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WESTERN KENYA SANITATION PROJECT (WKSP)

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Prepared For:

[REDACTED]

Contracting Officer's Representative

[REDACTED]

Contracting Officer

USAID/Kenya and East Africa
American Embassy Nairobi
United Nations Avenue, Gigiri
P.O. Box 629 – 00621, Village Market
Nairobi 00000
Kenya

Email:

[REDACTED]

Submitted By:

[REDACTED]

, USAID WKSP Chief of Party

USAID WKSP Office

Block 12/271 Tom Mboya Road, Milimani

Kisumu, Kenya

E-mail:

[REDACTED]

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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 (WKSP) in Quarter 2 (Q2) of Fiscal Year 2023 (FY23 or Year 2). It provides detailed updates on USAID WKSP activities, accomplishments, lessons learned, challenges, and corresponding mitigation actions for the Q2 period of January 1 – March 31, 2023.

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

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

Stakeholder coordination. USAID WKSP organized and convened a two-day sensitization forum for newly appointed County Executive Committee Members (CECMs) for County Departments of Health, Water, Environment, Natural Resources, and Finance and Economic Planning. Organized through the office of the Lake Region Economic Bloc (LREB) Champion for Sanitation and MHM (H.E. Governor Paul Otuoma, Busia County), the forum inducted the CECMs to the vision and mission of USAID WKSP in the Western Kenya region, shared the co-created work plans, and agreed on a roadmap for the development of county-wide Strategic Sanitation and Hygiene Investment Plans (SSHIPs). At the end of this engagement, the 14 CECMs (8 males, 6 females) agreed on a 10-point agenda for sanitation and hygiene in the region, as well as a county-specific steering committee to lead the preparation of SSHIPs. The agenda committed the Departments of Health, and by extension county governments, among others, to (1) mobilize funding for sanitation and hygiene by using different but complementary instruments while efficiently utilizing existing allocations to create a multiplier effect in the sub-sector; (2) foster partnerships with small-scale, low-volume private-sector players in the sanitation and hygiene space to unlock new opportunities for innovation and scale; (3) prioritize sanitation and menstrual hygiene in the county integrated development plans, annual work plans, and budgets in addition to preparing long-term sector strategic plans; and (4) create an enabling policy and regulatory environment for sanitation and MHM by domesticating relevant policies and strategies.

Sanitation mapping development. USAID WKSP participated in the national-level discussions on the real-time monitoring system for sanitation during the USAID WASH week in Nairobi (see Cross-Cutting section). The project presented progress toward the rollout of the National Sanitation and Hygiene Monitoring System. USAID Kenya and East Africa (USAID/KEA), through the Kenya Sanitation Alliance project, is taking the lead in the development of the platform, which will be rolled out in the next six months. USAID WKSP intends to use this platform to report on sanitation progress across all counties. In the meantime, the project sought to identify a viable online reporting system for the sanitation data and piloted the Kobo tool and mWater platform in Busia, Siaya, and Bungoma. Moving forward, the project will utilize the mWater platform as it is deemed more user-friendly and can adequately capture all the sanitation indicators including the GPS location for ease of mapping the sanitation data. Once the national system is rolled out, USAID WKSP will transfer its data through the county teams on the national platform.

Baseline assessment completion. USAID WKSP conducted validation workshops for five baseline assessments: (1) household market sizing and segmentation; (2) sanitation and hygiene supply chain; (3) scoping of financial institutions; (4) menstrual hygiene management (MHM) enablers and barriers; and (5) enabling environment for sanitation and hygiene services delivery. At the validation workshops, sector stakeholders were enjoined in reviewing and authenticating to enhance

ownership of the baseline assessment findings. New knowledge was shared on sanitation and MHM with participants drawn from the county governments, water and sanitation service providers (WSSPs), the private sector, academia, financial institutions, development partners including the World Bank and UNICEF, and industry and trade institutions. USAID WKSP submitted two of the five validated assessment reports to USAID/KEA and began preparing simplified assessment products like policy briefs and county fact sheets for knowledge sharing and public outreach.

Political economy analysis (PEA) application. USAID WKSP continued to implement recommendations from the baseline PEA completed in Y1 and elevated PEA as part of adaptive management. This included PEA re-orientation sessions on the need for a deliberate infusion of the PEA outputs in day-to-day operations via “Everyday PEA.” Additionally, during the internal project adaptive management workshop, project staff revised the USAID WKSP Y2 work plan based on the learnings captured from the PEA.

Policy audit completion. In addition to desk reviews, the formative assessments identified two policy briefs per study to inform on the policy dialogue. Additionally, the review of the enabling environment assessment resulted in the policy engagement roadmap for individual counties.

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

Sanitation and MHM service provider strengthening. To standardize sanitation and MHM products and service offerings, USAID WKSP held a consultative workshop with the County Departments of Education through the technical and vocational education and training institutes (TVETs), public health departments, and water and sanitation service providers (WSSPs) from the target counties. The workshop reviewed the current curriculum and agreed on a way forward on the inclusion of specific sanitation and MHM modules to the existing curriculum. Meeting participants also agreed on the formation of a curriculum review steering committee to guide the process and to increase the development of sanitation market-ready entrepreneurs, while availing an opportunity for current market practitioners to increase their knowledge on product systems and standards.

Sanitation enterprise development. To facilitate better understanding of the supply chain opportunities and challenges, USAID WKSP undertook strategic monitoring activities of rural enterprises in Kisumu and Busia to further assess the willingness of the enterprises in partnering with the project and other key sanitation actors in their areas of operation to scale up access to sanitation products and services. Challenges identified included irregularity in pricing of SATO products among the enterprises and limited access to finance by the enterprises/entrepreneurs to stock/expand business for sanitation products/services. Even though most enterprises were already stocking and selling sanitation products and there was high demand, inadequate and inconsistent supply of the SATO products persisted. Drawing on this assessment results, USAID WKSP will continue to work with private-sector actors to streamline the supply chain.

Business development services (BDS) capacity building. Building on the activities from Q1, USAID WKSP rolled out the DQ sales technique as part of a strategy to enhance a business model focused on simple, affordable upgrades to existing toilets. Piloted in Kisumu and Kakamega with the support of a field coach from sub-partner Whitten & Roy Partnership (WRP), the activity entailed business coaching and mentorship of 10 qualified entrepreneurs on sales and marketing to improve their skills in selling sanitation products and services in the two counties. The project worked closely with the entrepreneurs, who conducted sales presentations through door-to-door household visits and made sales presentations using a sight seller guide. This resulted in increased toilet product sales

and profits as a result of the flexible installation packages offered by the entrepreneurs. The entrepreneurs have adopted the use of key sales tools that include the business aim plan, sales order form, and weekly DQ sales plan. With coaching support, entrepreneurs improved sales conversations and increased sales amounting to KES 197,350 as partial and full payment for sanitation products among the 10 entrepreneurs. All the artisans enrolled indicated that they previously earned zero profit as they only charged for labor before. Upon enrollment on DQ, each artisan recorded over 100 percent profit from the sanitation business.

Urban sanitation management improvements. USAID WKSP worked with manual pit emptiers (MPEs) and water and sanitation service providers to strengthen urban sanitation and fecal sludge management (FSM) processes. With MPEs, USAID WKSP supported the training of four groups – Mayaya, Saniwise, Busy Bees, and Changers – and their formalization process jointly with the County Department of Trade, Department of Public Health, and Kisumu Water and Sanitation Company (KIWASCO). The project trained MPEs on the application processes for the requisite documents to facilitate formalization of their businesses, such as business registration licenses, county permits/licenses, hygiene licensing for FSM, National Environment Management Authority (NEMA) license for transportation, and disposal license from KIWASCO. The four MPE groups were further equipped with personal protective equipment to incentivize them to follow the standard operating procedures (SOPs). Following the training, the four groups attained the minimum standards for operationalization of their businesses and were licensed by KIWASCO to use the KIWASCO waste disposal sites. In addition, USAID WKSP, in collaboration with the county government of Kisumu, KIWASCO, and OPERO (a social enterprise), conducted a practical classroom and field training for the four MPE groups on the use of the PuPu (push and pull) pump. The target participants were the members of the four formalized groups while the training comprised both classroom and practical sessions.

In this process, USAID WKSP identified that only one PuPu pump was present in Kisumu, indicating the need to establish a supply chain for greater technology availability and uptake among businesses and stakeholders. As a result, USAID WKSP, in collaboration with OPERO, has begun plans to collaborate with the four groups to access the existing PuPu pump on alternate dates while OPERO retains custody of the pump. The groups will pay a service charge to OPERO for maintenance; this is part of the service chain public-private partnership being piloted by the project that targets a lease-to-own model for emptying equipment with FSM enterprises. In addition, USAID WKSP supported training on business management for a pit-emptying business model and operations cost associated with the PuPu pump model. This is a precursor to further mentorship and coaching with support to ensure proper bookkeeping and monitoring of sales for emptying services for business continuity and customer service.

USAID WKSP collaborated with KIWASCO to conduct a mapping exercise/engineering survey in potential areas for condominium sewer pilots, such as in the Kanyamedha low-income area, where there is lack of a main sewer trunk and laterals for household extensions and connections. During the mapping exercise, the project checked on area densities and willingness to pay for sewer connections and service among the target households. In addition, USAID WKSP, in collaboration with KIWASCO, developed designs and costings for fund mobilization through development partners and financial institutions. This is part of the project commitment in the co-created work plan.

Additionally, USAID WKSP with KIWASCO and the City Department of Health and Sanitation, conducted demand creation for sewer connection in Bandani and Obunga low-income areas in Kisumu County. These areas have underutilized sewer lines, with a treatment facility at Kisat that

has a capacity of 8,000 m³. During the demand creation activities, USAID WKSP provided the IEC materials, including fliers, while KIWASCO marketers conducted the door-to-door sensitization on sewer connection. As a result, 49 households paid for the sewer connection fee, amounting to KES 245,000. The demand creation activity was drawn from KIWASCO annual marketing plans, including water service provision. USAID WKSP will support to ensure separate sanitation marketing plans, which will attract more budgetary allocation toward sanitation marketing. USAID WKSP will equally support review of the pro-poor and social connection policy to include sanitation; the sanitation inclusive policy will provide a ring-fenced fund for sewer extensions through fund advancement for connections and payment faced for a period determined by the utility.

FSM SOP development. USAID WKSP, in partnership with the county governments of Kisii, Kakamega, and Bungoma, completed the process of developing FSM guidelines and SOPs along the sanitation value chain (from collection, emptying, transportation, treatment, and reuse). The guidelines will serve as an interim statement of required standards that are expected to improve and evolve over time. In the current absence of policies and legislations for pit emptying and fecal sludge management in the counties, the standard operating procedures serve as an interim statement of required guidelines expected to improve and evolve over time.

By adhering to these standards, businesses provide an approved and regulated service that minimizes the operator and public health risk throughout the emptying and disposal process. A checklist is included that aligns with the standards and enables public health office staff to visit a work site and examine whether the practice being undertaken meets the minimum operating procedures. The SOPs further recognize a market-based approach to sanitation, with the customer at the center and with clear six points of interaction, including guidelines for marketing, site evaluation, price quotation provision, service provision contract, receipt, and follow-up.

Innovative product offerings. USAID WKSP organized a call for a Hack-a-thon aimed at identifying technology-based solutions and designs to support local innovative concepts and ideas through the rapid building and testing a range of low-cost solutions and prototypes. The project intends to support the development of solutions to increase the uptake of sanitation and MHM products in the market. This activity will not only be based on the technical aspects of the technologies, but also on other factors such as type of settlements and ownership, financial costs and affordability, design life, scalability, expectations and preferences, institutional capacity, the potential for job creation, and environmental considerations. The project expects to receive the concepts in Q3 for joint review and consideration for support.

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

MHM enablers and barriers study completion. As part of the baseline assessment, USAID WKSP finalized an MHM barriers and enablers study that sought to understand the MHM landscape in all target counties. The study assessed access to menstrual information and education, menstrual products, sanitation facilities and services, and menstrual disposal facilities, as well as the political and economic analysis that will support the implementation of better MHM within the counties. The project disseminated the key findings in Migori and Busia among menstrual waste actors and during the social and behavior change communications (SBCC) development workshop (see below). USAID WKSP will disseminate the findings to the remaining counties when they hold their MHM steering committee meetings.

County MHM steering committees (SC). USAID WKSP facilitated MHM SC meetings in Busia and Siaya. In Busia, the MHM SC meeting reviewed the action plan and planned for the next quarter's activities while taking stock of the achievements. The county government of Busia allocated KES 5,000,000 for MHM activities through advocacy efforts supported by USAID WKSP. In Siaya, the meeting reconstituted the MHM SC that had been affected by staff reshuffles effected by newly elected governor. Most of the MHM SC members were moved to other departments and hence needed replacement. A total of 26 members (11 males and 15 females) were chosen to be part of the reconstituted SC.

MHM campaign development. USAID WKSP initiated the development of the MHM SBCC strategy as part of the MHM campaign development. Based on the findings from the MHM enablers and barriers study findings, the MHM SBCC strategy will provide direction on how to address the negative behavioral beliefs and social norms affecting various aspects of menstrual management. USAID WKSP organized two stakeholder engagement workshops to gather views on the development of the SBCC strategy. The first was for the county government officers from the Departments of Public Health, Reproductive Health, Gender, Health Promotion, and Education. A total of 59 people (32 males and 27 females). The second engagement workshop was for partners, including USAID-funded project partners, and a total of 31 people participated (13 males and 18 females).

MHM sub-county training. USAID WKSP conducted MHM trainings for 89 people (54 males, 1 person with a disability, and 35 females) from Kuria East, Awendo, and Suna East sub-counties in Migori and 131 people (60 males and 71 females) from Samia, Butula, and Teso South sub-counties in Busia, respectively. The trainings equipped the participants with skills and knowledge on MHM via the three-pronged approach that will be cascaded to communities to support subsequent MHM interventions.

Menstrual waste management and disposal consultative workshop. USAID WKSP convened a menstrual waste management and disposal consultative workshop that brought together 81 stakeholders from the national government (Ministries of Health, Environment, Education, and NEMA), county government officers, private-sector actors, social enterprises, academia and research, finance institutions, MPEs, representatives from the media, and civil society organizations. The objective was to assess the barriers to private-sector involvement in menstrual waste management. The stakeholders present made commitments that included coming up with menstrual waste management guidelines, classifying menstrual waste, and strengthening the private sector's roles in the menstrual waste business by addressing the identified barriers, which included a lack of classification of menstrual waste, hence the challenge in knowing how to deal with it; lack of clarity on the government ministry that deals with issues of menstrual waste; taxes imposed on the menstrual waste bins and other accessories, hence making the products costly; and low financing of the menstrual waste businesses, since financial institutions do not fund any enterprises that are deemed to be engaging in any business deemed abusive to the environment.

MHM delivery model improvements. USAID WKSP onboarded two grantees via its Grants under Contract (GUC) mechanism to support in scaling MHM products and services in two counties - Matibabu Foundation in Siaya and Blue Cross Nyatike community-based organization in Migori. Matibabu Foundation has so far conducted 67 MHM community sensitization meetings reaching 1,622 participants (491 male and 1,131 female) and trained 30 influencers on MHM who will expand reach across Gem and Rarieda sub-counties to carry out community sensitizations. It also mapped 117 youth- and women-run retail shops who are willing to stock and sell menstrual products and

established two youth hubs in Gem and Rarieda sub-counties. The youth hubs will be used to pass MHM information and education and sell varied menstrual products.

Blue Cross Nyatike implemented MHM interventions in Awendo, Suna East, and Kuria East Sub-Counties in Migori. It has conducted MHM sensitization meetings in nine wards of Awendo, Kuria East, and Suna East sub-counties and reached 687 people (232 male, 455 female). It has also trained 110 CHVs on MHM and identified two enterprises dealing in menstrual waste that it will collaborate with to pilot a menstrual waste management intervention.

USAID WKSP also held discussions with various manufacturers and distributors of menstrual products with a view to strengthen the availability and accessibility of the menstrual products. These included Zana Africa, which manufactures Nia Pads; Kimfay, which manufactures Kotex disposable pads and Kotex tampons; Kujawa Initiative, AfriPads, and Society Empowerment Project, which manufacture reusable pads; and a distributor of Ruby Cup in Kenya. The manufacturers and distributors were linked to Matibabu Foundation to explore ways of introducing their products in the western Kenya area.

SUB-OBJECTIVE 4: STRENGTHEN THE ENABLING ENVIRONMENT

WASH coordination strengthening. The project supported Kisii, Kisumu, and Bungoma to develop terms of reference (ToRs) for the respective WASH forums. The ToRs detail the role of the WASH forum and technical working groups within the counties. This will support and enhance coordination, joint planning, efficient resource utilization, and MEL of WASH activities within the counties.

USAID WKSP also supported the quarterly WASH forum in Bungoma, which brought together key WASH stakeholders and County Departments of Health and Water. The forum enhanced sector coordination through information dissemination and joint planning and fostered partnerships essential for building synergies. The forum also promoted WASH interventions that are adaptive and sustainable. USAID WKSP used this opportunity to share the WASH forum ToR, which was validated and adopted. The ToR states the roles of the WASH forum and key technical working groups for the county. A total of 28 (14 male, 14 female) participants attended the forum.

Partnership formalization. USAID WKSP signed letters of intent (LOIs) of collaboration with county governments of Siaya, Kisumu, and Kakamega, officially concluding the formalization of engagements with county governments in the project's target counties. The engagement with the county governments through the LOI formalized the joint implementation of the co-created work plans with the Departments of Public Health and Sanitation. Most of the activities from USAID WKSP were largely the foundational baseline assessments, mapping of artisans and entrepreneurs, and capacity assessments to inform capacity development and training of artisans and public health officials on market-based sanitation (MBS) and MHM. The county departments were responsible for public mobilization, training of artisans, construction of incinerators, and purchase of equipment for waste handlers.

