



## UPDATED NATIONAL WATER SECTOR STRATEGY - 2020



### ANNEX I : WATER SECTOR GOVERNANCE

Annex II : Water resources management

Annex III : Water sector's current situation

Annex IV : Proposed projects

Annex V : Drawings

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ONL	Office National du Litani
PPP	Private Public Partnership
SLWE	South Lebanon Water Establishment
UFW	Unaccounted for Water
UN	United Nations
WE	Water Establishment
WEs	Water Establishments
WES	Water Establishments



















## A.6. THE NATIONAL WATER SECTOR STRATEGY (NWSS) CONTRIBUTING TO SDGS

The Ministry of Environment (MoE) and the United Nations Development Programme (UNDP) in Lebanon shed the light on the linkages between "water" and the relation with SDG and Nationally Determined Contribution (NDC) Synchronization in a report produced in 2019. According to this report, the National Water Sector Strategy (NWSS) can contribute directly to:

- SDG 6 "Clean Water and Sanitation for All" through, for example, the following activities:
  - Optimized water resources through groundwater recharges and surface storage
  - Improved water quality by eliminating dumping and reducing the proportion of untreated wastewater
  - Revised and improved organization and institutional structures which will support the Integrated Water Resources Management approach
  - Policies and regulations which support measures that could increase water use efficiency

Many activities and projects in the NWSS are all related to SDG 6.

Moreover, the NWSS also targets other highly relevant SDGs such as:

- SDG 1 No Poverty  
Improving resilience of the poor who are engaged in climate sensitive livelihoods through reducing the use of inputs by means of efficient measures (water efficiency and recycling, better soil management...etc.)
- SDG 3 Good Health and Well-Being  
Increased access to adequate sanitation and hygiene through efficient water treatment and sewage systems
- SDG 8 Decent Work and Economic Growth
  - Improving water efficiency through conservation initiatives in agriculture and industry
  - Contributing to decoupling growth from environmental degradation
- SDG 9 Industry, Innovation and Infrastructure
  - More efficient water transmission and distribution through improvements in the water infrastructure that supports economic development and human well-being
  - Conservation initiatives in industry and agriculture increases resources efficiency and supports adoption of environmentally sound technologies and processes
- SDG 11 Sustainable Cities and Communities  
Reducing the likelihood of water-related disasters through increased water quality and protection, and flood mitigation

























established a certain number of everyday rules of possession and of water use as established by tradition. This major exception was provided in Article 3 of Decree 144 of 10 June 1925: “Persons having over the public domain rights of ownership or of use pursuant to the old traditions or to established legal documents before the entry into force of this decree shall obtain prior equitable compensation if their rights are recovered for reasons of necessity for public use.”

This compensation, unless submitted to an administrative tribunal, is evaluated by a commission made up of three people: one designated by the President of the Republic, the second by the concerned owner, and the third by common accord between the President of the Republic and the concerned owner. If the owner does not designate their representative within one month from receiving the notice and if no agreement is reached with respect to the designation of the third person, the Minister of Justice shall designate these two persons.

As such, every person capable of proving the existence of rights prior to 10 June 1925 holds an acquired right to water, which cannot be taken away from them except by equitable compensation. These acquired rights on water are recorded in the Land Register and are, of course, transferable by sale or inheritance. Their importance cannot be sufficiently underlined, and courts have consistently recognized in this area the responsibility of the State in the protection of acquired rights to water.

#### B. 1.4.10 Rainfall and spring water

Article 60 of the Property Code dated 12 November 1939 provided that rainfall and spring water originating from land are recognized as a right for the landlord to use on condition that they respect the rights of third parties.

Article 3 of Decree 320/26 exempted from any authorization or permit the use of water from wells drilled on private property, the flow of which does not exceed 100 cubic meters per day, on condition that this water does not come in a surreptitious manner from a river or a source.

#### B. 1.4.11 Permits

Decree 320/26 (Titles 2 and 3, Articles 4 to 20) set out specific provisions with respect to the issuance of permits for use and the issuance of concessions. As for scope, the following elements are subjected to temporary occupation by decree issued by the Head of State or any other authority to which he would delegate such power: temporary erection of structures for the use of public domain waters; extraction of all sorts of materials from a permanent or seasonal waterway, from lagoons, swamps, etc.; installation of deposits, planting of trees and cultivation of the land on the sides of waterways, lagoons, swamps, etc.; prospecting for and channelling of underground or spring water, but not using thereof; structures intended for the control and use of water from natural sources, the flow of which is not sufficient to justify its need for public use; cleansing and draining of permanent or seasonal waterways.

The permit sets out conditions required by the public authorities that must be met by the permit holder (Art. 5). In the case of underground water, the permit determines the scope and acceptable means of prospecting, the samples that the prospector must submit to the Administration and the forms of control. In addition, the scope and nature of the work, the materials to be used and the overall management must be well-defined where the permit concerns civil engineering works on waterways.























Title 5- Chapter 4- articles 78 to 83 of the Code of Water (law 77/2018) provides specific provisions related to the Water Users' Association (WUA) and specifically:

- The possibility to establish a WUA (article 78).
- The activities of the WUA (article 79).
- The principles required in the activities of each WUA (article 80).
- The main goals to establish a WUA (article 81).

Nevertheless, the Code of Water has previewed the possibility to promulgate a decree of implementation in this field - and more specifically to establish the legal principles of the management of the WUA after amendments of the Title VI of decree law 320/1926.

On the international level, water and irrigation in Lebanon have attracted the interest of several international organizations and foreign states. In addition to the studies conducted under the so-called American Point IV between 1954 and 1957, UN specialized agencies - mainly UNDP, FAO and UNICEF - have promoted, taken part in, and often conducted studies and research in hydraulic matters in the country.

#### B. 1.4.28 Water Policing

Water policing and the conservation of water resources are a major area of intervention by the authorities in the context of protecting water resources for the benefit of citizens. Decree 320/1926 presented two cases of water policing situations, the first prohibiting citizens from any act likely to harm the resource without the authorization of the administration and the second being a case of absolute prohibition.

#### B. 1.4.29 Prohibitions subject to authorization by the administration

Article 1 of Decree 320/1926 stipulates the prohibitions made with regard to the public domain except with the authorization of the administration. As such, it is forbidden to:

1. Prevent the free flow of public domain water;
2. Encroach, in any way, on the freeboard boundaries of temporary or permanent waterways, marshes, lakes, ponds and lagoons, and springs as well as the right-of-way boundaries of aqueducts, water pipes, navigation, irrigation, drying and drainage canals, the execution of which has been declared in the public interest. However, pre-existing constructions may be maintained and repaired with the double restriction that no increase in external dimensions will be made and that the materials used will be the same as those previously used;
3. Make any deposits, planting or cultivation on the freeboards and on the beds of temporary or permanent waterways, in lakes, marshes, ponds, and lagoons as well as between the right-of-way boundaries of water pipes, aqueducts, navigation, irrigation, drying and drainage canals, the execution of which has been declared in the public interest;
4. Remove turf, trees, shrubs, soil or stones from the freeboards or beds of temporary or permanent waterways, lakes, marshes, ponds, and lagoons;
5. Clean, deepen, straighten, or regularize temporary or permanent waterways;



### B. 1.4.32 Criminal Provisions

The infringement of provisions concerning public waters is supposed to be recorded by the police and civil servants at the Ministry of Energy and Water. The penalties provided by the Penal Code (Articles 745 to 749) consist of imprisonment and/or fines. Article 745 specifies imprisonment up to one year and a fine for whoever undertakes without authorization to:

1. Search for or extract underground or spring waters with the exception of drilling on private property of non-springing wells whose depth does not exceed one hundred and fifty meters;
2. Carry out excavations at a distance from the limit of the land strip alongside water courses, aqueducts or irrigation or drainage canals, desiccation or drainage canals of less than the depth of the mentioned excavations and in any case inferior to three meters.
3. Remove stones, earth or sand, trees, bushes, or grass from the land strip along, or on the bed of, temporary or permanent water courses, lakes, marshes, ponds or lagoons;
4. Establish plantations, cultures or deposits of any nature on dikes adjacent lakes, marshes, ponds or lagoons, on land strips along or on the bed of temporary or permanent water courses, and between the limits of irrigation, desiccation or drainage canals, or between those of water pipes or aqueducts whose construction has been officially recognized as serving the public interest;
5. Trespass in whatever manner on dikes adjacent sources or temporary or permanent watercourses, marches, lakes, ponds, or lagoons, as well as on the limits of irrigation, desiccation or drainage canals, or between those of aqueducts or water pipes whose construction has been officially recognized as serving the public interest;
6. Obstruct the free flow of public property waters;
7. Undertake any permanent or temporary works that may influence the regime or flow of public property waters.

There is also a penalty sanction for any person who undertakes, without authorization, to dredge, deepen, straighten, or regulate temporary or permanent waterways (Art. 746 of the Penal Code). Still, the penalties stipulated in Articles 747 to 749 are heavier, whereby offenders are simultaneously subjected to a penalty of imprisonment and a fine for the following offenses:

*Article 747- Whoever destroys, ruins or deteriorates all or part of the works, conceded or not, executed for the purposes of use or preservation of public property waters or for the purpose of protection against these waters - and especially bridges, dams, irrigation, desiccation or drainage canals, surface or underground water pipes, shall be punished by up to two years imprisonment and a fine...*

The law also provides that whoever damages public sources, infrastructure or equipment will be subjected to the same penalties stipulated in Article 747 of the Penal Code. Further penalties are found in Articles 748 and 749, which are clearly designed to protect the environment.

There have been few cases where these articles have been applied.











3. To establish the general planning project for the allocation and repatriation of hydraulic resources used for drinking and irrigation on the national level, as well as to prepare and continuously update the National Water and Wastewater General Master Plan and submit it through the Minister for approval by the Council of Ministers.
4. To design, study, implement and operate large water installations and works, such as dams, artificial lakes, tunnels, water networks and rectification of waterways.
5. To implement, when needed, artificial recharge of underground water reservoirs and to control underground water extraction.
6. To protect water resources from losses and pollution by elaborating legal texts and taking necessary measures and dispositions to avoid water pollution, as well as to restore the natural quality of these water resources.
7. To give licenses and permits for water prospecting, public water usage and temporary occupation of public properties, and to finalize all the necessary formalities according to the laws and by-laws in force.
8. To implement studies and hydraulic, geological and hydrological researches, to collect technical data relative to hydraulic matters, to establish technical maps concerning these studies, researches and data, and to update them regularly.
9. To carry out control and supervision over water-related public establishments and other relevant bodies in accordance with the present laws, texts and provisions pertaining to these establishments and institutions.
10. To ameliorate performances of the WEs and evaluate their performances on the basis of indicators mentioned in the action plans, which have been approved according to legal procedures.
11. To establish standards to be adopted in the conduct and implementation of studies by the Water Exploitation Public Establishments, and to establish the conditions and regulations for extraction and use of surface water, underground water and management of wastewater, as well as quality standards and control.
12. To undertake public relations, provide the population with all necessary water-related information, and offer adequate orientation toward a rational usage.

### B. 2.2.2 Organization

The Ministry of Energy and Water is composed of two general directorates (in accordance with Article 2 of Law 20/66 and Article 2 of Decree 5469 of 7/9/1966, amended by Law 247 of 7 August 2000 - organization of the Ministry of Energy and Water), namely the General Directorate of Hydroelectric Resources (I) and the General Directorate of Exploitation (II).











programs in accordance with the laws in force to ensure environmental health, and (ii) proposing the technical specifications and conditions to be met for the construction of public and private sewers and drinking water network construction projects.

## B. 2.4 PUBLIC ESTABLISHMENTS FOR WATER EXPLOITATION

### B. 2.4.1 General

On the local and regional levels, the State gradually repurchased, between 1950 and 1970, the hydraulic concessions that had been granted across the country. It also established authorities and commissions tasked with managing the repurchased concessions. Up until 2002, 44 authorities and local commissions had been created to manage the water sector.

In addition to this extreme fractionalization, many of these agencies' administrative structure is itself modelled on a board of directors along with a chairman and a directorate (general or not) according to the provisions of Decree 4517 dated 13 December 1972.

In 2000, the institutional reform of the water authorities was issued by Law 221 dated 29 May 2000, and its amendments by Law 241 dated 7 August 2000 and Law 337 dated 14 December 2001.

The powers of the Water Operation Establishments are as follows:

- a. To study, execute, operate, maintain and renew distribution projects around drinking water and irrigation as well as wastewater collection and treatment, in accordance with the General Water and Sanitation Master Plan or with the prior approval of the Ministry to use public water sources.
- b. To propose tariffs for drinking water, irrigation and sanitation services, taking into consideration the general socioeconomic conditions.
- c. To control the quality of the distributed drinking and irrigation water, as well as the quality of effluents entering and leaving wastewater treatment plants.
- d. The listed establishments will operate in accordance with their own regulations.

As a result, the new legislation assigns to the various establishments the function of executing and managing public drinking water, sanitation and irrigation services. The planning functions assigned to the establishments are part of a General Plan drawn up by the GD-HER of the Ministry of Energy and Water (MEW), this latter directive applying to both public and private users of water resources. It is within the framework of this General Plan that the MEW can grant licenses or permits to exploit public domain water resources.

Therefore, the legal framework provided by Law 221 seeks to delimit the areas of competence of the Ministry (policy, general planning, regulation of access to public domain resources, water policing, and, finally, control of the public operators' performance in terms of water resource conservation). It also defines the areas of competence of the establishments governed by the new legislation, including the implementation of the sector-specific policy and the development strategy defined by the General Water and Sanitation Plan within the framework of the applicable regulations.









- The control authorities (Articles 15 to 17) represented by (a) the supervisory authority that approves the main decisions of the Board of Directors and (b) the Government Commissioner.

#### B. 2.4.5 Operating rules

The operating rules of Water Establishments consist of 89 articles divided into 5 chapters, with the exception of the operating rules already mentioned regarding the SLWE:

- Chapter 1 - General provisions (Articles 1 and 2) pertaining mainly to the powers of the regulations and definitions.
- Chapter 2 - Drinking water.
  - Section 1 - Subscriptions (Articles 3 to 10), i.e. the provisions relating to normal or temporary subscriptions, the subscription contract, its duration and the cancellation of the subscription.
  - Section 2 - Equipment and constructions (Articles 11 to 15) relating to networks, flow controls... etc.
  - Section 3 - Supply and disconnection of water (Articles 16 and 17), including the exemption of the Establishment from liability, in the event of interruption of water supply with or without notice.
  - Section 4 - Subscriber's obligations (Articles 18 to 20), including payment of invoices, notification of failures... etc.
  - Section 5 - Issuance and collection of invoices (Articles 21 to 29).
  - Section 6 - Quantity of water offered for subscription (Article 30) depending on the case: (a) residential houses, offices and commercial premises; (b) restaurants, cafés and cinemas; (c) hotels and hospitals; (d) printing presses, dry cleaners and schools; (e) bakeries and flour mills; (f) places of worship; (g) fuel and washing stations; (h) seaside resorts; (i) studios; (j) industries; (k) poultry farms; (l) construction sites, and (m) fire fighting.
  - Section 7 - Taxes and fees (Article 31), twenty-five in number.
  - Section 8 - The control and recording of infringements (Articles 32 to 43).
  - Section 9 - The fines (Articles 44 and 45), eight in number, identified in Article 44 and the distribution of the fines collected after deducting the price of water and damage repair between the employees of the Establishment.
- Chapter 3 - Wastewater (Articles 46 and 47)
  - Section 1 - Subscription to the wastewater collection network (Articles 48 and 49).
  - Section 2 - Networks and equipment (Articles 50 to 52).
  - Section 3 - Taxes and fees (Article 53).
  - Section 4 - The control and recording of infringements (Articles 54 and 55).
- Chapter 4 - Irrigation water (Article 56) with the possibility for the establishment to determine the land suitable for irrigation in the land classification tables for each irrigation project.
  - Section 1 - Subscription to irrigation water (Articles 57 to 65), including the contract, duration and the determination of the irrigable area...
  - Section 2 - Water distribution (Articles 66 to 68).





minutes over which they exercise supervisory authority. In this specific case, it is difficult to see how these two General Directorates can serve as depositaries of the weekly minutes of the Exploitation Establishments' Board of Directors.

#### B. 2.4.7 The pricing policy

Article 10 (8) of Decree 4517 of 13 December 1972, stipulates that the Board of Directors would have to decide:

- a. "On the tariffs and prices of sale and purchase and on the fees for the services provided by the establishment". Thus, the decree left it to each establishment to set the fees it considered necessary for the sound financial management of the establishment. The reform introduced by Law 221 of 29 May 2000 reinforced this principle of prerogatives left to the public establishment with regard to the pricing policy, since Article 4 of the above-mentioned law provides that "water establishments shall be responsible for the following, each within its own operating area and powers"
- b. "The proposal of tariffs for irrigation drinking water and wastewater services, taking into consideration general socioeconomic conditions."

Therefore, two points are worth mentioning from a legal point of view:

- The first concerns the competence to propose tariffs, which is vested in the establishment. Thus, the Board of Directors of each establishment has the power to study and propose the rates necessary for proper management. However, the term "proposal" means that the decision of the Board of Directors is subject to the approval of the regulatory authority, which may obviously refuse to approve the pricing policy of the establishment.
- It is in this sense that the second point should be interpreted since the text of the law stipulates that this pricing policy must "take into account the general socioeconomic conditions".

On the one hand, the establishment must avoid any social crisis in the setting of tariffs. Therefore, it is quite possible that the set tariff does not really correspond to the requirements of a sound financial management of the establishment. On the other hand, the regulatory authority could always, before its approval, argue on the tariff for the same considerations.

In conclusion, while the text of the law grants the establishment the power to "propose" tariffs, this autonomy remains linked to general considerations, the interpretation of which could limit the margin of competence left to the establishment to determine a tariff in relation to the requirements of sound financial management.

#### B. 2.4.8 Participation of the private sector

Point 2 specifies that the regulations prohibit any form of private management of establishments or their subsidiaries. This statement deserves to be explained from a legal perspective. Indeed, one can hardly conceive how institutional reform could be successfully implemented without resorting to private operators who would introduce the management technologies needed to operate the establishments. Being strapped for qualified personnel in managerial positions - accounting, finance, customer management, fixed asset management, new works and maintenance - these establishments







## SECTION C Human Resources of the Water Establishments



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## C.1 STATUS OF THE HUMAN RESOURCES AT THE WATER ESTABLISHMENTS

### C.1.1 GENERAL

The understaffing of WEs is a recurrent issue often highlighted as the key factor behind the facilities' lack of operational capacity and the low levels of service.

The gap between the number of staff specified in the WEs' organizational decrees and the number of positions occupied is a key element/indicator in discussions on under-staffing. Based on the WEs' organizational decrees, there are large gaps in staffing at all water establishments.

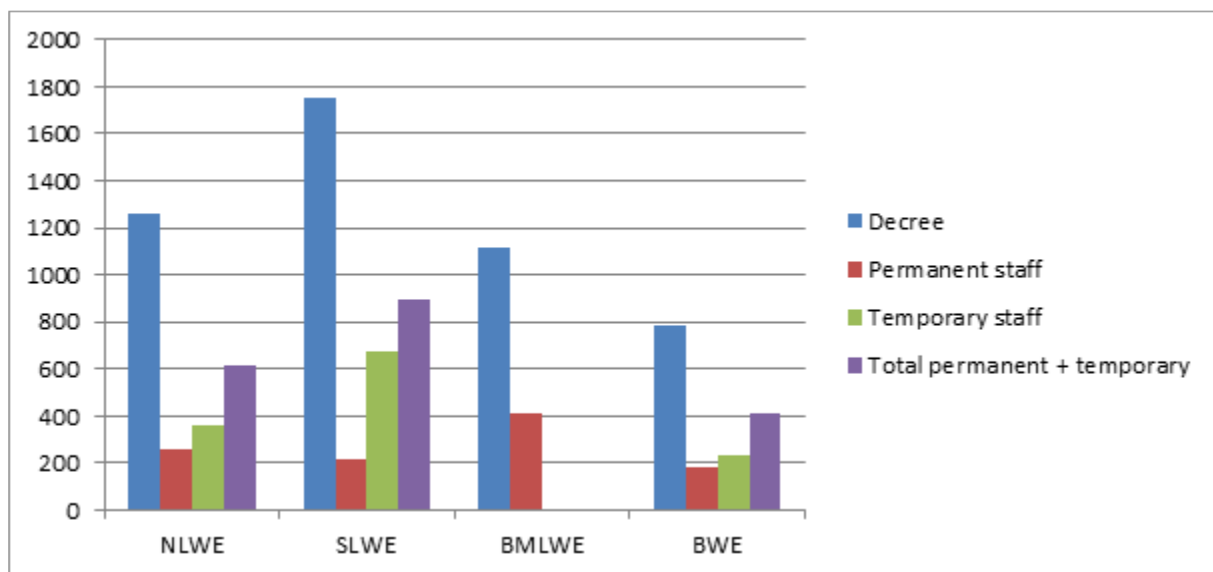


Figure C 1 Staffing status of the 4 WEs

An average of only 26% of the positions defined in the decrees are filled by permanent staff within the four WEs (20% for NLWE, 37% for BMLWE, 23% for BWE, and 12% for SLWE). All WEs recruit temporary staff to fill some positions but the sum of permanent and temporary staff combined covers only 50% of the planned positions - 49% in NLWE, 51% in SLWE and 52% in BWE.

However, several other factors need to be taken into account when considering this data:

- It does not include the number of staff working for the WEs' subcontractors (for pumping station management as well as for the operation and maintenance of the wastewater treatment plant...etc). HR data on this group of staff was not available. However, including the staff members in the HR regionally allocated to service management could narrow the staffing gap and reduce the apparent need for mass recruitment within the WEs.
- The numbers of staff members do not reflect the performance of WEs. This is true and makes it rather important to analyze the qualifications of existing members towards a better understanding of performance enhancement possibilities that would concern them or consider the necessity to recruit more qualified personnel.

- The graph above does not provide any insight into the WEs' internal staff management qualifications, as well as policies and practices, which could either compensate for these human resources deficits or, in contrast, exacerbate the situation.

Developing a more in-depth understanding of these elements can help better analyze the issue of WEs' understaffing. To provide this insight, several indicators may be relevant:

- The qualifications of permanent and temporary staff: Qualifications do not constitute a single criterion because they do not take into account the length of time staff have been working at the WE or the practical knowledge and knowhow of the teams. However, they do provide an indication of:
  - the WEs' ability to recruit qualified staff in terms of salary, job attractiveness and other criteria, which appears to be limited for the NLWE;
  - the alignment of the WE's HR policy with their core mission. Given the WE's mission, there is an obvious need for engineers);
  - the management structure set up within the WE.
- The staff categories for permanent staff and their position within each WE:  
Staff members are recruited through the Public Service Council. Therefore, they are classified under categories. Category 1 is the highest level with high qualifications (engineers or advanced university graduates). Individuals under this group perform management functions. They are directly supported by people under Category 2, also of high qualification level. Category 3 is for individuals of intermediate level that assist the higher category people in team management. They are in charge of managing projects, missions, reports' production... etc. The qualification level of people under this category is high. They also include engineers for example. Finally, categories 4 and 5 are made up of task execution teams with lower qualifications (technical BT, high school or even no degree whatsoever). Analyzing staff categories in each WE makes it possible to measure internal management capacity and effectiveness (considering that categories 1 to 3 have management responsibilities for categories 4 and 5).
- The position of permanent staff provides an insight into the institution's internal organization and makes it possible to define strategic recommendations for their HR development.
- The main profiles and positions of temporary staff provide an understanding of the needs prioritized by institutions.
- The qualifications and positions of engineers - when available, either on a permanent or temporary basis - who are key staff within water utilities, help identify gaps and needs, as well as draft recommendations for further recruitment.

