project received full proposals from the 13 organizations, which were then evaluated by the TEC, which recommended three organizations for pre-award assessments. During the assessment, desk reviews of the organizations' policies and legal documents were conducted, including site visits. The pre-award assessment report recommended two organizations: Blue Cross Nyatike and Matibabu Foundation for the award. USAID WKSP has received approval for the two organizations to support in the achievement of project indicators of access to market-based MHM in the counties of Siaya and Migori, and agreements were signed in December 2022.

In an effort to expand the scope of GUCs, USAID WKSP issued a second round of RFAs that targeted a second group of 12 organizations that had responded to the EOI. This was followed by a second proposal development workshop, and the project anticipates full proposals and grant issuance by mid-Q2. The project is focused to ensure that all the potential GUCs contribute to the defined project indicators and targets.

## **STRATEGIC ACTIVITY FUND**

The USAID WKSP technical team has drafted a concept paper for the SAF in the area of creating technology-based solutions and designs to provide space for creative problem solving to sanitation and MHM challenges by supporting local innovation and ideas through rapid building and testing of low-cost solutions and prototypes.

## **SUSTAINABILITY**

USAID WKSP's sustainability is embedded in its design, led by relevant county government departments and private-sector players in the sanitation and MHM space. In Q1, the project strengthened its partnership with county governments through the CIDP processes. Key USAID WKSP activities have been included and costed for public financing through the county budgets. This will go a long way toward making the project replicable across the counties through sustainable funding by the exchequer. The project continued its engagement with private-sector actors such as artisans, entrepreneurs, and traders to guarantee availability of products and services, while demand activation have run concurrently through awareness creation and promotional activities to close the demand–supply loop. Linkages with local committees, such as MHM steering committees, policy TWGs, and WASH forums, all based at the counties, together with training opportunities across the value chains, continue to lay a strong foundation for USAID WKSP's sustainability.

## ANNEX I: MEDIA ENGAGEMENT

In the reporting period, the project engaged seven local radio stations and a national newspaper on the World Toilet Day celebration, to facilitate interactive processes with communities through tailored messaging and approaches that enable and encourage positive behaviors and promote individual, community, and societal behavior change toward improved sanitation. The radio dialogue sessions and the newspaper article championed social behavior change for toilet use as key to reduce the burden of many diseases that pose chronic challenges to health and development. Toilet use plays a key role in the control of infectious-disease outbreaks. The following table summarizes each county radio station’s allocations to the WTD communications.

RADIO STATION	COUNTY	ALLOCATION	BROADCAST DATE & TIME
Nam Lolwe FM 97.3	Kisumu	60 minutes	Nov. 18, 2022, 8–9 pm
West FM 94.90	Bungoma	30 minutes	Nov. 18, 8–8:30 pm
Mikayi 103.8 FM	Siaya	60 minutes	Nov. 18, 2022, 8–9 pm
Gulf Radio 88.3	Homa Bay	60 minutes	Nov. 18, 2022, 8–9 pm
Togotane	Migori (Kuria)	60 minutes	Nov. 18, 2022, 8–9 am
Busia Border FM	Busia	60 minutes	Nov. 18, 2022, 7–8 pm
Kisii Fm	Kisii	60 minutes	Nov. 18, 2022, 8–9 pm

### Improved latrines changing lives in western Kenya

The screenshot shows a news article on the website 'the-star.co.ke'. The article is categorized under 'SANITATION' and is titled 'Improved latrines changing lives in western Kenya'. The sub-headline reads 'Known as Sato stools, they are considered convenient and comfortable.' The author is Faith Matete, a correspondent in Kisumu, and the article was published on November 18, 2022. The 'In Summary' section contains two bullet points: 'As people mark World Toilet Day, it's reported that 3.6 billion people across the world are living without access to safely managed sanitation.' and 'This has devastating consequences for health, economics and the environment, particularly in the poorest and most marginalised communities.' There is also a 'Read The E-Paper' button and an advertisement for '4M' membership.