USAID WKSP signed an LOI with the Kenya National Chamber of Commerce and Industry (KNCCI); KNCCI is the umbrella body for private sector investors in Kenya, responsible for creation of a favorable commercial, trade, and investment environment, among others. Its membership comprises small micro-enterprises as well as medium and large enterprises. In the agreement, the project and KNCCI will promote private-sector engagement and coordination for the scale-up of innovative sanitation and MHM products and services; strengthen business incubation

to bring to scale nascent but viable sanitation and MHM innovations and technologies; support policy reform advocacy at county and national level for strengthening public-private partnership (PPP) frameworks toward increased private-sector investments in sanitation and MHM; and develop research, knowledge development, and capacity building for entrepreneurs in the WASH sector.

USAID WKSP also linked with the Kenya Climate and Innovation Centre (KCIC); KCIC is a social impact organization operating in the climate space, committed to supporting micro and small enterprises and driven by innovation. KCIC provides incubation, capacity-building services, and financing to Kenyan entrepreneurs and new ventures that are developing innovative solutions in renewable energy and energy efficiency, water management, agribusiness, waste management, and commercial forestry in a bid to address climate change challenges. Through this collaboration, USAID WKSP and KCIC will work together in sanitation and MHM business innovation and acceleration; business-related national county policy and regulatory reforms; market access and awareness; and organizing joint hackathons and business bootcamps.

Access to financing facilitation. The FI scoping baseline assessment recommended several commercial and microfinance banks for potential partnership with USAID WKSP. These included National Bank of Kenya (NBK), Sidian Bank, Family Bank, Kenya Women Microfinance Bank (KWFT), Faulu Microfinance Bank and SMEP Microfinance Bank, among others. USAID WKSP thus followed up with discussions to firm up collaboration agreements and two FIs (Faulu and SMEP Microfinance Banks) that will lead to access by entrepreneurs, households and enterprises to apply for loan facilities to scale up access and uptake of innovative sanitation and MHM products and services; develop products and options for de-risking sanitation and MHM and hence make them more accessible; and share research and knowledge products to enhance product development, capacity building, and access to finance.

Some of the proposed sanitation and MHM financing products for enterprises and artisans include savings products, asset financing, working capital, and overdrafts. In addition, USAID WKSP convened an orientation workshop for staff of selected FIs in Kisumu County, and 35 representatives (24 male, 11 female) attended the one-day event. USAID WKSP has started to prepare for capacity building, product development, and B2B clinics for these FIs and entrepreneurs in the next quarter. The next quarter will realize an additional 70 staff of the FIs oriented to USAID WKSP and linked with over 30 enterprises for potential financing.

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

The county governments of Kisumu, Siaya, and Kakamega formally signed the letters of intent (LOIs) with USAID WKSP to signify their commitment to collaborate with the project to co-implement the activity. The project has now formalized partnerships with all eight target counties. The counties expressed their gratitude to USAID 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. In Kisumu, the CECM Health, [REDACTED] reiterated the need to institute baseline surveys and monitoring systems to assess the level of progress in access to improved sanitation, which is currently at 19.6 percent, as well as improved menstrual hygiene

management practices. In Kakamega County, the CECM Health, [REDACTED], prioritized the domestication of policies as key activities that should be jointly implemented.

Busia county held a health partners meeting in collaboration with USAID DUMISHA AFYA, a public health promotion project funded by USAID KEA. The objective of the meeting was to discuss mechanisms for streamlining donor funding and the roles played by implementing actors and the county government to enhance efficiency and quality of service delivery. USAID WKSP shared the project's implementation approach and the role of the private sector in market-based approaches. The participants resolved to develop an engagement framework for partners in the county to enhance accountability of interventions by the various actors in the county of Busia. Due to limited county resource allocation for public health interventions, the county is advocating for private-sector engagement and participation to address highlighted sanitation and MHM challenges.

In Homa Bay, USAID WKSP convened the first-ever town hall engagement with the private sector to identify challenges and opportunities within the sanitation and hygiene space and to develop an engagement framework with the county government for enhanced collaboration and partnership. The town hall meeting was attended by 40 private-sector players, comprising artisans, entrepreneurs, and community health volunteers from the three pilot sub-counties of Rangwe, Rachuonyo North, and Homa Bay Town. The artisans highlighted challenges that they faced, such as limited training on sanitation and hygiene; the lack of capital to invest in sanitation and hygiene; and the concentration of major service providers and stockists in major towns at the expense of rural areas. The service providers also informed on the high levies charged for emptying services and appealed to the county government leadership to harmonize these across the county. Homa Bay Governor [REDACTED] challenged youth and women to take advantage of the industrial parks being constructed in the county to spur innovation in sanitation and MHM and create jobs while addressing the challenges of poor sanitation and waste disposal in the county. She committed to streamline charges by the water company for fecal sludge disposal and strengthen capacity of artisans through training at the existing TVETs and payment of stipends to the CHVs with a similar matching fund from the national government. USAID WKSP agreed to support regular engagements with private-sector actors at the sub-county levels for peer-to-peer learning and sharing and pointed to available opportunities such as the Hack-a-Thon and use of the Strategic Activity Fund (SAF) to spur innovation and talent development, especially for youth and women.

In Migori, USAID WKSP held an SBCC public baraza to raise awareness on MHM with top county leadership and stakeholders to break the silence on menstruation, to have a consultative dialogue with the stakeholders from the county with an aim of understanding their challenges in MHM programming and recommendations on how to address the challenges, and lastly to promote private-sector involvement in MHM by advancing some of the business opportunities that can be exploited. Eight dignitaries, including the Chief Executive Officer for LREB, the Deputy Governor of Migori County, the Chief Officer for Health Services and Public Health in Migori County, and the USAID WKSP Chief of Party were recognized as MHM champions, with a commitment to break the silence on menstruation at home and outside the home. The LREB CEO committed that the LREB summit would launch an inaugural award for sanitation and MHM for the best performing county in the region, while the Deputy Governor in Migori, on behalf of the county leadership, committed to co-fund interventions with development partners to address existing gaps and encouraged participants to embrace reusable sanitary pads and reduce menstrual waste, which is becoming a health hazard. As a regional bloc, LREB is mandated to coordinate and facilitate services and delivery on behalf of stakeholders and promotion of development research, innovation, and coordination of activities in the region. Through the secretariat, the bloc, working in consultation with USAID WKSP, will develop indicators/parameters for measurement, which will be communicated to the

participating counties. Assessments would be undertaken by a committee constituted for this purpose and top scorers awarded certificates or trophies in subsequent summit meetings.

LINKAGE WITH OTHER USAID ACTIVITIES

USAID WKSP participated in the USAID Kenya WASH Week on March 13-15, 2023, a learning event that offered a platform for the project to showcase its MHM and sanitation programming. On the sidelines of the event, USAID WKSP formalized collaborations with Kenya Climate Innovation Centre (KCIC), and initiated partnership discussions with Water and Sanitation for the Urban Poor (WSUP). The project also engaged in knowledge and information exchange with other USAID-supported WASH projects. USAID WKSP will use the knowledge and information, and partnerships from the event to support planned activities for quarter three.

USAID WKSP also begun collaborative research activities with USAID's Water, Sanitation, and Hygiene Partnerships and Learning for Sustainability (WASHPaLS) project on sanitation financing, starting with a scoping exercise on sanitation financing models and gaps to inform further development research. Further activities under this collaboration will overlap into the next quarter.

COLLABORATION LEARNING AND ADAPTING (CLA)

USAID WKSP secured two learning partnerships with two institutions: Great Lakes University (GLUK) and WASHPaLS (as noted above). The project made strides to institutionalize action research related to sanitation and hygiene through a partnership with GLUK. Through an LOI, GLUK will support the project with action research and an evidence-based approach on various sanitation and MHM topics, which include supporting the project to review and track the utilization of the assessment findings to identify county-specific learning gaps, as well as to jointly conduct adaptive learning agenda-setting meeting(s), with a focus on counties on the project's CLA concept – setting the learning questions, constructs, and outcome claims. This learning institution will serve as a dedicated local learning partner to inform ongoing sanitation and MHM research within the project and serve as a focal point to institutionalize evidence and sector learning for sustained use.

With the local learning institution onboarded, the project embarked on developing the project's learning agenda, with the first stakeholder engagement workshop conducted toward the end of the quarter. The participants were drawn from all the counties, LREB, and GLUK; in total, the event had 50 participants. The participants prioritized six draft questions that will form the learning agenda. These questions are to be curated jointly by the project staff and the research team from GLUK to make them precise within the confines of the project's scope and to ensure that they meet the learning scope of the project.

The project also began consolidating learning material and resources gathered, including source documents, raw datasets, field reports, presentations, media, and other planning documents on SharePoint for internal use. Additionally, the project has produced a weekly bulletin that is intended to inform by sharing the project's progress and experiences and foster cross-collaboration within the wider USAID/KEA network.

ENVIRONMENTAL AND CLIMATE STEWARDSHIP

The project developed a pesticide evaluation report on safe use action plan (PERSUAP) to identify and document environmental risks and benefits of possible pesticide use, especially in fecal sludge management, and to evaluate the same to determine the potential environmental impact.

MANAGEMENT AND OPERATIONS

As a best practice, USAID WKSP conducted a two-day adaptive management workshop to carry out an in-depth synthesis of the findings and the recommendations from the baseline assessments, to be adapted into the implementation strategies and incorporated in the Year 2 revised work plan. The teams further affirmed the baselines for the respective project indicators, that have been captured in the revised Activity, Monitoring, Evaluation, and Learning Plan (AMELP).

The project continued with the negotiations with county government partners for office spaces to embed staff. In this quarter, USAID WKSP onboarded two staff – Siaya driver and Kakamega County Market Advisor (CMA) – and finalized the recruitment of the key personnel position of Finance and Administration Director. The project also obtained approvals from USAID/KEA for purchase of additional equipment – laptops and phones, which was procured and distributed to staff by March 2023. USAID WKSP was also able to obtain a vehicle on a loan from the USAID-funded project – Power Africa East Africa Energy Program (EAEP), further committing to the project’s budget savings goals.

MONITORING AND EVALUATION

To strengthen effective monitoring and reporting of basic and safely managed sanitation services, USAID WKSP facilitated review meetings in the eight counties, including sub-counties of implementation, which assessed progress and setting targets for Q2 activities. The project also shared the WKSP reporting tools with the CHVs and the public health officers to improve monitoring and performance tracking of households accessing improved sanitation because of the USAID WKSP interventions.

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 toward these objectives through four sub-objectives:

1. Sub-Objective 1 (SO1): Analyze the market system, the target market, and the business-enabling environment for sanitation and hygiene (S&H).
2. Sub-Objective 2 (SO2): Identify, implement, and scale pilots to strengthen the sanitation market system.
3. Sub-Objective 3 (SO3): Identify, implement, and scale pilots to strengthen the market for MHM products.
4. 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 USAID WKSP in Quarter 2 (Q2) 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 Q2 period of January 1 – March 31, 2023. The following sections summarize key USAID WKSP activities in Q2 under each project sub-objective, as well as cross-cutting, performance monitoring, and management and operations activities.

OVERARCHING OUTPUTS AND OUTCOMES

This section provides a summary of overarching outputs and outcomes from USAID WKSP implementation in Q2.

FIGURE I. USAID WKSP HIGHLIGHTS IN Q2 FY23



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

- Five baseline reports were validated, with baselines established and recommendations considered to inform the revision of AMELP in the subsequent quarter.
- Officially onboarded the Great lakes University to support the research and development agenda and to guarantee the sustainability and further investigation of MBS innovations and lessons from USAID WKSP activities.
- USAID WKSP has drafted 10 policy briefs based on the baseline assessment findings. These briefs will be used by the project to advocate for strategic policy formulation that acts to support the USAID WKSP interventions or facilitate a conducive sanitation and MHM environment for other actors to cause the desired transformation.

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

- 2,886 (1,504 male, 1,382 female) people accessing safely managed sanitation in Kisumu as a result of project interventions through sewer connection and pit emptying services.
- 4,298 (1,807 male, 2,491 female) people accessing basic sanitation in Kisumu, Busia, Migori, Homa Bay, Kisii, Kakamega, Bungoma, and Siaya due to sanitation infrastructure constructed or products retrofitted to existing latrines by USAID WKSP-trained artisans.
- Trained 39 (9 female, 30 male) MPEs in Kisumu on use of mechanized pit emptying technology.

- 2,886 (1,504 male, 1,382 female) people accessing safely managed sanitation in Kisumu as a result of USAID WKSP interventions through sewer connection and pit emptying services.
- 30 (7 female, 23 male) MPEs in Kisumu supported with personal protective equipment to incentivize them to adhere to the recommended standard operation procedures for FSM.
- 44 (12 female, 32 male) stakeholders, including the public health officers and TVET directors, participated in a consultative workshop aimed at advocating for inclusion of sanitation and MHM modules in the existing TVET curriculums.
- 11 (5 male, 6 female) entrepreneurs, 14 (10 male, 4 female) CHVs, 15 (5 male, 10 female) community health assistants, and 17 (9 male, 8 female) PHOs in Kisumu and Kakamega capacitated on DQ sales and marketing approach. Topics covered included business aim planning, use of sight seller, and use of names and stories in facilitating sales conversations.
- 10 entrepreneurs enrolled in the DQ sales approach collected customer payments totaling KES 197,350 as full and partial payment for sanitation products. They earned a consolidated profit of KES 45,505, translating to an average of KES 4,136 per entrepreneur.
- 378 (200 male, 178 female) PHOs, CHVs, and artisans participated in county and sub-county sanitation review meetings across the eight counties.
- A total of 37 (18 male, 19 female) CHVs, PHOs, LIXIL representatives, and artisans participated in the market activation planning meetings in Kisumu, Migori, Homa Bay, and Kisii. The objective of the meeting was to define roles of the key market activators, including the private-sector actors.
- 10 (8 male, 2 female) artisans enrolled in DQ sales and marketing approach in Kisumu and Kakamega and have developed business plans capturing expected monthly incomes, profit per product sold, and sales presentations, among other key components.
- Kakamega, Kisii, and Bungoma counties have validated the SOPs for FSM.
- Conducted supply chain assessments in Kisumu, Busia, Kisii, and Bungoma to assess bottlenecks and opportunities in access to sanitation and MHM services and products.

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

- MHM enablers and barriers study findings disseminated to stakeholders in Migori and Busia during their MHM SC meetings.
- 5520 people reached on MHM through SBCC messages
- Two stakeholder engagement workshops held to gather views from stakeholders for the development of the MHM SBCC strategy. County engagement workshop targeted 59 (33 male, 27 female) county government officers, while the MHM partners engagement workshop had 21 (13 male, 18 female) participants representing different implementing organizations.
- MHM trainings held in Busia and Migori targeting 210 (104 male, including 1 PLWD, 106 female) sub-county and ward-level staff to be equipped with skills and knowledge on MHM.
- 85 (53 male and 32 female) participants from academia, county governments, and the Ministry of Health attended the menstrual waste management and disposal consultative workshop.
- County MHM SC review meetings held in Siaya and Busia to assess progress and review and validate ToRs for MHM implementation in the respective counties.
- Busia allocated KES 5,000,000 for MHM through USAID WKSP advocacy efforts.

SUB-OBJECTIVE 4: STRENGTHEN THE ENABLING ENVIRONMENT

- Three counties (Kisumu, Siaya, and Kakamega) formalized engagement with USAID WKSP through signing of LOIs. All counties now have formal agreements.
- USAID WKSP signed agreements with the KNCCI, KIWASCO, and the KCIC to strengthen engagement with private-sector players and improve the uptake of sanitation and MHM.
- Kisii had approved its CIDP while Busia and Siaya had presented theirs to the county executive for approval. Kakamega, Bungoma, Migori, and Kisumu had finalized their CIDP drafts for adoption. Homa Bay was doing the last stages of the document.
- FI orientation workshop for Kisumu County conducted and attended by 35 (24 male, 11 female) representatives from commercial banks and microfinance institutions.
- USAID WKSP signed LOIs for collaboration with two FIs (Faulu Microfinance Kenya and SMEP) to increase access to finance for enterprises.

CROSS-CUTTING ACTIVITIES

STAKEHOLDER COORDINATION

- USAID WKSP co-convened and participated in WASH forum meetings in Kisii, Kisumu, and Bungoma to share draft TORs for the WASH forum for adoption by the networks. The meetings were attended by 36 people (21 male, 15 female) in Kisii, 35 people (17 male, 18 female) in Bungoma, and 43 people (25 male, 18 female) in Kisumu.
- With LREB and the Governor of Busia, USAID WKSP convened a two-day sensitization forum for the newly appointed 14 CECMs (8 male, 6 female) to develop and agree on a 10-point agenda for sanitation and MHM for their respective counties.
- With LREB, USAID WKSP participated at LREB's 11th summit. The forum was organized and attended by the LREB Council that brings together all the CECMs for Finance and Economic Planning and County Secretaries; LREB County Assembly Forum, composed of Members of the County Assemblies (MCAs); and the LREB Pillar Committees that comprise all the CECMs from all departments and through whom development projects are initiated, implemented, and monitored.
- At the summit, USAID WKSP engaged in the LREB round table panel discussions and break-away sessions with private-sector players, development partners, academia, and government under the Health Pillar Committee; exhibited the various sanitation and MHM products being promoted by USAID WKSP while sensitizing the public on their benefits; and advocated to break the silence around menstruation to the participants.

COLLABORATING, LEARNING, AND ADAPTING (CLA)

- Conducted a two-day learning agenda setting workshop with the participation of staff (23) and partners (27) that developed six draft questions that will address some critical knowledge gaps for sanitation and MHM

ENVIRONMENTAL COMPLIANCE AND MANAGEMENT

- During sensitization of the CECs, the project disseminated the EMMP and its finding to county executive committee members from Departments of Water, Environment, Health, Finance and Economic Planning from all the counties.

- Prepared a Pesticide Evaluation Report and Safer Use Action Plan to guide on any potential purchase of, or use of pesticides and chemicals in menstrual waste and fecal sludge management.
- Provided technical support to sub-grantees in environmental stewardship and ensured induction of the new potential grantees. Routine monitoring was also done to already onboarded grantees.
- Developed and defined climate change indicators that will be monitored from Q3.

