KIPWA Taka Park
A social enterprise innovation
Background

- Many failed initiatives to bring waste actors together
  - Severe governance issues leading to collapse
- 2014 - Mobilised waste collectors to start a movement
  - Kisumu Private Waste Collectors Association (KIPWA)
  - Registration as a business - avoid challenges of association registration - KIPWA General Investments
  - 15 initial members – some dropped due to unmet expectations
  - Monthly savings (Ksh 500-1000)
  - Loaning - purchase tyres, vehicles, engines
Taka Taka Challenge - CORDAID, ENVIU and TNO Netherlands

• National competition for solution of local waste problems

• 3rd best initiative

• Supported for social innovation
Existing challenge
- Huge volumes of plastics not collected
- Many actors but not enjoying economies of scale in waste sector
- Waste pickers work under deplorable conditions
- Irony of no value addition against high unemployment
- Informality subjecting us to business risks
- Wasted opportunities from previous initiatives
- Price and market manipulation - Middle men

Needs of the customer
- Reliable supply of crushed plastics
- Room for recycling
- Better working conditions
- Improved waste management - dumpsite
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By Harold Othieno | Published Mon. December 5th 2016 at 5:05 pm, Updated December 6th 2016 at 6:51 am GMT -1

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PROPOSED SOLUTION: KIPWA TAKA PARK

• An industrial park for waste
  • Sorting, grading, crushing and baling.
  • 12 workshop spaces for waste innovation processing complete with utilities.
• Sharing of profit amongst members according to the volume of waste delivered
• Ksh 1/kilo of plastics delivered by waste pickers invested in their welfare (education, food, health, bathrooms, toilets and housing; business training and mentorship)
• Trial phase with limited membership
• Will diversify to other waste streams in year 2- open for new members investments
Value Propositions
• Cleaner, safer and affordable workshops with incubation support
• Cleaner reliable supply of crushed plastics waste

Customer Segments
• Innovative entrepreneurs in waste sector
• Street/waste pickers
• Plastics recycling industries

Revenue Streams
• Workshop rent
• Sale of scrap crushed plastic

Key Partners
• Members of the association
• Waste pickers at dumpsite
• City government
• The industries in need of crushed plastics
Business objectives

• Provide space for waste recycling innovation
• Increase the value derived from waste thereby increase incomes
• Improving the state of the Kisumu environment

Impact

• The volume of waste recovered for recycling increase
• The earnings from waste recycling shall go up
• Improved working conditions
• Improve the environmental quality
• Improved city economy
**Cash flow for the Park**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sale of crushed plastics</td>
<td>21 600 000,00</td>
<td>32 400 000,00</td>
<td>52 650 000,00</td>
</tr>
<tr>
<td>Income from Rent</td>
<td>288 000,00</td>
<td>288 000,00</td>
<td>288 000,00</td>
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<tr>
<td>Construction work</td>
<td>2 100 000,00</td>
<td>-</td>
<td>2 000 000,00</td>
</tr>
<tr>
<td>Machinery and equipment</td>
<td>3 600 000,00</td>
<td>2 000 000,00</td>
<td>-</td>
</tr>
<tr>
<td>Operations</td>
<td>3 270 000,00</td>
<td>4 251 000,00</td>
<td>5 526 300,00</td>
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<tr>
<td>Plastics purchase</td>
<td>10 800 000,00</td>
<td>11 880 000,00</td>
<td>13 068 000,00</td>
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<tr>
<td>Taxes</td>
<td>3 939 840,00</td>
<td>5 883 840,00</td>
<td>9 528 840,00</td>
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<tr>
<td>Net profit/loss</td>
<td>(1 821 840,00)</td>
<td>8 673 160,00</td>
<td>22 814 860,00</td>
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</tbody>
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Investment needed 5.6M
KEY TEAM MEMBERS

- We have a cumulative 50 years experience in waste management
- Cumulative capacity to transport 100, tons of waste weekly
- Dickens Ochieng- National experience in waste management from service delivery to recycling
- Ben Obera – vast experience in waste management
- Silas Otieno and Joseph Onyango- Pioneer Domestic Waste Services Entrepreneurs
- Elvis Omondi- Domestic waste services entrepreneur
- Bernard Omondi
PROGRESS TO DATE

- Secured land for the park
- Fencing done
- Commence temporary structures
- Sourcing crushers