

Haiti Mission trip report – Sept 23-28, 2013

Bob McCoy

The purpose of this trip was to:

1. Visit and view first-hand the progress of the NDC orphanage project and to discuss what precisely needed to be done to finish the project.
2. Meet with Eliane and her lawyer to understand exactly how NDC is organized as a corporation and to review the future ownership of the orphanage to assure the kids would always be taken care of.
3. Provide training to out in country team of Ancy, Bertone, Valdes, Sonie and Frantzou on increasing accountability and sustainability of the installed water systems.
4. Meet with Fre Jonas to discuss the quarterly training project he has begun to teach local Haitian farmers how to grow coffee trees.
5. To discuss the possibility of growing Jataroupa in Haiti with the interest of making bio-diesel.
6. Inspect water systems as time allowed.

Overall the trip went very well and all items above were achieved. I spent 1.5 days (Tues-Wed) on training what was held at the monastery, Wed afternoon at NDC meeting with the board and their lawyer and getting my first look at the new building, Thursday with Fre Jonas until about 1p and then the rest of the day with Pere Blot and the diocesan VoTech school Friday reviewing the NDC building in detail and the rest of the day reviewing water systems. The training was well received and the ICCT team was hungry for it. Over the one and a half days I used the NCT goals as written by LWW the month before as the basis for the training and how we would apply these goals in Haiti. The first part of the training was the new LWW organization and it helped them a great deal to understand who the players were and how they fit into the organization. We then talked about IP and OP relationships and each of them on a scale of 1-5 (poor to great) how each of them felt these relationships were working. The grades were 3-4. We then discussed the Quality of Operations of the 80 systems in Haiti and I asked them to meet together and grad each of the systems. Results were 30% OK (3) and 70% good (4). I thought these were a bit optimistic so we spent the next couple of hours defining what made a model system. The results were:

- OP/IP/ICCT has GREAT communication
- Logs are up to date and accurate
- Produce a high quantity of water
- Always produces good water
- System is maintained
- Proud of their system
- Financially can sustain itself
- Committee organization runs the system

The antithesis of this model is the model of the unsustainable system as follows:

- OP not open to communication
- OP is not proud of the system
- There is little or no communication between the OP and the IP and/or ICCT
- OP does not pay the operator
- OP can not afford to run the system

And one of the above is a serious danger signal and two or more will destine the system to failure.

Out of this model, four facilities met this criteria. They are:

- Colbert
- Jela
- Port au Paix
- LaVoute

Further discussion identified the fact that many of the systems do not have a committee overseeing the system, rather depend upon a priest/pastor brother/sister as the responsible party. These people are all subject to being moved to other locations as needed which causes major upheaval with the water system because many times the person leaving does nothing or very little to turn the system over to a responsible party. It is agreed and recommended by the ICCT and writer that the COVENANT NEEDS TO BE MODIFIED TO REFLECT THE PRESENCE OF A WATER COMMITTEE AND NO SYSTEMS SHOULD BE INSTALLED WITHOUT ONE. Further, it was requested that the ICCT have a signoff place on the covenant. We interviewed one of the OPs who had a committee for one system and did not have one for another and he agreed that the committee was very necessary. It was then recommended that the committee be composed of 3 people with a maximum of 5 of which 70% should be women.

One of the recurring situations that seems to come up a lot is certain OPs do not pay their operators. While this at times has been blamed on the IPs not funding this effort in reality it generally is not written in the covenant and the IP did not make the comment as best we could discern. However, the problem will not go away and if the system is to reach 'greatness' as the model proposes, people need some sort of compensation. The conclusion that was embraced by all on the ICCT was a commission plan. Because old habits die hard, the ICCT asked if LWW can subsidize this plan in some way, so following is the proposal we worked out:

1. The ICCT has chosen a sample of the group that do not pay the operators. These systems are:
 - a. Balan
 - b. Cassamajor
 - c. Gros Morne
 - d. Carenage
 - e. Darborne
2. Upon both the operators and the OP signing a covenant to improve the water system and to pay the operators, LWW will agree to pay one operator at each of the above facilities \$50 per month for 2 months. After that period, the operators will agree to receive all compensation through

commission. The commission rate will be agreed upon between the OP and the operator and be part of the covenant, but a rate of 30%-50% is recommended. Higher commission usually means greater volume, but the operator must be able to show they can produce the volume, so a commission table that offers one percentage for a certain volume of water and another rate for a higher volume of water is encouraged. It must be emphasized that LWW is NOT a part of this agreement with the exception of subsidizing the first two months after they are satisfied that a solid OP/Operator covenant is in place and workable. While the ICCT can train, encourage and coach the OP, it is ultimately the OP that must decide if and what they want to implement. The result of these five facilities will tell us if this is something we want to pursue to try and bring other facilities up to a closer standard to the model or not.

3. Attached to this report are two proposed agreements.
4. Implementation of this would be done by the ICCT under Ancy's guidance. They would discuss this proposal with the OP and the operators. More importantly though they would discuss a business plan with the OP and show them why it is fiscally responsible for them to pursue this course of action. It was made very clear and must be a part of the OP/Operator covenant that the water can not be sold for more than 50% of the commercial price of water in the area per the LWW covenant.
5. We worked several business plan models, but the following is typical.

LWW Water System Business Plan

	Income				Expenses			Production	
	Qty/day	\$/5gal	\$/Yr		Cost/Mon	\$/Yr			
Bon Dlo (5 gal)	40	\$1.00	\$9,600	Salaries	\$50	\$600	200	gal/day	
Phone Charge	\$2		\$720	Fuel	\$100	\$1,200	0.67	hr/day/delco	
				Filters		\$216	1	gal/hr/delco	
				Oz Lamp		\$125	\$5	Gasoline/gal	
			<u>\$10,320</u>			<u>\$2,141</u>	50000	gal/filter	
Net Profit of	\$8,179	/yr					5	days/week open	

So if they can make \$8K per year why are they not doing so and it is the writers opinion – education. They do not understand and furthermore it takes multiple attempts to get these business concepts across. Record keeping is seldom good in Haiti, so most are hard pressed to tell you what they have or have not made. If we are to succeed in sustainability we must get this across.

6. We spent time discuss how we measure sustainability through the pressure gauge differential readings. However it is critical that consistent logs be kept month to month in order for this work which is still not happening. My hope is that Frantzou and Bertone better understand why these differential readings are so important. Something we discovered though is that there are numerous systems that have only one gauge. According to the LWW manual the gauge is to be placed between the pump and the 5 micron filter and if the filter begins to clog up the pressure will increase. On one set of logs I looked at with this setup the pressure actually decreased from the previous month. But there was no additional information from with to draw nor does there

seem total agreement on how many gauges should be put in a system nor their location, so I will leave it to the LWW technical team to sort out.