Analysis of these indicators by WEs will enable a general analysis of the WEs' situation and help define strategic orientations for their development and service management improvements.

N.B.: The data collected from the WEs is not always of the same scope and level of detail. The level of detail in the analysis of the situation within each WE varies, therefore, depending on the available data. However, this situation does not prevent major identified trends and recommendations for the improvement of sector management.

### C.1.2 NLWE INTERNAL ORGANIZATION, HR STATUS AND MANAGEMENT

#### C.1.2.1 Permanent staff

##### General

According to its Organization Decree, the NLWE structure relies on 1,256 positions, but only 258 of these positions are occupied by permanent staff recruited through public administration procedures (civil servant council).

The qualifications of the staff in place are relatively good and more balanced than in the other WEs, but expectations to have more engineering expertise exist for a utility that covers an area of about 1.7 million inhabitants.

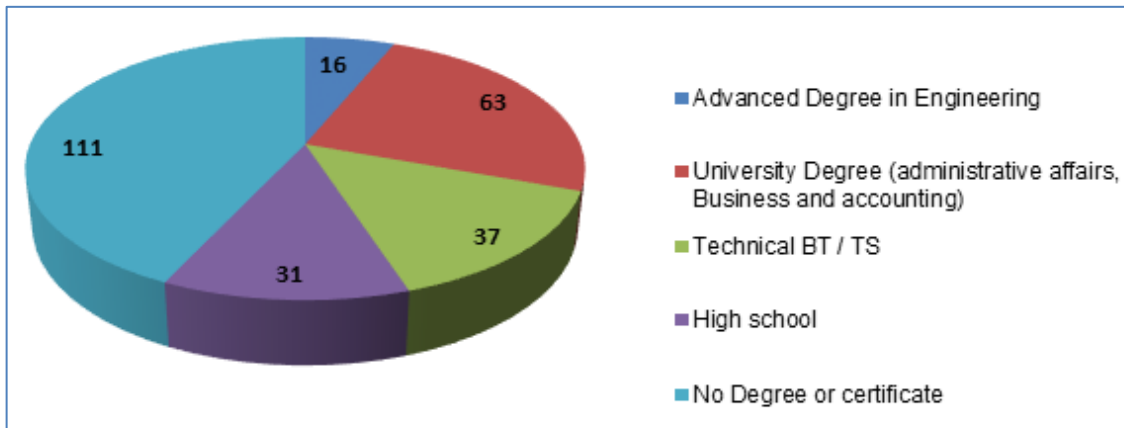


Figure C 2 NLWE permanent staff qualifications

Based on the medium level of qualifications, the categories of permanent staff, as defined by the public administration, correspond more to execution than to management.

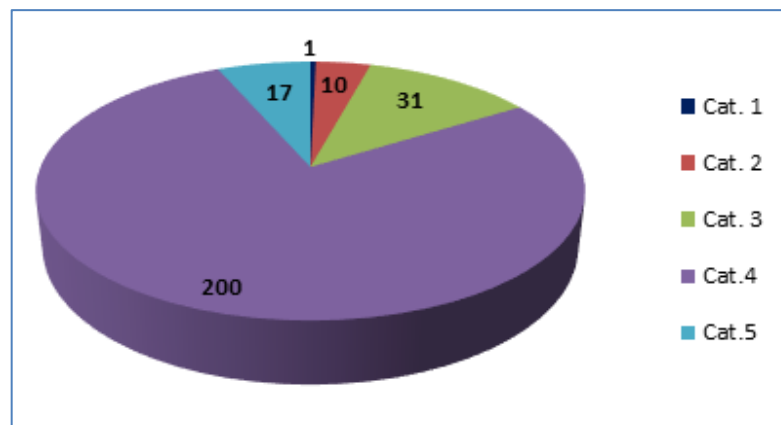


Figure C 3 NLWE categories of staff

In terms of categories 1 and 2, the water establishment respectively has one employee (the General Director) and 10 staff members (mostly engineers). In addition, 84% of the permanent staff belong to categories 4 and 5.

Depending on the hierarchical level of category 3 staff members, some of whom may carry management responsibilities, this group’s breakdown may create gaps in the teams’ management. If only a few category 3 staff members hold a management position, the manager/staff ratio could be up to 20 people per manager, which is high. It also makes team management time-consuming, and may divert the executive staff from their strategic functions and limit the WE’s internal capacity to develop strategic analysis and planning or to set up a specific high-level taskforce to oversee and monitor services.

Figure C 4 below shows the positions held by permanent staff in NLWE’s main departments.

The analysis of staff allocation within NLWE has to be compared to its current organization chart. See Figure C 5 below.

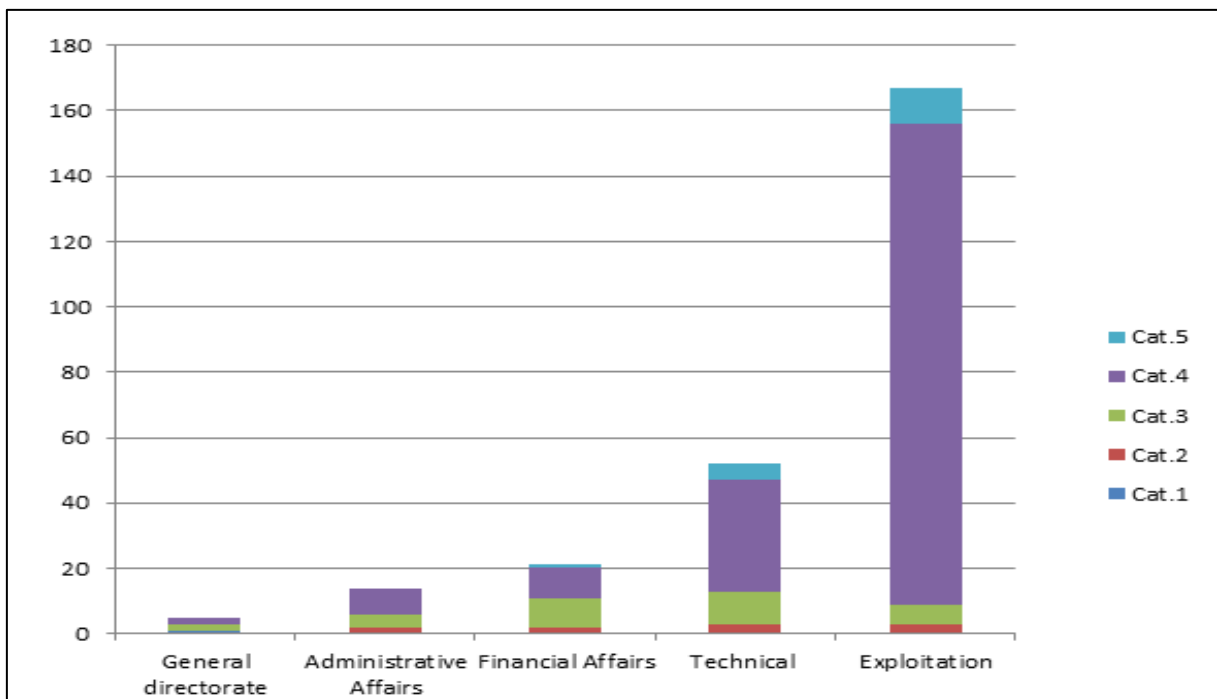


Figure C 4 NLWE’s Permanent staff positions per department and per category



- The Administrative Affairs and Financial Departments have a lower staff headcount but appear to have more qualified members, which seems logical considering the tasks and activities they are required to carry out.
- Apparently, only few Technical Department staff members are available. No information was found on subcontractors used for waterworks operation activities (37 permanent staff). However, given the lack of WE staff, it would be reasonable to assume that private operators contracted by the NLWE manage the operation and maintenance of these waterworks. Nevertheless, a larger number of staff members should be working on the Projects and Programs, and the Statistics and IT units (13 permanent staff according to the Decree), as most of their activities and tasks are internal and should not be delegated to private operators. The Technical Department is strategic as its role is to assess, plan and oversee all investments, studies and projects, as well as to monitor all sector and service indicators.
- There is no specific unit or team working on irrigation and wastewater. It would be possible to recruit specific staff within the Exploitation Department without having to review the relatively broad organization chart. However, there is a need to review the organization of the Technical Department to highlight these functions.
- The WE does not have a specific Customer Relations Department (only teams in each local unit), which limits its ability to monitor and analyze user practices, regional demand trends and overall client management.
- Permanent employees have to cover several positions within the WE to fill gaps. As a result, some employees were recruited to work in one unit or department but actually hold other positions (IT specialist in charge of HR, engineer in charge of finance etc.).

To fill these gaps within the different departments, the WE has requested authorization to recruit 100 permanent staff (profiles and positions were not provided to the Consultant), but the public sector-wide recruitment freeze has prevented the continuation of this recruitment drive. One solution envisaged by the WE would be to delegate the management of specific services to the private sector and refocus on contract management. However, such a decision would require staff that specialize in managing these contracts, especially of the performance-based type, and who have the technical skills required to supervise and monitor private operators.

In response to the permanent staff recruitment freeze, NLWE has been hiring temporary staff (i.e. daily contractors). The qualifications, profiles and main positions of these temporary staff were assessed to supplement the WE HR status review.

#### C.1.2.2 NLWE temporary staff

NLWE hires a large number of temporary staff (357 temporary compared to 258 permanent staff). Temporary staff include daily contractors who may work full or part time at the WE. It is difficult to conduct an analysis of their positions, as data on the volume of work they carry out is practically non-existent. Nevertheless, the number of temporary staff used provides some insight into the gap that the WE is trying to fill.

As for permanent staff, the average qualification level of the temporary staff is quite low.

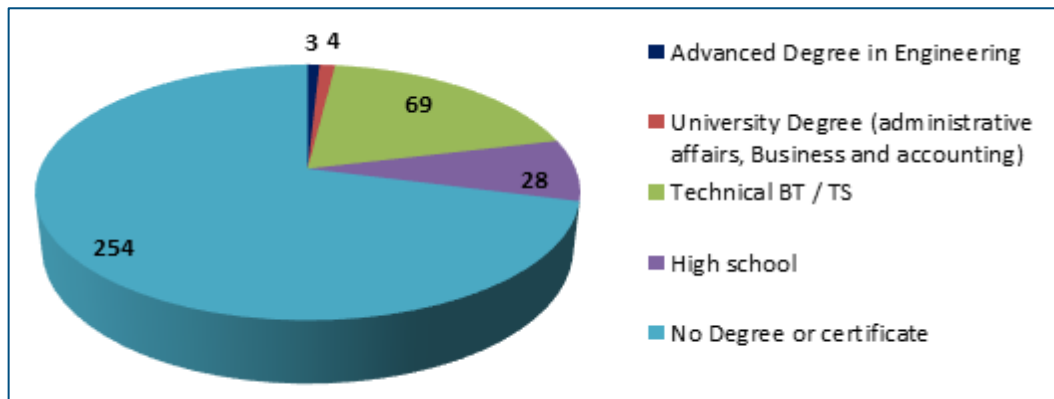


Figure C 6 Qualifications of temporary staff recruited by NLWE

It is therefore logical that the main positions occupied by temporary staff are also at the lower level.

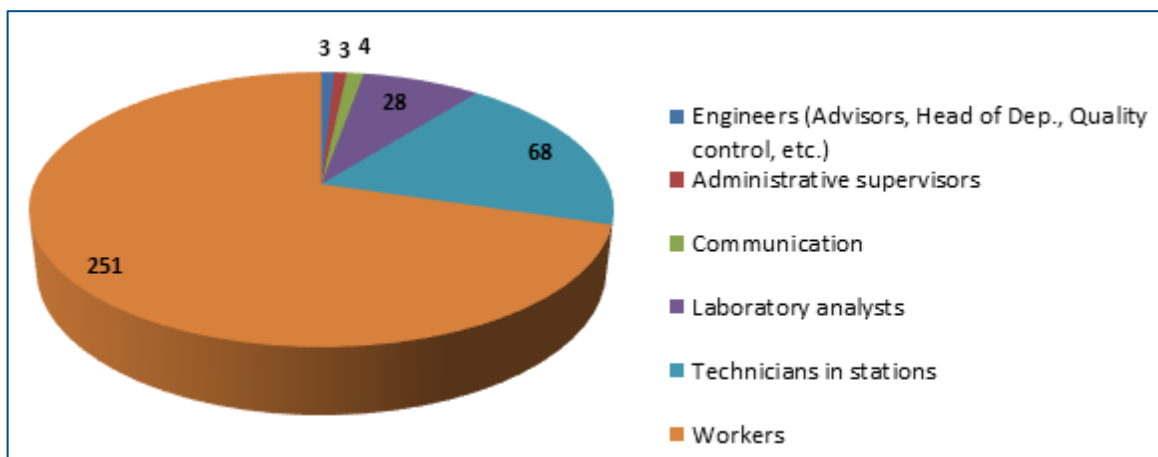


Figure C 7 Main positions/profiles of temporary staff recruited by NLWE

Analysis of the information available on temporary staff resulted in the following findings:

- Based on the need for permanent technical staff with engineering skills, it is striking to see that very few engineers are usually recruited through daily contracts to fill the gaps. However, the limited budget of the WE might restrict its ability to recruit skilled staff even for temporary positions. An alternative explanation could be that the WE's priority is to ensure additional staff are available to conduct daily operational tasks rather than occupy strategic positions.
- The majority of the staff working in the laboratory is temporary (2 category 3 permanent staff and 28 temporary staff).
- The majority of temporary staff members is recruited to work in the waterworks/treatment plants and operation and maintenance activities in local units.
- Temporary workers also include cleaning staff, drivers, guards, among others, thus putting into relative perspective the large number of recruited temporary staff, as compared to the headcount



of permanent staff. In conclusion, temporary staff do not replace permanent staff, especially at the highest levels of the WE organizational chart, but instead fill existing gaps by occupying technical, specific and lower positions.

### C.1.2.3 NLWE: Focus on engineers

The 19 engineers working within NLWE (16 permanent and 3 temporary) have the following profiles:

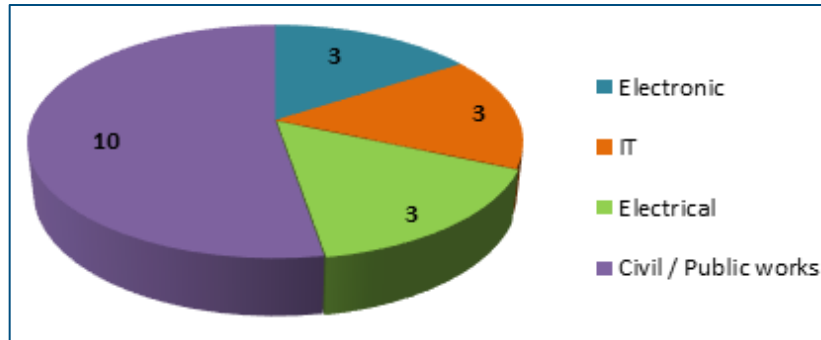


Figure C 8 Profiles of NLWE engineers

Surprisingly, no engineer specializes in hydraulic engineering, water management, wastewater management or the environment.

### C.1.2.4 Main findings and conclusions

The water establishment’s organizational decree has recently been revised while keeping the spirit of the 2005 decree. Thus, the planned staff distribution appears to have been designed to enable direct management of the facilities (331 staff in the waterworks/458 staff working on O&M in the local units). The reality of the staffing situation makes it extremely difficult for the WE to carry out these direct management tasks. The recruitment freeze means that the initial thinking behind this organizational decree needs to be reviewed.

Understaffing is critical in the Technical and Exploitation Departments and recruiting private contractors for O&M appears to be a relevant approach. However, before outsourcing activities, the WE has to undertake a reorganization that should be based on:

- increasing the size of the Procurement Unit, which only has 1 of the 7 staff indicated in the decree;
- developing performance-based contracts and providing specific training and support to the legal and procurement teams and to the technical staff in charge of overseeing and monitoring these contracts;
- progressively reorganizing the Exploitation Department by creating a unit in charge of supervising the private operators and, if necessary, reassigning the staff currently in charge of maintenance operations to this private operator supervision unit.

Specialist water, wastewater and irrigation engineers are a top recruitment priority, but IT specialists (engineers or technicians) are also required to develop the WE’s monitoring and data management capacities.



Finally, it seems necessary to strengthen the WE’s management structure by recruiting high-level staff. Such a strategy is in alignment with the recruitment of engineers, while hiring staff members with university or business school degrees is also crucial to develop a customer-based strategy and improve service management.

### C.1.3 BMLWE’S INTERNAL ORGANIZATION, HR STATUS AND MANAGEMENT

#### C.1.3.1 Permanent staff

##### General

According to its Organization Decree, the BMLWE’s organizational structure should comprise 1,120 positions, but permanent staff recruited through public administration procedures occupy only 415 positions.

The level of staff qualifications is low, and 78% of the permanent employees have no degree or have had no further education after high school. This is worrying for a water utility that should ultimately provide services to over 2.9 million inhabitants. This said, 80% of these are currently benefitting from the BMLWE’s services. However, this low number of staff (especially in wastewater management) has hampered the technical and administrative capacities of the water establishment to increase its service coverage and handle new customers.

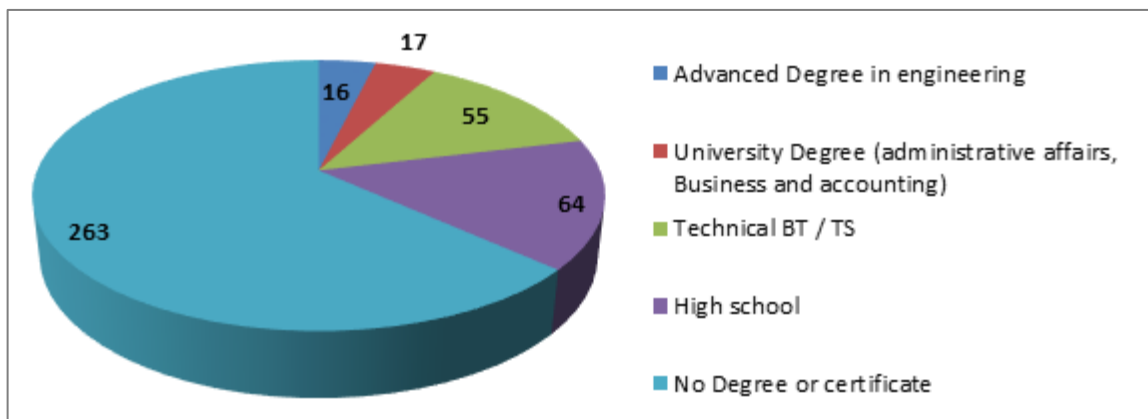


Figure C 9 BMLWE’s permanent staff qualifications

In accordance with the low level of qualifications, the majority of permanent employees are in staff categories, as defined by the public administration, that correspond to execution and there are few qualified staff for team management.

ANNEX I  
WATER SECTOR GOVERNANCE

C.1 Status of the Human Resources at the Water Establishments

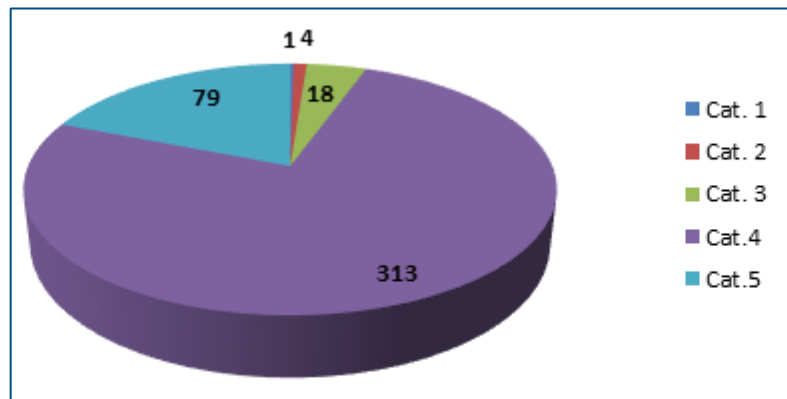


Figure C 10 BMLWE's permanent staff categories

BMLWE only has one category 1 employee (the General Director) and 4 staff who belong to category 2 (university graduates). Moreover, 94% of the permanent staff are under categories 4 and 5. Such a situation implies that there are gaps in team management. If only a few category 3 staff members hold a management position, the manager to staff ratio could be up to 20 people per manager, which is quite high. It also makes team management time-consuming and may divert the executive staff from their strategic functions and limit the WE's internal capacity to develop strategic analysis and planning or to set up a specific high-level taskforce overseeing and monitoring services.

The positions held by permanent staff within the main WE departments are shown on Figure C 11 below.

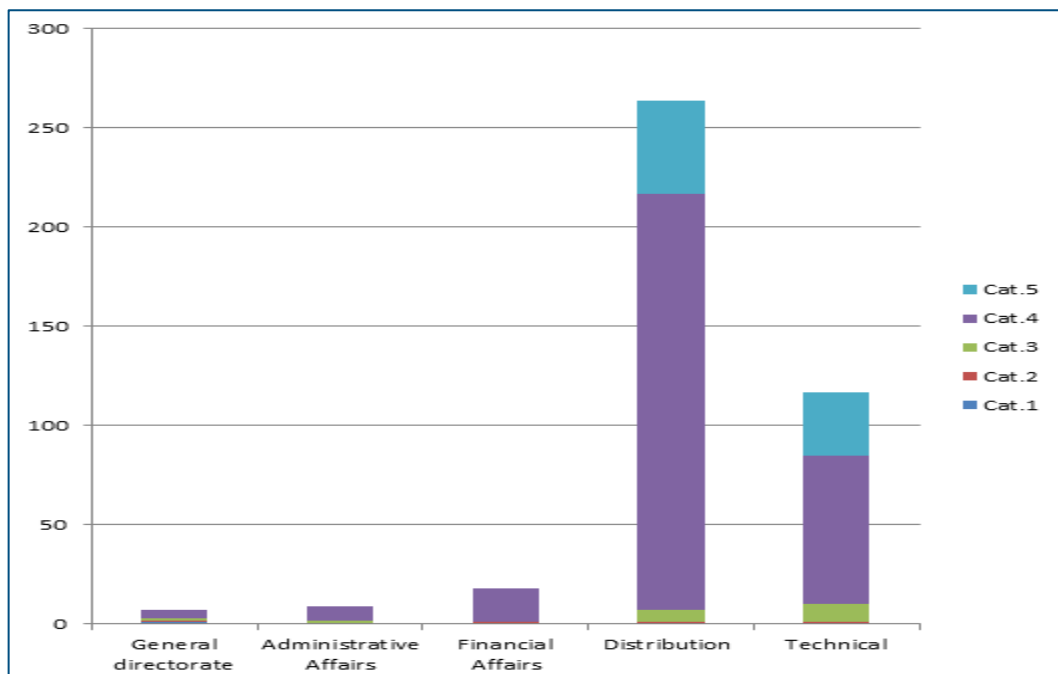


Figure C 11 BMLWE's permanent staff positions per department and per category

Permanent Staff's key challenges at BMLWE

The first and most striking observation is that there are very few management staff in most departments, especially in the Administrative and Financial ones. Category 4 staff mostly run these departments, and of most of them (based on cross-referencing data in the category and qualification charts) have no degree or basic training for conducting skilled tasks, especially in accounting, finance, procurement and legal affairs.

A category 2 engineer heads both the Technical and Distribution Departments, but category 3 staff are responsible for most of the management tasks. Activities in both departments are, thus, carried out predominantly by category 4 and 5 staff members under the management of staff in category 3. This may not be sufficient, especially in the local units located some distance away from the WE's headquarters - and, therefore, from the management center - and which would require staff to have autonomous management and reporting skills.