COMMUNICATION

USAID WKSP utilized various communications channels (social and mainstream media including radio and newspapers) to sustain dialogue on sanitation and MHM activities among the county government staff, entrepreneurs, suppliers, private sector players (KNCCI), regional bodies (LREB) and users of sanitation and MHM services and products. The project started the process of synthesizing baseline assessment findings into blogs, infographics, factsheets, technical briefs and journals, for dissemination to varied audiences in next quarter. This quarter sees the finalization of the MHM SBCC strategy which will support the development of tailored messaging and approaches that enable and encourage positive behaviors and promote individual, community, and societal behavior change.

FY23 PERFORMANCE DATA TABLE

Table I shows USAID WKSP’s performance data in Q2. However, the targets set are subject to revisions following completion of the baseline assessments in early Y2 and the revision of the AMELP submitted during start-up and approved by USAID. The project meanwhile achieved other important activities that are reflected in the table below under the Overarching Outputs and Outcomes section. (The revised AMELP with new targets will be out in the next reporting period – Q3 after the baseline findings have been disseminated and report on baseline assessment submitted to USAID).

TABLE I. USAID WKSP PERFORMANCE INDICATOR DATA, Q2 2023

#	Performance Indicator	Baseline	Y2 Target	Y2Q2 Target	Y2Q2 Achievements	% Achieved for Q2 Targets	Comments
Goal Level							
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	5,000	2,886	57%	This quarter, USAID WKSP reached 2,886 people with access to safely managed sanitation services. This was achieved through connections to existing sewer lines and mechanized pit emptying of households within the low-income informal settlements. The project achieved 57% of the quarterly target.
G2	Number of people gaining access to basic sanitation services as a results of U.S. Government (USG) assistance (HL 8.2-2)	TBD	30,000	7,500	4,298	57%	This quarter, 4,298 people are accessing basic sanitation. The project achieved 57% of the quarterly target and 14% of the annual target.
Sub-Objective 1: Analyze the Market System, Target Market, and Business Enabling Environment for Sanitation and Hygiene							
I.1	Number of new sanitation products offered by USAID WKSP-affiliated enterprises (custom)	0	1	1	1	100%	This quarter, USAID WKSP trained 39 manual pit emptiers on mechanized pit emptying using the push and pull technology commonly known as PUPU Pump. This was a new technology introduced to the project implementation sites in Kisumu, namely Obunga, Nyamasaria, and

#	Performance Indicator	Baseline	Y2 Target	Y2Q2 Target	Y2Q2 Achievements	% Achieved for Q2 Targets	Comments
							Bandani low-income settlements. The project achieved 100% of the quarter target.
1.2	Number of outlets stocking sanitation products	0	TBD	TBD	10	100%	This quarter, the project worked closely with 10 enterprises. They had limited stocks and the project linked them up with LIXIL for stock ups. The project will confirm Y2 targets when AMELP is approved
1.3	Percentage change in sales of firms/enterprises receiving USG-funded assistance	0	TBD	TBD	0	0%	The project will initiate B2B activities in the next quarter. The project will be able to closely monitor sales and profits following firming up of its engagement with the enterprises.
1.4	Number of sanitation products sold (custom)	0	TBD	TBD	655	N/A	This quarter, 655 products were sold across the 8 counties. The most popular product was the SATO product. Other products sold included SAFI rings, full toilet solution, VIP toilet, and ceramic pans. The products were sold through the entrepreneurs and enterprises within the project sites.
1.5	Number of sanitation services facilitated (custom)	TBD	TBD	TBD	107	N/A	The project supported access to sewer connection through demand creation activities and pit emptying through the trained groups. 46 sewer connection services and 61 pit emptying services were conducted in Kisumu County this quarter, targeting both households and institutions. The project in Q3 will set target and will work towards achieving the quarterly gap in Q3.
1.6	Percentage of supported enterprises that continue to deliver basic sanitation products and services after 12 months (custom)	TBD	TBD	TBD	0	0	This will be measured after a 12-month period. This quarter, the project delivered DQ sales mentorship and coaching to 10 artisans in Kisumu and Kakamega for a four-month period. The indicator will be reported on annual reporting.

#	Performance Indicator	Baseline	Y2 Target	Y2Q2 Target	Y2Q2 Achievements	% Achieved for Q2 Targets	Comments
1.7	Percentage change in supported sanitation/MHM enterprise profits (custom)	TBD	TBD	TBD	N/A	N/A	The project enrolled 10 entrepreneurs in the DQ sales approach. Over the three-month period, the entrepreneurs have reported a consolidated profit of KES 45,505, translating to an average of KES 4,136 per entrepreneur.
Sub-Objective 2: Identify, Implement, and Scale Pilots to Strengthen the Sanitation Market System							
2.1	Number of women/girls with improved MHM practices as a result of USAID WKSP activities (custom)	TBD	TBD	TBD	0	0	This indicator will be reported on an annual reporting period.
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	5,520	24.3%	5,520 people (1,367 male, 4,153 female, 70 PWDs) were reached with information on MHM through ToT sessions conducted in the 6 target counties. SBCC activities are set to be strengthened in Q3 using the developed SBCC strategy Q2. The project achieved 24.3% of the quarterly target.
2.3	Percentage of women/girls reporting improved menstrual waste disposal options (custom)	0%	0	N/A	N/A	N/A	This indicator will be reported in Y3 after intervention of MHM activities and measured through a survey.
2.4	Number of new MHM products offered by USAID WKSP-affiliated enterprises (custom)	0	TBD	TBD	0	0	No product was introduced in the quarter and thus the project will work towards introducing new product in Q3.
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)	0	29	10	0	0	The project signed a memorandum of understanding with KIWASCO. Based on this agreement, USAID WKSP will strengthen the capacity of KIWASCO and other utilities to

#	Performance Indicator	Baseline	Y2 Target	Y2Q2 Target	Y2Q2 Achievements	% Achieved for Q2 Targets	Comments
							effectively deliver sanitation services in the target counties.
3.2	Value of new funding mobilized to the water and sanitation sectors as a result of USG assistance (HL 8.4-1)	0	TBD	TBD	3,362,350	N/A	This quarter, households invested KES 3,362,350 on construction of sanitation facilities that included installation of SATO products, construction of full toilets, VIP latrines, installation of ceramic pans, and installation of SAFI rings. The project achievement will be measured once the targets are approved in the AMELP for this indicator. All amounts are in KES.
3.3	Number of pro-business county-level policies and regulations proposed, adopted, and implemented (custom)	TBD	8	8	0	N/A	In the quarter under review, the project initiated the domestication of Environmental Sanitation and Hygiene Policy and Bill for Kakamega County to support effective implementation of MBS. At the same time, a consultant has been engaged to support the domestication of MHM policy for Migori County.
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	4	50%	Signed 4 MOUs with Faulu Kenya, SMEP, KNCCI, and KCIC (Kenya Climate Innovation Centre). The project achieved 50% for the Q2 .
Sub-Objective 4: Strengthen the Enabling Environment							
4.1	Number of training courses/curricula developed for sanitation and hygiene market employment or entrepreneurship (custom)	0	TBD	N/A	N/A	In progress	USAID WKSP supported an initial consultative meeting with stakeholders drawn from the County Departments of Education and Health, and representatives from the water supply and sanitation companies drawn from the eight target counties to assess the possibility of inclusion of sanitation and MHM modules in the existing TVET curriculum.

#	Performance Indicator	Baseline	Y2 Target	Y2Q2 Target	Y2Q2 Achievements	% Achieved for Q2 Targets	Comments
4.2	Number of women and youth engaged in sanitation and hygiene businesses (custom)	TBD	TBD	0	0	0	USAID WKSP plans to formally engage enterprises in the next quarter and will subsequently report on this indicator.
4.3	Number of women-led enterprises supported within the WASH sector (custom)	TBD	10	2	2	100%	2 female entrepreneurs enrolled in the DQ sales activity in the quarter.
4.4	Percentage of villages receiving direct promotional activities (custom)	TBD	TBD	30%	N/A	N/A	This indicator will be reported annually.
4.5	Percent of customers satisfied with services/products (custom)	TBD	TBD	60%	N/A	N/A	This indicator will be reported annually.
PSE - 2	Number of private sector enterprises that engaged with the USG to support U.S. Foreign Assistance objectives	TBD	TBD	TBD	N/A	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q3.
PSE-3	Number of private sector enterprises with improved participation in the local economy as a result of USG assistance	TBD	TBD	TBD	N/A	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q3.
PSE-4	Value of private sector resources leveraged by the USG to support U.S. Foreign Assistance Objectives	TBD	TBD	TBD	N/A	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q3.
CHI	Number of laws, policies, regulations, or standards addressing climate change adaptation formally proposed,	TBD	TBD	TBD	N/A	N/A	The project will mainstream climate change adaptation plans in all policies.

#	Performance Indicator	Baseline	Y2 Target	Y2Q2 Target	Y2Q2 Achievements	% Achieved for Q2 Targets	Comments
	adopted, or implemented by counties as supported by USG assistance						
CH2	Number of women and girls using environmentally friendly MHM products and services	TBD	TBD	TBD	N/A	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q3.
CH3	Number of institutions(organizations) supported to implement environmentally friendly MHM and sanitation technologies	TBD	TBD	TBD	N/A	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q3.
CH4	Number of counties integrating climate resilient sanitation adaptation plans into policies	TBD	TBD	TBD	N/A	N/A	This indicator was introduced in March 2023. The project will therefore begin reporting on this indicator in Q3.

PROGRESS

This section summarizes USAID WKSP's implementation progress for Q2 Y2 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

Stakeholder consultation. USAID WKSP facilitated the induction of the newly appointed 14 County Executive Committee Members (CECMs) on sanitation and MHM. This was a two-day forum held at Rusinga Island and brought together the CECMs for Health and Sanitation, Water, Environment and Natural Resources, and Finance and Economic Planning. This event was convened through the office of the Governor for Busia, [REDACTED], who is also the MHM champion for the LREB region, and joined by two other Governors, [REDACTED] and [REDACTED] for Homa Bay and Migori respectively.

The main objective of the convening was to bring together the newly appointed CECMs of the three relevant departments to (1) unveil LREB's sanitation and MHM agenda through the office of sanitation and MHM champion and explore areas of cross-county collaborations and learning; (2) share USAID WKSP's vision, mission, and delivery approaches; (3) share the co-created work plans with the respective County Departments of Public Health and Sanitation for ownership, co-financing, and implementation; and (4) agree on a roadmap and launch the preparation of county-wide strategic sanitation and hygiene investment plans (SSHIPs). The key output of this forum was the 10-point agenda on sanitation and hygiene adopted by the CECMs to foster and fast-track the creation of an enabling environment, ensure adequate resource allocation, and encourage private-sector investment in the sanitation and hygiene service chain, among other commitments (see Annex 3).



Exhibit I. CECMs sensitization forum at Rusinga Island. Front row seated L-R: CEO LREB, [REDACTED]; [REDACTED], Governor Homa Bay County; [REDACTED], Governor Busia County and Sanitation and Hygiene Champion, LREB and Chief of Party, USAID WKSP, [REDACTED]. Photo: USAID WKSP

Political economy analysis (PEA). In this quarter, USAID WKSP revisited the findings and key activities of the baseline PEA and began to uptake implementation of “Everyday PEA.” These included working with individual partner counties to address systemic sanitation and MHM financing challenges, including inclusion of sanitation and MHM as priority programming areas in the third generation CIDPs and then into the Annual Development Plans (ADPs). In the subsequent quarter,

the project will embark on sector monitoring and capacity strengthening initiatives in collaboration with LREB as part of integrating PEA findings into everyday project activities.

Baseline assessments. The project undertook validations for the five assessments that were completed within the quarter, as noted in Table 2 below.

TABLE 2. BASELINE ASSESSMENT VALIDATION PROCESS

Date	Assessment	Participants
Feb. 7	Assessment of MHM barriers and enablers Household market sizing and segmentation assessment for sanitation and hygiene	98 participants (59 male, 39 female)
Feb. 8	Supply chain assessment for sanitation and hygiene in all counties Scoping study of financial institutions and SACCOs for sanitation and hygiene financing	92 participants (53 male, 39 female)
Mar. 1-2	Assessment of enabling environment for sanitation and hygiene services delivery	Kisumu cluster – 46 Siaya cluster – 47

In this process, USAID WKSP set aside half day for each of the four baseline assessment technical experts to present the key findings and respond to the question-and-answer session. To mitigate the limited time allocated for the validations, the project sent out read-only links to all the participants invited and further created an online feedback form (MS Forms) to facilitate additional feedback that could not be received at the plenum. Prior to the external validations, all the reports were given a thorough review by the function leads, and recommendations were worked on before the engagement of external parties. Participants for the validation workshops were drawn from the county governments, development summit – LREB, trade support institution – KNCCI, development partners, and financial institutions, among other private-sector actors related to the project. Ultimately the current final reports have input from the relevant stakeholders engaged, and the reports were finalized. USAID WKSP already started to apply the recommendations from the assessments.



Exhibit 2. Baseline validation workshop at the Vic Hotel Kisumu. Photo: USAID WKSP

The assessment of the enabling environment for sanitation and hygiene services delivery was validated in two-day workshops held separately in Kakamega and Migori for each of the two clusters: Kisumu cluster (Kisumu, Homa Bay, Kisii, Migori) and Siaya Cluster (Siaya, Kakamega, Bungoma, Busia). The approach adopted for this assessment, the WASH Bottleneck Analysis Tool (WASH BAT), required a detailed review of each of the components in the drafts and was also county specific. This WASH BAT was designed by UNICEF as a sector tool for use by governments and development partners for WASH sector strengthening. It enables a systematic identification of factors (or bottlenecks) that prevent achievement of sustainable service delivery within national or subnational WASH targets and helps stakeholders define activities aimed at removing the root

causes of these bottlenecks per each of the pillars, such as institutional arrangements, budget and financing, planning, monitoring and review, capacity development, broader enabling environment, and service providers.

Drawing on the five completed baseline assessments, USAID WKSP began to prepare the strategic sanitation and hygiene investment plans (SSHIP) for each county. The SSHIPs represent the pinnacle of the formative assessments and package all the aspects identified into an action-oriented document that each county will refer to enhance their planning for sanitation and hygiene. Within this quarter the project built on the CECM induction forum to also share the outline for this activity and is now awaiting the formation of the 10-member steering committees for each of the counties. USAID WKSP had recommended that the committees include directors from the Department of Health; Department of Physical Planning, Lands, and Urban Development; Department of Finance and Economic Planning; and Department of Water, Environment, and Natural Resources, as well as the County Public Health Officer, County WASH Coordinator, County Reproductive Health Officer, sub-county PHO, sub-county Water Officers, and Technical Manager of the County WSP.

Policy audit process. USAID WKSP facilitated the validation of the findings from the baseline assessment of existing policy gaps in key departments of the county governments responsible for implementation of sanitation and MHM. The assessment used the WASH Bottleneck Analysis Tool (WASH BAT) to analyze the complex interplay of existing institutional structures and processes that determine how effectively human, material, and financial inputs are repurposed into sustainable access to market-based sanitation and menstrual hygiene products and services. The assessment also (1) reviewed the organizational capacities of the county governments toward sanitation and hygiene management and (2) provided an evidence-based approach for formulating a sustainable investment strategy for development of policies and strategies and human capacity development for the target counties. The preliminary key output includes a county-specific and evidence-based roadmap that will inform policy and capacity development support, such as the need to have policy and regulatory frameworks and separate budget codes for market-based sanitation (MBS) and MHM.

Policy domestication. In Q2, USAID WKSP initiated the domestication of the Environmental Sanitation and Hygiene Policy and Bill for Kakamega through technical assistance to support effective implementation of MBS. USAID WKSP has started domestication of MHM policy for Migori.

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

Sanitation products and services expansion. USAID WKSP conducted an online supply-side assessment of sanitation enterprises in Kisumu and Busia to identify challenges and opportunities within the sanitation supply chain. The assessment focused on enterprises located in proximity to the program's implementation areas and further checked on the willingness of the enterprises to closely work with USAID WKSP. In Busia, the project held interactive discussions with 10 sanitation enterprises (7 hardware, 3 retailers); all expressed concerns on limited stock of the SATO products and on price fluctuations. These concerns were shared with LIXIL, which is working with USAID WKSP to resolve stock challenges. In addition, as part of the project's plans to support and bridge identified gaps in the sanitation supply chain, USAID WKSP identified 31 enterprises (6 are women-led) that benefit from business-to-business coaching. The project plans to roll out the online assessment tool in all counties to inform the business coaching activities on supply and sales and marketing aimed at enhancing access to the products and services.

TVETs curriculum review to infuse sanitation and MHM modules. USAID WKSP supported an initial consultative meeting with stakeholders drawn from the County Departments of Education and Health, and representatives from the water supply and sanitation companies drawn from the eight counties, to assess the possibility of inclusion of sanitation and MHM modules in the existing TVET curriculum. The stakeholders assessed capacity gaps that impede the scale-up of improved sanitation access, MHM, and FSM practices. These included:

- Limited levels of skill to address MHM, FSM, and sanitation challenges in the marketplace. This revolves around the product availability in the right quality and price range and market system supply skills such as marketing and entrepreneurship in an MHM, FSM, and sanitation integrated context.
- Lack of coordination and interlinkage among sanitation actors such as county government departments, sanitation implementers, and TVETs. This has led to skills and knowledge gaps within the sanitation space, whereby entrepreneurs, WSP staff, CHVs, and PHOs are not adequately equipped to handle MHM, FSM, and sanitation challenges in the marketplace.
- Poor enforcement and policy implementation, mainly due to varying levels of understanding and competencies in policy and laws among practitioners and implementers.

