

2015

BEYOND THE PIPE: PUBLIC-PRIVATE PARTNERSHIPS FOR COMMUNITY WATER SOLUTIONS

WELCOME AND SESSION DESCRIPTIONS

MARCH 18, 2015, 9 AM - 2 PM | HOLIDAY INN, AIRPORT CITY, ACCRA



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In Memoriam

Paul Newman
Actor, Philanthropist
Founder, Newman's Own

John Whitehead
Former U.S. Deputy Secretary of State
Former Co-Chair
Goldman Sachs

A MESSAGE FROM CHARLES NIMAKO, SAFE WATER NETWORK COUNTRY DIRECTOR—GHANA

Dear Participants:

Welcome to the 2015 Ghana Beyond the Pipe forum, the eighth in the global series that is organized to stimulate discussion and exchange ideas to advance sustainable market-based approaches for community water solutions. Today's forum focuses on how public-private partnerships (PPPs) can be structured and applied to address challenges with sustainable water access. Our objective is to advance understanding of the conditions necessary for private-sector engagement in community water provision.

This year's event builds upon our 2014 forum, where the PPP Working Group was constituted to develop a clear policy framework that enables successful private engagement in the public sphere of rural water supply. Today we will discuss the recommendations from the Working Group, led by Ghana's Ministry of Finance, and begin a broad-sector engagement process to demonstrate a proposition with incentives for both the public and private sectors. We will also review the results of Safe Water Network's preliminary analysis of our Lower Volta Cluster field implementation initiative.

We all bring important perspectives that contribute to the goal of sustainable water systems, and I am confident we can make progress toward that end today. Your perspective and input is an essential ingredient to finding and promoting these solutions together.

Thank you for joining us, and please let me know about your experience so we can build upon today's event. I'd like to extend my appreciation and gratitude to the Conrad N. Hilton Foundation for its leadership and support for our work and our additional sponsors: The Stone Family Foundation, Newman's Own Foundation, KOSMOS Energy, VITOL Foundation, Osprey Foundation, and PepsiCo Foundation.

Sincerely,

A handwritten signature in black ink, appearing to read "Charles Nimako", written in a cursive style.

Charles Nimako

SESSION 1: DEMONSTRATING FINANCIAL VIABILITY FOR PPPs

R. K. D. Van Ess,

Private Consultant, and Former Director, Technical Services, Community Water and Sanitation Agency (CWSA)

Moderator: Louis Boorstin,

Senior Advisor, Osprey Foundation

This session explores economic incentives for the public and private sectors along a value chain for community water provision. The discussion is set against the backdrop of a prospective case study focused on developing a cluster of locally owned and operated Safe Water Stations in the Lower Volta area, where potential for private-sector engagement lies in service contracts as well as household connections and other system upgrades and expansion. Safe Water Network will present its preliminary financial analysis, based on estimates, and a proposition for private-sector engagement followed by a panel discussion that will include questions from the audience.

Key Questions for Discussion

- What types of financial incentives are necessary to elicit private-sector interest in community water provision?
- What can we learn from examples of PPPs in other countries?
- How can piped upgrades and expansions (substations, household connections, etc.) be leveraged to enhance financial viability of small water systems?
- How do we access district assembly block grants for public financing of a cluster-level pilot?
- How do we resolve barriers around realistic pricing to enable successful PPPs?

SESSION 2: ADDRESSING BARRIERS TO PPPs

Chair: Mrs. Magdalene Apenteng,

Director of Public Investment Division, Ministry of Finance and Economic Planning

Moderator: Patrick Apoya,

Chief Executive Officer, SkyFox Ltd

In this session, representatives of the PPP Working Group, formed as a result of the 2014 Beyond the Pipe Forum, will present their recommendations for the government of Ghana to encourage a conducive policy environment for PPPs in community water provision. The panel will review current limitations and key next steps to be developed further, with input from the forum participants on the following topics: pricing, risk, and cost-sharing; defining opportunities for private sector participation; ownership; and enabling environment.

Key Questions for Discussion

- How is asset ownership defined in existing regulations, and how does this enable private-sector participation?
- What are the financial and operational risks to PPPs in community water provision, and how can they be shared between the public and private sectors?
- What specific reforms are needed to align community water policies with the government's focus on PPPs?
- Does decentralized government have the capacity to manage local PPPs? How much oversight is required by the national level?
- How can the new Ghana Infrastructure Investment Fund be leveraged for community water provision?

The forum will be interactive, with panelist discussion and audience Q&A. A more detailed analysis of each topic is captured in the supporting documents distributed in advance of today's event.

Please remember to fill out an evaluation survey, an addition to this year's forum, so we can continue to improve this annual event.



About Safe Water Network

Safe Water Network's priority is to demonstrate at credible scale the success of locally owned and operated community water stations that deliver safe, affordable, and reliable water to populations in need. We prioritize achieving a balance between financial viability of the water Station and equitable, affordable access for the local population. We continuously improve and expand our model with the intent of broad replication within the sector. Our operating footprint provides the basis for mobilizing partnerships as well as documenting and sharing our efforts through forums, workshops, reports, and case studies. To date, we have implemented more than 100 Safe Water Stations, providing safe water access to more than 400,000 people in Ghana and India. Safe Water Network was co-founded in 2006 by actor and philanthropist Paul Newman, along with prominent civic and business leaders.

Ghana Team

Led by Charles Nimako, former CEO of Pepsi Bottler in Ghana and Franchise Operations Manager for East Africa, the Ghana team has a diverse mix of expertise in policy, finance, operations, engineering, and consumer engagement.

For More Information

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