Analysis of staff allocation within the WE has to be compared to its current organizational chart. See Figure C 12, below.

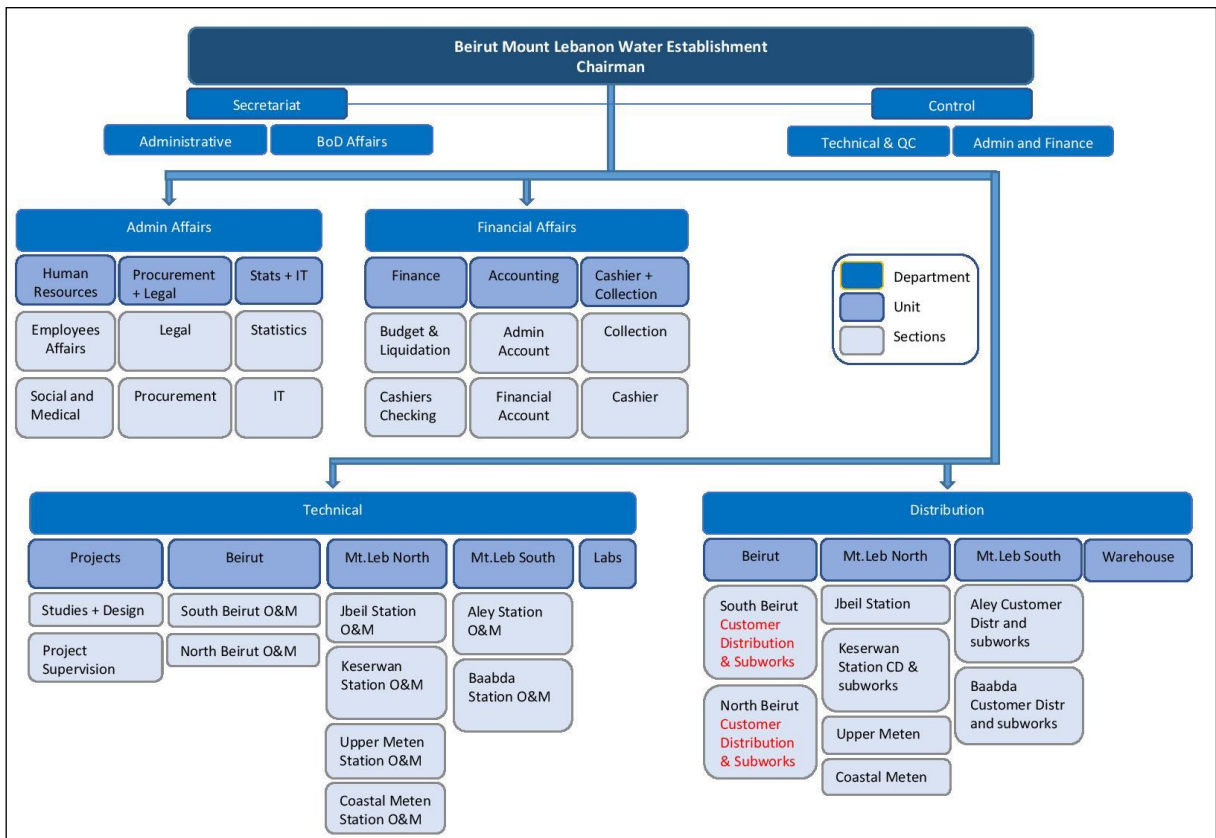


Figure C 12 Current BMLWE organizational chart

The structure of the BMLWE is based on four Departments (Administrative and financial affairs, as well as technical and distribution matters). A specific Control Department for technical, quality, administrative and financial activities is directly attached to the Chairman. Both Technical and Distribution Departments have local units for the management of services and facilities. The WE has



launched by the WE which bases its selection of bids on the best bidder. Companies replace one another but most of the teams remain in place. Only the contracting company changes and takes over the management of the operation and maintenance teams. The recruitment process has been slightly improved in recent years, making it possible to recruit operators based on technical quality. However, the process is still unsuitable in terms of ensuring the effective, efficient and sustainable management of more technically complex facilities. As the water establishment is not in a position to recruit enough staff for its local distribution units, staff recruitment for sanitation is even more difficult and the direct management of facilities is not possible with the current situation. It is therefore a priority for the water establishment to strengthen its system for recruiting and overseeing private wastewater management operators. With the support of partners, the WE has already started to develop performance-based contracts for managing leaks on the network.

There is also no specific monitoring and reporting team, with the exception of the Statistics and IT Unit that is too understaffed to carry out proper data processing and reporting on service management (from production to the end-users). It could be useful to consider creating a specific unit to handle this matter.

The WE does not have a specific Customer Relations Department - only teams in each local unit - which limits its ability to monitor and analyze user practices, regional demand trends and overall customer management.

Finally, permanent employees have to cover several positions within the WE in order to fill gaps. Some employees are recruited to work in one team or a department but actually hold other positions (for instance: (i) IT engineer in charge of statistics, but also payroll; (ii) technical staff from local teams in charge of administrative tasks; and (iii) data analyst who also manages a local team. This situation leads to a lack of well-being at work for these employees, as well as a lack of effectiveness and efficiency, and tension between the teams. This management (or lack of management) consequently exacerbates the perception of understaffing.

### C.1.3.2 Temporary staff

No data is available on temporary staff at the BMLWE.

### C.1.3.3 Focus on engineers

The 16 permanent engineers within the WE have the following profiles:

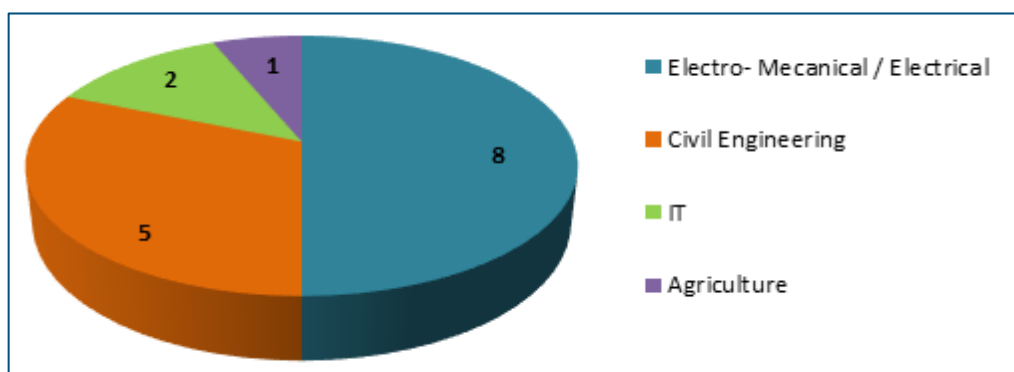


Figure C 14 BMLWE permanent engineers' profiles

They represent 3% of the total headcount, which is extremely low considering the technical functions that the water establishment has to carry out. In addition, no engineer who specializes in hydraulic engineering, water management, wastewater management or the environment were hired.

Data about temporary staff is not available, limiting the scope of the analysis. However, the recruitment of engineers that specialize in the core functions of the WE appears to be a priority for the development of the WE.

#### C.1.3.4 Main findings and conclusions

The lack of data on temporary staff makes the analysis incomplete, as there is no information on their profiles or the positions they hold, and perhaps they fill some important gaps. Nevertheless, a number of reports and interviews confirm that these temporary employees are not sufficient to change the situation and the impact of this recruitment remains rather limited on the internal management front, as well as in terms of technical and strategic capacities.

As for the NLWE, the first main finding was that the organizational Decree is structured based on the facilities' direct management. The staffing situation makes it extremely difficult for the WE to carry out these direct management roles. The recruitment freeze means that a revision of the initial thinking behind this organizational decree is necessary.

Understaffing is critical within all departments. However, the assignment of several tasks to employees that do not correspond to their initial training or specialization, and of management functions to employees without the requisite profiles, exacerbates the teams' perception of short-staffing and creates a poor working environment that has an adverse effect on efficiency and effectiveness.

Due to the recruitment freeze and increase in the WE's workload, particularly on wastewater, the recruitment of private operators to carry out O&M tasks on facilities appears to be a relevant approach. However, the WE has to undertake a reorganization that should be based on:

- Increasing the size of the Procurement Unit, which has only two category 4 staff members to enable BMLWE to develop and monitor performance-based contracts with the private sector;
- Developing performance-based contracts and providing specific training and support to the legal and procurement teams and to the technical staff in charge of overseeing and monitoring these contracts;
- Progressively reorganizing the Technical and Distribution Departments by creating a unit in charge of supervising the private operators and, if necessary, reassigning O&M activities currently undertaken by WE staff to the newly contracted private operators, as well as benefitting from the current staff experience in O&M to oversee the private operator as part of the supervision unit.

Water, wastewater and irrigation engineers are a top recruitment priority, but IT specialists (engineers or technicians) are also needed to develop the WE's monitoring and data management capacities.

Finally, recruiting high-level staff seems to be a high priority for the strengthening of the WE's management structure. Such a statement goes in line with the recruitment of engineers, while keeping

in mind that the recruitment of staff equipped with a university or business school degree is equally crucial to develop a customer-based strategy and further improve service management.

### C.1.4 BWE'S INTERNAL ORGANIZATION, HR STATUS AND MANAGEMENT

#### C.1.4.1 Permanent staff

##### General

According to its Organizational Decree, the BWE's organizational structure should comprise 786 positions, but permanent staff recruited through public administration procedures (civil servant council) occupy only 181 positions.

The level of permanent staff qualifications is low and 72% have no degree or no further education whatsoever after high school.

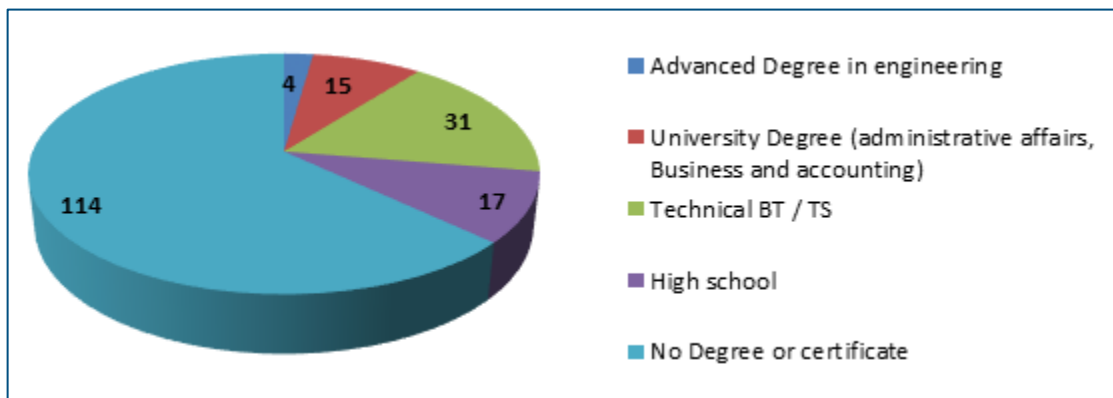


Figure C 15 BWE's permanent staff qualifications

The general manager considers that only 50% of the permanent staff are currently efficient and cost-effective. Due to the low level of staff qualifications, the WE only has a few employees in the high staff categories; 1% belong to categories 1 and 2, rising to 4% when category 3 staff are included.

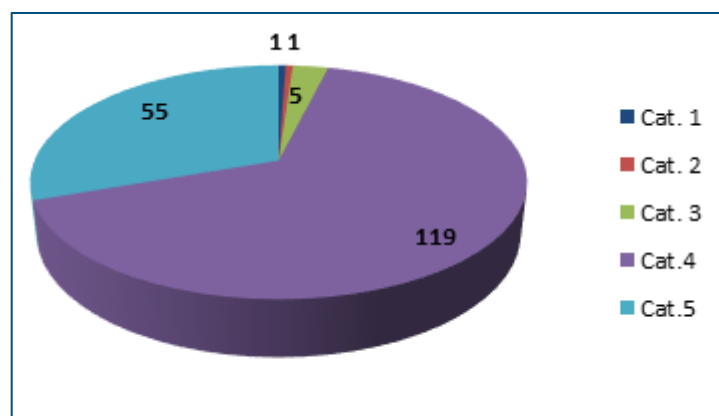


Figure C 16 BWE's categories of permanent staff



This is a major team management challenge for the WE as there are up to 30 staff members per manager - this includes category 3 staff as managers and assumes that all of the highest category staff members are able to manage teams. Consequently, staff in higher categories will not have enough time to carry out their strategic functions, which limits the WE’s internal capacity to develop strategic analysis and planning or to set up a specific high-level taskforce overseeing and monitoring services.

The positions held by permanent staff in the main WE departments appear in Figure C 17, below.

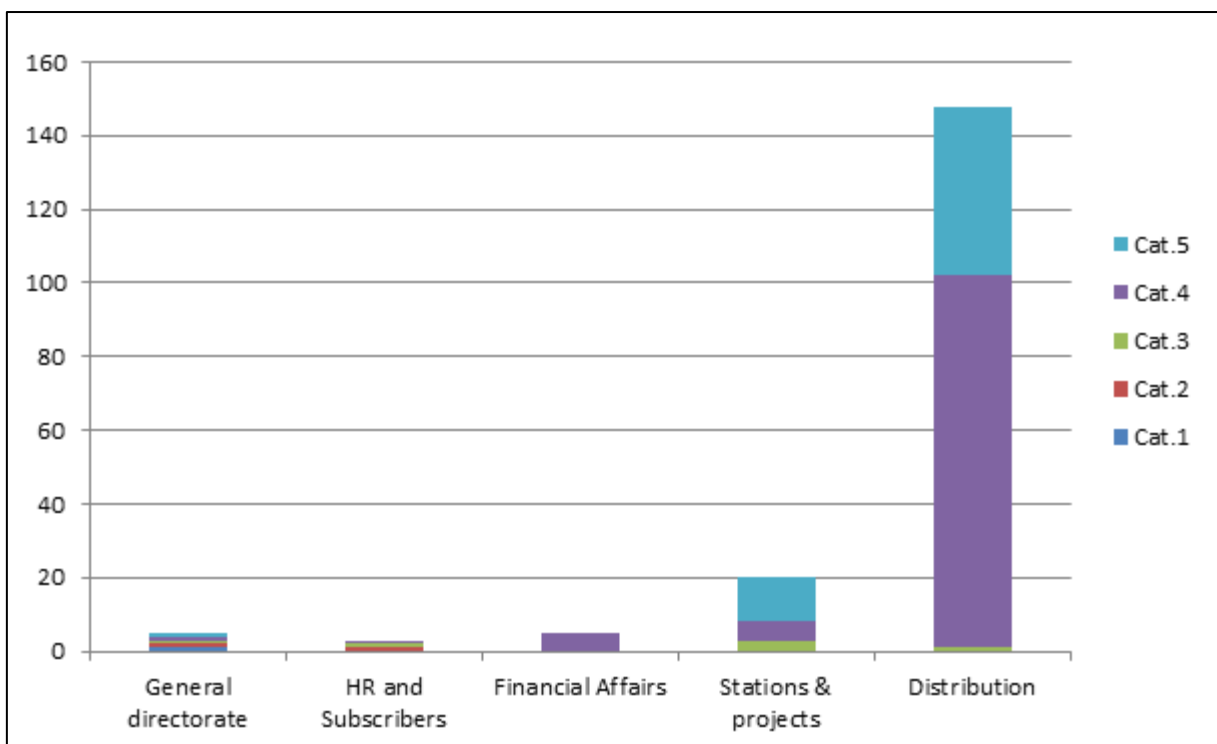


Figure C 17 Positions of permanent staff within BWE

Analysis of staff allocation within the BWE has to be compared to its current organizational chart. See Figure C 18, below.

The BWE organizational chart is based on four main Departments (Human Resources and Subscribers, Financial, Plants and Projects, and Distribution and Maintenance). The Distribution and Maintenance Department has local Chambers covering the BWE operation’s area. The establishment has a central subscribers’ Department and is currently developing a data center managed by the SCADA system. There is no unit managing wastewater and irrigation.







C.1.4.2 Temporary staff

In response to the permanent staff recruitment freeze, and to fill some of the staffing gaps, the water establishment hires temporary staff (daily contractors). The qualifications, profiles and main positions of these temporary staff have been assessed to supplement the WE’s HR status review.

The WE hires a large number of temporary staff (234 temporary staff compared to 181 permanent employees). Temporary staff comprise daily contractors that may work full or part-time at the WE. It is difficult to conduct an analysis of their positions, as there is no data on the volume of work they carry out. Nevertheless, the number of temporary staff used provides an insight into the gap that the WE is trying to fill.

As the case is with the permanent staff, the average level of temporary staff qualifications is relatively low.

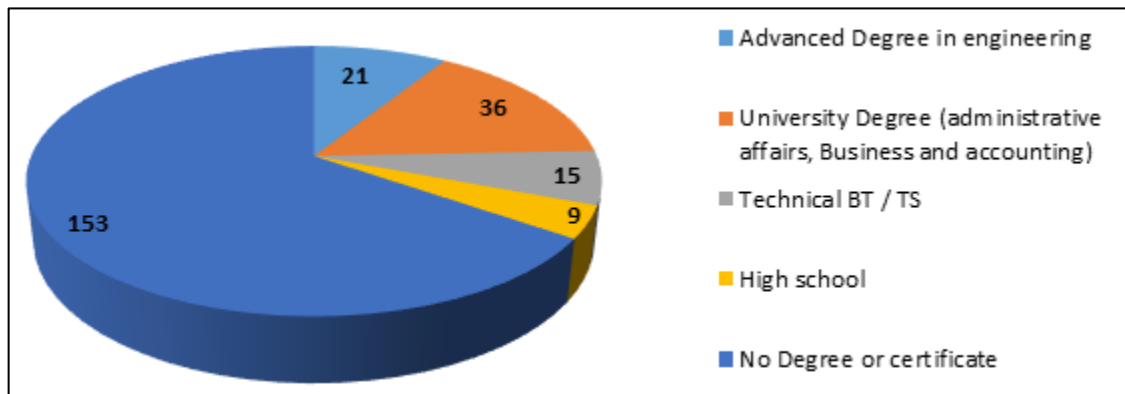


Figure C 19 BWE's temporary staff qualifications

The management sought to recruit engineers and university graduates. The 21 engineers recruited since the management’s appointment have replaced some of the temporary staff, but the WE’s limited budget hinders their ability to recruit more highly qualified staff.

The main positions held by these staff members are as follows:

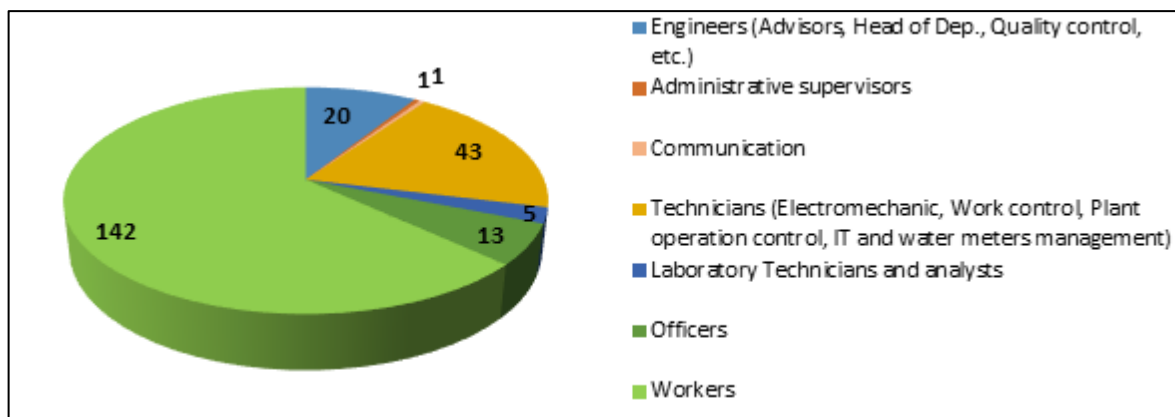


Figure C 20 BWE's temporary staff positions

Analysis of the information available on temporary staff has resulted in the following findings:

- The majority of temporary staff is recruited to work in the waterworks/treatment plants and in operation and maintenance activities as part of local teams;
- Temporary workers also include cleaning staff, drivers, guards and others, putting into relative perspective the large number of recruited temporary staff compared to the headcount of permanent employees.
- Faced with the issue of highly qualified and high category staff whose work is unsatisfactory, the WE seeks to recruit temporary staff members to conduct strategic or tasks requiring higher skills within the WE.

#### C.1.4.3 Focus on engineers

The 25 engineers working within the WE (four permanent and 21 temporary) have the following profiles:

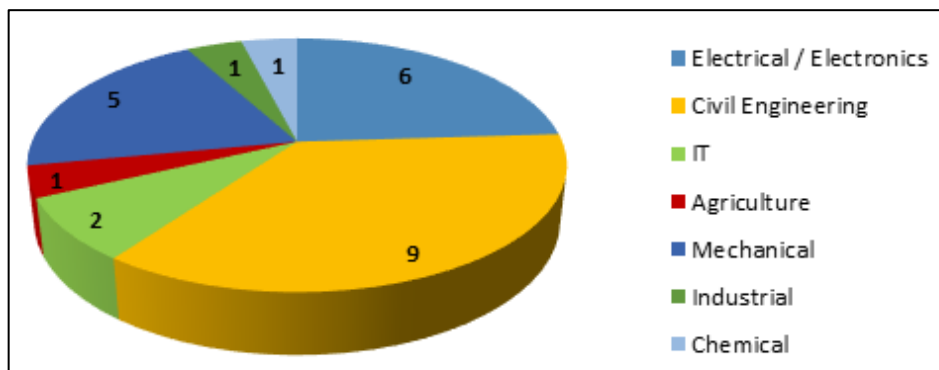


Figure C 21 Profiles of BWE engineers

Despite the management’s efforts to increase the number of engineers, they make up only 6% of the total headcount, which is still low considering the technical activities that the water establishment has to carry out. In addition, there is no hydraulics, water management, wastewater management or environmental engineers.

#### C.1.4.4 Main findings and conclusions

The first main finding is that, as for the other WEs, the BWE Organizational Decree is based on direct management of the facilities. However, the staffing situation makes it extremely difficult for the WE to carry out these direct management tasks. The recruitment freeze means that the initial thinking behind this organizational decree needs to be reviewed.

Understaffing within the water establishment is critical in the Plants and Projects, and in the Distribution Departments. Also, recruiting private operators for O&M activities appears to be a relevant approach. However, the WE has to undertake a reorganization that should be based on:

- increasing the size of the Procurement Unit (that is understaffed and under skilled) to enable the BWE to develop and monitor performance-based contracts with the private sector;

- reviewing the current contracting framework, developing performance-based contracts, and providing specific training and support to the legal and procurement sections and to the technical staff in charge of supervising and monitoring these contracts.

Specialist water, wastewater and irrigation engineers are a top recruitment priority, but IT specialists (engineers or technicians) are should also be hired to develop the WE’s monitoring and data management capacities. The WE is implementing the SCADA system and has planned to hire two engineers (one is already in place). However, more staff (technicians and engineers) are needed to operate this system.

Reorganization of the WE is essential. However, it would be better and more efficient to conduct this reorganization progressively and not rush to define an exhaustive organizational chart. The WE needs to be reorganized in accordance with the skills of the permanent staff and any gaps need to be identified to prioritize recruitment.

Finally, it seems necessary to strengthen the water establishment’s management structure by recruiting high-level staff. Such a decision is aligned with the recruitment of engineers and the internal reorganization of the WE, but hiring staff with university or business school degrees is also crucial in to develop a customer-based strategy and improve service management.

