

## Closing Workshop

**Component 2b: Coaching existing businesses in RRR**Kampala, 22<sup>nd</sup> June 2017Heiko Gebauer, eawag  
Vincent Bagire, MUBS**Where did we start? and how did we proceed?****Objectives**

- Continuing with successful (existing) businesses of phase 1 in phase 2
- Phase 1 business models (e.g. Energy Business Models, Wastewater Reuse Business Models, and Nutrient Business Models) call for existing businesses
- Coaching 1-2 existing businesses (from dialogue to implementation)

**Main activities**

- Identifying businesses (>50)
- Having a dialogue on RRR business options (9)
- Developing options (8)
- Following in the implementations (2)

**Main partners**

- EcoFuel, Jellitone, Pamoja, Golf Club, Hima Cement...

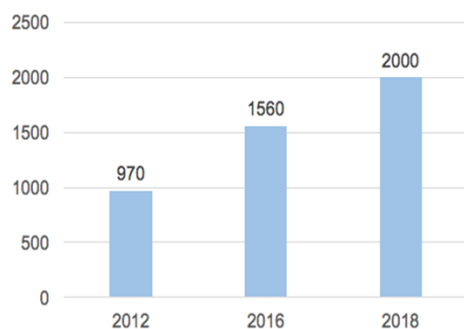
## Where are we now? (1)

eawag  
aquatic research

### Highlight: JELLITONE SUPPLIERS succeed as a waste business

#### Growing the waste business

Briquette volume  
per year (in tons)



#### Interest in faecal sludge

- Taking up RRR business idea on (wastewater)-fed aquaculture to diversify the business
- Faecal sludge as a binder for the existing waste used in the briquettes
- Faecal sludge as a waste stream

⇒ **Technical (laboratory) tests of the last option**

## Where are we now? (2)

eawag  
aquatic research

### Highlight: HIMA CEMENT has a large interest in using faecal sludge

#### HIMA replaces fossil fuel

- Hima production facilities in Kasese by replacing fossil fuel with cheaper and clean alternative fuels
- Heavy fuel oil replaced by coffee and rice husks, bagasse and palm kernels



#### Interest in faecal sludge

- Seasonality, limited volume, transportation costs of agricultural waste
- Experiments with faecal sludge looks very promising
- Financial predictions show cost savings

⇒ **Key stakeholder meeting (KCCA, NWSC)**

## Outlook: How should we proceed?

- **Reflect on the success factors on coaching existing businesses**
  - Reaching existing businesses is beyond the comfort zone
  - Existing businesses are “busy” - meeting the window opportunity requires to have a continuous relationship
  - Institutionalizing such relationships to the private sector
- **Maintain the dialogue with existing businesses**
  - Jellitone Suppliers – Technical testing on faecal sludge
  - Hima Cement – Facilitating meetings with KCCA and NWSC
  - Others (Pamoja, Golf Club....)
- **Use of faecal sludge in the cement industry and briquetting businesses can be replicated in other cities**