Based on these capacity gaps, there was consensus on the need to review the existing curriculum to include sanitation, MHM, and FSM, as opposed to developing a new curriculum. Proposed approaches include development of sanitation, MHM, and FSM modules for infusion into the different courses on offer within the existing TVET curriculum. The meeting further assessed the proposed mode of training for each unit, resource requirements, and the ability of the existing resources within the TVETs to meet this new demand from the introduced units. In the next quarter, USAID WKSP will support the establishment of a steering committee comprising stakeholders from the three departments (education, health, and water), with TVETs taking a leading role to initiate the curriculum review process under the guidance of Kenya Institute of Curriculum Development (KICD) and the Curriculum Development Assessment and Certification Council (CDACC).

Urban sanitation management improvements. In this activity, USAID WKSP worked with MPEs and WSSPs. With four MPE groups in Kisumu (Mayaya Waste Management Services, Saniwise Technologies, Changers Group, and Busy Bees Group), the project trained on multiple subjects to improve their technical and operational capacities. First, USAID WKSP strengthened 30 staff to undergo the formalization processes in collaboration with the Kisumu County Government; Department of Trade, Enterprise, Co-operatives, and Marketing; Department of Health and Sanitation; and both NEMA and KIWASCO. The MPEs were taken through the licensing application steps for business formalization and further informed on available public and private financing options to improve operations such as Uwezo Fund, Hustler Fund, County Trade and Enterprise Fund, MFIs, and financial institutions respectively.

Second, the project supported the MPEs through provision of personal protective equipment as part of incentivizing them to promote active engagement in the business. Following the sensitization session, four groups have so far met the minimum required standards. USAID WKSP continued to offer follow-up technical support to the groups to ensure that all legal requirements are in place to facilitate service delivery. KIWASCO has now formally licensed the MPEs to dump fecal sludge into the lagoons, and the service providers will pay an annual fee of KES 50,000. Since the training, the MPEs have served 56 households and five institutions within the project areas.

Third, the project supported a nine-day training of the formalized MPE groups in Kisumu on the use of the Push Pull (PuPu) Pump technology. This was done in collaboration Opero services, which

successfully piloted the pit emptying machine in Kisumu through Ghasia Poa enterprise. The County Department of Public Health, KIWASCO, and the City Department of Health co-facilitated the training through classroom and practical sessions. The objective of the training was to equip the MPEs with skills on mechanized pit emptying that allows for faster and safer fecal sludge extraction as compared to manual pit emptying. Initial demos were conducted on day one following induction on the pump's "push-pull" working mechanism, simple pump assembly and disassembly, troubleshooting, common pump O&M operations, and personal and community safety during pump operation. During the training, field practicals were conducted with a total of 12 empties done with an emptying time for each pit latrine set at 40 minutes with 3 m³ of sludge removed. This was against the manual pit emptying time of 4–6 hours per pit. A total of 39 (7 female, 31 male) emptiers participated in the training.



Exhibit 3. Pit emptiers from Changers Sanitation Group, led by Sheryl Achieng, during the Pupu pump training in Kisumu. Photo: USAID WKSP

Following the training, the four groups that have offered pit emptying services in various low-income settlements (Obunga, Nyalenda, Mamboleo, Bandani, Nyamasaria, and Nyando), both manually and mechanically using the use PuPu Pump technology, onboarded marketing staff to do daily door-to-door marketing of their service. Upon client identification, the MPEs would then conduct a job evaluation and pricing. The emptiers then liaised with other emptier groups to mobilize the needed tools and equipment for the service, including barrels, transport, and other tools/equipment for safely managed sanitation services. As a result, a total of 61 empties (56 households and 5 institutions) took place this quarter. An emptying fee was charged to the client per trip at a cost of KES 6,000, translating to KES 500,00 in finance mobilized while emptying.

With KIWASCO, USAID WKSP supported market activations for sewer connections in the low-income areas of Bandani and Obunga in Kisumu County. The region has an existing underutilized sewer line with a treatment plant located at Kisat, with a capacity of 8,000 m³. The exercise was conducted in collaboration with KIWASCO and the City Public Health Department. The project and KIWASCO staff conducted door-to-door marketing campaigns targeting landlords who are the key decision makers in provision of sanitation facilities within these settlements. A total of 25 (15 male, 10 female) market activators from KIWASCO were engaged in the exercise. The activity resulted in a total of 49 new connections, translating to 285 new beneficiaries reached with safely managed sanitation service provision in the county. The households each paid a connection fee of KES 5,000, or KES 245,000 in total finance mobilized toward sanitation.

During the quarter, USAID WKSP also collaborated with KIWASCO to conduct a mapping exercise in potential areas for condominium sewer pilots; this was conducted in Kanyamedha low-income area where there is lack of sewer trunk main and laterals for household extensions and connections. During the scoping exercise, USAID WKSP and KIWASCO checked on area densities and willingness to pay for sewer connection and service. GIS mapping (engineering survey) was conducted targeting 50 households for the pilot with designs and costs (social and technical elements) for the condominium sewer construction developed. This process aimed at understanding the costs associated with the pilot and design and costs (bill of quantities) for the main trunk and laterals, including both social and technical aspects for sewer line construction and extensions.

Key stakeholders/actors targeted for contributions included Kanyamedha community, KIWASCO, and the City Public Health Department, along with Sanivation and Finish Mundial. USAID WKSP is supporting the engagement processes for a market-based approach to the delivery of service to the community.

Finalization of FSM SOPs. USAID WKSP, in partnership with the County Governments of Kisii, Kakamega, and Bungoma, completed the process of development of FSM guidelines via SOPs. The SOP will provide guidance on FSM across the sanitation value chain right from emptying, transportation, and treatment to re-use. In the current absence of policies and legislation specifically for pit latrine emptying services and FSM, the guidelines will serve as an interim statement of required standards that are expected to improve and evolve over time. The SOPs will also be used to develop modules for capacity building of the informal pit emptiers, vacuum truck operators, and other sanitation service providers to deliver services within a regulated formal environment, as this will be anchored within the county regulatory frameworks on sanitation. A checklist was included in the SOPs to align with the standards and enables PHOs to visit a pit latrine emptying exercise and examine whether the practices being undertaken meet the minimum operating procedures and site supervisors to ensure their own operations comply with required standards. By adhering to these standards, businesses may provide an approved and regulated service that minimizes operator and public health risk throughout the emptying and disposal processes. USAID WKSP will support training of informal pit emptiers on the SOPs and formalization for improved process adoption and implementation, and personal protective equipment will be provided as part of incentivizing the pit emptiers to facilitate their operations. The project will continue to work with county governments in recognizing informal pit emptiers to operate formally while ensuring the fecal sludge is safely emptied, transported, treated, or disposed.

Market activation. The project conducted planning meetings to lay down strategies for increasing the uptake of promoted products across the counties. A total of 37 (18 male, 19 female) CHVs, PHOs, LIXIL representatives, and artisans participated in the meetings. This entailed initiating discussions with private-sector players such as LIXIL to run a campaign targeting households. The planning meetings further served as an induction of the selected market activators, comprising CHVs and artisans, on how to capture customer information for follow-ups and product prototype showcases during the market activations. The market activation campaigns aim at reaching approximately 2,000 villages in the project areas. This approach will be augmented by DQ sales and marketing methodology, where entrepreneurs will lead the sales conversations and follow up on the orders for installation or construction of selected products. The market activation inductions culminated in the development of joint plans for the rollout of the market activation, with clearly spelled-out roles and responsibilities for the private-sector players such as LIXIL, the PHOs, CHVs, CHAs, and USAID WKSP. The plans are currently being reviewed by the local LIXIL representatives for input and resource allocation.

USAID WKSP also conducted sensitization sessions on market-based sanitation targeting 246 (118 male, 146 female) CHVs and artisans from Bungoma, Siaya, Kakamega, and Busia. The objective of the sessions was to define clear roles of the two actors in promoting access to sanitation while also building sustainable businesses through sustained demand creation activities. USAID WKSP also took this opportunity to link the CHVs and artisans with the LIXIL sales representative in the region for ease of accessing the SATO products in case of challenges as a result of limited stocks within the catchment area. The project team further shared the sanitation revolving fund model with the participants who expressed great interest in investing in the sanitation business model. In Busia, Butula Sub-County, PHOs and CHV groups in Teso South purchased SATO products worth KES 47,000 and KES 39,000 respectively. Meanwhile in Siaya and Kakamega, the PHOs purchased SATO products worth KES 26,000 and KES 37,000 respectively. This resulted in an increased supply of the products in the three counties to sustain the increasing demand. Through this exercise, USAID WKSP in Busia further identified three hardware shops and two self-owned businesses that were willing to stock the SATO products. USAID WKSP linked them with the LIXIL representative to recruit the enterprises as part of their supply chain model.

BDS strengthening. As part of the broader approach in improving business skills among entrepreneurs, the project conducted one-day trainings in Kisumu and Kakamega. The objective of the training was to strengthen the capacity of entrepreneurs on DQ sales delivery based on challenges experienced and identified during the DQ mentorship and coaching sessions. Additionally, this was an opportunity to bring on board the CHVs and assistants to support with demand creation and referrals for customers. A total of 11 (5 male, 6 female) artisans, 18 (6 male, 12 female) CHVs, 15 (5 male, 10 female) CHAs, and 17 (9 male, 8 female) PHOs from the two counties participated in the trainings. The participants were taken through the process of closing sales, especially for indecisive households, as well as sales conversion calculations to match the household sales presentations. Other topics covered included how to address purchasing as well as the strategic use of order forms to encourage customers to sign up for sanitation products. USAID WKSP acknowledged the need to work with both entrepreneurs and CHVs to make appointments with household heads (where possible) and leverage other platforms like groups, community meetings, and markets to reach out to decision makers.

Also in the two counties, USAID WKSP piloted DQ sales activities that aimed at strengthening the capacity of entrepreneurs on sales and marketing and setting up sustainable sanitation businesses. The project worked with 10 (8 male, 2 female) artisans who were taken through the enrollment process. This entailed understanding their current business approach, identifying challenges, and jointly assessing ways of resolving them. The entrepreneurs were further supported to develop business aim plans and educated on the use of the DQ sight seller, door-to-door DQ sales plan, and sales order forms to facilitate household sales conversations. During this reporting period, a total of 90 (50 fully paid and 34 partially paid) customers purchased different sanitation products. The project engaged some of the customers and established the following motivators to decision making: fly and smell management; cleanliness of toilets; child-friendly toilets; modern toilet; role model in the community; and comfortable toilet for the elderly – SATO stool. These efforts were useful for shaping sales conversations going forward and would enable entrepreneurs to focus on the motivators to purchase sanitation products in facilitating sales conversations.

During the mentorship sessions, the project observed that entrepreneurs only earn labor cost for SATO product retrofitting, with no profit. The project through the DQ sales approach built the capacity of the entrepreneurs on pricing by costing business expenses and net profits earned in business transactions to improve on their weekly income. Entrepreneurs were progressively transitioning from earning labor cost only to becoming profitable businesses. This quarter,

entrepreneurs collected customer deposits totaling KES 197,350 as partial and full payments for sanitation products. From a baseline of zero profit, the entrepreneurs enrolled in sanitation business earned consolidated profit of about KES 44,505, translating to an average of KES 4,136 per entrepreneur. Entrepreneurs with the highest profit margined earned KES 11,800 while the lowest earned KES 400. In terms of labor, the highest per installation was KES 900 while the lowest was KES 300. It is important to note that the DQ sales approach provided opportunity for households to pay for sanitation products in installments; this has become a popular way of payment among clients in Kisumu and Kakamega. Entrepreneurs have a consolidated amount of KES 33,100 on deposits for various sanitation products. Table 4 shows the results in Q2.

TABLE 3. SANITATION PRODUCTS SOLD AND REVENUE/PROFIT SHEET IN KISUMU AND KAKAMEGA IN Q2

County	Total Amount Received (Partial, Full Payment)	No. of Products Sold			Amount Received			Amount Received, Partial Payment
		Full Payment	Partial Payment	Total	Full Payment	Total Expenditure	Profit	
Kisumu	87,950	28	10	38	78,200	58,265	19,935	9,750
Kakamega	109,400	28	24	52	86,050	60,480	25,570	23,350
Total	197,350	56	34	90	164,250	118,745	45,505	33,100



Exhibit 4. [REDACTED], one of the customers in Nyahera, Kisumu purchased a SATO pan from one of the entrepreneurs enrolled in the DQ sales program. On the right, [REDACTED], sanitation entrepreneur, takes one of the customers through the sales purchase form. Photo: USAID WKSP

Sanitation product offering strengthening. USAID WKSP is currently promoting six main sanitation products: Safi toilets, Safi rings, prefabricated slabs fitted with Sato products, VIP toilets, full toilet solution, and SATO products (pan, flex, stool). This quarter, through the project interventions, 655 products have been sold across the target counties. SATO products remained the most popular across the counties due to cost and intensive marketing conducted by artisans who target increased profits from the large volume of products installed. Table 5 shows the number of products sold in each county in Q2.

TABLE 4. NUMBER OF SANITATION PRODUCTS SOLD PER COUNTY IN Q2

County	SATO Products	Safi Toilets	Safi Rings	Full Toilet Solutions	VIP	Others (e.g., Ceramic Pan)	Total
Kisumu	28	0	15	13	0	19	75
Migori	190	0	0	0	0	0	190
Kisii	69	0	0	0	0	0	69
Homa Bay	29	2	10	0	0	0	41
Kakamega	42	0	0	0	0	0	42
Busia	49	0	0	0	11	0	60
Bungoma	110	0	0	0	11	19	140
Siaya	14	0	0	6	0	18	38
Total	531	2	25	19	22	56	655

County and/ or Sub County Review Meetings. Strengthening Supply Linkages

To address the challenge of cost that impeded the penetration of the SATO products in Kisii at the ward levels, USAID WKSP held an extensive discussion with one stockist (Noah's Ark Plumbing Shop) to upgrade from being a small-scale stockist to a distributor offering SATO products at a wholesale price to retailers (including CHVs and artisans). The successful upgrade of Noah's Ark Plumbing Shop to a distributor profile has led to an increase in sales in Kisii County as the linkage between small-scale retailers and the wholesalers has been established.

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

MHM enablers and barriers study. USAID WKSP completed the MHM enablers and barriers study that sought to assess the menstrual hygiene landscape in the eight counties. The study assessed access to information, education, and information on MHM; access to products, sanitation, and hygiene facilities; access to services, menstrual waste disposal; and the political and economic and analysis that can be leveraged while implementing MHM-focused interventions. USAID WKSP organized a validation workshop that gave the various stakeholders from the counties an opportunity to interrogate the draft report and determine if the results and findings reflect the situations within their counties, as noted in SOI. Some of the key suggested improvements to the report included disaggregating the recommendations for each stakeholder group; elevate how to better involve men and boys in MHM; and add more information on menstrual waste management and disposal. USAID WKSP disseminated the study findings to the Busia and Siaya County MHM SC members and in Migori to the county MHM stakeholders and to the participants that attended the menstrual waste management and disposal consultative workshop.

MHM campaign development. To entrench menstrual-related behavior change, USAID WKSP embarked on the development of the MHM SBCC strategy to train and promote the adoption of good menstrual practices by reinforcing menstrual education and information; promoting the use of safe and hygienic menstrual management materials; practicing safe disposal of menstrual waste; demystifying negative myths and taboos around menstruation, including misconceptions; entrenching

menstrual discussions up to the community level; and supporting the project’s CLA agenda. The MHM SBC strategy is developed to address key behaviors identified in the MHM enablers and barriers study and will include an audience analysis to reach various audiences, training curriculum, materials and tools, and IEC materials that will reinforce menstrual-related behavior change.

USAID WKSP conducted two stakeholders’ engagement workshop in this strategy development. In the first engagement workshop, the project held discussions with county government officers from the eight counties. A total of 59 people (32 male, 27 female) from the Departments of Public/Environmental Health, Gender, Reproductive Health, Health Promotion, Education, and Children and Youth participated. In the second workshop, USAID WKSP had discussions with partners, including other USAID-funded projects. 21 people (13 male, 18 female) attended the engagement meeting. The stakeholders in the two workshops gave their views on what they want to see in the MHM SBC strategy, their experience on MHM that will inform the strategy, the various communication channels and mediums they have found impactful in reaching the community, their view on the proposed objectives, and the audiences that should be targeted with MHM programming.

In Migori, USAID WKSP organized an MHM SBCC Baraza that was officiated by [REDACTED], the Governor of Busia County and the LREB region Sanitation and MHM Champion, and the Deputy Governor for Migori County, [REDACTED]. Other dignitaries present included the LREB Chief Executive Officer, the chairperson of the Health Committee at the Migori County Assembly, the Chief Officer of Medical Services, and the Director of Public Health. The Baraza brought together County Government officers from the Departments of Public Health, Reproductive Health, Environment, Gender, Finance and Planning, and Water, who are members of the County MHM steering committee (SC), academia and research institutions, grassroots organizations, private-sector actors, community health workers, and other community leaders. During the baraza, all the participants were taken through the MHM products sensitization, the MHM enablers and barriers study was disseminated, and the leaders present ([REDACTED], H.E. the Deputy Governor, Chief Officer – Medical Services, LREB CEO, Director of Public Health, Chairperson of the County Assembly Health Committee and USAID WKSP CoP) were recognized as MHM Champions.



Exhibit 5. USAID WKSP [REDACTED] taking the dignitaries through the MHM Lab. Photo: USAID WKSP

At the event, the LREB MHM Champion led in addressing some of the concerns that had been raised by the participants with regards to MHM. These included the deep-rooted culture and beliefs that affect MHM implementation, poor access to products and services, and the role the county will play

in ensuring MHM issues permeate the household setting. The LREB MHM Champion highlighted the need to demystify the taboo, negative beliefs, and misconceptions around menstruation and to strengthen supply chain mechanisms to promote access to products. The Deputy Governor highlighted the following commitments that the county will ensure are met: fast-track the domestication of the MHM policy and include guidelines for its operationalization; through the Department of Trade, create an enabling environment for village enterprises and suppliers to thrive and build capacity in MHM business; roll out a rigorous SBCC campaign throughout the county to ensure everyone is reached with MHM message; and develop a standard waste management design through the Department of Public Works and roll it out in institutions.