### C.1.5 SLWE’S INTERNAL ORGANIZATION, HR STATUS AND MANAGEMENT

#### C.1.5.1 Permanent staff

##### General

According to its Organization Decree, the SLWE structure relies on 1,749 positions, but only 221 of these positions are occupied by permanent staff recruited through public administration procedures (civil servant council).

The qualifications of the permanent staff in place are relatively good and more balanced than in the other WEs but more engineering expertise is expected for a utility that covers an area of about 1.2 million inhabitants.

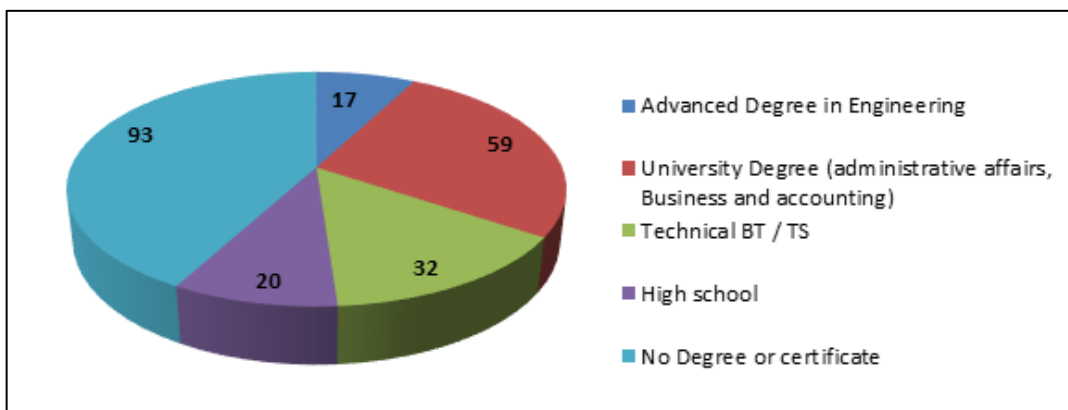


Figure C 22 SLWE’s permanent staff qualifications

Based on the medium level of qualifications, the categories of permanent staff (as defined by the public administration) correspond more to execution than to management.

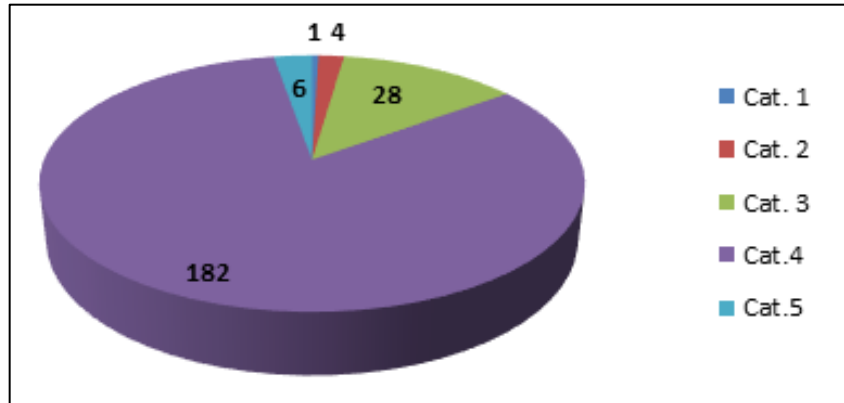


Figure C 23 SLWE's categories of staff

The water establishment has only one category 1 member of staff (the General Director) and four employees who fall under category 2 (mostly engineers). In addition, 85% of the permanent staff belong to categories 4 and 5.

Depending on the hierarchical level of category 3 staff (some may have management responsibilities), this category breakdown may create gaps in the teams' management. If only a few category 3 staff hold a management position, the manager/staff ratio could reach up to 40 people per manager, which is very high. It also makes team management time-consuming and may divert the executive staff from their strategic functions and limit the WE's internal capacity to develop strategic analysis and planning or to set up a specific high-level taskforce overseeing and monitoring services.

The positions held by permanent staff members in the main WE departments appear in Figure C 24, below.

Analysis of staff allocation within the WE has to be compared to its current organizational chart. See Figure C 25, below.

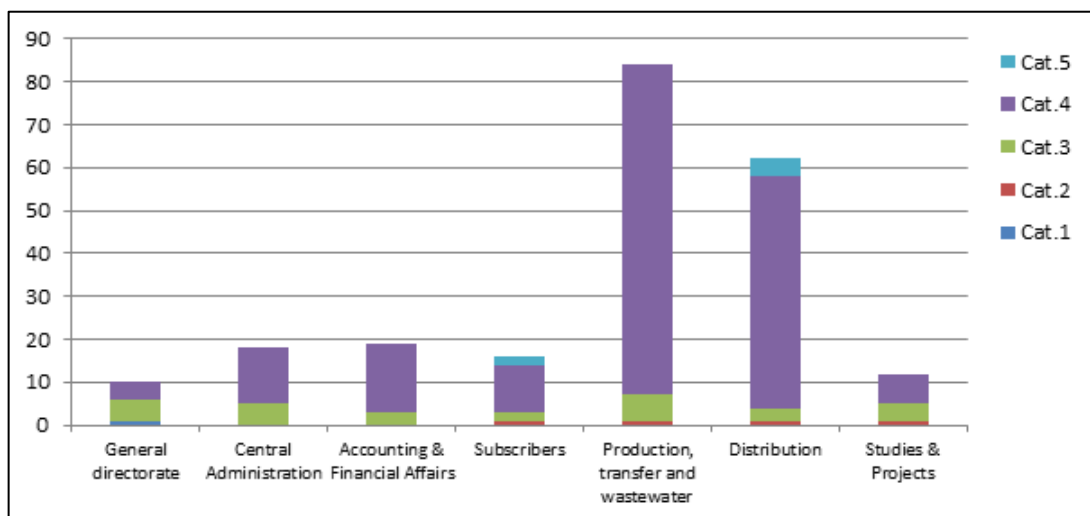


Figure C 24 Permanent staff positions per department and per category





establishment is not in a position to recruit enough skilled staff for its local distribution teams and for its Technical Department. Staff recruitment for wastewater management is even more difficult and the direct management of facilities is not possible under the current situation. It is, therefore, a priority for the WE to strengthen its system for recruiting and overseeing private operators.

- There is no specific monitoring and reporting team, with the exception of the Statistics and IT Department. Therefore, creating a specific unit to conduct proper data processing and reporting on service management (from production to the end-users) would be worth the while.

### C.1.5.2 Temporary staff

In response to the permanent staff recruitment freeze, and to fill some of the staffing gaps, the water establishment hires temporary staff (i.e. daily contractors). The qualifications, profiles and main positions of these temporary staff have been assessed to supplement the WE’s HR status review.

The WE hires a large number of temporary staff (677 temporary staff members compared to 221 permanent ones). Temporary staff members include daily contractors who may work full or part-time at the WE. It is difficult to conduct an analysis of their positions as there is no data on the volume of work they carry out. Nevertheless, the number of temporary staff used provides an insight into the gap that the WE is trying to fill.

The general qualification of temporary staff is rather high:

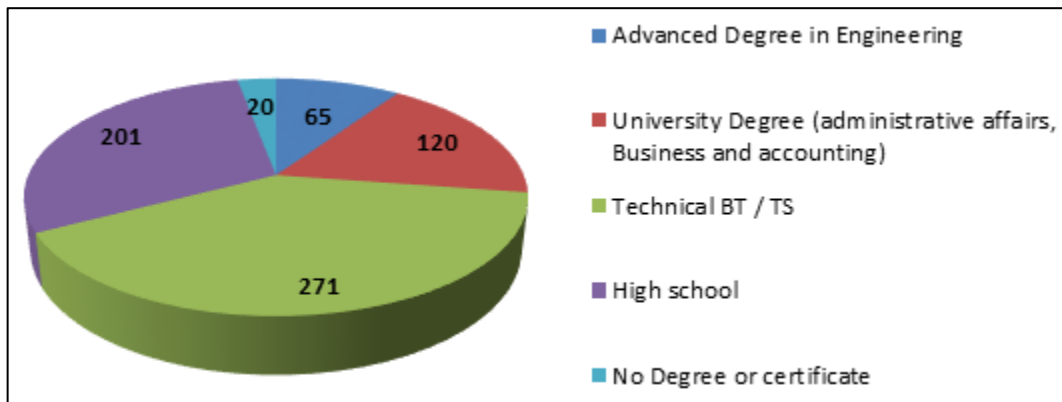


Figure C 26 SLWE’s temporary staff qualifications

The management sought to recruit engineers and university graduates. The engineers recruited since the management’s appointment have replaced some of the temporary staff, but the WE's limited budget hinders their ability to recruit more highly qualified staff.



The main positions held by these staff members are as follows:

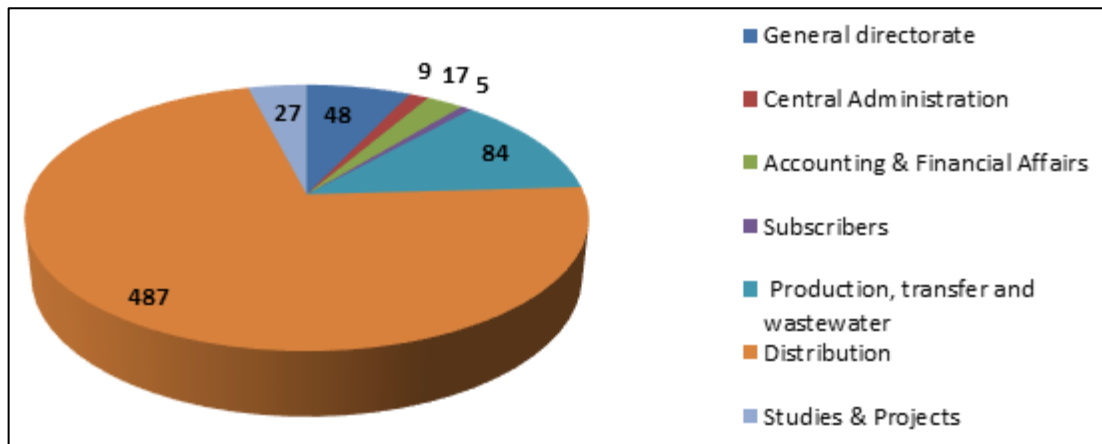


Figure C 27 SLWE's temporary staff positions

Analysis of the information available on temporary staff resulted in the following findings:

- The majority of temporary staff members are recruited to work in the waterworks/treatment plants, and in operation and maintenance activities in local teams;
- Temporary workers also include cleaning staff, drivers, guards, among others, which put into relative perspective the large number of recruited provisional staff, compared to the headcount of permanent employees.
- Faced with the issue of highly qualified and high category staff whose work is unsatisfactory, the WE seeks to recruit temporary workers to conduct strategic or higher level tasks.

### C.1.5.3 Focus on engineers

Detailed profiles of the WE's permanent and temporary engineers are not available. From the various interviews conducted, it appears that the establishment currently has few qualified engineers on water management. Only one engineer is specialized in hydrogeology. In addition, the establishment has two engineers specialized in wastewater management.

The distribution of the 17 permanent engineers within the WEs' Departments is as follows:

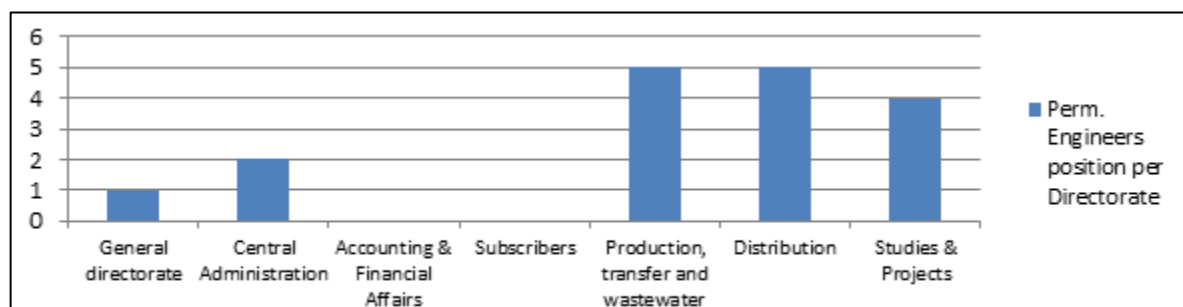


Figure C 28 Positions of permanent engineers per Department



Details regarding positions of temporary engineers are not available, but permanent engineers (17) and temporary engineers (65) make up 9% of the total headcount, which is low considering the technical activities that the WE has to carry out.

#### C.1.5.4 Main findings and conclusions

The first finding is that the SLWE's Organizational Decree is based on direct management of the facilities, as for the other WEs. However, the staffing situation makes it difficult for the WE to carry out these direct management tasks. The recruitment freeze means that the initial thinking behind this organizational decree needs to be reviewed. Private contractors, especially for wastewater treatment, currently operate some facilities, but the contracting framework should be reviewed in terms of developing performance-based contracts and strengthening the internal skills of the WE for the contracts' preparation and supervision.

The SLWE has made a major effort to recruit qualified staff, particularly engineers, to compensate for the freeze on recruitment by the public sector. However, it is recommended to recruit more technical expertise in the fields of water as well as data management and monitoring.

The new management launched an internal reorganization of the establishment allowing the implementation of a new development strategy. The reorganization of the WE is essential. However, it would be better and more efficient to conduct this reform progressively, rather than rushing to define an exhaustive organizational chart. The WE needs to be restructured in accordance with the skills of the permanent staff members, while taking into consideration any gaps to prioritize recruitment.

Finally, it seems necessary to strengthen the WE's management structure by recruiting high-level staff. This is aligned with the recruitment of engineers and the internal reorganization of the WE. The recruitment of staff with university or business school degrees is also crucial to develop a customer-based strategy and improve service management.

### C.1.6 OVERALL FINDINGS AND RECOMMENDATIONS

#### C.1.6.1 General findings on the WEs' HR status

An average of only 23% of the positions defined in the decrees are occupied by permanent staff within the four WEs (20% for NLWE, 12% for SLWE, 37% for BMLWE and 23% for BWE). All WEs recruit temporary staff to fill some positions but the sum of permanent and temporary staff combined only covers 50% of the planned positions (49% in NLWE, 51% in SLWE and 52% in BWE).

ANNEX I  
WATER SECTOR GOVERNANCE

C.1 Status of the Human Resources at the Water Establishments

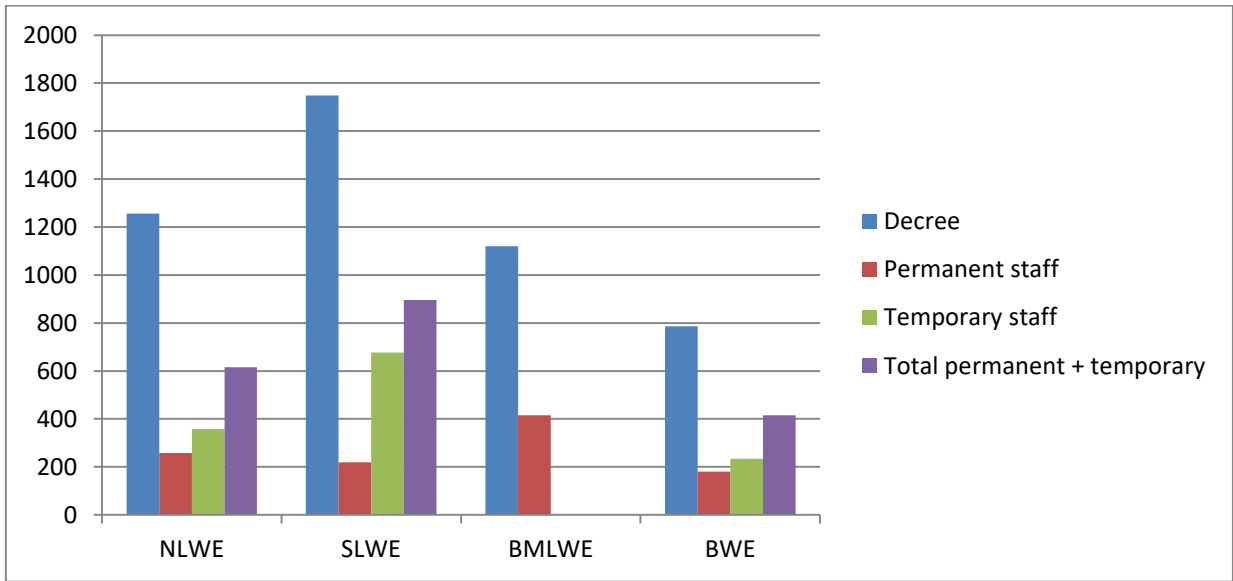


Figure C 29 General overview of WEs staff

Data on BMLWE temporary staff was not available.

All WEs face the same challenges with regard to their permanent staff structure:

- Staff are mostly low qualified;

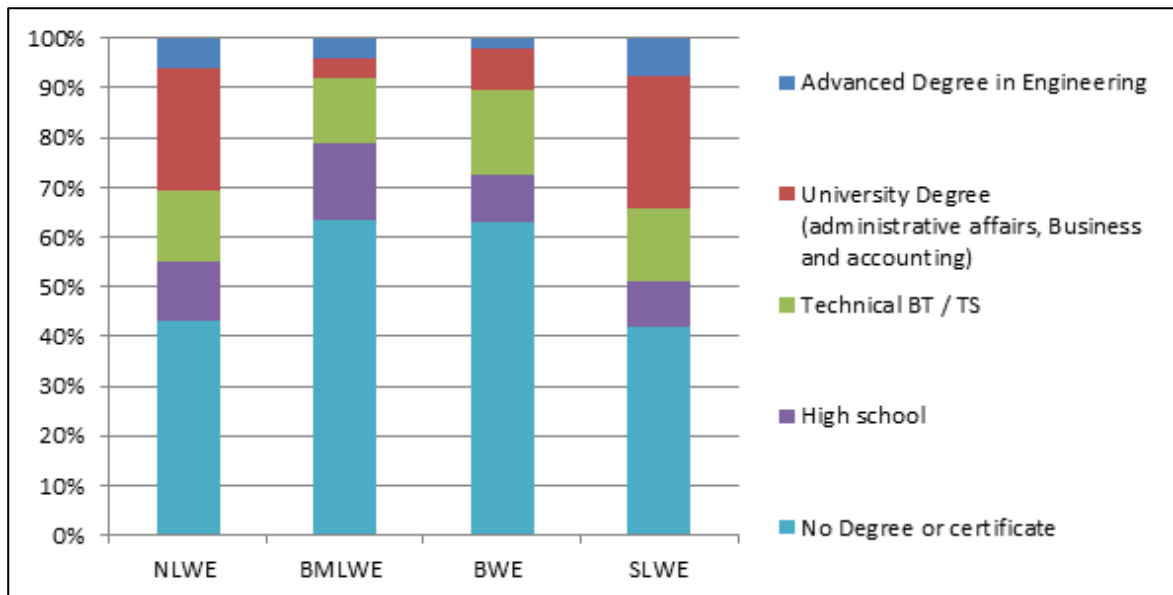


Figure C 30 Overview of the WEs' staff qualifications

- The majority of staff fall under category 4, which is not a management category;
- There are not enough categories 1 and 2, and top-level qualified staff;
- There are also few category 3 employees which occupy middle-level management positions, to effectively supervise all staff under categories 4 and 5;

C.1 Status of the Human Resources at the Water Establishments

- The management pyramid is partially coherent (although weak) at the central WE level, but it is unstructured and sometimes non-existent in the local teams/units.

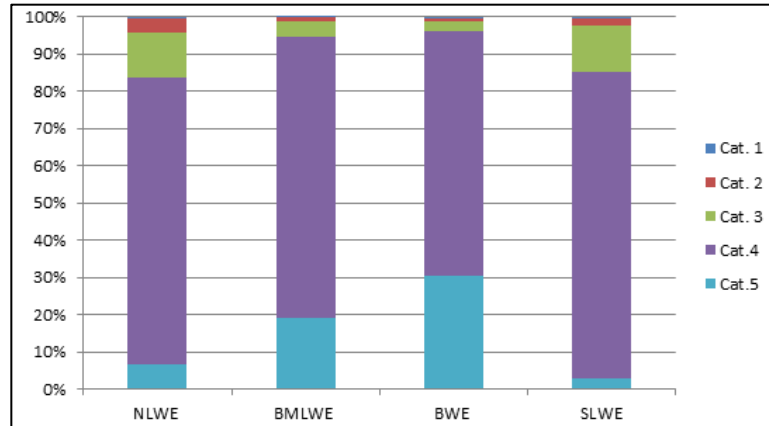


Figure C 31 Overview of the WEs' staff categories

The breakdown of category 4 and category 5 staff within the WEs is as follows:

NLWE	BMLWE	BWE	SLWE
84% of permanent staff	94% of permanent staff	96% of permanent staff	85% of permanent staff

The breakdown of category 1 and category 2 staff within the WEs is as follows:

NLWE	BMLWE	BWE	SLWE
11% of permanent staff	5% of permanent staff	2% of permanent staff	4% of permanent staff

This structure poses a major team management challenge for the WE. As there are 20 to 30 staff per manager (which includes category 3 managers and assumes that all highest category employees are able to manage teams), staff in higher categories do not have the time to carry out their strategic functions.

Consequently, this restricts the WEs internal capacity to develop strategic analysis, planning or to have a specific high-level taskforce to oversee and monitor services and internal WE performance.

In terms of organization, all WEs have five main departments:

- the General Directorate whose departments and units are in charge of internal quality control management;
- an administrative department (including HR, legal and procurement);
- a financial department;
- a technical department in charge of production, studies and projects;
- an exploitation or distribution department.



NLWE	BMLWE	BWE	SLWE
20% of permanent staff	28% of permanent staff	11% of permanent staff	6% of permanent staff

It is quite clear from these figures that the current structure of the WEs is based on direct service-management activities, which is confirmed by the number of staff specified in the Organizational Decree of each WE. However, the reality of the staffing situation makes it extremely difficult for the WEs to properly carry out these direct management functions.

In order to fill gaps generated by understaffing, the WEs hire temporary staff (i.e. daily contractors). There is no data available for the BMLWE, but for the NLWE and the BWE the main positions held by these daily contractors are as follows:

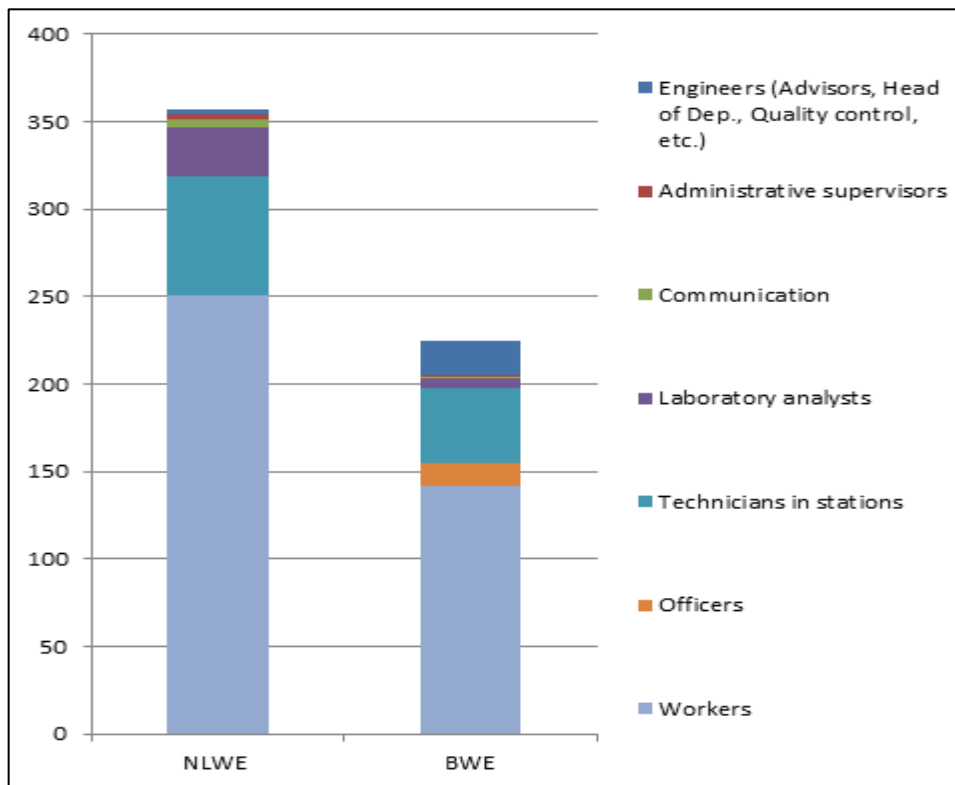


Figure C 33 Main positions of the WEs' temporary staff

These temporary staff members mostly work within the technical and exploitation/distribution departments (which is also consistent with the SLWE data on temporary staff), confirming that the WEs are seeking to fulfil their mission of directly managing some of the facilities.