Source: The Star, [the-star.co.ke](https://www.the-star.co.ke)

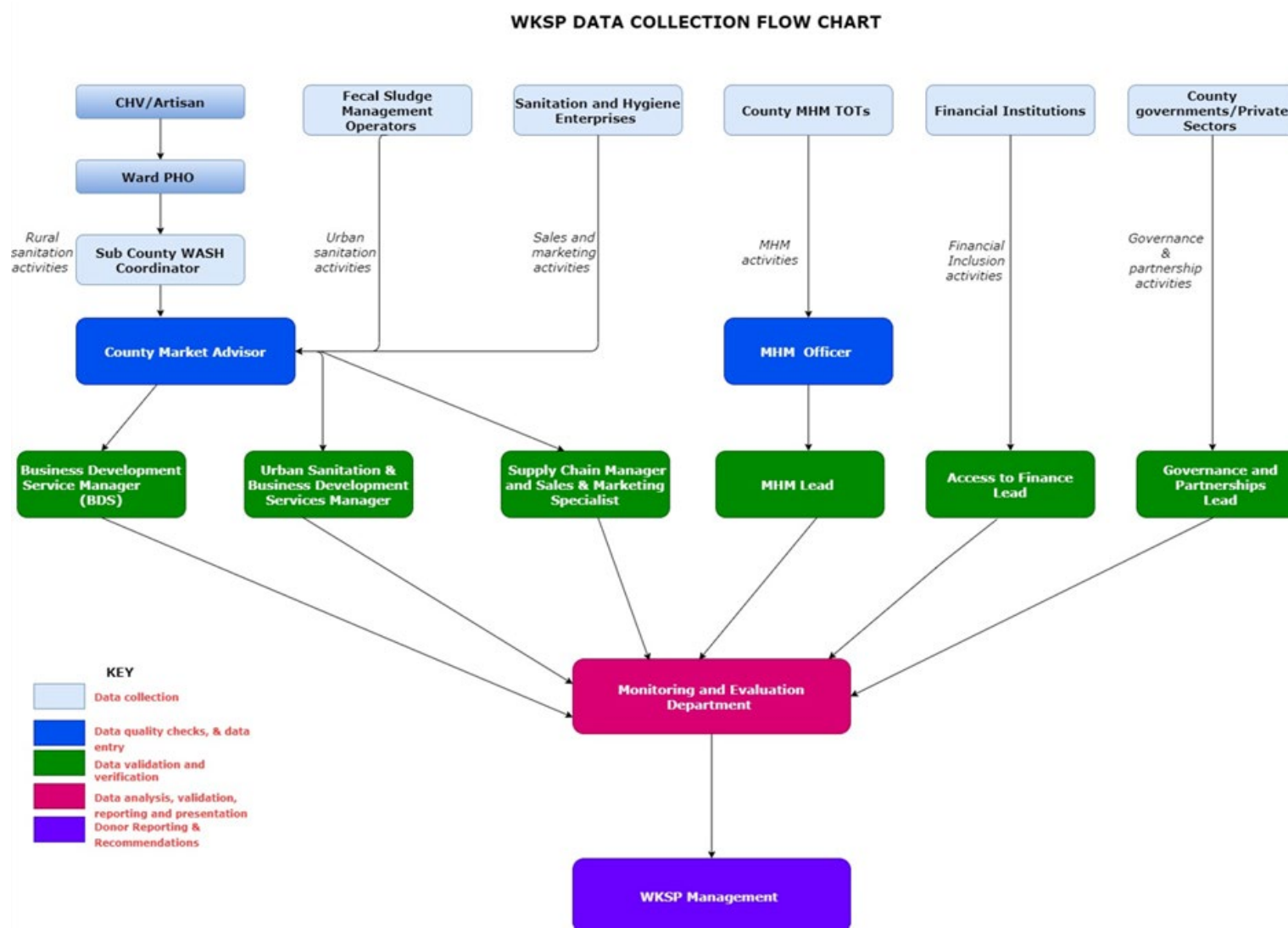
## ANNEX 2: LIST OF DELIVERABLES

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

No	DELIVERABLE	DATE SUBMITTED
1.	Revised PIRS converted to Word document and shared with USAID/KEA over e-mail	October 7, 2022
2.	YI annual report submitted to USAID/KEA	October 31,2022
3.	Submission of annual report using USAID DIS system	October 31,2022



## ANNEX 3: DATA FLOW CHART



## **ANNEX 4: QUARTERLY FINANCIAL REPORT**

USAID WKSP incurred a cumulative expenditure in actuals of \$ [REDACTED] as of December 31, 2022. The Project submitted Q1 quarterly accruals to USAID on December 8, 2022. Annex 4 includes the quarterly financial report for this reporting period.

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