MHM capacity building. USAID WKSP supported Migori and Busia to conduct sub-county MHM trainings. The County MHM ToTs organized and facilitated the training, drawing participants from the county and sub-county Departments of Health, Education, Children, Gender, and Social Protection, as well as the Ministry of Interior and Coordination. The training was meant to equip the participants with skills and knowledge to carry out community sensitizations while also understanding the key recall messages they are to pass to the community. The aim of cascaded training was to build a pool of MHM facilitators at the Sub-County and Ward levels, and these would later conduct community sensitizations, including door-to-door household visits, demand generation, and market activations. Their work will equally be supported by the MHM materials and tools that will be developed as part of the MHM SBC strategy.

In Busia, 131 people (60 male and 71 female) from Samia, Butula, and Teso South sub-counties were trained on MHM. Training participants were from the Sub-County Departments of Health, Gender and Youth, and Education, as well as the Ministry of the Interior and Coordination and select grassroots organizations. In Migori county, 89 people (54 male, including one PWD, 35 female) from the Sub-County Department of Health, Social Services, Education, and the Ministry of the Interior and Coordination, and Blue Cross Nyatike were trained on MHM. The trainees from the two counties developed quarterly work plans detailing their implementation approach, how they will integrate MHM within their activities, and the varied platforms they will employ for their sensitizations.

Menstrual waste management and disposal. On February 27–28, 2023, USAID WKSP convened various stakeholders to begin initial discussions on menstrual waste, the barriers, challenges, and opportunities for menstrual waste as a business. The workshop brought together participants from the national government, county government, private-sector actors involved in menstrual waste management and disposal, academia and research, and manufacturers of different menstrual products. The findings of the MHM barriers and enablers assessment were disseminated during the workshop. From the findings, 88.2 percent of women and girls in Western Kenya use disposable menstrual products, and about 92 percent disposed of the used products in latrines. This was a stark reminder of the waste load that is generated within Western Kenya and the country at large and of the need to develop sustainable solutions for menstrual waste management and disposal. The deliberations culminated in each of the sectors represented making commitments dubbed the "Kisumu Declaration." Some of the commitments included in the declaration were (1) having a national conversation to classify menstrual waste; (2) developing menstrual waste management guidelines; (3) reviewing the Waste Management Regulations of 2006 to include menstrual waste; and (4) undertaking a study to determine emissions from incinerators used to burn menstrual waste and advice on the standards for incinerators.

County MHM steering committees (SC) development. Since YI, USAID WKSP has supported all partner counties to establish MHM SCs/technical working groups. This quarter, USAID

WKSP concentrated on strengthening the SCs through training on MHM and reviewing their work plans to assess the progress made.

In Siaya, owing to the reshuffling that occurred after the new governor assumed power, there was need to replace the initial SC members that were transferred to other departments. The members reviewed the ToR for the committee and proposed having a steering committee of 13 members, down from 25 members that had been initially suggested. 26 people (11 male and 15 female) were trained on MHM during the Siaya County MHM steering committee meeting.

In Busia, the County MHM SC had its quarterly review meeting to review the county MHM performance and progress and to align with the vision of the County Governor [REDACTED], who is the MHM and Sanitation Champion for the LREB. Through MHM advocacy efforts, the Busia County Government allocated KES 500,000 for MHM programming. The SC also reviewed its action plan for the next quarter.

SUB-OBJECTIVE 4: STRENGTHEN THE ENABLING ENVIRONMENT

Policy development. In Q2, the project supported various activities to strengthen county-level policy environments for sanitation and MHM. First, USAID WKSP continued to advance the inclusion of sanitation and MHM into the CIDP III development process and other local-level policy instruments. The project progressed with the processes of supporting the counties in development and review of county development plans, including county integrated development plans (CIDP), annual development plans (ADP), and annual work plans (ADP) and county sanitation investment plans. USAID WKSP convened county-level consultative meetings with stakeholders to discuss the proposed plans and provided technical input into the planning processes. The purpose of this engagement was to enhance visibility of sanitation and MHM activities in strategic county documents and to lobby for increased budget allocations to the sub-sector. Sanitation and MHM have been prioritized in all the CIDP documents, and exact budget allocations will be reported in the next quarter upon validation and approval of the respective CIDPs and ADPs. The table below shows the status of the CIDP development process for each of the partner counties.

TABLE 5. PROGRESS OF CIDP III DEVELOPMENT PROCESS

County	CIDP Status in Relation to Sanitation and MHM financing	Next Steps
Kisii	Approved by the county executive committee with sanitation and MHM activities prioritized.	To confirm the final incremental figures for sanitation and MHM once the draft is approved by the county assembly
Kisumu	Draft was finalized with sanitation and MHM getting a budget line	Awaiting county cabinet approval before onward submission to the county assembly for validation and adoption
Homa Bay	At the final stage of development Sanitation expected to feature as a priority	To be approved by the county assembly. USAID WKSP will capacity-build the Members of the County Assembly in the Health Committee to ensure that the Sanitation and MHM activities and budgets indicated in the CIDPs are approved and included in the Counties' Annual Budgets.
Kakamega	Draft CIDP III finalized with sanitation and MHM prioritized for financing	To be approved by the county assembly. The sanitation and MHM activities and figures will be confirmed once the approved draft is shared by the county.

Bungoma	Draft CIDP III finalized with sanitation and MHM prioritized for financing	Approved by the county assembly. The sanitation and MHM activities and figures will be confirmed once the approved draft is shared by the county.
Migori	Draft CIDP III finalized with sanitation and MHM prioritized for financing	To be approved by the county assembly. The sanitation and MHM activities and figures will be confirmed once the approved draft is shared by the county.
Busia	County executive committee approval stage. Sanitation and MHM captured as a priority spending line	County assembly approval stage and thereafter the development of Annual Plans. USAID WKSP will support the Annual Development Plan process to ensure that the proposed sanitation and MHM activities are retained and implemented
Siaya	Approved by county executive committee with Sanitation and MHM activities prioritized compared to the previous plan (CIDP II)	Forwarded to the county assembly for approval.

USAID WKSP initiated assistance for policy development in selected counties on a demand-driven basis. In Kakamega, USAID WKSP kicked off support for the domestication of the National Environmental Sanitation and Hygiene Policy and Bill, which includes implementation of MBS at the request of the county leadership. USAID WKSP completed the development of a SoW to inform the technical support. The process of policy domestication involves a comprehensive review of existing national- and county-level sanitation and hygiene policies, strategies, and plans to provide the overall framework for the proposed policy in the context of the county; collection and collation of views of the residents and stakeholders, including the political class and development partners in the sanitation space to prioritize key issues in the county; formulation of proposals and policy strategies and plans to address existing gaps; and development of draft documents, which are then subjected to validation processes for ownership before the final documents are prepared and presented to the county executive committee for approval and eventual implementation.

In Migori, the county prioritized the domestication of the National MHM Policy and development of regulations to operationalize the Environment and Sanitation Act (2020), which had previously been done but could not be implemented without the requisite regulations for enforcement. This however could not be done before the Act was gazetted, and USAID WKSP lobbied the county government to gazette the legislation to allow the preparation of regulations. The Act has now been gazetted, and USAID WKSP is already working with the technical team from the Department of Health and Sanitation, the County Attorney, and relevant stakeholders on the necessary processes to deliver the regulations.

Similar support to other counties on the enabling environment is planned based on the county priorities and demand in subsequent implementation periods.

Drawing on the baseline assessments, USAID WKSP facilitated discussions on the development of the county strategic sanitation and hygiene investment plans (SSHIPs). In a meeting with the CECMs from the eight counties during their sensitization forum (see SOI), the county officials resolved to embark on the process of developing their county-specific plans with USAID WKSP support. In a 10-point declaration made by the CECMs, declaration number 8 focused on prioritization of sanitation and MHM in the CIDP, AWP, and budgets, in addition to the preparation of long-term sector strategic plans. In Q2, the process commenced with USAID WKSP's request to the counties to nominate a ten-member steering committee to support the preparation of the plan. The membership will be made up of the Directors of the Departments of Health and Sanitation; Physical

Planning, Lands, and Urban Development; Finance and Economic Planning; and Water, Environment, and Natural Resources, as well as the County Public Health Officer, County WASH Coordinator, County Reproductive Health Officer, Sub-county Public Health Officer, Sub-county Water Officer, and Technical Manager of the County Water Services Provider. USAID WKSP will support these committees to co-create a roadmap with definitive parties/member roles.

Financing mobilization. USAID WKSP concluded the mapping of FIs, implemented the developed roadmap for FI engagement, developed tools for induction of FIs, and conducted the first induction of FIs in Kisumu County. In the induction event, USAID WKSP engaged over 35 participants from FIs and SACCOs to discuss USAID WKSP's objectives, financing opportunities in sanitation and MHM, and relevant products and services as well as product marketing. In addition, USAID WKSP developed several tools to support orientation/induction clinics for FI staff across the counties. These included audio-visual materials on access to finance, with emphasis on existing opportunities for financiers, that were tested in the induction workshop with FIs and SACCOs.



Exhibit 6. Orientation workshop for financial institutions in Kisumu County. Photo: USAID WKSP

Following the recommendations from the FI scoping evaluation as part of the baseline assessment, USAID WKSP identified several commercial banks and microfinance banks for potential collaboration. These included the National Bank of Kenya (NBK), Sidian Bank, Family Bank, Kenya Women Microfinance Bank (KWFT), Faulu Microfinance Bank, and SMEP Microfinance Bank, among others. USAID WKSP followed up with leaders of the noted FIs and managed to sign LOIs with Faulu and SMEP Microfinance Banks. The LOIs stipulated opportunities for entrepreneurs to apply for loans and improve their businesses, as they develop additional loan products to address product portfolio gaps in the market. The same process commenced with the remaining financial institutions, which are scheduled to sign similar agreements in the reporting period.

USAID WKSP also explored various mechanisms to address the inhibitive challenges that the FIs had cited in the scoping assessments. As part of the de-risking mechanisms to support the FIs to accelerate the uptake of loans for sanitation and MHM, USAID WKSP linked several institutions to existing guarantee providers such as the African Guarantee Fund (AGF) and the U.S. Development Finance Corporation (DFC). To address liquidity challenges, as was the case for the microfinance banks, USAID WKSP initiated discussions with various wholesale funders to enable these FIs to access affordable funding. These included the WaterEquity fund by Water.org as well as ACTIAM's Sanitation Impact Fund. Another key initiative was linking the partners FIs as well as enterprises to

the newly established USAID's Enterprises for Development, Growth, and Empowerment (EDGE) Fund.

Sector coordination development. USAID WKSP continued to build and strengthen institutions that support sector coordination and policy advocacy for sanitation and MHM in the targeted counties. The project developed ToRs for the Kisii County WASH Forum and convened the WASH forum where the TORs were discussed and adopted by members, which included county and national government departments, development partners, academia, CBOs, and faith-based organizations (FBOs). USAID WKSP also supported similar activities to enhance WASH fora in Kisumu and Bungoma to improve coordination; joint planning; efficient resource utilization; and monitoring, evaluation, and learning. In Kisii, the forum was graced by the Chair of the Health Committee of the Kisii County Assembly, who was nominated to be the forum's patron, with a mandate to ensure that resources are allocated to sanitation and MHM during budget approval at the county assembly. In Kisumu, USAID WKSP collaborated with the USAID Western Kenya Water Project (WKWP) and other partners through the WASH Forum to review the WASH Sector Strategic Plan for the period 2023–2028.

COLLABORATION AND COORDINATION

Selected collaboration and coordination activities are noted in other sections above in addition to this section. In Q2, USAID WKSP officially signed LOIs with the County Governments of Siaya, Kisumu, and Kakamega; the project now has official collaboration documentation with all eight counties.

Private-sector engagement. USAID WKSP also connected with various private-sector partners to further activate the market for sanitation and MHM. The project signed a letter of intent of collaboration with the Kenya National Chamber of Commerce and Industry (KNCCI) to support private-sector engagements and coordination to scale innovative sanitation and MHM solutions, provide business incubation and BDS support to nascent but viable sanitation and MHM enterprises, and support policy influencing at the national and county levels and strengthen public-private partnership (PPP) engagement frameworks to increase private-sector investment in sanitation and MHM. Both parties are developing a joint work plan for implementation in the subsequent quarters. KNCCI will include entrepreneurs, most of whom are their members, into sanitation and MHM space for investment.

USAID WKSP signed an agreement with the Kenya Climate and Innovation Centre (KCIC) to champion business-related policies, participate in the hack-a-thon, and support incubation and acceleration of enterprises development. KCIC will also support the project to track environmental and climate change activities by the enterprises. As a social impact organization operating in the climate space, KCIC is committed to supporting micro and small enterprises and driven by innovation. KCIC provides incubation, capacity-building services, and financing to Kenyan entrepreneurs and new ventures that are developing innovative solutions in renewable energy and energy efficiency, water management, agribusiness, waste management, and commercial forestry in a bid to address climate change challenges.

In Homa Bay, USAID WKSP convened a private-sector town hall engagement with enterprises, CHVs, and exhauster service providers to raise key issues affecting them with the political leadership in the county. The meeting was attended by [REDACTED], who challenged the private sector to take advantage of opportunities presented by her administration such as the

industrial park to explore opportunities to make reusable sanitary pads and address the MHM issues in the county, especially with access to affordable products and safe disposal.



Exhibit 7. Signing letter of intent of collaboration between USAID WKSP and KCIC. L-R: [REDACTED], COR USAID; [REDACTED], CoP USAID WKSP; [REDACTED], Manager Cooperate Services, KCIC; and [REDACTED], DCoP, USAID WKSP. Photo: USAID WKSP

USAID WKSP participated at LREB’s 11th summit. The forum was organized and attended by the LREB Council, which brings together all the CECMs for finance and economic planning and County Secretaries; the LREB County Assembly Forum, composed of members of the county assemblies (MCAs); and the LREB pillar committees, which comprise all the CECMs from all departments and through whom development projects are initiated, implemented, and monitored. At the summit, USAID WKSP engaged in the LREB round table panel discussions and break-away sessions with private-sector players, development partners, academia, and government under the Health Pillar Committee; exhibited the various sanitation and MHM products being promoted by USAID WKSP while sensitizing the public on their benefits; and advocated to break the silence around menstruation to the participants.

In particular, USAID WKSP mounted an exhibition booth manned jointly with the County Department of Health in Migori. The booth hosted at least two governors – from Kakamega and Bungoma Counties – the CECM for Health and Sanitation Services in Busia County, and the MHM Champion for Busia County, as well as several dignitaries. It was attended by over 60 delegates over the two days, who were reached with information on MBS and MHM. At the end of the summit, the Health Sector Pillar Committee of LREB committed to develop a prototype Community Health Services (CHS) bill, which will be adopted and ratified by the bloc member counties; structured support to the LREB secretariat in terms of human and financial resources to facilitate it to discharge its mandate; and investment in health information management systems (HIMS) for shared health information and real-time access to health data for timely decision making, among other action points.

COLLABORATING, LEARNING, AND ADAPTING

USAID WKSP secured two learning partnerships this quarter. First, the project made strides to institutionalize action research related to sanitation and hygiene through a partnership with the Great Lakes University (GLUK). Through an LOI, GLUK will support the project with action research and an evidence-based approach on various sanitation and MHM topics and specifically:

- a) Support the project to review and track the utilization of the project assessment findings to identify county-specific learning gaps

- b) Jointly conduct adaptive learning agenda-setting meeting(s) with focus counties on the project's CLA concept – setting the learning questions, constructs, and outcome claims
- c) Implement the agreed actions to facilitate adaptive learning
- d) Jointly hold an annual adaptive learning information harvest conference
- e) Produce knowledge artifacts that mark the introduction of new methods of doing business and the beginning of another learning cycle
- f) Take part in communities of practice conferences and webinars

Secondly, the project also made an agreement with the USAID Water, Sanitation, and Hygiene Partnerships and Learning for Sustainability #2 (WASHPaLS #2) via its implementing partner FSG. This partnership will establish financing mechanisms that feature flexible financing installment plans from sanitation enterprises to customers. This strategy will help the project both in research and to jointly design, pilot, and roll out solutions in the context of the local landscape. This collaboration will be centered on (a) improving enterprises' working capital and (b) de-risking credit extension to households, to strengthen the ability of enterprises to offer installments and improve overall sales, particularly to customers with financial liquidity constraints.

USAID WKSP hosted a learning agenda workshop that involved 18 county government staff, two LREB officials from the health pillar, and three GLUK staff. The session prepared the participants with both the objectives of the project and the tools to develop a learning agenda, whose results were the following six prioritized draft questions:

- What determinants lead to successful pilots in market-based sanitation and menstrual hygiene management products and services in the western Kenya region?
- What is the effect of county government involvement in the replicability and scalability of sanitation and MHM products and services?
- How can community dialogue sessions be modified to enhance MHM-related messaging delivered to girls/boys aged 10–24?
- How viable is a problem-led sales approach in improving uptake of sanitation products in western Kenya?
- How do users of non-biodegradable and reusable menstrual products manage their waste?
- What innovative methods are institutions adopting to manage menstrual waste?

This being the first phase of the co-creation, the workshop achieved the milestone on collaboration and capacity development on learning agenda setting for both the project staff and the county teams. The next phase will be to polish these questions and design an action road map.

County planning and progress review. As part of the project's requirement to periodically review and reflect on the progressive performance, the USAID WKSP supported review meetings across the eight counties, targeting county and sub-county Departments of Health and Water, WSSPs, sanitation enterprises, and MHM stakeholders. There were a total of 378 (200 male, 178 female) participants across the counties. The objective of the review meetings was to assess performance for the previous quarter while setting out targets for the quarter. The project further took the opportunity to discuss the implementation strategy for both MHM and sanitation while leveraging support from the community health volunteers to enhance demand creation at the village and ward levels. The participants were then taken through the data collection tools for each stakeholder (i.e., artisans, CHVs, and PHOs) and the channel for reporting through the county and

sub-county WASH coordinators. The meetings further highlighted key learnings that spanned from challenges to opportunities identified in the previous quarter. The project committed to support market activations in collaboration with the private-sector actors such as LIXIL to accelerate sales while also conducting on-the-job training to maintain quality of product installations. Challenges identified were mainly on limited access to SATO products. The participants discussed ways of resolving the issue with support from LIXIL (see example below from Kisii County).