The lack of financial resources and budget also prevents the WEs from recruiting highly qualified staff members to fill senior positions. The low number of engineers in the WEs is a strong indicator of these constraints with the exception of the SLWE that has recruited a significant number of engineers.

ANNEX I  
WATER SECTOR GOVERNANCE

C.1 Status of the Human Resources at the Water Establishments

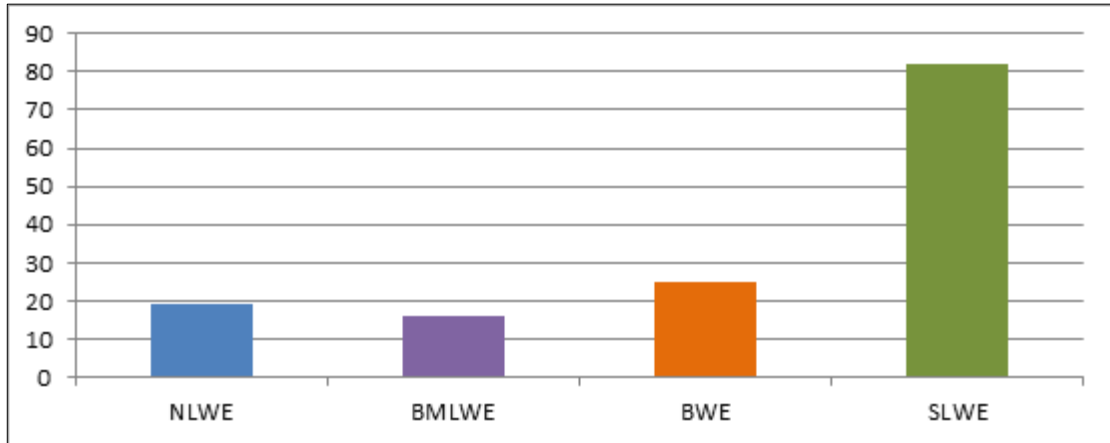


Figure C 34 Number of engineers in each WE

Engineers (including temporary staff for the NLWE and the BWE) account for an average of 9% of the WEs' total staff:

NLWE	BMLWE	BWE	SLWE
3% of permanent staff	4% of permanent staff (excl. temporary staff- data unavailable)	6% of permanent staff	9% of permanent staff

Their profiles are as follows<sup>1</sup>:

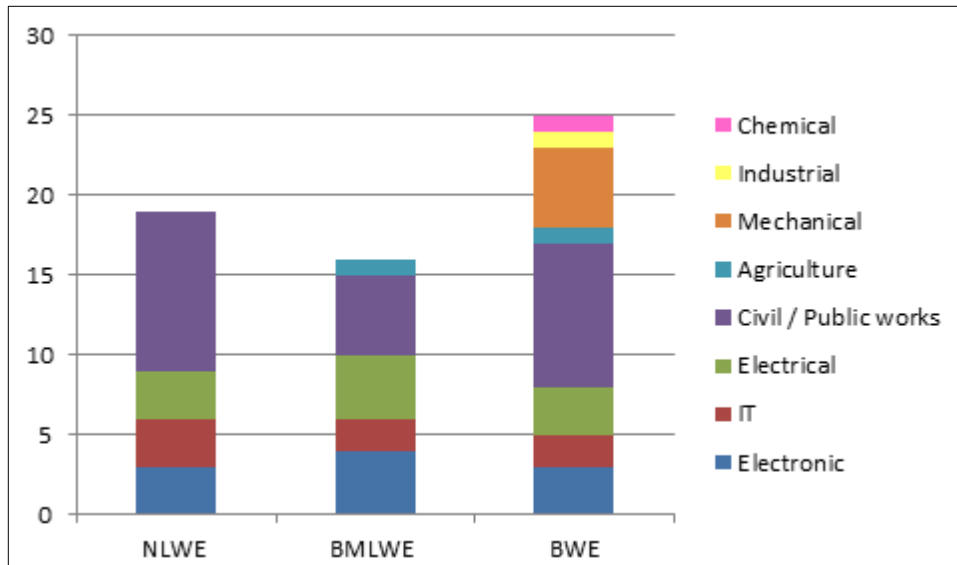


Figure C 35 Profiles of the WEs' engineers

<sup>1</sup> Data is not available for SLWE





- They need to outsource some of their tasks to private operators, but lack an efficient and effective contracting framework and internal technical skills to properly supervise private operators.

As reference documents for the organization of each WE, the organizational decrees and staffing plans of each water establishment reinforce the perception of understaffing, as does each WE's internal HR management. However, analysis of the WEs' HR situation reveals that the problem is not only understaffing, but also inadequate staffing and poor team management.

Thus, in all institutions, the priority is to review organizational decrees which are all outdated (even for the NLWE) and no longer aligned to the WEs' mission or to the opportunities for developing service management in the coming years, rather than trying to achieve them,.

### C.1.6.3 Main recommendations

All of the organizational charts are outdated, even the NLWE's recently revised one, and require revision. Defining staffing levels based on options for managing facilities and services is not appropriate and flexibility is necessary to help the WEs develop on several levels, including:

- Improving the management of their current functions (i.e. enhancing the water service and developing customer relations);
- Managing wastewater facilities;
- Developing irrigation-related activities;
- Developing structured service monitoring and enhanced reporting.

The validation of the WEs' internal organization is carried out at a very high level (decree issued by the Council of Ministers) which removes any flexibility from these provisions. Yet, the priority for the WEs is to gradually reform themselves and create their organizational charts as they progress. Thus, it would be much more effective and efficient to simply list the main departments to be found in each WE in those organizational decrees. Furthermore, each institution should be granted the flexibility to gradually organize these departments as it sees fit and change its organizational charts over time, without being dependent on decisions taken by the Council of Ministers.

Thus, all organizational decrees need to be revised, and their scope needs to change as follows:

- Instead of pre-defining an operating model, it would be more useful to allow WEs the freedom to develop the most appropriate service management model: direct management of certain tasks and delegation to the private sector for other identified tasks. It would be counterproductive to delegate tasks to the private sector that the WEs are currently performing effectively (an analysis must be carried out for each WE).
- It would also be more efficient to include less detail in the organizational decrees (i.e. number of staff and precise organizational set-up of the WE) as the procedure for adopting these decrees is cumbersome (adoption by the Council of Ministers) and hinders the WEs' ability to develop their organizational charts in line with their evolving needs. Instead, the organizational decrees could set out the main orientations (strategy, results and performance-based management approach, staff recruitment thresholds... etc.).



C.1 Status of the Human Resources at the Water Establishments

- Finally, in order to develop the sector, it seems more effective to focus these decrees on monitoring the WEs' performance. Thus, the organizational decrees could list the key performance indicators to be developed and monitored, and could refer to annual agreements between the MoEW and the WEs without having to go back to the Council of Ministers to indicate values consistent with the situation of each water establishment.

Consequently, the main actions to be undertaken include:

- Carrying out a thorough diagnosis of the WEs' and LRA internal capacities in order to:
  - Identify the WE's performance areas and the tasks or activities for which they require internal expertise; define the profiles of the staff to be recruited or identify the internal staff to train.
  - Identify the activities or tasks to be outsourced to private operators for each WE.
- Reviewing the private operator contracting framework and providing WEs with greater flexibility for procurement; this includes supporting and developing the WE Procurement Units and their internal technical skills to supervise contracts and monitor private operator performance.
- Defining a performance-monitoring framework, and developing monitoring and reporting tools and processes; this includes supporting the MoEW with developing a monitoring unit.
- Defining mechanisms to encourage performance improvements and sanctioning non-compliance with reporting and transparency procedures.
- Providing greater flexibility to the WEs and LRA to define their HR needs and carry out the necessary recruitment;
- Reviewing the organizational decrees of all WEs and the LRA.

## C.2 THE LITANI RIVER AUTHORITY

### C.2.1 LRA HR STATUS

Established in 1954, the LRA has specific functions and roles related to hydroelectricity and dam operation and maintenance, as well as irrigation activities in the Litani river basin. The LRA is also responsible for monitoring all surface water resources nationwide.

To perform these functions, the LRA developed an organization chart in 1976 based on 512 positions. However, the Council of Ministers has never endorsed the related decree. The organizational chart was, therefore, adapted to go in line with the new projects assigned to the LRA and was validated by the LRA’s board members. However, it was never formalized by decree by the Council of Ministers.

There is little data available about the LRA, but the main figures are as follows:

No. of proposed positions	Permanent staff currently in position	Current temporary staff
512	128	70

The permanent and temporary staff in position account for only 39% of the staff necessary to ensure the proper functioning of the authority.

The LRA has a reputation for being an efficient organization. It employs 35 engineers (29 permanent and 6 temporary), which is a significant number, and enables the LRA to ensure a standard performance.

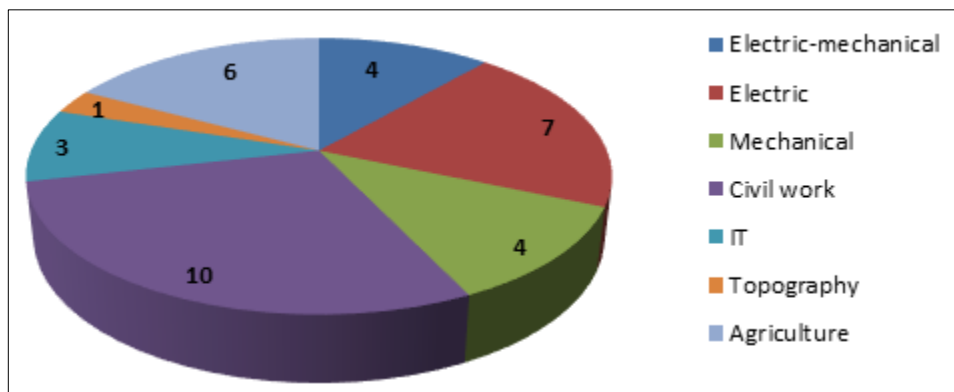


Figure C 36 Profiles of LRA engineers

They work within the three main technical directorates of the LRA, namely the Technical, Irrigation operations and Hydroelectric operations directorates.

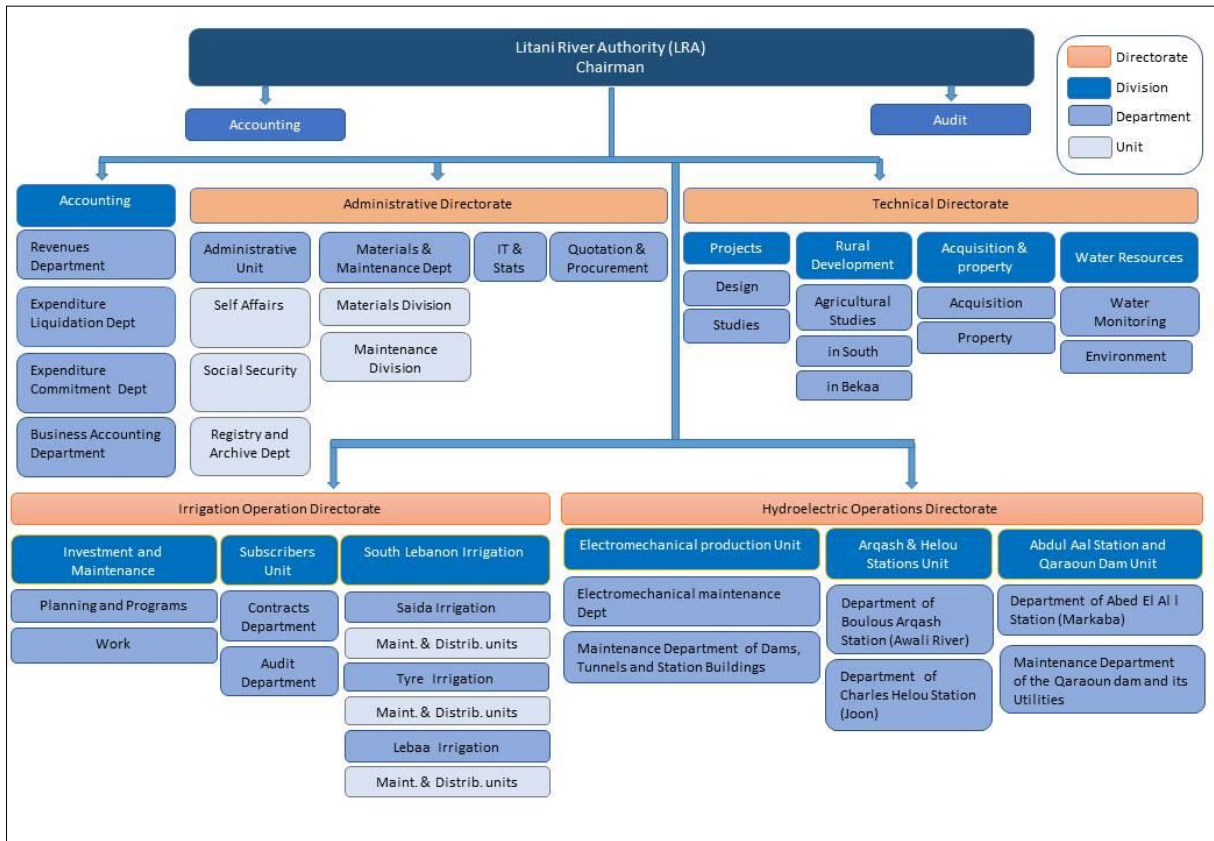


Figure C 37 LRA's organizational chart

The technical staff mostly work in the technical and hydroelectric operations directorates (around 70% of them). Only 30% of the technical staff members are under the irrigation operations directorate, which is a rather low percentage. LRA faces challenges due to understaffing. Due to staff retirement and the recruitment freeze, the authority has seen its workforce drastically shrink in numbers in recent years.

The LRA-defined permanent headcount trend between 1996 and 2025 is set out below and includes retirement and non-replacement figures.

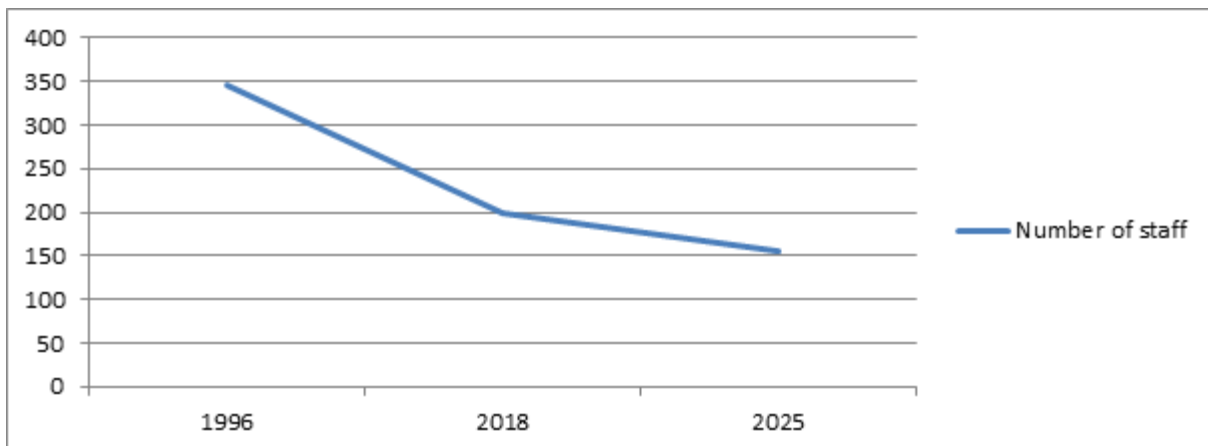


Figure C 38 LRA's headcount trend since 1996 and projection to 2025



While 346 employees were working at the LRA in 1996, only 198 are currently occupying positions at this same institution. This figure is soon set to fall to 155 permanent staff if no measures are put in place to replace permanent staff who retire.

## C.2.2 MAIN FINDINGS AND RECOMMENDATIONS

Despite having technical staff in place and less understaffing than the WEs, the lack of staff members remains a challenge for the LRA. This is witnessed in the:

- lack of staff in the irrigation department;
- non-replacement of permanent employees who have retired; this has led to a 43% reduction in the permanent workforce over the last 20 years, a figure that is set to rise to 55% by 2025.

It is therefore crucial for the LRA's development that measures are implemented to offset these departures and to plan the recruitment of additional permanent staff. A specific HR diagnosis should be conducted to identify needs and define an HR development plan.

The LRA teams also argue that the monitoring of surface water outside the Litani basin, currently assigned to the LRA, should be transferred to the ministry.

Finally, the teams point out that their organizational chart has never been formalized by a Council of Ministers' decree. However, this allows the LRA to adapt its structure to new projects or new tasks without causing any major obstacles. Although unconventional, such an approach provides greater flexibility and should be used in the review of the WE organizational decrees.

### C.3 CAPACITY-BUILDING

Some of the Lebanese government's partners, such as the European Union and the USAID, have an extensive experience in providing capacity-building and support to the sector.

The chart below shows the main programs implemented since the adoption of Law 221 and the creation of the WEs:

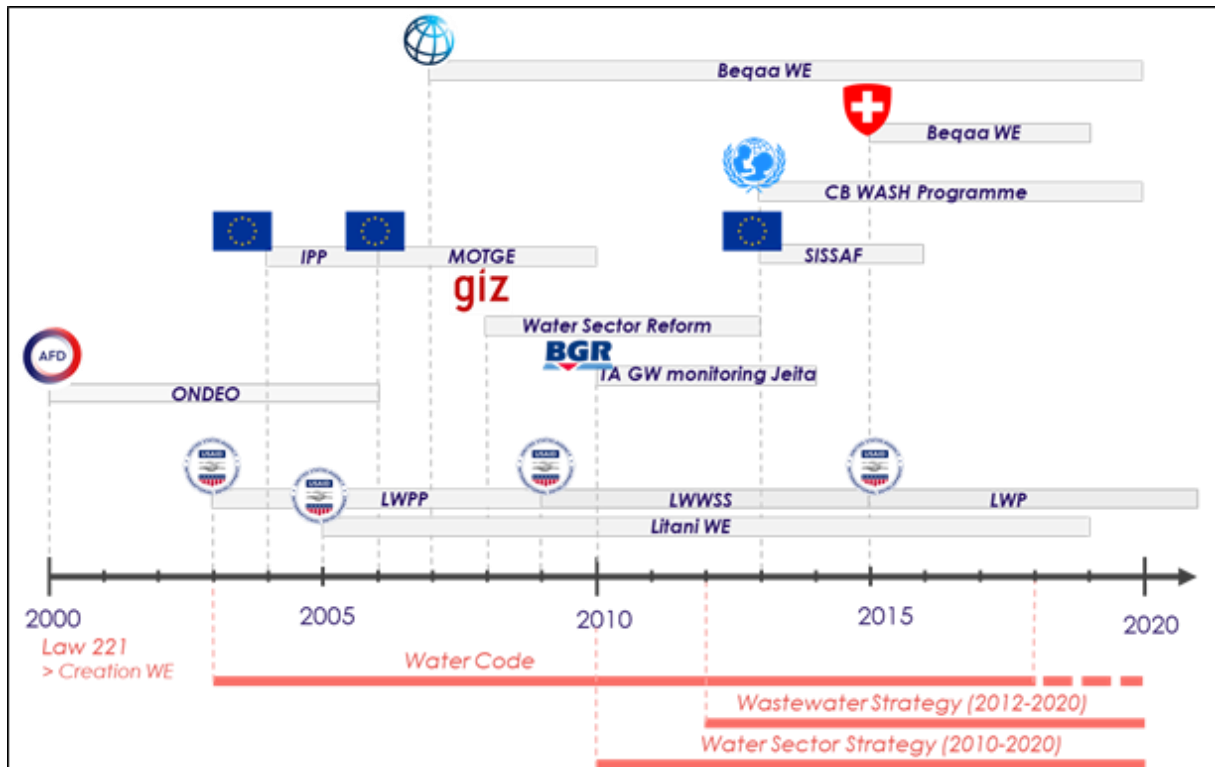


Figure C 39 Overview of the water sector's capacity-building programs implemented in Lebanon

The sector benefits from a wide range of capacity-building programs and projects, and from the long-term involvement of stakeholders such as the EU, the USAID or the World Bank.

The ONDEO program is one example as it has helped improve the skills of the NLWE's staff and provided an insight into the challenges involved in developing partnerships with the private sector (contracting framework, private sector areas of intervention, structuring of the partnership with the institution... etc.).

#### C.3.1 OVERVIEW OF THE MAIN PROJECTS

##### C.3.1.1 Main EU-funded projects

The EU has a relatively long history of providing technical assistance and sector support since the first support programs date back to the early 2000s and focused in particular on assisting institutions to become operational after the reforms triggered by Law 221-2000.







The expected results were to:

- Improve sector monitoring in order to prioritize investments on an objective basis;
- Strengthen sector coordination;
- Define a list of priority projects and promote their implementation by the donor community;
- Organize technical visits for sector stakeholders;
- Monitor overall sector, program and priority projects' impacts.

The mid-term evaluation conducted in 2015 produced the following findings:

- Implementation of the sector reform (full application of Law 221-2000) was incomplete, a situation that increased tensions between the MoEW and the WEs;
- MoEW was understaffed;
- Sustainability of the program's results was limited by the fact that activities could only target non-permanent teams of the TGM (advisers) instead of focusing on civil servants;
- Sector data was incomplete, inconsistent and unreliable;
- The list of priority projects lacked coherence and could not be perceived as a tool for implementing the reform.

The observations made and lessons learned by the SISSAF teams, the MoEW and the EUD involved meeting the following needs:

- Balancing the approach between the MoEW and WEs in any project;
- Focusing on the permanent teams of the MoEW and WEs in order to improve sustainability of the results of the implemented actions;
- Building a global vision for formulating strategies and implementing reforms that is shared by all sector and long-term stakeholders.

### C.3.1.2 Projects implemented with the support of USAID

USAID has been working in Lebanon for about fifteen years providing capacity-building for water stakeholders.

