



Information on “Safi Sana”

Safi Sana is an expression in Swahili, which means “I’m doing very well” but it also refers to something that is very clean. With that in mind, we have captured the goal of the Safi Sana concept: to make sure that the inhabitants of the slums have access to safe and clean supplies for drinking water, toilets and showers. So that, it all goes well: Safi Sana.

Safi Sana is an innovative way of offering chances to local entrepreneurs to provide affordable services and quality without profit motive. It connects with the existing habits in the slums and it offers opportunities for sustainability and economic perspective, employment and poverty reduction. It improves the (slum) habitat and it puts an end to the current inhumane situation in numerous slums.

Safi Sana contributes directly to millennium goal 7

The foundation Aqua for All, together with, among others, TNO, LeaF, the University of Wageningen and the “Cluster health and Water” (CGW) from Eindhoven, aims at establishing an enterprise to build combined public toilet buildings and water kiosks in African Cities. The people living in these neighborhoods and people who are passing by can make use of these basic provisions for water and sanitation for a small amount of money. These sanitation services will be hired out in lease or franchise to local operators. It concerns standard units with 20 showers, 20 toilets and 1 kiosk where you can buy water. Through this concept 1.200 people will be reached per unit.

Safi Sana is an “investment concept”

At the moment, there are already water kiosks and public toilets that are frequently used in Africa, but the quality and service is often poor. Many of these public toilets are managed badly because the local operator is not being stimulated by the local public authorities. The project Safi Sana wants to establish special units with, among others, dry toilets and showers which can technically and economically be well maintained and managed. Local operators sign a long-term franchise- or lease contract with the Dutch mother company. In addition, the Dutch company will help the local operators with the maintenance and management of the Safi Sana buildings. This will make sure that the risk for the local operator is very little.

The operator pays monthly a certain amount of money to the Dutch mother company. Another part of the profit will be used for reinvestment on behalf of the extension of the programme. The rest of the money is for the local operator’s own disposal.



A slum without any supplies



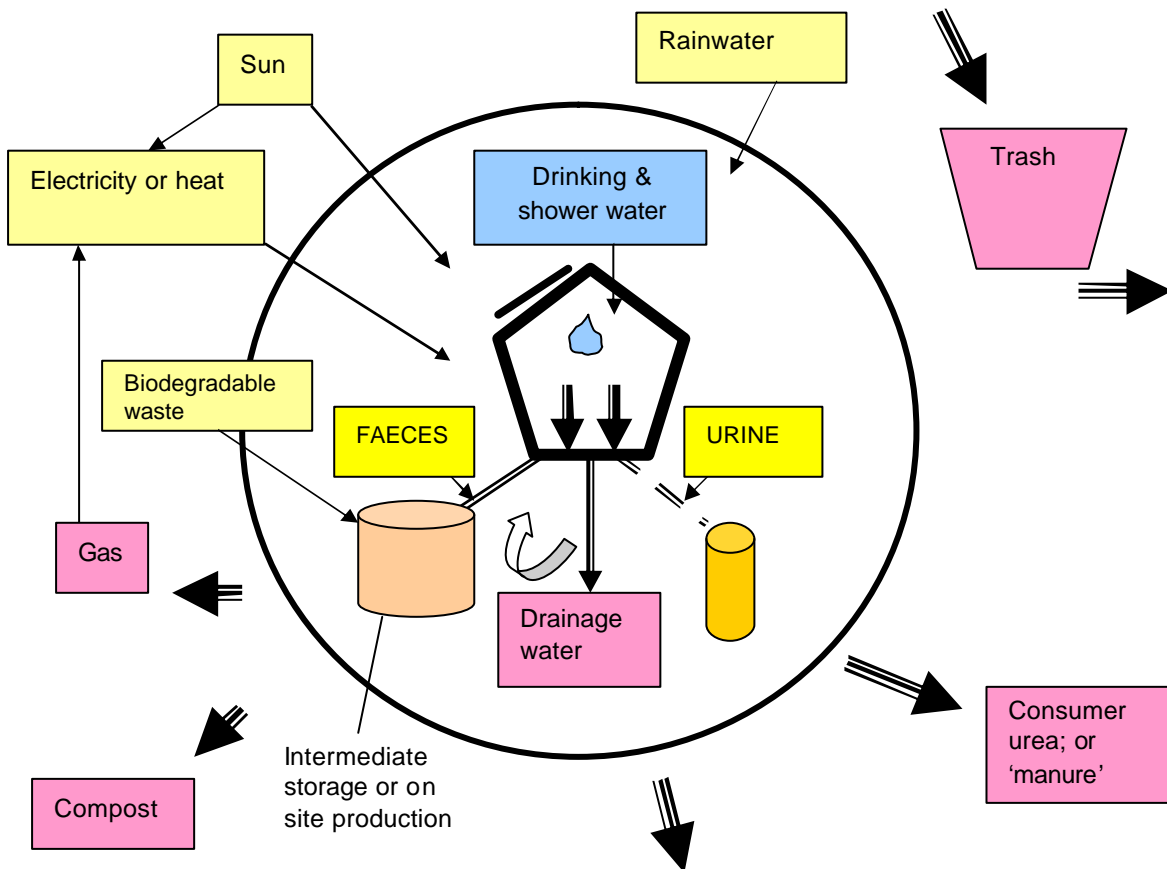
Latrines in Kenya

A unique business economic plan

According to Sjef Ernes, director of Aqua for All, the lease- or franchise concept is what makes the project special. He wants to put the Safi Sana-concept on the market as soon as possible. The mapping of the first 10 to 20 locations will be carried out in the coming 3 months and the first buildings will be built this year. The business economic plan should make sanitation of interest to investors as well as to the operator. Ernes states, "The franchise-lease model should take care of the investments needed for the establishment of the buildings and installations. At the same time, it should lay a basis for decentral sanitation services and it should provide income generating activities for the local population. Furthermore, all kind of activities can occur next to such a public service." One could think of the sale of publicity space, charging station for batteries, accumulators and mobile phones, the supply of other water products, the production of biogas and/or electricity and the sale of faeces and urine as manure substance or as the basis for the extraction of minerals. Moreover, the attraction of other raw materials, for instance biodegradable waste, can also be rewarding.

Expand with recycling urine and faeces

It does not end with public toilets alone, because the unit in a certain area can also serve as a central gathering of faeces and urine from the neighborhood. After treatment the urine can be used as fertilizer, and the faeces can be converted into biogas or compost. The grey water from, for instance the showers, in the units can be recycled. Furthermore, rainwater can be moderated and re-used in the units.



Interested investors and technology companies

Especially the combination of sanitation and processing techniques makes it interesting for the Dutch participants in that they can practice, develop and share their expertise and knowledge. Ernes states, “we have passed the stage of companies and institutions just showing their interest. What we need now, are signatures for participation. Participation is not only realized through money but also by means of knowledge or time.



For more information:



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