LINKAGES WITH OTHER USAID PROGRAMS

USAID WKSP is working collaboratively with USAID WKWP to review the Kisumu County WASH Forum Strategic Plan (2023–2028). The plan provides direction to sector planning, coordination, and joint resource mobilization and utilization to increase impact in the WASH sector. In addition, USAID WKSP, Child Fund, and USAID Nuru ya Mtoto are all supporting the LREB health pillar on policy interventions in the region.

USAID WKSP hosted and supported the FSG team in undertaking field research activities for the USAID WKSP/WASHPaLS #2 collaboration. The purpose of the trip was to explore the implementation potential of WASHPaLS #2's proposed financing mechanisms in rural western Kenya by (1) understanding the rural western Kenya supply chain for toilet construction materials (including existing trade credit practices), attitudes and willingness of supply chain actors to extend credit to customers, and reactions to working capital mechanisms; (2) assessing the availability and interest of financial institutions in financing the sanitation supply chain, getting inputs on the proposed mechanisms, and incentives for participation; and (3) understanding the current/planned activities and relationships of USAID WKSP with different stakeholders.

USAID WKSP and WASHPaLS #2 jointly developed an initial report capturing preliminary insights and findings based on the precursory assessment from the scoping trip. The definitive research or conclusions subject to findings that emerge from a closer analysis and discussion of data collected during the trip would be presented later to inform the start of the pilot on channel financing.

USAID WKSP, led by its Chief of Party, participated in the USAID/KEA learning event in Nairobi from March 13–15, 2023. The event was held as a precursor to the World Water Day celebrations held annually on March 22, 2023. USAID/KEA not only took stock of its work but also drew learning from the work undertaken by other USAID/KEA activities in various counties in Kenya. The three-day learning event was preceded by a high-level event to launch the Kenya WASH Country Plan and celebrate the partnerships that USAID/KEA will work with and support over the next 5 years to implement \$100 million of WASH activities, which is part of Kenya's High-Priority Country Plan. The opening ceremony was officiated by the US Ambassador to Kenya, [REDACTED]; the Cabinet Secretary for Water, Sanitation, and Irrigation, [REDACTED]; the Governor of Nyandarua County, representing the Council of Governors, [REDACTED]; and [REDACTED], the Director Environmental Health at the Ministry of Health. USAID WKSP Chief of Party participated in a panel discussion on private-sector involvement in sanitation and MHM. He outlined the work in market-based sanitation and MHM within the western Kenya region. In his remarks, he highlighted the work USAID WKSP has done in training artisans, promoting uptake of basic and safely managed sanitation services in both urban and rural areas, assessments that USAID WKSP commissioned, as well as the MHM approach that has entailed fighting stigma and beliefs while strengthening uptake of menstrual products and services.

LINKAGES WITH GOK AGENCIES

In the quarter under review, USAID WKSP signed a memorandum of understanding (MOU) with KIWASCO to jointly work toward improvement of urban sanitation management by evaluating FSM treatment and reuse options, especially for urban and peri-urban settings in Kisumu city and its environs. These options include the non-sewerage containment and treatment systems that deliver not only fecal sludge (FS) treatment solutions but also treated sludge reuse with respect to biomass fuels, composts, and animal feed. The two partners will work with MPEs and urban FS-emptying service providers to improve their service delivery models by strengthening their operations, elevating health and safety protocols, and introducing technical solutions for efficient pit emptying and transport.

ENVIRONMENTAL MITIGATION AND COMPLIANCE

USAID WKSP continues to comply with the local laws and regulations regarding environmental safeguarding as a requirement for compliance with 22CFR and International Finance Corporations Environmental and Social Performance Standards of 2006. In this quarter, the project continued with integration of environmental management plans in the project. All activities were screened for environmental safeguarding and cleared by the environment lead before implementation. Monitoring of activities was done, including ensuring the correct use of personal protective equipment by the MPEs and exhauster service providers during training and execution of their duties.

The EMMP remains a statutory project document that the project refers to periodically during implementation. USAID WKSP continued to adhere to the recommended mitigation measures of anticipated environmental impacts. In this quarter, a sensitization session and dissemination of the EMMP was held for county CECs, during a CEC sensitization meeting held in Rusinga Island. The project further engaged a PERSUAP specialist to prepare a pesticide evaluation report and safer use action plan. This follows a previous initial environmental examination (IEE) report and a draft EMMP that describes how USAID WKSP will meet or exceed the requirements of the IEE. The PERSUAP guidelines are linked to sanitation, FSM, and MHM. The final PERSUAP will outline and guide on how the project engages in the purchase or use of any pesticides and chemicals. The PERSUAP procedures identified mitigation measures, monitoring indicators and plans, and responsible parties to implement the activities to mitigate adverse impacts on the environment and the local community. The USAID Africa Bureau Environment Officer has determined that pesticide assistance by any USAID/KEA activity will be authorized via an activity-specific Pesticide Evaluation Report and Safe Use Action Plan (Activity PERSUAP). This plan has documented potential chemicals of use in sanitation, MHM, and FSM, their active ingredients, and their approval status against the United States Environmental Protection Agency (USEPA) guidelines. The PERSUAP is still under review by both USAID WKSP and USAID/KEA for subsequent approval and will eventually form part of the approved EMMP.

In addition, to reduce greenhouse gas emissions, the project ensured safe collection, transportation and disposal of fecal waste at the county designated areas. The manual pit emptiers and exhauster service providers in Kisumu were trained on the pupu pump technology that ensures no spillage of fecal content into the environment. The resultant waste is then disposed into the lagoons where decomposition takes place anaerobically through biological processes. During the process, the project ensures all the involved personnel don full PPEs to reduce both health and environmental risks.

Finally, environmental monitoring of sub-grantee activities was done, and technical support given in terms of operations, prevention, and adaptation. Climate change sensitization was also done during the onboarding of new potential new grantees.

CLIMATE CHANGE IMPACT MITIGATION

Apart from inadequate water and unsustainable infrastructure, climate change remains one of the major concerns of the rural sanitation sector. Climate change contributes to the existing vulnerabilities and inequality in access to and usage of sanitation facilities and services. Different groups of people are impacted differently by the impacts of climate change. Sanitation service delivery is equally affected by the interconnectivity between hygiene, behavior change, water supply, and climate hazards. USAID WKSP uses adaptation, mitigation, and resilience strategies to integrate its activities, plans, and technologies in implementation. At USAID WKSP, climate-resilient sanitation and MHM technologies are promoted and supported through local innovations. One of the areas to explore is through the Hack-a-Thon planned for next quarter, where the project will identify unique innovations by implementing partners in sanitation and MHM. The project, through the sub grantees, is keen on promoting environmentally friendly MHM products made of bio-degradable materials such as felt cotton, banana and sisal fibers. The two already onboarded grantees are currently making reusable sanitary pads from cotton fibers. The project is also exploring partnerships through the private sector and research/learning institutions to spur and support innovations that would solve the challenge of menstrual waste. As part of the AMELP, the project also developed and defined climate change indicators, which will be monitored and reported quarterly. Activities responding to the indicators are outlined in the workplan and will be implemented beginning next quarter after a consultative forum with climate change actors from the implementation region.

MANAGEMENT

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

CAPACITY BUILDING OF STAFF AND GRANTEES ON M&E TOOLS

USAID WKSP trained project staff, county staff, and grantees on the project tools on data management and data collection tools orientation. The project redesigned the sanitation tools with inputs from the county staff across the eight target counties as part of adaptive management. County staff were oriented on the sanitation tools during the county performance review meetings on sanitation and hygiene for buy-in and ownership. The virtual meeting achieved its objective and in addition did scrutiny of the data flow chart, PIR data requirements, tools and methods for data collection, mobile data collection and analysis platforms, data quality management, storage, reporting, and use. The project staff would then be able to understand their roles and appreciate the project's data management process as a critical component in project implementation to demonstrate what is working, what has not worked, and how to improve the process.

The grantee staff were also orientated on MHM tools during the onboarding process to allow them to understand the tools for reporting and kick-start preliminary reporting of activities from the sub-granted organizations.

ADAPTIVE MANAGEMENT

On March 27–28, the project held a two-day all staff workshop whose agenda was to review the implementation approaches and revise the current work plans based on the formative assessment's key findings and recommendations. Additionally, the project revised the AMELP indicator targets in the performance indicator tracking table (PITT) based on the concluded baseline assessments. Some of the outputs from the adaptive management meeting include co-created learning questions, a revised work plan for Y2, and revised project targets. Next steps include compiling learning questions to form a learning agenda.



Exhibit 8. Project staff during the adaptive management workshop. Photo: USAID WKSP

QUALITY

USAID WKSP conducted a monitoring field visit through the project leadership and M&E department to three project target counties. The field monitoring visit was important in verifying data reported from counties and check-in meetings with the county market advisors and county

government staff to identify areas that require strengthening. This would result in improved project activities or implementation for better adaptive management practices, especially on how reporting should be done from the household level to the county. These regular field monitoring visits served as critical quality checks on project implementation and management.

COST CONTROL

USAID WKSP agreed with the KCDMS project, a USAID-funded food and agriculture activity, on a co-share formula on rent, security, and cleaning for a period of eight months up to August 2023. In addition, the project obtained from KCDMS various materials that were initially budgeted for purchase to support the project’s counties based staff. Furthermore, USAID WKSP obtained a vehicle from the Power Africa East Africa Energy Program (EAEP) project on loan for the Siaya Cluster that has reduced the cost of vehicle hire. The project is also working closely with vehicle hire suppliers to ensure cost savings by establishing county-based branch offices.

OPERATIONS

USAID WKSP successfully obtained approval from USAID to purchase additional IT equipment, including laptops and phones for staff. The equipment was promptly purchased and delivered to staff by March 9, 2023.

USAID WKSP also made progress in setting up embedded offices in collaboration with county government counterparts. In Siaya, negotiations resulted in securing one space initially allocated to the driver for a period of six months starting in March 2023, while USAID WKSP continues to explore alternative locations. Similarly, in Kakamega, after initially being informed of no available space, USAID WKSP successfully negotiated and obtained one space for the CMA, also for an initial period of six months starting in March 2023. In Busia, the space is expected to be set up and completed in the next quarter. However, in Homa Bay and Kisii, the project is still in the process of identifying suitable space to host the team through ongoing discussions with relevant stakeholders.

STAFFING

USAID WKSP successfully completed the onboarding process for an additional driver based in Siaya and filled the vacant position of Kakamega CMA, who had resigned in October 2022. However, there were also two resignations during this quarter, namely the Supply Chain Manager and the key personnel position of Finance and Administration Director. USAID WKSP immediately initiated recruitment efforts to fill these two positions. The new Finance and Administration Director was approved by USAID on March 21, 2023 and is scheduled to assume duties on May 2nd, 2023. Meanwhile, the recruitment process for the Supply Chain Manager, led by PSI, is still ongoing.

In addition, USAID WKSP also initiated recruitment for the Homa Bay CMA and MHM Coordinator for Kisumu County, both of which have been successfully completed. The newly recruited staff are expected to join the team in the upcoming quarter, further strengthening the workforce of USAID WKSP.

TABLE 6. STAFFING LIST

Name	Title	Location	Start Date
██████████	Chief of Party (COP)	Kisumu	February 23, 2022

Name	Title	Location	Start Date
[REDACTED]	Deputy COP/Market-Based Sanitation Lead (PSI)	Kisumu	March 21, 2022
[REDACTED]	Menstrual Hygiene Management Lead (AMREF)	Kisumu	April 4, 2022
[REDACTED]	Finance Manager	Kisumu	May 4, 2022
[REDACTED]	Communications Director	Kisumu	May 9, 2022
[REDACTED]	Accountant	Kisumu	May 16, 2022
[REDACTED]	SAF/Grants Manager	Kisumu	June 6, 2022
[REDACTED]	County Market Advisor (AMREF)	Busia/Siaya	June 6, 2022
[REDACTED]	County Market Advisor (AMREF)	Bungoma	June 6, 2022
[REDACTED]	Senior MEL Specialist	Kisumu	June 13, 2022
[REDACTED]	BDS Manager – Kisumu Cluster (PSI)	Kisumu	June 13, 2022
[REDACTED]	County Market Advisor (AMREF)	Kisii	June 20, 2022
[REDACTED]	Office Assistant	Kisumu	July 1, 2022
[REDACTED]	MHM Officer (AMREF)	Siaya	July 5, 2022
[REDACTED]	Civil Engineer (PSI)	Kisumu	July 6, 2022
[REDACTED]	Urban Sanitation & BDS Manager (PSI)	Kisumu	July 12, 2022
[REDACTED]	Policy/Training Coordinator	Kisumu	July 15, 2022
[REDACTED]	County Market Advisor (AMREF)	Migori	July 18, 2022
[REDACTED]	Driver	Kisumu	July 25, 2022
[REDACTED]	Driver	Kisumu	August 1, 2022
[REDACTED]	Sales and Marketing Manager (PSI)	Kisumu	August 15, 2022
[REDACTED]	Data Analyst	Kisumu	September 1, 2022
[REDACTED]	R&D Lead	Kisumu	September 26, 22
[REDACTED]	Governance and Partnerships Lead	Kisumu	September 26, 2022
[REDACTED]	Access to Finance Lead	Kisumu	October 17, 2022
[REDACTED]	BDS Siaya Cluster (PSI)	Siaya	November 1, 2022
[REDACTED]	Operations Assistant	Kisumu	December 12, 2022
[REDACTED]	Driver	Siaya	January 16, 2023
[REDACTED]	County Market Advisor (AMREF)	Kakamega	January 12, 2023

Name	Title	Location	Start Date
██████████	County Market Advisor & MHM Cluster Coordinator	Homa Bay	April 5, 2023
██████████	Finance and Administration Director	Kisumu	May 2, 2023
████	Supply Chain Manager (PSI)	Kisumu	TBD

MONITORING AND EVALUATION

This section highlights the tools and systems that were used in Q2 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

To effectively have reliable and timely information for informed implementation or adaptation per SO, USAID WKSP conducted data verification exercise on last quarter's reported data on sanitation (Oct.–Dec. 2022). The verification exercise was to support the project in ensuring that the data reported represents the actual data on the ground. The exercise was carried out in Siaya, Busia, and Bungoma counties. During the quarter, the project also carried out pretesting of automation of data reporting through Kobo in the three counties (Siaya, Busia, and Bungoma). During the exercise, 12 households were reached in Bungoma, 14 in Busia, and 12 in Siaya. In Q1, 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. In Q2, the project shortlisted and conducted interviews for individuals with capacity to carry out the exercise. The recruitment is at an advanced level, and the M&E system is expected to start working in the next quarter.

DATA MANAGEMENT AND AUTOMATION

USAID WKSP carried out training for all staff on data management and data collection tools orientation. Some of the tools have been digitized, including mWater, a sanitation data management tool that the project intends to use to capture data from the field. Additionally, the project has contracted an expert who will support the MEL team to create an interactive dashboard using MS Excel to capture, collate, and display monitoring data.

DATA REVIEWS AT COUNTY AND SUB-COUNTY LEVELS

To strengthen effective monitoring and reporting of basic and safely managed sanitation services, USAID WKSP facilitated review meetings in the eight counties, including sub-counties of implementation, which assessed progress and setting targets for Q3 activities. The project also shared the USAID WKSP reporting tools with the CHVs and the Public Health Officers to improve monitoring and performance tracking of households accessing improved sanitation because of USAID WKSP interventions. The participants were further re-oriented on the market-based sanitation approach that focused on the roles of the entrepreneurs, consumers, and the county government. The entrepreneurs were linked with the CHVs to support them in the demand creation activities for sanitation services in their areas of operation.

PROGRESS REPORTING AND ANALYSIS

In the quarter, USAID WKSP continued to implement activities alongside the validation of baseline assessment reports with counties that have been used to determine the project baseline targets. In this quarter, baseline assessment validation meeting for all five thematic areas were completed, while dissemination of the final reports will follow in Q3. Project targets for FY23 were largely dependent on the baseline assessments results. The current AMELP performance table will thus be revised during Q3 to reflect new numbers in the performance indicator tracking table (PITT). The project will also involve USAID/KEA and finalize the additional indicators on private-sector and climate change indicators.

Goal level. A total of 4,298 people in 396 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 project also reached 2,886 (1,504 male, 1,382 female) people through safely managed sanitation services in Kisumu and Homa Bay county. Breakdown per county for basic sanitation is as follows: 958 in Kisii, 830 in Migori, 670 in Bungoma, 663 in Homa Bay, 503 in Busia, 258 in Kakamega, 228 in Kisumu, and 188 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. The table below presents Q2 progress disaggregated data on access to basic sanitation services for each project county.

TABLE 7. NUMBER OF PEOPLE ACCESSING BASIC SANITATION SERVICES (BSS)

County	No of HH accessing Basic Sanitation Services (BSS)	Population Accessing BSS			HH with PLWD, Elderly or Sick
		Males	Females	Total	
Kisumu	35	113	115	228	4
Migori	119	394	436	830	15
Kisii	31	393	565	958	3
Homa Bay	17	279	384	663	5
Siaya	30	82	106	188	2
Kakamega	48	133	125	258	0
Bungoma	92	316	354	670	0
Busia	24	97	406	670	7
Total	396	1807	2491	4,298	32

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

In Q2, USAID WKSP validated baseline assessment results with stakeholders to better define the results and indicator targets under this sub-objective. The project validated 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. The reports from the assessment will be finalized and disseminated to the stakeholders in Q3.

The finalization of the baseline assessments from Q1 has served as a milestone for the project since it has resulted in the project’s establishing targets and recording baseline data in the indicator performance table.

USAID WKSP also finalized the PEA report and applied it in its activities this quarter specifically to address and attend to some of the policy gaps identified in the counties.