The first interventions of the American agency in the early 2000s targeted municipalities, financing 40 wastewater treatment facilities. However, after strong criticism from both the MoEW and the CDR, and the limited results of these projects, USAID, then, redirected its efforts towards supporting the MoEW and the WEs, and implemented several structuring programs:

- The Lebanon Water Policy Program (LWPP) implemented between 2003 and 2009, which focused on supporting the MoEW and WEs to implement the reform. Partners executed actions such as consolidating the SLWE (setting up an ERP, monitoring unbilled water, defining a five-year business plan incorporating planned investments and corresponding tariffs, and defining water and





The main findings of this project are as follows:

- The 6-year implementation period was considered short in light of the challenges posed by the reform and the support to be provided to stakeholders (in particular, building the capacities of the WEs);
- There were concerns over the sustainability of the results due to the lack of sector regulation and the low levels of communication and consultation between the WEs and the MoEW (good ownership of business plans by some WEs but no certification of the plans reviewed by the MoEW, for example) and between the TGM and the CDR on investment planning;
- Sector support projects must include an exit strategy to strengthen sustainability conditions;
- Donor coordination has had beneficial impacts, as GIZ and USAID have used the same consultants for similar interventions to ensure consistent results;
- The implementation of discussions between the WEs on topics defined based on requests were highly appreciated by the beneficiaries.

#### C.3.1.4 UNICEF WASH Program

UNICEF has been supporting the sector since 2013 through the WASH Program, which focuses on three areas: emergency, stabilization and capacity-building. On this third axis, UNICEF supports the MoEW by funding existing posts (including those of a groundwater resource expert and communication specialist) and supports the WEs through the recruitment of specific experts (hydraulic experts in BWE, and NLWE and communication experts in all four WEs).

The WASH Program has resulted in specific studies being carried out on the state of groundwater resources and a national survey being conducted on access to services, and has led to communication plans being defined in WEs. Specific support was provided to the WEs to improve data collection and transmission to the MoEW for national sector monitoring.

This program is still under implementation. An evaluation covering the period 2013-2016 produced the following main findings:

- The lack of communication between the MoEW and the WEs is having a negative impact on activity implementation;
- The experts appointed to the WEs struggle to focus only on the tasks for which they were recruited. They are often diverted to other tasks due to lack of resources in the WEs;
- The flexibility of the program provides great added value and has made it possible to achieve results that have proved useful for structuring the sector (conducting specific studies).

#### C.3.1.5 SDC – Support for improving access to water and sanitation in Bekaa Valley

The Swiss Development Agency (SDC) has been supporting the BWE since 2015 for a period of 4 years (phase 1). The main components of the support program include: developing a system for collecting



and managing data on the WE's main activities (deployment of the SCADA system); improving the management of unbilled water and leaks on the network; strengthening the WE's capacity to operate wastewater facilities; protecting wells and springs; and installing chlorination systems.

The main recommendations made at the mid-term point of the program's implementation are to:

- Extend its implementation over the long-term (initially planned for 4 years);
- Strengthen the links between the MoEW and the water establishment - in particular for activities concerning the monitoring of groundwater resources and data management;
- Develop pilot projects to control energy costs (on the chlorination systems);
- Focus more on building the WE's current poor capacities to enable the effective and sustainable implementation of the SCADA system (the WE does not have the skills in place to manage the software, the use of which is extremely costly, and the WE has already abandoned several less constraining software applications provided by other stakeholders – i.e. EU, USAID);
- Define an exit strategy in order to strengthen the sustainability of the program.

#### C.3.1.6 The World Bank-supported programs and activities

In support of these projects, the World Bank is financing capacity-building actions at the BMLWE (implementation and supervision of performance-based contracts for managing leaks on the network and installation of volumetric meters). The World Bank has also worked on emergency projects in the Bekaa to improve access to safe drinking water in the most vulnerable regions and has funded three TA positions in the WE (still in position).

#### C.3.1.7 Specific TA support funded by the KfW

As part of its support to Lebanese stakeholders to help address the Syrian refugee crisis, KfW contributes funding to UNDP actions that support selected WEs (Bekaa, Beirut and Mount Lebanon). In addition to the sanitation project in Jeita, the German Federal Institute of Geosciences and Natural Resources (BGR) provided technical assistance for monitoring water from the Jeita spring from 2010 to 2014. However, the set-up time for infrastructure projects has been very long (work has still not started) and the alignment of the TA with the construction work phase was not ensured.

#### C.3.1.8 Upcoming actions in partnership with AFD

The French Agency for Development (AFD) has been active in the water and sanitation sector in Lebanon since the early 2000s. The challenges of ensuring private sector involvement in water utility management (ONDEO contract with NLWE), coupled with non-renewal of the ONDEO-NLWE contract in 2006, and national resistance to the adoption of the draft Water Code drawn up in 2003, has led the AFD to focus its intervention on infrastructure projects.





technical assistance into the WEs. This is because these TAs end up doing the work of the staff being supported, which hinders the sustainability of the achievements beyond the project implementation period;

- Before implementing any management tool, ensure that the teams in place are able to manage the tool or that recruitment is possible (ensuring the tools developed require very little recruitment as this is extremely complex for the WEs);
- It is important to ensure there is a balance between the support provided to MoEW and WEs, and between the joint activities developed for the four WEs, and between them and the MoEW;
- In participatory support processes (for projects' coordination, consultation with municipalities or other local stakeholders, or even to support dialogue between MoEW and WEs or between MoEW, CDR and WEs), it may be necessary to call upon external contractors with facilitation skills at certain stages in order to reduce the negative impacts of stakeholder power relations and interpersonal issues;
- In the absence of a long-term commitment to sector support, such as in the case of USAID that has been running projects and programs continuously for 20 years, it is essential for short or medium-term projects partners to define an exit strategy for all projects and programs. Such a strategy will allow the MoEW or WE to carry ownership of the projects' results and their sustainability.

## C.4 INVOLVEMENT OF WES IN INFRASTRUCTURE PROJECTS' PLANNING AND MANAGEMENT

### C.4.1 MAIN FRAMEWORK OF INFRASTRUCTURE PROJECT DESIGN AND IMPLEMENTATION

In the water sector, most infrastructure projects are implemented through international funding. The donors finance the CDR, who collaborates with the private sector to carry out the work.

According to Law 221 and the 2010-2020 National Water Strategy, WEs should play a central role in project planning and management, alongside the CDR:

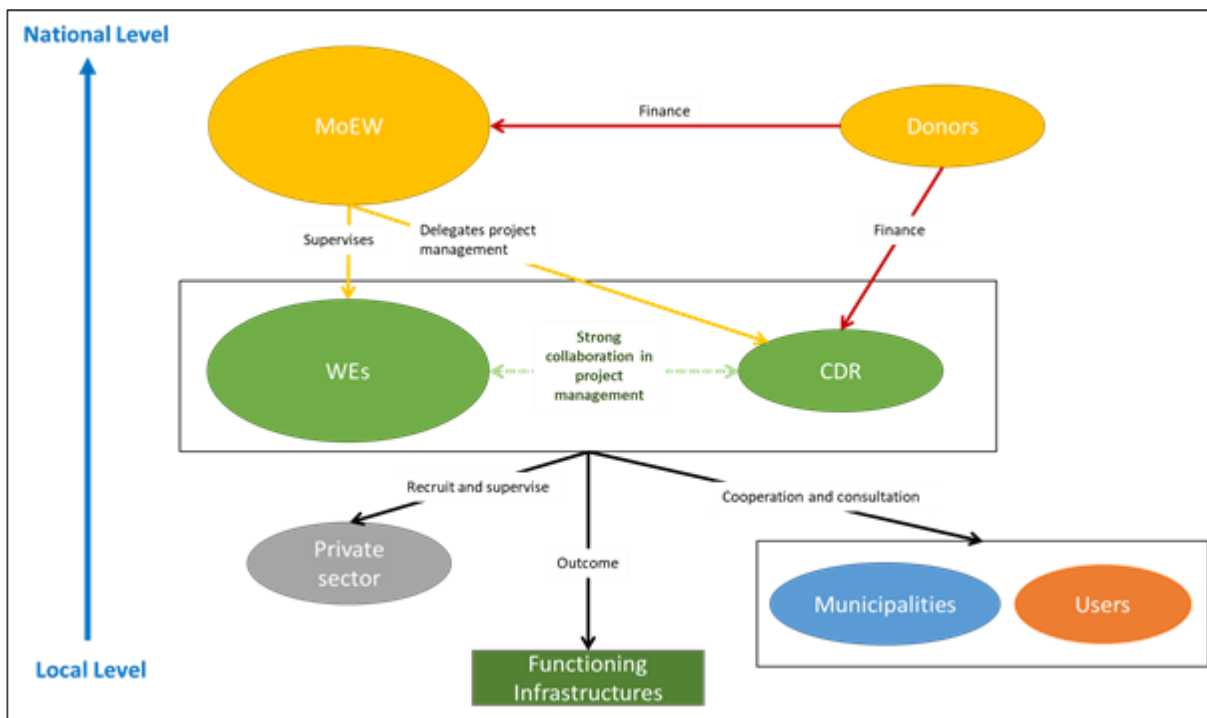


Figure C 40 WE involvement according to Law 221 and the NWSS

Under this arrangement, the donors finance the CDR and the Ministry, with the Ministry then providing guidance to both the WEs and the CDR.

The WEs and CDR should be responsible for ensuring the infrastructure functions correctly by monitoring the private sector and by working with municipalities and communicating with users.

In reality, the infrastructure project implementation framework is closer to the diagram below:

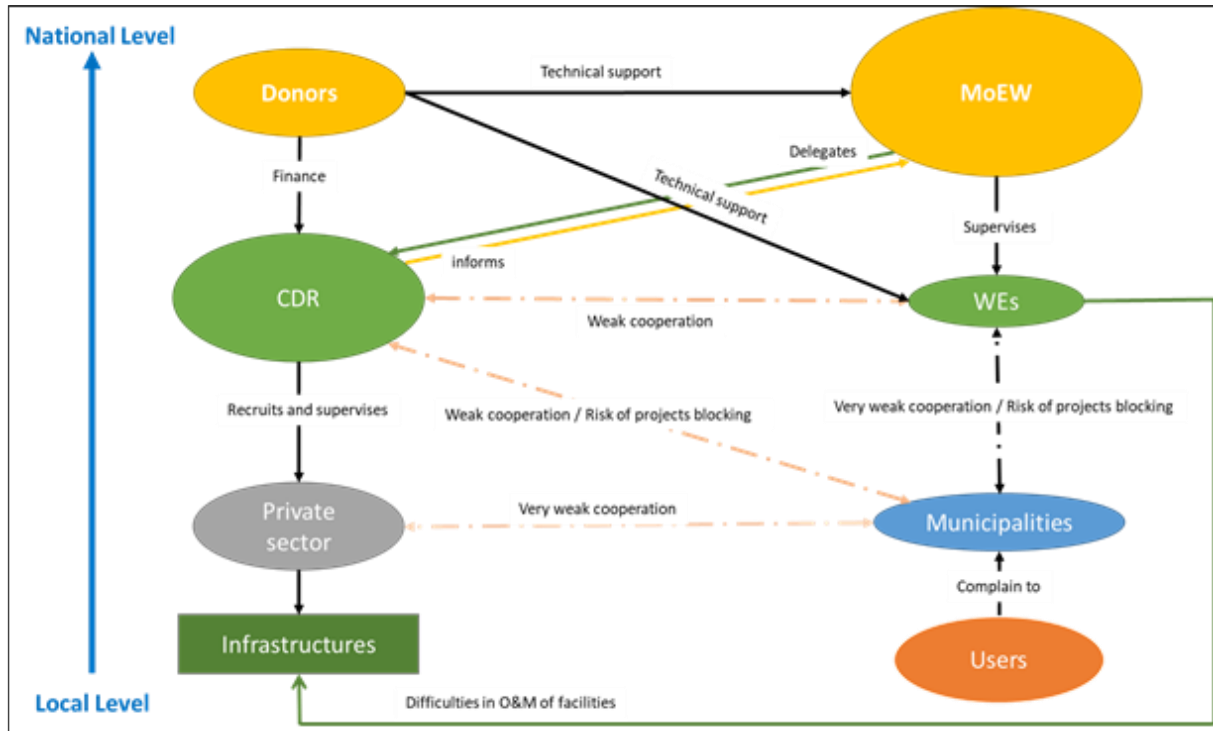


Figure C 41 WE involvement according to current practice

The donors provide technical assistance to the WEs and the Ministry of Energy and Water, which delegates the monitoring of works to the CDR that has a very large sphere of influence. WEs have very little influence and there is poor cooperation between the WEs and the CDR.

Municipalities also appear to have an influence over project implementation, mostly because they are the main point of contact for users and are able to block projects, should they wish to do so. There is poor cooperation between the WEs and municipalities, and between the municipalities and the CDR. There is also poor communication between the WEs and the users (as described in previous chapters).

### C.4.2 MAIN FINDINGS AND RECOMMENDATIONS

This gap in project management is mainly due to the underlying approach of infrastructure projects. This complex situation has arisen as a result of the investment planning and implementation approach developed, which focuses on infrastructure and not on access to services for the population or users. The main objective of the projects implemented through the CDR is to build facilities, which is one of the core missions of the CDR. Nevertheless, this objective is not or rarely combined with the ultimate purpose of these facilities which is to provide sustainable services to users.

In addition to the project implementation framework, this approach has the following impacts in terms of service management and investment sustainability:

- There is a fragmentation of management roles between the CDR project manager and the WEs, who are manage services but have little involvement in project management;



ANNEX I  
WATER SECTOR GOVERNANCE

C.4 Involvement of WEs in infrastructure projects' planning and management

- The service's contracting authority (the WEs) is absent during the construction phase, but should be the first point of contact for users in the field; as a result, there are many situations where local residents or municipalities block the work from going ahead;
- There is no anticipation of the facilities' operating and maintenance costs in the design and construction phases since the project manager's role is just to manage the project and not to set up a service;
- There is little consideration paid to the technical and financial capacities of the service operator when designing the facilities;
- The WEs lack the technical and financial capacities to ensure the operation of the facilities built (especially for the wastewater management facilities as, technically, the WEs have no internal staff and no proper contracting framework to supervise private operators and, financially, there is no proper tariff structure for wastewater management);
- There is increased conflict between stakeholders;
- There is no access to a sustainable service for users.

When developing projects, it is therefore crucial to include a service-oriented approach to ensure sustainable access to the service. Such an approach would ideally place the operators (i.e. WEs) at the heart of the processes and position each stakeholder within their legitimate framework for action, which would improve coordination between MoEW/CDR/WEs and with users.





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## D.1 OVERVIEW OF THE PRESENT SITUATION OF THE WATER ESTABLISHMENTS

Table D 1 gives an overview of the present (2018) situation of the WEs.

Table D 1 Overview of the WEs

	NLWE	BWE	BMLWE	SLWE
Est. population of the service area	1 716 000	750 000	2 907 000	1 200 000
Nbr of villages	457	250	533	385
Nbr of subscribers/customers (2018)	124 793	86 761	592 835	176 000
Nbr of actual employees	637	403	782	236
Nbr of autonomous sub-systems	8	11	6	7
Est. length of the networks (km)	1 839	4 384	9 000	5 000
Est. unaccounted for water (%) <sup>(1)</sup>	46 %	48 %	30 - 40 %	55 %
Nbr of water meters	56 266	38 400	185 960	N/A
Volume produced (Million m <sup>3</sup> /Y)	106	68	171	113
Est. collection rate	63 %	32 %	79 %	51 %
Nbr of WWTP under the WEs jurisdiction <sup>(2)</sup>	29	13	20	27
Est. households connected to the sewer				

Note: (1) Unaccounted for water % as per verbal communication from the WEs.

(2) This is the total number of WWTP in service or currently under construction, that are located under the jurisdiction of the WE, and operated either directly by the WE, or by CDR or others.

### D.1.1 OFFICIAL AND ILLEGAL CONNECTIONS

There is an obvious gap between the total population of the served areas and the population officially supplied (as deducted from the official number of subscriptions). The cause for that entails the private wells and the high number of illegal/unknown connections tapping from the network with no benefit for the WE. The amount of "tap water from unknown origins" ranges between 8% and 55% whenever compared with the estimated population in the service area.

Table D 2 Total population v/s supplied population

	NLWE	BWE	BMLWE	SLWE
Est. population of the service area	1 716 000	750 000	2 907 000	1 200 000
Official nbr of subscribers/customers (2018)	124 793	86 761	592 835	176 000
Est. population supplied	561 569	390 425	2 667 758	792 000
Est. population tapping the water from unknown origin	1 154 432 (67 %)	359 576 (48 %)	239 243 (8 %)	408 000 (34 %)

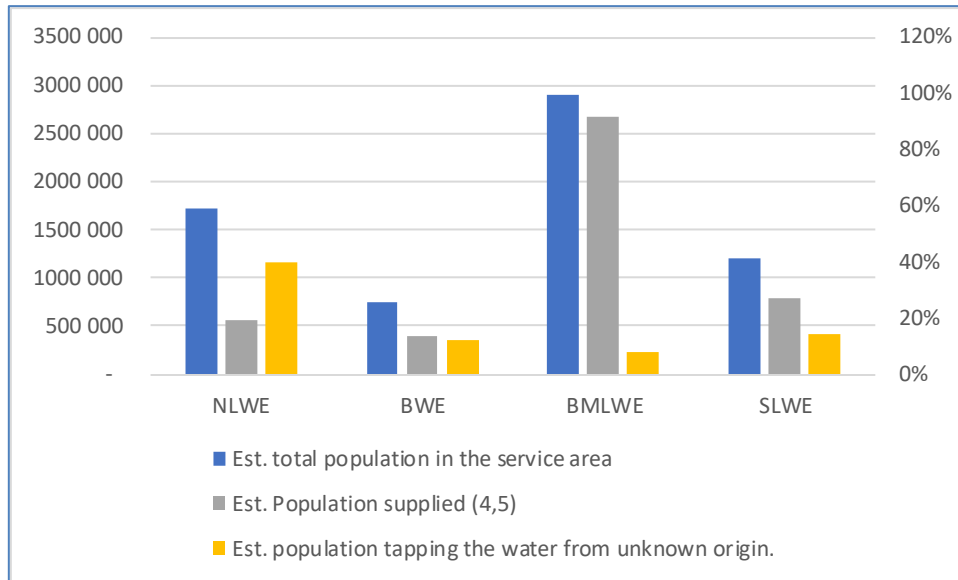


Figure D 1 Population supplied v/s overall population

While in BMLWE, the situation is at a satisfactory level with limited population tapping water from unknown origin, the situation is more alarming in the other WEs with the estimated population supplied from unknown origin is at the same level or higher than the population officially supplied.

The term "illegal connection" does not necessarily mean fraud, as it could be incorrect attributes in the customer database or unidentified customers, who in good faith, are receiving piped water.

Consequently, the top priority is not to change the tariff level, but to increase the number of customers in the customer databases. Transforming these illegal connections into legal one would certainly participate in the reduction of the UFW rate (commercial losses) and significantly increase the revenues of the WE with no additional cost.

At this stage, the top recommendation is to carry out a systematic customer census in some areas in order to achieve the following:

- Addressing the accuracy of the data regarding the existing legal connections (customer number and coordinates, good condition of the gauge and the water meter... etc.).
- Detecting/tracking the illegal connections and transforming them into legal.
- Collecting the arrears (unsettled bills) and possibly the accrued penalties.
- Geotagging the connections with the GIS network, if feasible.

A combined customer census with EDL and the 4 WEs would certainly be of a substantial benefit for the two organizations while sharing the cost. The rationale being that electric connection is easy to spot and there is a big chance for discovering a water connection as well. Then, the idea would be to discriminate obvious fraud from anomalies and wrong allocation in the respective databases for both EDL and WEs. Detection of







However, the legal side of such arrangements must be carefully looked at and coordinated with the MoEW, as it does conflict with the WEs monopoly over the distribution of drinking water. It would be necessary to issue bylaws giving the WEs the possibility to proceed with such arrangements if they wish to.





- The system does not motivate water saving at the consumer level since price is the same regardless the actual consumption.
- For the WE, the non-metered delivery system is counterproductive since it hinders monitoring and control of the unaccounted-for water (UFW). On top of that, all efforts made by the WEs to reduce technical losses will not generate financial benefit for the organization. In other words, leakage detection and repair will increase the water available to the final users but with no additional revenue for the WE. Contrarily, all additional m<sup>3</sup> made available and metered at the consumer level is charged respectively at 750 LBP in BMLWE and 600 LBP in NLWE. This additional revenue is to be considered as a marginal income towards the cost of leaks detection and repair. Thus, this will benefit the WE.

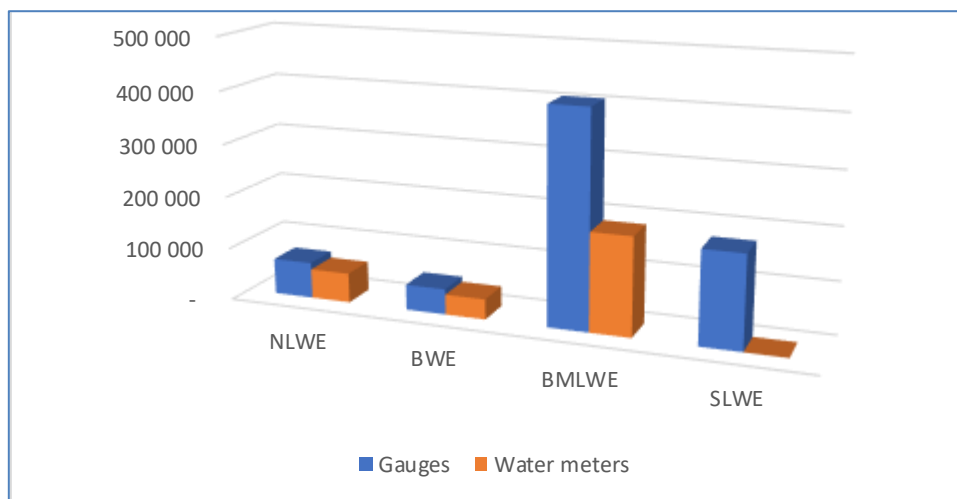


Figure D 3 Gauge v/v meters

The WEs introduced water meters with mixed results: While it is a success in BMLWE, the majority of the meters in BWE are not regularly checked and, therefore, billed on a flat basis. In the BWE, only 3000 water meters are checked for monitoring purposes. In the NLWE, the result is somehow mitigated with household water meters not read and only big consumers receiving the metered bill. In SLWE, the situation is unclear with no reliable data regarding the number of meters installed and the reading/billing mode.

Table D 4 Water meters status in the WEs

	Number of water meters	% of the subscribers	Comments
NLWE	56 266	45%	Individual meters are not read and billed on a flat basis. Seems that only big consumers water meters are actually read.
BWE	38 400	44%	Approximately 38 000 meters have been installed, but billing is made on a flat rate. Only 3000 meters are read for monitoring purpose.
BMLWE	185 960	31%	Metering is a success and even smart meters have been installed. Management is willing to increase the number of meters.
SLWE	NA	NA	Seems that metering is not comonly encontered.

### D.2.3 THE METHODOLOGY FOR METERING AND BILLING

As previously mentioned, only BMLWE and NLWE are using meters for billing purpose. At this stage it has been pointed out that the methodologies are totally different and while NLWE is charging only the excess of tariff, BMLWE is charging regardless of the volume subscribed. While BMLWE is charging annually a fixed fee that is deemed to cover the water maintenance only on an annual basis, NLWE fixed fees are deemed to pay for the cost of the water as a flat fee.

Table D 5 shows a comparison between the two methods, based on a nominal consumption of 483 m<sup>3</sup>/year, which represents 365 m<sup>3</sup> (annual consumption of 1 m<sup>3</sup>/day subscription) + 20 %

Table D 5 BMLWE v/s NLWE metering/billing based on yearly consumption

	BMLWE	NLWE
Yearly consumption (365 m <sup>3</sup> increased by 20 %)	438 m <sup>3</sup>	438 m <sup>3</sup>
Unit price for 1 m <sup>3</sup> metered (LBP)	756	600
Fixed fee (water only)	60 000	240 000
Excess of consumption		73 m <sup>3</sup>
TOTAL (LBP)	391 128	283 800
Average tariff (LBP/m <sup>3</sup> )	893	648

This partially explains the good financial performance of BMLWE. However, in order to conduct a fair comparison of the two methodologies, an average price/m<sup>3</sup> is used in both cases. Results are self-explanatory, as shown in Table D 6.

Table D 6 Comparison for metering and billing BMLWE NLWE

	BMLWE	NLWE
Average price per m <sup>3</sup> metered	678 LBP	678 LBP
Volume actually consumed yearly	438 m <sup>3</sup>	438 m <sup>3</sup>
Fixed fee (water only)	60 000	240 000
Excess of consumption		73 m <sup>3</sup>
TOTAL	356 964 LBP	289 494 LBP
Average tariff / m <sup>3</sup>	815 LBP/m <sup>3</sup>	661 LBP/m <sup>3</sup>

Basically, with the same average price by m<sup>3</sup>, BMLWE method leads to an average tariff 23% higher than in NLWE. For the sake of being fair, it is reminded that NLWE's price varies from residential (600 LBP/m<sup>3</sup>) to touristic (1200 LBP/m<sup>3</sup>).

Regardless of this feature, which is of a minimum impact, the following graph illustrates the comparison of metered water billing.

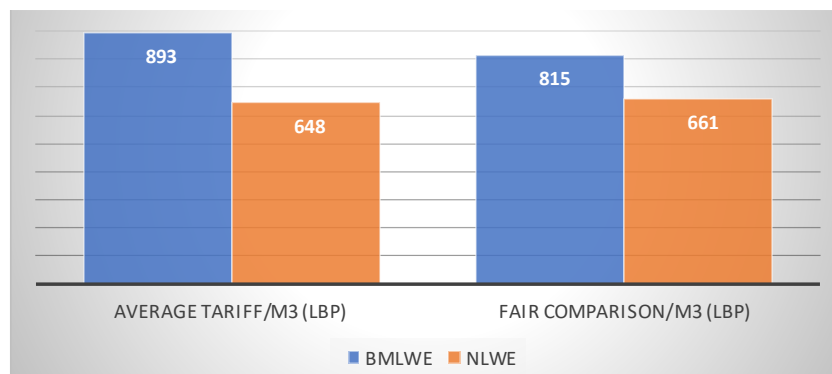


Figure D 4 Metered water billing comparison

Meanwhile, and bearing in mind that SLWE and BWE have not yet started to charge the customers on a metered-water basis, a decision is to be made on a national level to address this particular issue of the methodology for metering and billing.

Our recommendation is to follow the practice used in BMLWE and propose a reasonable low-fixed fee (the water-meter maintenance fee) and a variable fee apportioned to the exact volume actually consumed.

On the long run, this will have strong implications especially if, in the future, sewage is to be charged as apportioned to the volume of water consumed.

#### D.2.4 THE SEWAGE FEE

Concerning sewage, the good news is that customers have to pay a fee regardless of the service being rendered or not. The idea behind it is that houses that are not connected to the sewer have to pay a “pollution tax” for damaging the environment.









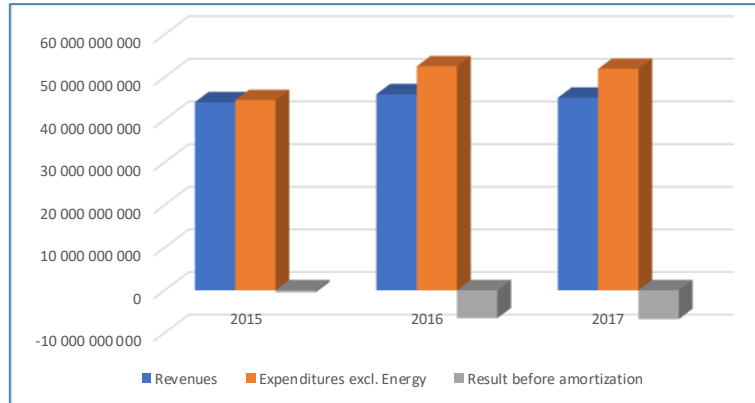


Figure D 6 Simplified statement of revenues and expenditures in LBP in SLWE

Over time, the situation is deteriorating with accumulated losses increasing. On the long run the situation will not be sustainable.

A combination of **increasing revenues through a customer census** and an enhanced **campaign for bills and arrears collection**, as described above, would **probably increase the revenues of SLWE significantly**. In this case and with the same tariff level, the WE could pay for the operating cost, including the energy. It is difficult to assess what would be the impact of the metering (see Section D.2.2), but referring to BMLWE’s case, it would certainly boost the revenues of the WEs.

## D.5 SUBSCRIBERS V/S CUSTOMERS: THE ORGANIZATIONAL APPROACH

Concerning the Customer management, in most of the WEs, the commercial issues such as the connection cycle, the billing/collecting cycle as well as the complaints treatment all fall under the responsibility of the financial department. With exception of the SLWE that has a customer affairs department identified in the organizational chart, other WEs do not have a similar department.

Table D 9 The position of customer management in the WEs

BMLWE	BWE	NLWE	SLWE
Financial affairs Dept.	Finance Dept. Financial accounting unit	Financial affairs	Customers affairs & accounting for collection

The reasons behind this are:

- The Customer management concept is not part of the culture within the WEs and most of the WEs refer to “subscribers” and not “customers”.
- For historical/legal reasons, the billing and the collection are separated and are considered as part of the finance scope of services. This comes from the traditional heritage although the IT systems nowadays are facilitating the reconciliation between payments and invoices.
- In some WEs, customer management has been introduced including complaints being monitored through a call center. The same applies to the introduction of modern payments through banks or other organizations.

Thus, there is a need to separate the Customer Management (CM) from the finance management and to boost the tasks assigned to the former. This includes not only the billing/collecting but also the connection/disconnection cycle, the issuance of services orders, the monitoring of the water meters’ life cycle, the customers’ complaints processing, and the marketing of the services rendered by the WEs. The whole picture should be perceived as a build-up process where the WEs progressively regain confidence of the customers in the public utility performances.

Moreover, if the tendency is to introduce water meters on a large scale, the billing exercise will become more complex with the water meter readers’ management (round of water meters’ readers), the treatment of anomalies even with smart meters and the frequency of the billing which can be made on a quarterly or bi-annual basis.

The whole exercise will require additional engineering input and WEs should not underestimate the challenge. As an illustration, many water meters are actually never checked and are billed on a flat rate basis (BWE, SLWE...). The reason is somehow unclear and can vary between IT system’s unavailability, unpreparedness of the personnel, understaffing, unreliability or non-functioning/disruption of the meters... etc.)

This reflects the reluctance of the WEs vis-à-vis the water metering.

## D.6 THE STAFFING OF THE WE<sub>s</sub>

In general, the WEs:

- Are understaffed
- Their personnel is underqualified
- The personnel is underpaid

### D.6.1 THE STAFF PRODUCTIVITY INDEX

The *Staff Productivity Index* is the standard ratio: Number of WE staff members/number of customers.

This index shows how under or over staffed the WEs are. Acceptable ratios range from 2 to 5 staff members per 1000 customers.

Table D 10 below shows how short the various WEs fall to meet the standard.

Table D 10 Staff Productivity Index of the WEs

	NLWE	BWE	BMLWE	SLWE
Number of connections	124 793	86 761	592 835	176 000
Acceptable staff number according to the <i>Staff Productivity Index</i> (Min 3/1000 - max 5/1000)	374 - 624	260 - 434	1 779 - 2964	528 - 880
Actual staff number	<b>637</b>	<b>403</b>	<b>782</b>	<b>236</b>

Comments on the above table are:

- BMLWE is really understaffed. For this reason, the private operators are being extensively referred to for the provision of the operation and maintenance of the pumping stations.
- SLWE is also understaffed.
- The situation is less alarming for NLWE and BWE, but this is to be combined with the big number of unknown customers tapping the water from the network. (see above). In other words, on the day these unknown customers are officially registered, the staff number will have to be adjusted.

The main reason behind the understaffing is the level of wages that is low compared with those of the private sector, as salaries must comply with the official grid established by Ministry of Finance. As a result, there is a tendency to outsource part of the business to the private sector.

Besides, all commercial departments are understaffed. On the other hand, the gauging system is easy to manage (no regular meters' reading) and billing is done once a year.

A review of the staffing policy and wages is highly recommended at this stage.



## D.6.2 THE OUTSOURCING TO PRIVATE OPERATORS

The outsourcing to private operators varies from one WE to the other. Such an option can be regarded as a cost-efficient favorable option provided that:

- An open bidding procedure is organized
- The scope of the services is thoroughly defined
- Reporting and control are included as part of the scope of services.

On that particular issue, hiring the services of a consultant for designing the scope of services and selecting the most suitable private operator is highly recommended.



Updating the fixed assets inventory will require historical research as well as expertise on the condition of the assets, bearing in mind that all the transportation/distribution networks are underground.

Such inventory is a prerequisite for targeting a full-cost tariff level recovery.

### D.7.3 THE AUDITING OF THE WES

Major recommendations refer to the appointment of an independent auditor who would assist the WEs in establishing an official opening balance and getting the approval of accounts for the three financial years.

Appointment of an independent auditor is specifically mentioned in Article 4.2 of Law 221. Pursuant to this provision, each of the WEs is supposed to appoint the independent auditor and payment is to be made from the WEs' budget. For unclear reasons none of the WEs has used this opportunity.

At this stage, our recommendation is to appoint one unique independent auditing firm for the four WEs, financed by the MoEW, under the Ministry's budget for:

- Establishing/certifying the official opening balance(s)
- Approving the accounts for the three upcoming financial years
- Certifying the regularity and fairness of the accounts
- Reporting to the various stakeholders (W()) and concerned Ministries)

The appointment of a unique auditor and consulting firm will ensure the streamlining and standardization of procedures and methodologies among the four WEs. This will ensure fair comparison and benchmarks of the performances of the WEs. Such task falls under the responsibility of the MoEW.

The appointment should cover at least three years to ensure significant progress.

At this stage, auditing by the Cour des Comptes is somehow questionable since it will be a duplication of the work with no real perceivable benefit. Moreover, the report produced by the state auditor was delivered late after the closing of the accounts, with no tangible use. However, this matter is of a legal nature and has to be sorted out.







Another option to be considered is to implement a performance-based contract to work on the reduction of the NRW. Such contracts with private operators were introduced in a pilot project within the BMLWE financed by the World Bank.



## D.9 THE IT ISSUE

On the IT side, it seems that many opportunities have been lost while each WE was preoccupied in developing IT systems of their own for billing and collecting, accounting and other packages. For instance, the X7 customer management was implemented in the NLWE and the BWE<sup>3</sup>, while the others are using other packages. At this stage, a unique, centralized, feasible and common package for the four Wes, under the authority of the MoEW, would have probably benefitted all the WEs at a lower cost. Moreover, such a common approach would facilitate the exchange of information and the standardization of procedures for the reporting to the MoEW.

A study is needed to assess the current situation and compare all the presently implemented IT systems for billing, collecting and accounting in order to identify the most convenient system to be implemented in all four WEs.

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<sup>3</sup> For the BWE, X7 was implemented but the USAID has insisted on implementing its own package, making all efforts that were undertaken useless.



## D.10 TUTELAGE VS. AUTONOMY

The WEs, pursuant to Law 221, are autonomous state-owned business organizations under the tutelage of the MoEW. They have their own board, organizational chart and management.

The autonomy concept is gearing to operate the business under the supervision and control of the board of directors, while the tutelage is gearing towards a tight control of the day to day management with budget approval and clearance of all major decisions, including appointment of the General Manager and approval of the water tariff level/structure.

The whole system is about checks and balances with some occurrences of clashes between tutelage and autonomy. The whole thing must be seen in the perspective that tutelage is strengthened if and when WEs' performance is weak, while autonomy becomes reality if the WEs are financially well off.

It seems that we are half way through, and the controversy between tutelage and autonomy is an institutional/political issue to be addressed in a pragmatic way through consultancy.

The idea is to hire the services of a consultancy firm to:

- Describe the current situation of the WEs and their relation to the line Ministry.
- List the possible options available for consideration
- Address the pros and cons of the various options
- Propose institutional/legal recommendations and draft the various pieces of legislation required.

Such consultancy services would require:

- A team leader with strong institutional background, for a three-month assignment
- A local and legal expert for a one month and a half assignment.

The estimated budget would be around 1,000,000.00 USD.

## D.11 THE SPECIFIC CASE OF IRRIGATION

Irrigation falls partly under the responsibility of the LRA established in 1954, whose mandate is to manage the Qaraoun Dam (190 Mw). The LRA's core business was to produce hydropower, which represents 2% to 8% of the energy delivered to EDL. Irrigation was added to LRA's mandate in 1974. In terms of turnover, irrigation constitutes approximately 9% of total revenues of the office and 30% of the staff's.

The WEs are in charge of irrigation in the areas not covered by the LRA.

Table D 12 The irrigation case

Stakeholders	Number of subscribers	Irrigated area
LRA	~2 400	~6 000 Hectares
NLWE	7435	3 400 Hectares
BWE	NA	NA

In NLWE, a lump sum amount of 20 000 LBP is set, without justification

### D.11.1 THE RAW WATER TARIFF AND STRUCTURE

Unfortunately, the raw water for irrigation is not metered and, in LRA, the rationale is based on a flat rate for 1000 m<sup>2</sup>, regardless of the volume that is actually being used. The rate is twofold, depending on whether the water was delivered by gravity (Kasmillé) or if it is pressured piped water type (Bekaa).

Table D 13 Irrigation tariff at LRA

Gravity	Pressure
110 000 LBP/1000 m <sup>2</sup>	90 000 LBP/1000 m <sup>2</sup>

Surprisingly, piped water under pressure is less expensive than gravity delivered water.

Although collection ratio is high (95%), the tariff level does not cover the implied cost and LRA is in a situation where energy is paying for the water.

In BWE (Yammoune area), the raw water tariff combines a subscription fee and an allocation of 60m<sup>3</sup>/hour. The rate depends on the season:

Table D 14 Irrigation tariff at LRA

	Winter	Spring	Fixed fee
60 m <sup>3</sup> /hour	60 000 LBP	7 000 LBP	21 000 LBP

Reportedly, time allocation and amount of water actually supplied is questionable and therefore requires additional control.

As far as irrigation is concerned, major recommendations refer to the introduction of water-meter for irrigation and an in-depth investigation of the cost of the raw water.



## D.12 SUMMARY OF MAIN RECOMMENDATIONS

Table D 15 Summary of main recommendations

Priority	Recommendation	Rationale	Expected output	Additional comments
High	Conduct customer census in the various WEs	High number of illegal/unknown customers	Increase number of customers and revenues with no additional operating costs	<ul style="list-style-type: none"> <li>Comprehensive customer census, possibly limited to some specific areas.</li> <li>Possibly liaise with EDL for a joint census.</li> </ul>
High	Appoint an external auditing firm for assisting the WEs in preparing the opening balance and approving the accounts for three fiscal years.	Existing book-keeping and procedures are not in line with the IFRS	<p>On an annual basis, produce financial statements approved by independent auditors.</p> <ul style="list-style-type: none"> <li>Balance sheet</li> <li>Statement of revenues and expenditures</li> <li>Cash flow and change in equity statements.</li> </ul>	<p>Auditing firm must assist WEs for:</p> <ul style="list-style-type: none"> <li>Fixed assets inventory</li> <li>Stocks control</li> <li>Outstanding debts and account receivable</li> <li>Approving the account and certifying their fairness and regularity for three years.</li> </ul>



Table D 15 Summary of main recommendations

Priority	Recommendation	Rationale	Expected output	Additional comments
High	Consultancy services for identifying the reasons and bottlenecks for delays in water metering and billing, and for defining programs to overcome/mitigate the difficulties.	<p>With exception of BMLWE, many WEs are billing the meters on a flat rate basis. Major causes refer to:</p> <ul style="list-style-type: none"> <li>• Cost of the meter's purchase/installation</li> <li>• Computer system is not adapted for meter billing</li> <li>• Staff is not trained or not available (Water meter readers)</li> <li>• Customer management procedures are not actually introduced and enforced</li> <li>• Psychological reluctance vis-à-vis meters</li> <li>• Fear that it will increase the cost</li> <li>• Legal obstacles</li> <li>• Technical obstacles especially in zones which are not supplied on a continuous basis.</li> </ul>	A national methodology for addressing the water meter installation and billing process and a set of recommendations to each WE for tackling the water meter problem.	



Table D 15 Summary of main recommendations

Priority	Recommendation	Rationale	Expected output	Additional comments
Medium	Recruit an expert to monitor the UFW and introduce a methodology to progressively regain control over it	UFW not measured and not under control	<ul style="list-style-type: none"> <li>• Good knowledge of UFW</li> <li>• Introducing district metering</li> <li>• Produce the annual report on the UFW</li> </ul>	
Medium	Recruit an expert for designing a standard template for the annual report of the WEs.	Technical, financial and commercial reporting is not streamlined	A standard annual report common to all WEs which will allow a benchmarking of all WEs	
Medium to low	Introduce the customer management department as a new one within the organizational chart of the WEs.	For the time being, the billing/collection cycle is part of the finance department. The growing number of water-meters requires new methodology ranging from the management of the meter readers, to the connection-disconnection up to the complaints.		
Medium	Review the staffing policy of the WEs as well as the salary grids.	Salaries are not attractive for talented personnel.		



Table D 15 Summary of main recommendations

Priority	Recommendation	Rationale	Expected output	Additional comments
Medium	Review the tariff grid with the aim for simplification	Existing tariff grids are “difficult to read”.		
High	If the decision is made to outsource part of the business to private operators, the scope of services should be prepared by a consultant and open bid is highly recommended.	Outsourcing to private operators is seen as an abandonment for lack of expertise or lack of qualified personnel	Outsourcing must be seen as a mean to reduce the cost and, thus, will benefit the end user.	Scope of services to be defined by a consultant in collaboration with the WE.
High	Introduce metering of raw water for irrigation	Irrigation current consumption is a black box with risk of mismanagement of the resource.	A more cost-effective approach of the irrigation water use.	Such a feature is difficult to introduce in conservative rural areas.
Medium	Establish a listing of private wells and springs through a census.	Private water resources are widely used with environmental hazard ranging from over-pumping down to discharging effluent in the environment.	A better knowledge of the private utilities with the possibility to introduce abstraction fee in the future.	To be included as part of customer census.





### D.13.1.3 Main assumptions

The rationale is to make simulations through various scenarios and assess the financial outcome of each scenario. Major assumptions and variables are:

- Percentage increase in the number of subscribers, including the additional customers, as detected by a customer census.
- Percentage increase of the billed volume by reducing commercial and technical losses.
- Percentage increase of the average tariffs.
- Percentage increase of the collection fee.
- Percentage increase of the operating cost which should include energy, although today energy cost is not accounted for.

*Table D 17 Typical baseline scenario*

Scenarios	2019	2020	2021	2022	2023	2024	2025	2026
Subscribers increase rate	1%	30%	20%	10%	5%	4%	3%	3%
Volume billed increase rate	1%	20%	20%	10%	10%	5%	4%	4%
Average tariff increase rate	0%	30%	20%	10%	5%	5%	5%	5%
Collection rate increase rate	1%	5%	15%	10%	10%			
Operating cost increase rate	1%	2%	2%	1%	1%			

For instance, in the above scenario, the water tariff is to be increased on a three-year time lapse; respectively 30%, 20% and 10%. Such tariff escalation level and agenda is only illustrative and can be realigned and fine-tuned for taking into account the existing situation of the WE and local context. Meanwhile, the number of customers is to be increased in a significant manner by virtue of the customer census and operating cost should to remain under control. As far as collection rate is concerned, the proposed scenario considers that the collection rate starting from 50% will reach 74% by the end of the cycle.

The objective of the simulation is not to describe the real situation of the WEs, but to highlight the main parameters to consider for a sound recovery. Another option is to put top priority on the collection rate and moderate or delay the tariff increase. All options are on the table.

### D.13.1.4 The outcome of the simulation

The financial model concentrates on the treasury situation of the WE, regardless of the other parameters such as the solvency, liquidity, leverage and profitability ratios. Payment of accounts receivable and settlement of accounts payable are not included in the model.

Meanwhile, a particular attention should be paid to:

- The price and cost of a m<sup>3</sup>
- The number of customers

The whole outcome is displayed under graph presentations, as shown below.

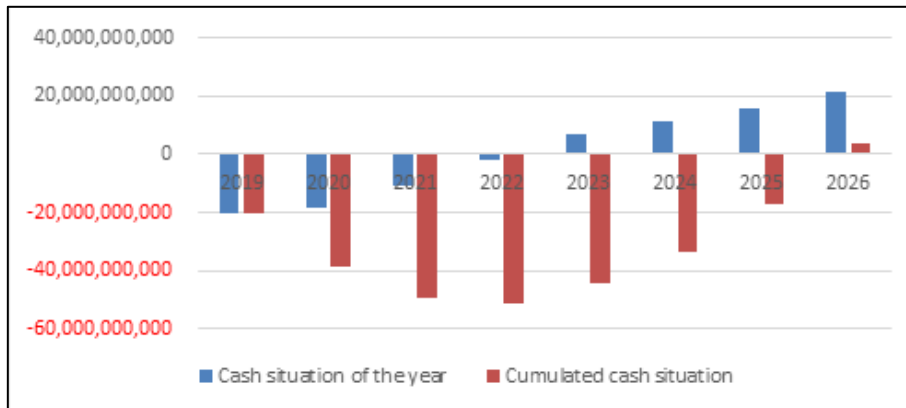


Figure D 7 WEs' cash situation (LBP)

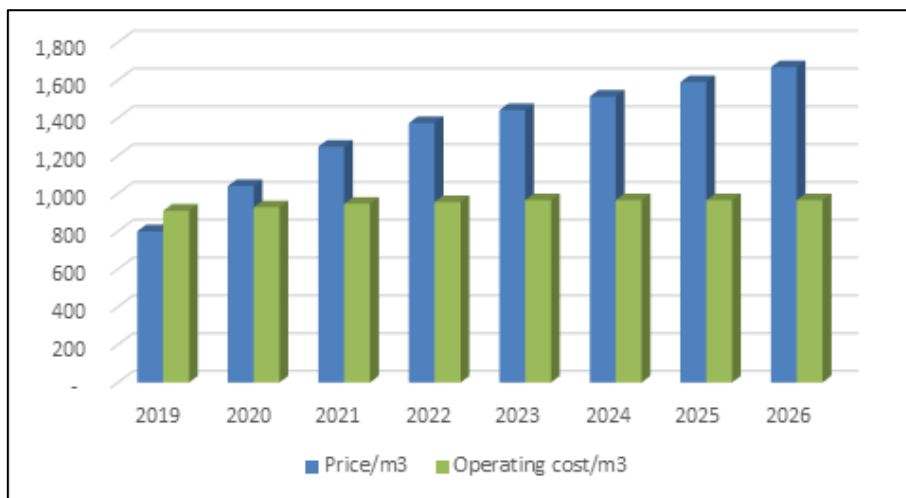


Figure D 8 Price/Cost per m<sup>3</sup> (LBP)

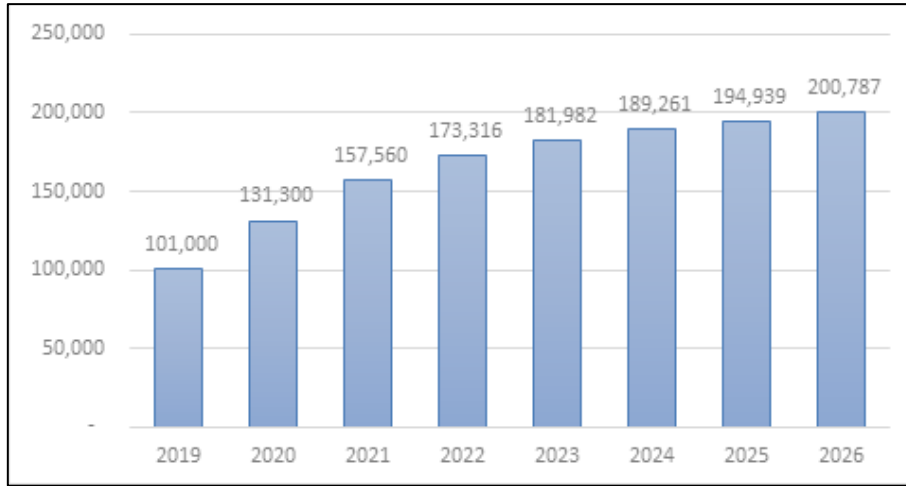


Figure D 9 Number of customers

Conversely, applying the same simulation with no increase of the average tariff level clearly shows how bad the situation would be. The same can be made using the other parameters.