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

The project achieved 57 percent of its performance goal in Q2 on the number of people gaining access to basic sanitation services and number of people gaining access to safely managed sanitation services. This is expected to increase in 2023 due to the DQ sales training and improving the skills of masons on construction and retrofitting of latrines, which will be scaled to other counties.

This quarter, USAID WKSP worked closely with enterprises out of the 32 and will formally engage all the enterprises in Quarter 3. This will increase access to sanitation products and hygiene by promotion of the project-identified LIXIL products and other market-based MHM products. In addition, the project will formally engage the 32 sanitation outlets, identify their gaps, and address the gaps on a need-by-need basis from the outlets.

The project managed to sell a total of 655 products. This is likely to increase in the oncoming quarters when the DQ sales are rolled out in other six remaining counties besides the two counties (Kisumu and Kakamega) that were pilot counties for the DQ sales. DQ sales application follow-up and tracking started in Q2, and there is evidence of uptake of the products in the two sampled counties.

The project also managed to facilitate 107 sanitation services through sewer connections and pit emptying. This started in Q2 where 39 participants who are manual pit emptiers were trained on mechanized pit-emptying technology that is recommended for a safely managed sanitation.

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

USAID WKSP had set targets for FY23 Q2 for the 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 Q2, USAID WKSP continue to hold MHM trainings at the sub-county and ward levels across the target counties. For example, 89 (54 male, 35 female) people were trained across the three sub-counties in Migori county and 131 (60 male, 71 female) were trained in Busia County across 3 sub-counties. After the MHM ToT training and the cascaded training to sub-counties, trainees reached 5,520 people with MHM SBCC messages across the all target counties, as reported in the breakdown (Siaya – 1,622; Kakamega – 1,477; Migori – 1,359; Kisii – 566; Busia – 426; Bungoma – 70; Kisumu – 0; and Homa Bay – 0).

The project achieved 24.3 percent of the quarterly target on the number of people reached with information, education, and communication campaigns designed to increase public awareness on MHM. The project will have MHM strategy developed in Q3 and use this to increase 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 quarter, USAID WKSP held a number of activities in coordination, collaboration, and advocacy contributing to progress in strengthening the enabling environment for improved sanitation and MHM in all target counties. For example, the project supported and engaged with all 8 county governments where key leadership teams (CECM of Health and Water, Director of Public Health Department) attended a meeting to be reoriented on project objectives and sharing of key activities in the joint co-created work plans and validation of baseline assessment results. This

engagement was to bring the key county leadership up to speed on project activities since most of the leadership teams were newly appointed in the county government positions. The project also identified one local university (Great Lakes University) targeted for assessment for R&D collaboration on sanitation and menstrual hygiene in the quarter. In Q2, the project did not achieve a percent performance on enabling environment indicators related to strengthening institutions to manage water resources and supply but signed an MOU with KIWASCO that will lead to strengthening capacity of the water utility, and the project intends to reach other water utilities to effectively deliver sanitation services in the target counties.

The project also achieved 50 percent performance on its goals for USG engagements with private-sector partners. This was made possible through signing of 4 MOUs with Faulu Kenya, SMEP, KNCCI, and KCIC. The project achieved 50 percent for the quarter and the project will continue to engage other private partners, including signing an agreement with other FIs to support more private-sector engagements and the enabling business environment. Summarized details of overall performance are in Table 9.

PROGRESS TOWARD FY23 DELIVERABLES

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

TABLE 8. PROGRESS TOWARD FY23 DELIVERABLES

Sub Component	Planned activities	Key Deliverables	Status
SOI: Analyze the S&H Market System, Target Markets, and Business Enabling Environment			
Task I.1: Stakeholder Consultation and Community Engagement	Conduct county sensitization meetings with the new/incoming relevant line departmental heads on the joint work plans developed	New county leadership sensitized on creation of awareness of USAID WKSP	Completed
	Conduct quarterly meetings with the county teams to review the jointly created work plans	Status activity progress reports with action plans on joint work plans	Completed
	Conduct joint review of the developed work plans and do joint signing at the county level with county leadership teams	Signed county joint work plans	Completed
Task I.2: Conduct PEAs	Hold quarterly interactive workshops	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Completed
	Conduct quarterly pilot on the PEA question, specifically the tools, and adjust using feedback	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Completed In progress
	Collect data using adjusted tools and facilitate desk reviews, KIs, among others	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	In progress
	Analyze PEA findings to synthesize the detailed notes from each discussion and identify the key themes, supporting findings (or evidence), and recommended actions	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Completed
	Disseminate PEA findings to USAID WKSP staff, develop work plan to respond to actionable issues	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Completed

Sub Component	Planned activities	Key Deliverables	Status
	Embed the PEA findings and work plan in the USAID WKSP's year three work plan	Baseline and basis for subsequent activities on related tasks in enabling environment reform and in S&H market assessments	Completed
Task 1.3: Conduct Assessment of Sanitation and Hygiene Supply	Review and analyze assessment findings	Completed assessment findings	Completed
	Synthesize findings as a knowledge product	Knowledge product	In progress
	Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)	Validated knowledge product	In progress
Task 1.4: Household Survey for Market Sizing and Segmentation	Synthesize findings as a knowledge product	Knowledge product	Completed
	Update USAID SanPlan (sanitation mapping) with findings	Baseline and basis for subsequent activities on testing and expanding market-based solutions for S&H products and services based on customer segments	In progress
	Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)	Knowledge products	In progress
Task 1.5: Sanitation Mapping	Develop an online system to capture project reports and data	Online system developed	In progress
	Set up summary sheets/reports, disaggregation, and calculations for all indicators	Summary sheets/reports	Completed
	Design protocols for all data storage, who can access, and how to access	Protocols developed	Completed
	Adopt locked filing cabinet and restricted access for paper documentation	Filing cabinet in place	Completed
	Cloud database storage (project share or SharePoint) with limited access	Cloud database	Completed
	Train relevant staff and implement all data security and storage practices	Data security and storage practices	Completed

Sub Component	Planned activities	Key Deliverables	Status
Task 1.6: Enabling Environment Review	Collect and analyze assessment data and findings	Assessment conducted	Completed
	Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)	Knowledge products	In progress
SO2: Identify, Implement, and Scale Pilots to Strengthen the Sanitation Market System			
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	In progress
	Co-develop draft training manuals and technical designs for all sanitation products and services along the sanitation value chain	Training manuals for sanitation services	Completed
	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 Fundis	Conduct periodic (monthly) joint follow-ups to provide technical assistance to artisans/ <i>fundis</i> in construction/installation of improved sanitation technologies across the counties and to improve on existing products and ensure quality	Effective coordination mechanisms for market-based sanitation established in target counties	Completed
	Conduct quarterly stakeholders review meetings with key sanitation actors to review progress, challenges, and opportunities	Review meeting reports	In progress
	Conduct engagement sessions with the respective county Departments of Education on inclusion of sanitation technology units in the masonry and plumbing	Engagement meeting reports	Completed
	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	Learning sessions between <i>fundis</i> and enterprises held	In progress
	Conduct market activations to create demand for improved sanitation products and services in the respective counties championed by CHVs	Market activations done	In progress

Sub Component	Planned activities	Key Deliverables	Status
Sub-task 2.1.2: Facilitate expanded delivery models of <i>fundi</i> operations	Organize sanitation hackathons/contests for innovative sanitation products and services responsive to challenges, preferences, and contexts	Hackathons/contests conducted	In progress
	Utilize SAF to support manufacturers and designers to modularize innovative sanitation products that are expandable, financially viable, and sustainable	SAF utilized	In progress
	Regular engagement sessions with private-sector actors to improve efficiency of sanitation supply chain	Engagement reports	In progress
Sub-Task 2.1.3: Establish Partnerships for Improved Sanitation Services Delivery	Support operationalization of FSM service provision through county governments and VASREB engagement through provision of regulations in selected counties	Operationalized FSM service provision	In progress
	Build the capacity of MPEs through the SAF on improved emptying practices using improved diggers, poo pumps, and sludge pumps to extract, contain, and transport sludge more effectively and efficiently	MPEs capacity building through SAF	Completed
	Coordinate with county governments, partners, and water and sanitation utilities to review and evaluate sustainable FSM treatment and reuse options	Evaluation of sustainable FSM treatment	Completed
	Design, implement, and update monitoring system for sales data	Sales data system/tools	Completed
	Identify and select businesses for initial sales trials	Businesses selected	Completed
	Trial new product sales with enterprises in select counties	New products	Completed
	Provide business training and supportive supervision to service providers	Businesses training report	Completed
	Provide SAF to qualified BDS groups to advance sanitation sales and marketing	SAF grants provided	In progress
	Explore partnerships with institutions/trade associations for certification of groups and individuals on sales and marketing	Partnerships with groups/individuals on sales and marketing	In progress

Sub Component	Planned activities	Key Deliverables	Status
Sub-Task 2.1.5: Increase Access to Finance to Scale Delivery Models	Design mentorship and coaching tools on financial literacy	Mentorship and coaching tools availed	In progress
	Conduct mentorship and coaching for the onboarded sanitation businesses on financial literacy	Financial literacy tool on mentorship and coaching, business to business and client linkages with financial institutions manual	In progress
	Develop a manual to guide business to business and client linkages with financial institutions	Business coaching and modules	In progress
SO3: MHM market system assessment and development			
Task 3.1: MHM Barriers and Enablers Report	Analyze and collate in report	Data collection and collation	Completed
	Conduct county-specific validation and dissemination meetings on the report	County-specific validation	In progress
	Develop action plan to address gaps and amplify enablers	Action plan developed	In progress
Task 3.2: Establish MHM Steering Committees	Conduct county-specific sensitization meetings for the MHM SCs on MHM	Sensitization meeting reports	In progress
	Provide technical support to MHM SCs through one-on-one coaching to ensure that they meet their key deliverable of creating and enabling environment for MHM private-sector players	Coaching reports	In progress
	Conduct quarterly review meetings with the MHM SCs to gauge progress and offer support	Quarterly activity reports	In progress
Task 3.3: Develop and Launch MHM Campaigns	Develop USAID WKSP MHM SBCC strategy	SBCC strategy developed	In progress
	Conduct county-specific validation meetings on the USAID WKSP MHM SBCC strategy	Validation meetings conducted	In progress
	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	In progress

Sub Component	Planned activities	Key Deliverables	Status
	Form MHM committees at the community level to facilitate community sensitization	MHM committees formed at the community level	In progress
	Conduct quarterly meetings at community units on MHM for feedback sessions on products and other market opportunities for MHM products and service	Quarterly reports	In Progress
	Roll out county-specific interpersonal communication campaigns through household visits and community forums	County-specific campaigns	In progress
	Establish linkages with youth leaders and sports associations in specific counties for sensitization on MHM	Linkages with youth leaders and sports associations established	In progress
	Participate in community dialogue days and create awareness on MHM	Community dialogue days	In progress
	Sensitize beach management units on MHM	Sensitization reports	In progress
Task 3.4: Catalyzing Product System Delivery Models and Marketing Approaches to Improve Accessibility of MHM Products	Create linkages between the CHVs, producers, and manufacturers to test and employ innovations for low-cost delivery models of MHM products	Linkages created	In progress
	Conduct market activations to create demand for new MHM products in collaboration with the private sector	Market activations conducted	In Progress
	Conduct quarterly stakeholders review meetings with key MHM actors to review progress, challenges, and opportunities	Quarterly stakeholders report	In progress
Task 3.5: Improve Sales and Marketing Delivery Models	Map out suppliers and distributors of MHM products and develop a database	Suppliers mapped	Completed
	Conduct regular engagement sessions with private-sector actors to improve efficiency of MHM product supply chains	Engagement reports	In progress
	Capacity building of selected USAID WKSP-supported MHM enterprises/ groups on financial management (bookkeeping, value proposition, sales & marketing, record keeping)	Capacity building reports	In progress

Sub Component	Planned activities	Key Deliverables	Status
	Conduct door to door MHM product promotion by the CHVs in community units to enhance product demand	Product promotion done	In progress
	Conduct monthly review meetings with the CHVs and share progress, challenges, and successes	Monthly review reports	In Progress
Task 3.6: Improving Waste Collection and Management Methods	Review MHM barriers and enablers report to identify how users in the target counties dispose of their menstrual waste	Report on enablers and barriers	Completed
	Identify and take stock of MHM waste management and disposal actors (database)	Mapped waste management and disposal actors	In progress
	Develop compendium of the options available, including specifications	Compendium developed	In Progress
	Host exhibitions for menstrual waste management actors in the western region	Exhibitions held	In progress
	Host exhibitions for menstrual waste management actors in the western region	Innovations on waste management held	In progress
SO4: Strengthen Enabling Environment			
Task 4.1: Facilitate County sanitation and MHM policy development	Develop TOR for MHM and EHS policy domestication in target counties	TORs for MHM and ESH in place	In progress
	Support counties in MHM and EHS policy domestication	MHM and EHS domesticated policies	In progress
	Data collection to identify policy gaps in target counties based on policy review	Data collected	Completed
	Conduct stakeholder policy validation and public participation and support launch of MHM and sanitation policies	County-specific domestication of policies	In progress
Task 4.2: Engage Reform Champions	Conduct initial engagement meetings with reform champions to seek collaboration	Initial engagement done	In progress
	Inductions for all identified champions on sanitation and MHM activities	Champions inducted	In progress

Sub Component	Planned activities	Key Deliverables	Status
	Develop and sign off TOR with all trained sanitation and MHM champions	TORs developed	In progress
	Hold review sessions and monitor performance progress in the implementation of sanitation and MHM activities	Review sessions report	Completed
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	In progress
Task 4.4: Strengthen Coordination Mechanism	Design targeted capacity-building plans for each forum OR establish WASH forum and provide capacity-strengthening support where none exists	Capacity-building plans designed	In progress
	Support counties to review developed CIDP	CIDPs reviewed	Completed
	Support LREB in developing a sanitation blueprint	Sanitation blueprint done	In progress
	Monitor and document progress and lessons learned toward realizations on reduced economic burden for sanitation	Lessons learned report	In progress
	Support for inter-county learning events, peer-peer benchmarking, and exchange visits to prosper counties for WASH	Inter-county learning report	In progress
	Collaborate with regional waterworks development agencies for inclusion of last-mile connectivity in low-income and rural areas	Collaborative reports	In progress
Task 4.5: Improve Regulation of Sanitation Services	Support at least two counties (those who have completed domestication) to develop regulations and guidelines for MHM and EHS policies	Regulations and guidelines developed	In progress
	Sensitize the health and sanitation committee on the developed regulations and policies	Sensitization reports	In progress
	Conduct one policy dialogue consultative workshop	Policy dialogue reports	In progress
Task 4.6: Facilitate Access to Public Financing	Support the establishment of a county-level sanitation planning team to prepare sanitation financing plans	Sanitation planning teams in place	In progress

Sub Component	Planned activities	Key Deliverables	Status
	Facilitate local CSOs to support lobbying and advocacy initiatives for sanitation and MHM through public participation forums	Local CSOs supported	In progress
	Support counties to develop and operationalize private-sector engagement frameworks	Engagement frameworks in place	In progress
	Leverage national and county development funds to unlock funding for sanitation and MHM (i.e., NGCDF, WSTF, WWDA, WDF)	Leverage reports on Sanitation and MHM funding	In progress
	Leverage LREB partnership to influence increased budget allocation/funding for sanitation in the target counties	Increased budget allocation in CIDPs	In progress
	Support development or review of county sanitation plans (CIDP, ADP, AWP) and county sanitation investment plans	Reviewed Sanitation plans	In progress
Task 4.7: Facilitate Access to Private Financing	Collect and analyze the scoping data to establish the number of financial institutions, the nature of products they offer to the sanitation sector, challenges, and opportunities for partnership	Data analyzed on FIs	Completed
	Summarize scoping findings as a knowledge product	Knowledge products	In progress
	Conduct a validation workshop to disseminate finding results	Validation report	Completed
Cross-Cutting Activities (Environment, Research and Learning, Monitoring and Evaluation, and Communications)			
Support Climate Preparedness and Resilience Planning for County Sanitation and MHM Activities	Conduct targeted environmental/vulnerability assessments of the potential impact of environmental/natural calamities on sanitation and hygiene systems and facilities	Assessment results	In progress
	Connect with the meteorological department for data	Meeting reports	In Progress
	Engage and explore partnerships with local institutions to use indigenous knowledge as early warning systems	Partnership engagements	In progress

Sub Component	Planned activities	Key Deliverables	Status
	Draft a comprehensive sanitation preparedness plan for the counties based on the assessment	Sanitation preparedness plan	In progress
	Engage county stakeholders to present and garner adoption of the sanitation preparedness plan	Adoption of sanitation preparedness plan	In Progress
	Do routine environmental monitoring in project areas	Monitoring report	In progress
	Support grantees to follow environmental compliance	Environmental compliance	Completed
Identify and Pilot Application of Resilient Products and Services in Sanitation and MHM Activities	Review, validate, and prioritize resilient sanitation opportunities identified by the market assessment	Reviewed resilient sanitation opportunities	In progress
	Explore partnerships and collaborations with local manufacturers, service providers, and institutes to innovate through the SAF for R&D	SAF reports	In progress
Advancing Collaboration, Learning, and Adaptation	Apply assessment findings to identify project-specific learning areas and gaps	Project learning Questions identified	Completed
	Engage an institution of higher learning to establish a culture of learning and adaptation within the project	Higher learning institutions engaged	Completed
	Develop learning agenda and set learning agenda questions and broad thematic areas for thought leadership	Learning agenda developed	In progress
	Implement actions to facilitate adaptive learning	Actions implemented	In progress
	Conduct quarterly pause-and-reflect sessions	Pause and reflect report	Not done
	Produce knowledge products	Knowledge products produced	In progress
Implement Communications Strategy	Prepare IEC materials	IEC materials developed	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	In progress

Sub Component	Planned activities	Key Deliverables	Status
	Develop social media content	Social media content developed	In progress
	Produce quarterly project e-newsletters	E- newsletters produced	In progress
	Take photos to record and communicate visually	Photo novella on sanitation and MHM developed	In progress
	Participate in global events	Awareness of market-based solutions and innovations on sanitation and MHM increased	In progress
	Support counties with agenda setting of meetings, refine and review learning questions, and support documentation process	Learning agenda and questions developed	In progress
	Establish and sustain a knowledge management repository and use the appropriate USAID channel for dissemination	Knowledge management repository established	In progress
	Synthesize the implementation experiences and baseline assessment findings	Project experience, assessment findings shared	In progress

PLANNED ACTIVITIES IN THE NEXT QUARTER

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

TABLE 9. PLANNED ACTIVITIES IN Q3 AND Q4

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
SOI: Analyze the S&H Market System, Target Markets, and Business Enabling Environment						
Task I.1: Stakeholder Consultation and Community Engagement						
Conduct quarterly meetings with the county teams to review the jointly created work plans						
Task I.2: Conduct PEAs						
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, KIs, 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						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Embed the PEA findings and work plan in the USAID WKSP's year three work plan						
Task I.3: Conduct Assessment of Sanitation and Hygiene Supply						
Synthesize findings as a knowledge product						
Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)						
Task I.4: Household Survey for Market Sizing and Segmentation						
Synthesize findings as a knowledge product						
Update USAID SanPlan (sanitation mapping) with findings						
Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)						
Task I.5: Sanitation Mapping						
Develop an online system to capture project reports and data						
Adopt locked filing cabinet and restricted access for paper documentation						
Cloud database storage (project share or SharePoint) with limited access						
Consider PII, determine how participant names or any other sensitive information will be stored						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Train relevant staff and implement all data security and storage practices						
Task 1.6: Enabling Environment Review						
Validate and disseminate knowledge products (workshops, media networks, policy briefs, etc.)						
SO2: Identify, Implement, and Scale Pilots to Strengthen the Sanitation Market System						
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)						
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						
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 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						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Conduct engagement sessions with the respective county Departments of Education on inclusion of sanitation technology units in the masonry and plumbing						
Sub-Task 2.1.2: Facilitate Expanded Delivery Models of Fundis Operations						
Build capacity of <i>fundis</i> on business management models (creation of business entities) to facilitate formation of well-structured and compliant sanitation businesses						
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						
Sub-Task 2.1.3: Establish Partnerships for Improved Sanitation Services Delivery						
Facilitate linking organized MPEs with <i>fundis</i> to develop bundled service offerings to customers, from installation to maintenance						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
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						
Sub-Task 2.1.4: Advance Sales and Marketing and Activate Demand						
Design, implement, and update monitoring system for sales data						
Trial new product sales with enterprises in select counties						
Provide business training and supportive supervision to service providers						
Capacity building targeting market actors like local women's and youth groups and CHVs on problem-led sales and marketing						
Provide SAF to qualified BDS groups to advance sanitation sales and marketing						
Explore partnerships with institutions/trade associations for certification of groups and individuals on sales and marketing						
Document lessons learned from sales trial						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Sub-Task 2.1.5: Increase Access to Finance to Scale Delivery Models						
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						
Sub-Task 2.2.1: Develop Innovate Product Offerings and Models						
Assess and carry out initial product iterations to offer improved products and identify business partners' readiness						
Co-develop draft training manuals and technical designs for updated products						
Train initial business partners (including artisans) in new product technical designs						
SO3: MHM Market System Assessment and Development						
Task 3.1: MHM Barriers and Enablers Report						
Conduct county-specific validation and dissemination meetings on the report						
Develop action plan to address gaps and amplify enablers						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Task 3.2: Establish MHM Steering Committees						
Conduct county-specific sensitization meetings for the MHM SCs on MHM						
Provide technical support to MHM SCs through one-on-one coaching to ensure that they meet their key deliverable of creating and enabling environment for MHM private-sector players						
Conduct quarterly review meetings with the MHM SCs to gauge progress and offer support						
Conduct intra- and inter-county cross-learning sessions for the MHM SCs						
Task 3.3: Develop and Launch MHM Campaigns						
Develop USAID WKSP MHM SBCC strategy						
Conduct county-specific validation meetings on the USAID WKSP MHM SBCC strategy						
Rollout of the SBCC, in targeted counties in collaboration with the private sector, through mass media campaigns and community engagements to sensitize the public on MHM						
Form MHM committees at the community level to facilitate community sensitization						
Conduct quarterly meetings at community units on MHM for feedback sessions on products and other market opportunities for MHM products and service						
Roll out county-specific interpersonal communication campaigns through household visits and community forums						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
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						
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						
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						
Task 3.5: Improve Sales and Marketing Delivery Models						
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						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
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						
Task 3.6: Improving Waste Collection and Management Methods						
Review MHM barriers and enablers report to identify how users in the target counties dispose of their menstrual waste						
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						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
SO4: Strengthen Enabling Environment						
Task 4.1: Facilitate County Sanitation and MHM Policy Development						
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						
Task 4.2: Engage Reform Champions						
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						
Task 4.3: Improve Monitoring of Sanitation Services						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
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						
Task 4.4: Strengthen Coordination Mechanism						
Design targeted capacity-building plans for each forum OR establish WASH forum and provide capacity-strengthening support where none exists						
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						
Task 4.5: Improve Regulation of Sanitation Services						
Support at least two counties (those who have completed domestication) to develop regulations and guidelines for MHM and EHS policies						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Sensitize the health and sanitation committee on the developed regulations and policies						
Conduct one policy dialogue consultative workshop						
Task 4.6: Facilitate Access to Public Financing						
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						
Task 4.7: Facilitate Access to Private Financing						
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						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Conduct a validation workshop to disseminate finding results						
Cross-Cutting Activities (Environment, Research and Learning, Monitoring and Evaluation, and Communications)						
Support Climate Preparedness and Resilience Planning for County Sanitation and MHM Activities						
Conduct targeted environmental/vulnerability assessments of the potential impact of environmental/natural calamities on 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						
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						
Explore partnerships and collaborations with local manufacturers, service providers, and institutes to innovate through the SAF for R&D						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
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						
Advancing Collaboration, Learning, and Adaptation						
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						

WORK PLAN Y2 FY23	Q3			Q4		
	APR	MAY	JUN	JUL	AUG	SEP
Implement Communications Strategy						
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 11.

TABLE 10. IDENTIFIED RISKS AND MITIGATION PLAN

Risk and Challenge	Mitigation Actions
Inconsistency or total lack of supply of SATO products in the rural project implementation sites	Engagement with LIXIL and CIL Africa on strengthening the supply chain by mapping out affected areas for consideration. USAID WKSP has shared contacts of enterprises interested in stocking the products for consideration and further assessment by the private-sector actors.
Lack of proper information flow to the customers on sanitation products/service options and costs that has resulted in the perception that investment in sanitation is expensive	The project is implementing the DQ business model that allows households to make partial payments through a well-documented agreement. The approach also entails a door-to-door sale approach that educates households on various sanitation options, including costs.
Price variations on the SATO products by entrepreneurs and enterprises, leading to low uptake of products	Collaborative engagement with LIXIL to address pricing with stockists for streamlined market pricing across the project area.
Lack of urban sanitation policy guidelines in project counties	Support development of policy guidelines – FSM SOP.
Environmental pollution occasioned by use of chemical-based disinfectants during latrine pit emptying	Adoption of natural disinfectants that comprise of lemon and detergent as opposed to chemical disinfectants.
Heavy cost of formalization of MPEs and adherence to public health guidelines for operations	Incentivize MPEs through purchase of PPEs, business registration, links with WSSP and county government for capacity strengthening and ease of doing business.
Manual pit emptiers' risk of exposure to fecal sludge during pit emptying	Compliance adherence to SOPs for MPEs with guidance on PPE use have been developed and are being adopted within the target counties.
Market-based sanitation approach through support of sanitation entrepreneurs with limited facilitation of Department of Health staff is taking time to be realized	Continuous sensitization and awareness creation to Department of Health leadership and staff on complementarity of roles between the department and private-sector actors.
Fluctuating spending power or disposable income for majority of poor potential clients	Financial access interventions to introduce flexible and attractive models that meet or try to address the plight of the poor/elderly/PWDs.
Attrition rate of artisans is high as most don't understand MBS and opportunities it presents to would-be sanitation entrepreneurs	Periodic refresher training, coaching, mentorship on DQ sales and capacity-building sessions tailored for the artisans, which essentially cements retention.
Delayed disbursement of funds to county governments from the exchequer affecting implementation of co-created work plans with relevant county departments	USAID WKSP to continue implementation of joint co-created work plans and plans to review progress with a view to pushing forward some of the delayed activities to the next FY as a remedial measure.

LESSONS LEARNED

- Sanitation businesses in the rural setup rely on unstructured business models. The restructuring process, including application of the best business practices on payment methods, pricing, and profit margin calculations will take time to mature as realized during this initial phase of DQ.
- Government leadership and ownership is key for the sustainability of the County MHM Steering Committees. USAID WKSP should play a convening and facilitative role in supporting the MHM steering committees, but the leadership running of the committees should be solely left to the counties.

GRANTS UNDER CONTRACTS

USAID WKSP onboarded two grantees: Blue Cross Nyatike in Migori county and Matibabu Foundation in Siaya county, both implementing MHM activities on demand activation and access to MHM products and services. The onboarding sessions were conducted to enhance the capacity of the grantees on the project deliverables and key compliance requirements on financial management, environment, branding and marking, as well as reporting. The project managed to provide funds to aid in the implementation of the approved activities. In order to build the capacity of the grantees, USAID WKSP conducted virtual capacity trainings and shared content on foreign tax requirements specifically on value added tax (VAT) and DAI processes, reporting, and financial support documentation. To monitor the performance of the grantees, the project conducted weekly check-in sessions with the grantees to ensure they are well guided in their implementation approaches. In addition, monthly review of the financial invoices and support documentations as well technical reports were conducted and costs reimbursed promptly. In Q3 the project is prepared to enhance capacity-building and monitoring activities to ensure the grantees meet their expected deliverables.

Early in the quarter and with the aim to expand the scope of GUC, USAID WKSP received full proposals from the 11 organizations that had responded to the second round of the request for application (RFA). The proposals were evaluated by the technical evaluation committee (TEC) and the committee recommended six organizations for pre-award assessment. During the assessment, desk reviews of organizations' policies, sample vouchers, and legal documents were conducted, including site visits to the respective organizations' offices. The pre-award assessment recommended five organizations: Lacom Consult Limited, Society Empowerment Project (SEP), Kisumu Urban Apostolate Program (KUAP), Kisii Konya Oroiboro Project (KIKOP), and Inua Dada Foundation. USAID WKSP has sent the request for approval for the five organizations to USAID and anticipates to sign grant agreements with the organizations in early Q3.

STRATEGIC ACTIVITY FUND

USAID WKSP developed a call for concept papers on technology-based solutions that address the challenges in market-based sanitation and menstrual hygiene management. This fund will support local innovation and ideas through rapid building and testing of the low-cost solutions and prototypes. The project anticipates to receive concept papers in early Q3, which the project will then evaluate and conduct a competition for showcase and eventually to fund the best innovations.

SUSTAINABILITY

USAID WKSP will continue to work with the local University (Great Lakes University of Kisumu) for research, local grantees and development partners that make sure that knowledge and experience stays in the 8 target counties after the project.

Further on the sustainability of the project's interventions, USAID WKSP will be working with a local university (GLUK) whose role will be to institutionalize learning for both sanitation and MHM in providing evidence and learning to the local sector at large. Secondly, the onboarding of the two grantees (Bluecross Nyatike and Matibabu) and the additional ones in the pipeline will contribute to the development of local actors that will drive the sanitation and MHM in the local context.

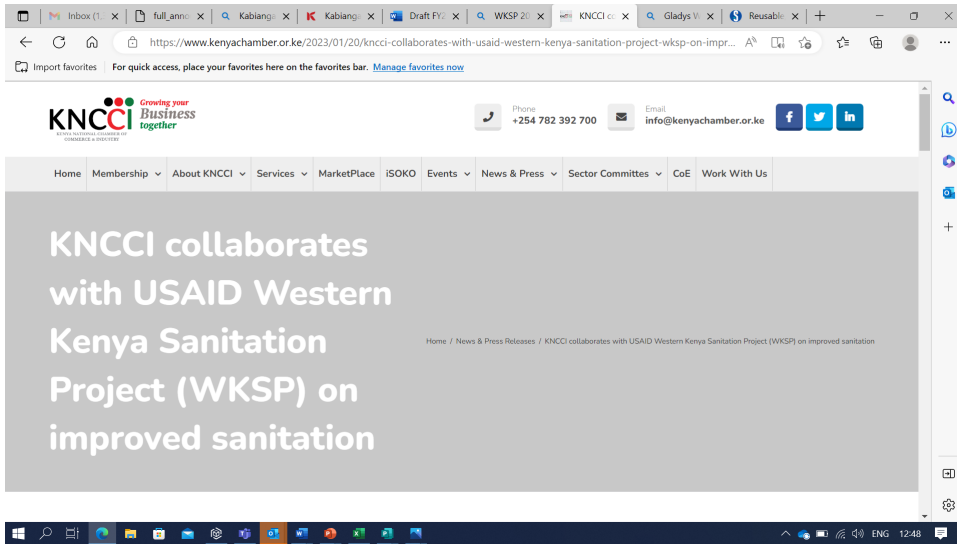
- [REDACTED] - Impact Story-- 01-- Breaking the Silence through MHM Dialogue
- [REDACTED]-- Impact Story-- 02-- Improving Access to Market Based Improved Sanitation
- [REDACTED] - Impact Story - 03 - Leaving No One Behind through Market Based Sanitation Solutions

ANNEX I: MEDIA ENGAGEMENT



[Reusable, cheap, biodegradable sanitary pads in Kisumu \(the-star.co.ke\)](https://www.the-star.co.ke)





[KNCCI collaborates with USAID Western Kenya Sanitation Project \(WKSP\) on improved sanitation - KNCCI \(kenyachamber.or.ke\)](https://www.kenyachamber.or.ke/2023/01/20/kncci-collaborates-with-usaid-western-kenya-sanitation-project-wksp-on-impr...)

ANNEX 2: LIST OF DELIVERABLES

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

No	Deliverable	Date Submitted
1.	FY23 Q1 Report submitted to USAID/KEA	January 31, 2023
2.	MHM Barriers and Enablers Report	March 10, 2023
3.	Household Market Sizing and Segmentation Report	March 17, 2023
4.	Updating of AMELP with Additional Indicators from USAID	March 30, 2023

ANNEX 3: 10-POINT SANITATION AND MHM AGENDA ADOPTED BY THE CECMS IN TARGET COUNTIES

DECLARATION OF COUNTY EXECUTIVE COMMITTEE MEMBERS ON SANITATION AND MENSTRUAL HYGIENE MANAGEMENT

WE, the County Executive Committee Members, for the Departments of Health and Sanitation Services, Water, Environment and Natural Resources and Climate Change and Finance and Economic Planning from the eight Lake Region Economic Bloc (LREB) Counties jointly implementing the USAID Western Kenya Sanitation Project (USAID WKSP), attending the CECM Sensitization Forum in Mbita under the auspices of LREB and USAID WKSP;

TAKING cognizance of the Sanitation and Hygiene situation in our Counties and realizing the acute role that sanitation plays toward the social and economic wellbeing of our people,

REALIZING that lack of safe sanitation leads to illness and disease that disproportionately affect children, including diarrhoea, worm infections and stunting and that poor sanitation affects everyone, and a polluted environment impacts the entire community,

RECOGNIZING that menstruation is a natural biological function of the body and a good signifier of health and vitality among adolescent girls and women of reproductive health, and that to effectively manage their menstruation, girls and women require access to safe and affordable water, sanitation and hygiene (WASH) facilities, affordable and appropriate menstrual hygiene materials, information on good menstrual hygiene practices, and a supportive environment where they can manage menstruation without embarrassment or stigma,

WE now, therefore, RESOLVE and COMMIT on this 22nd day of February 2023 at Rusinga Island Lodge, Homa Bay County to:

- i. Strengthen Sanitation and Hygiene programs in our respective counties by streamlining human resource management and preparing robust monitoring and evaluation systems for tracking progress in sanitation and hygiene.
- ii. Lay the foundation for safe sanitation and hygiene services that reach the poor and vulnerable segments of the population.
- iii. Identify and mobilize funding for sanitation and hygiene services using different but complementary financing instruments including taxes, tariffs, user fees, partners and private sector funding, whilst efficiently using public resources
- iv. Foster partnerships with small-scale low volume private sector actors in the sanitation and hygiene service chain to unlock new opportunities, innovate effective solutions, and inject market-driven pathways into sanitation and hygiene delivery systems.
- v. Leverage on private sector resources such as technology, expertise, funding, and market linkages that can improve access to sustainable sanitation and hygiene solutions especially in the rural areas.

- vi. Facilitate and enter into structured partnerships with relevant stakeholders for targeted funding support and capacity strengthening including demand driven training opportunities for staff in our respective departments.
- vii. Establish and/or strengthen coordination mechanisms and regulate service providers and users to generate public environmental benefits.
- viii. Prioritize sanitation and menstrual hygiene in the County Integrated Development Plans, Annual Budgets and Work Plans in addition to preparing long term sector strategic plans.
- ix. Create an enabling policy and regulatory environment for sanitation and menstrual hygiene management by domesticating relevant polices and strategies and developing the necessary regulations for enforcement and compliance.
- x. Sensitize county executive committees and other relevant stakeholders on the resolutions of the meeting and constitute the relevant committees to fast-track implementation and reporting of the above commitments.

ANNEX 4: QUARTERLY FINANCIAL REPORT

USAID WKSP incurred a cumulative expenditure in actuals of [REDACTED] as of March 31, 2023. The Project submitted Q2 quarterly accruals to USAID on March 7, 2023. Annex 4 includes the quarterly financial report for this reporting period.

U.S. Agency for International Development

1300 Pennsylvania Avenue, NW

Washington, DC 20523

Tel: (202) 712-0000

Fax: (202) 216-3524

www.usaid.gov