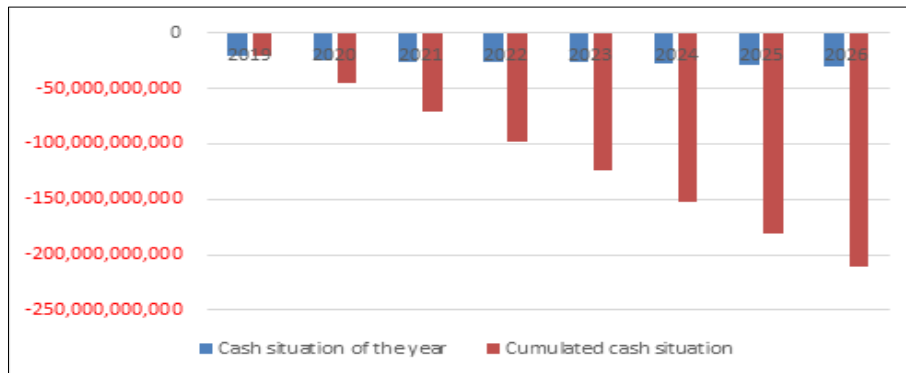


Figure D 10 WEs' cash situation

## D.13.2 THE SPECIFIC CASE OF SLWE

### D.13.2.1 SLWE baseline scenario and current situation

Table D 18 SLWE's typical baseline scenario

Baseline scenario 2018	
Nbr. of customers	168 000
Volume billed	61 320 000 m <sup>3</sup>
Average price/m <sup>3</sup>	851 LBP
Collection rate	52 %
Operating cost/m <sup>3</sup>	902 LBP

The current situation in SLWE can be depicted as follows:

- Significant number of customers tapping the water from unknown origin
- An operating cost/m<sup>3</sup> higher than the average selling price
- A collection rate that is due to be increased

### D.13.2.2 Projection for the period 2020 – 2026

Table D 19 SLWE's main assumptions considered for the period 2020 – 2026

Scenarios	2019	2020	2021	2022	2023	2024	2025	2026
Subscribers increase rate	1%	30%	20%	10%	5%	4%	3%	3%
Volume billed increase rate	1%	20%	20%	10%	10%	5%	4%	4%
Average tariff increase rate	0%	30%	20%	10%	5%	5%	5%	5%
Collection rate increase rate	1%	5%	15%	10%	10%			
Operating cost increase rate	1%	2%	2%	1%	1%			

The outcome of the simulation is as follows:

- Number of customers is due to increase from 169,000 to 337,000<sup>4</sup>
- Average selling price to increase 109% all over the considered period with a first 30% up front increase in 2020
- Treasury will enter into green territory by the year 2022
- Cumulative treasury to be positive by the year 2025
- Operating cost is to remain stable over the period through tight control of the NRW

Detailed features are given in APPENDIX D. 1.

## D.13.3 THE SPECIFIC CASE OF NLWE

### D.13.3.1 NLWE's baseline scenario and current situation

Table D 20 NLWE's typical baseline scenario

Baseline scenario 2018	
Nbr. of customers	124 793
Volume billed	47 599 650 m <sup>3</sup>
Average price/m <sup>3</sup>	667 LBP

<sup>4</sup> Subject to customer census and transforming unknown customers into regular customers.

Collection rate	58 %
Operating cost/m <sup>3</sup>	635 LBP

The current situation in the NLWE can be depicted as follows:

- Although figures are somehow unstable, it seems that there is a significant number of customers tapping the water from unknown origin, thus leaving the possibility to increase significantly the number of customers, open.
- An operating cost/m<sup>3</sup> worth 635LBP, while selling cost is 667 LBP/m<sup>3</sup>, bearing in mind that, at the moment, NLWE does not pay any energy costs.
- A collection rate leaving room for progress.

### D.13.3.2 Projection for the period 2020 – 2026

*Table D 21 The NLWE's main assumptions considered for the period 2020 – 2026*

Scenarios	2019	2020	2021	2022	2023	2024	2025	2026
Subscribers increase rate	1%	30%	20%	10%	5%	5%	5%	5%
Volume billed increase rate	1%	30%	20%	10%	10%	9%	9%	8%
Average tariff increase rate	0%	20%	15%	5%	5%	5%	5%	5%
Collection rate increase rate	1%	10%	15%	10%	5%			
Operating cost increase rate	1%	1%	1%	1%	1%			

The outcome of the simulation is as follows:

- Number of customers is due to increase from 126,000 to 260,000.
- Average selling price to increase 76% over the considered period (excluding energy cost)
- Treasury enters into green territory by the year 2021
- Cumulative treasury to be positive by the year 2023

Detailed features are given in APPENDIX D. 2.

## D.13.4 THE SPECIFIC CASE OF BWE

### D.13.4.1 BWE's baseline scenario and current situation

*Table D 22 BWE's typical baseline scenario*

Baseline scenario 2018	
Nbr. of customers	86 000
Volume billed	34 781 215

Average price/m <sup>3</sup>	633
Collection rate	39%
Operating cost/m <sup>3</sup>	629

The current situation in BWE can be depicted as follows:

- Number of customers (86,000) is very low whenever compared with EDZ (300,000). On top of that, 10,000 customers are not being billed since they are not supplied on a regular basis.
- There are many reasons to suspect that the number of consumers are tapping the water from the system without official connection.
- The average selling price is almost the same as the operation cost/m<sup>3</sup> (includes energy cost).
- Collection rate is very low 39%.
- In 2018, the WE was granted an equilibrium subsidy from the Ministry worth 2,000,000,000 LBP which demonstrates how bad the financial situation of the WE is.

#### D.13.4.2 Projection for the period 2020 – 2026

*Table D 23 BWE's main assumptions considered for the period 2020 – 2026*

Scenarios	2019	2020	2021	2022	2023	2024	2025	2026
Subscribers increase rate	1%	30%	35%	20%	10%	5%	5%	5%
Volume billed increase rate	1%	35%	30%	20%	10%	9%	9%	8%
Average tariff increase rate	0%	30%	25%	10%	5%	5%	5%	5%
Collection rate increase rate	1%	5%	15%	15%	10%	10%		
Operating cost increase rate	1%	2%	2%	1%	1%			

The outcome of the simulation is as follows:

- Number of customers is due to increase from 86,000 to 233,000.
- Average selling price to increase 117% over the considered period with an up-front increase of 35% in 2020 (excluding energy cost).
- Treasury enters into green territory by the year 2023
- Cumulative treasury to be positive by the year 2026

Detailed features are given in APPENDIX D. 3.





- Collection rate is reasonable whenever compared with other WEs, although there is an ambiguity regarding the total revenues (accrued or actually paid?)

YEAR	Total revenues (excl. tax and including recovery from previous years)	Collection %
2018	145 745 506 339 LBP	61.61 %
2017	146 512 993 668 LBP	60.95 %
2016	143 656 556 901 LBP	63.56 %

- As far as the reconciliation of technical, commercial and financial data are concerned, many inconsistencies should be pointed out. This refers mainly to the comparison between the volumes produced and billed. This should be further clarified.

	2018
Produced m <sup>3</sup> /year	202 555 203
Billed/subscribed m <sup>3</sup> /year	199 428 700
Theoretical yield %	<b>98,46 %</b>

Such unlikely yield of the distribution system has many causes that refer to:

- Uncertainty regarding the volume produced and entering into the system.
- Inaccuracy of the gauge system, which leads to deliver less than subscribed.
- The hydraulic stress in some specific areas whereby water is not available and nonetheless customers are included in the client database and the billing cycles lead to statistical distortions.
- Thanks to the water meter, the average selling price is at a satisfactory level where:

	2018
Average invoice/year/customer LBP	261 171
Average selling price: LBP/m <sup>3</sup>	500
Cost of a m <sup>3</sup>	409
Gross margin in %	18,2%

- The above-mentioned tabular presentation must be carefully read since financial statements released by BMLWE do not include energy, provision for activities outsourced and amortization. In other words, cost is not a full cost recovery.

### D.13.5.2 Projection for the period 2020 – 2026

Table D 25 BMLWE's main assumptions considered for the period 2020 – 2026

Scenarios	2019	2020	2021	2022	2023	2024	2025	2026
Subscribers increase rate	1%	30%	30%	15%	5%	4%	3%	3%
Volume billed increase rate	1%	25%	25%	10%	10%	5%	4%	4%
Average tariff increase rate	0%	20%	20%	10%	5%	5%	5%	5%
Collection rate increase rate	1%	5%	15%	10%	10%			
Operating cost increase rate	5%	7%	10%	1%	1%			

The outcome of the simulation is as follows :

- Number of customers is due to increase from 380,000 to 869,000 over the mentioned period.
- Average selling price to increase 93% over the considered period with an up-front 20% increase in 2020. Such increase can be done by virtue of an official tariff increase and/or by virtue of increasing the number of meters at the consumer level.
- Theoretically, a tariff increase could be delayed or mitigated
- The treasury to enter into green territory by the year 2021
- Cumulated treasury to be positive by the year 2022

Detailed features are given in APPENDIX D. 4.

### D.13.6 MAJOR CONCLUSIONS OF THE FINANCIAL RECOVERY EXERCISE

Although the financial simulations are somehow unstable due to the high level of uncertainties on the baseline situation combined with the assumptions made, it comes out that recovery of the WEs will require radical actions as described under the following tabular presentation over a period of 8 years.

WE	Est. of additional customers in % over 8 years	Increase of the tariff in % over 8 years	Collection rate in % from - to
SLWE	99%	109%	52% - 77%
NLWE	111%	76%	58% - 85%
BWE	171%	117%	39% - 67%
BMLWE	125%	93%	61% - 90%

All these targets are only illustrative and the final packaging might be different, including keeping moderate tariff levels but increasing the number of metered connections and collection rate.



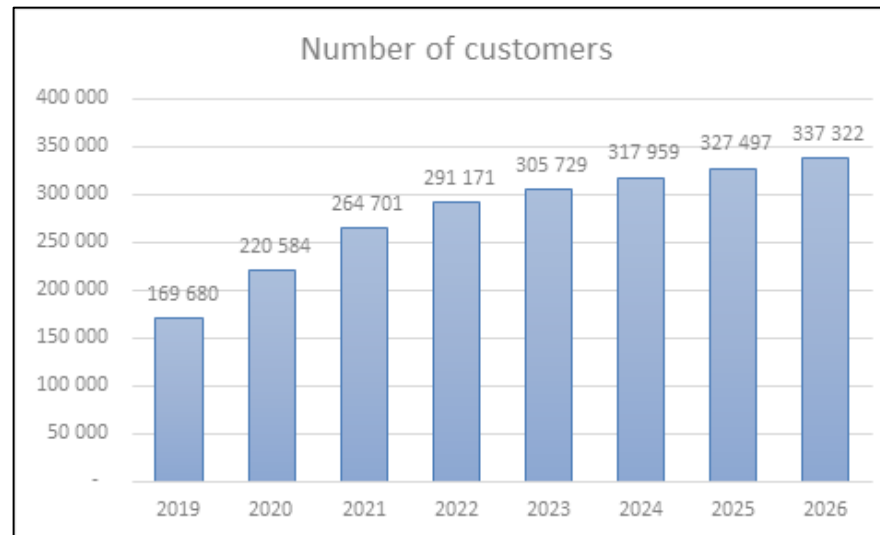
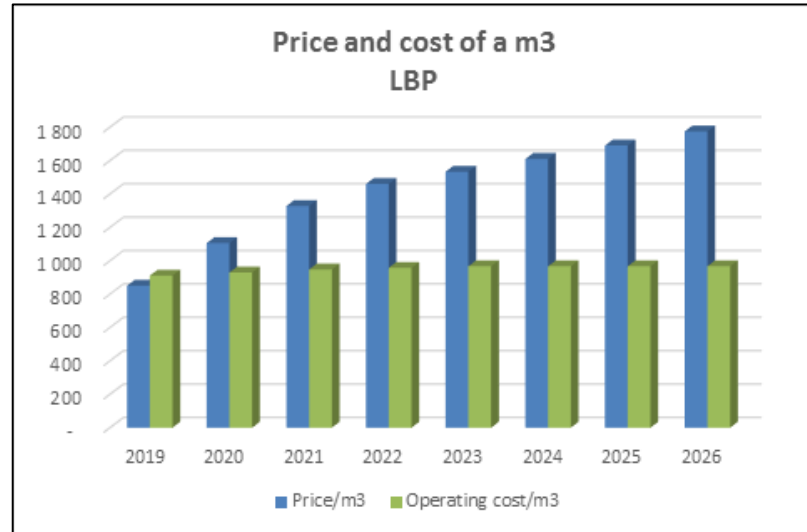
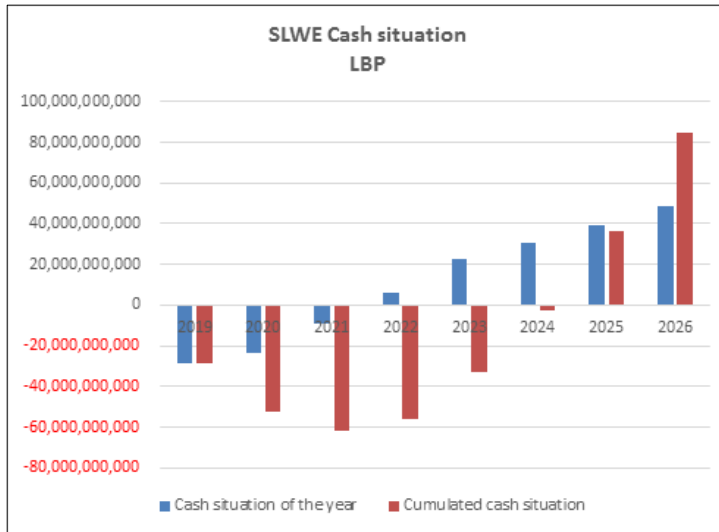
The general conclusion is that water tariff increase is not the ultimate solution. The financial recovery of the WEs will come out as a combination of actions including:

- Increasing the number of customers through customers census
- Progressively introducing the water metering and billing
- Increasing the collection rate through organizational measures (public awareness campaigns, bad debt management, partial payment and, ultimately, disconnection)
- Keeping a tight control over the UFW and operating cost.



APPENDIX D. 1 SLWE

		Baseline scenario 2018	2019	2020	2021	2022	2023	2024	2025	2026
Nber of customers	Nber	168 000	169 680	220 584	264 701	291 171	305 729	317 959	327 497	337 322
Volume billed	m3	61 320 000	61 933 200	74 319 840	89 183 808	98 102 189	107 912 408	113 308 028	117 840 349	122 553 963
Average price/m3	LBP	851	851	1 106	1 328	1 460	1 533	1 610	1 690	1 775
Collection rate	%	52%	53%	55%	63%	70%	77%	77%	77%	77%
Operating cost/m3	LBP	902	911	929	948	957	967	967	967	967
Accrued revenues	LBP		52 705 153 200	82 220 038 992	118 396 856 148	143 260 195 940	165 465 526 310	182 425 742 757	199 208 911 091	217 536 130 911
Actual revenues excluding arrears	LBP		27 680 746 461	45 341 062 703	75 084 799 835	99 937 868 581	126 971 062 032	139 985 595 890	152 864 270 712	166 927 783 618
Total operating cost	LBP		56 422 383 864	69 060 997 850	84 530 661 368	93 913 564 780	104 337 970 470	109 554 868 994	113 937 063 753	118 494 546 304
Cash situation	LBP		-28 741 637 403	-23 719 935 147	-9 445 861 532	6 024 303 801	22 633 091 562	30 430 726 897	38 927 206 959	48 433 237 314
Cumulated cash situation	LBP		-28 741 637 403	-52 461 572 550	-61 907 434 083	-55 883 130 282	-33 250 038 720	-2 819 311 823	36 107 895 136	84 541 132 450





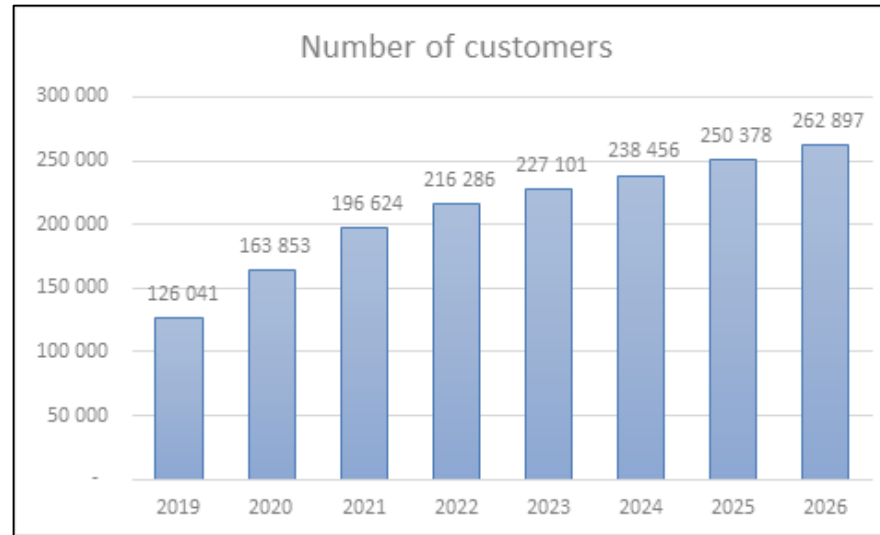
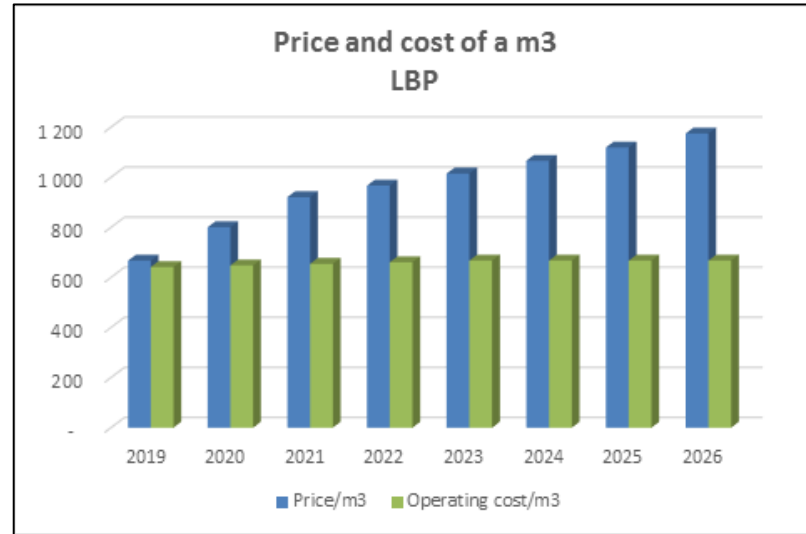
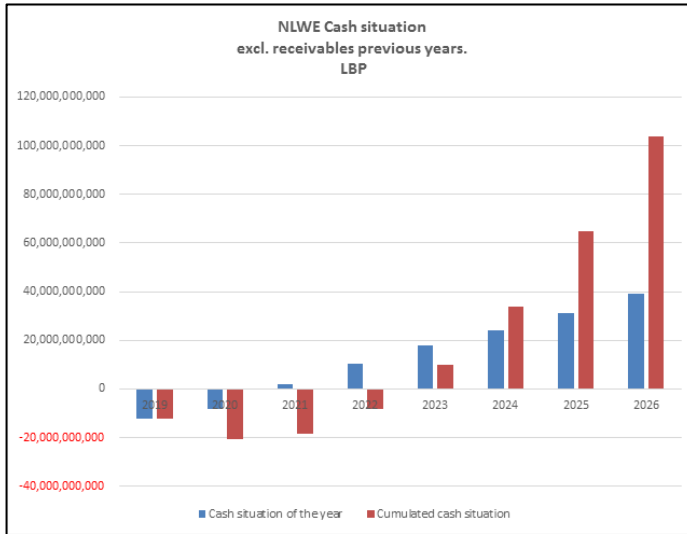
APPENDIX D. 2 NLWE

		Baseline scenario 2018	2019	2020	2021	2022	2023	2024	2025	2026
Nber of customers	Nber	124 793	126 041	163 853	196 624	216 286	227 101	238 456	250 378	262 897
Volume billed Est.	m3	47 599 650	48 075 647	62 498 340	74 998 009	82 497 809	90 747 590	98 914 873	107 817 212	116 442 589
Average price/m3	LBP	667	667	801	961	1 057	1 110	1 165	1 223	1 285
Collection rate of the year	%	58%	58%	64%	74%	81%	85%	85%	85%	85%
Operating cost/m3	LBP	635	641	648	654	661	668	668	668	668
Accrued revenues	LBP	31 756 695 199	32 074 262 151	50 035 848 956	72 051 622 496	87 182 463 220	100 695 745 019	115 246 280 175	131 899 367 660	149 573 882 926
Actual revenues excluding receivables previous years	LBP	18 361 753 587	18 730 824 834	32 142 095 415	53 227 310 008	70 845 549 620	85 917 940 302	98 333 082 676	112 542 213 122	127 622 869 681
Total operating cost	LBP	30 232 800 074	30 840 479 355	40 493 549 394	49 078 181 865	54 525 860 052	60 578 230 518	66 030 271 265	71 972 995 679	77 730 835 333
Cash situation	LBP		-12 109 654 521	-8 351 453 978	4 149 128 143	16 319 689 568	25 339 709 784	32 302 811 411	40 569 217 444	49 892 034 348
Cumulated cash situation	LBP		-12 109 654 521	-20 461 108 500	-16 311 980 357	7 709 211	25 347 418 995	57 650 230 406	98 219 447 850	148 111 482 197



UPDATED NATIONAL WATER SECTOR STRATEGY 2020

ANNEX I  
WATER SECTOR GOVERNANCE





APPENDIX D. 3 BWE

		Baseline scenario 2018	2019	2020	2021	2022	2023	2024	2025	2026
Nber of customers	Nber	86 000	86 860	112 918	152 439	182 927	201 220	211 281	221 845	232 937
Volume billed Est.	m3	34 781 215	35 129 027	47 424 187	61 651 443	73 981 731	81 379 904	88 704 096	96 687 464	104 422 461
Average price/m3	LBP	633	633	823	1 029	1 131	1 188	1 247	1 310	1 375
Collection rate of the year	%	39%	40%	42%	48%	55%	61%	67%	67%	67%
Operating cost/m3	LBP	629	635	648	661	667	674	674	674	674
Accrued revenues (excl. Financial aid from Ministry) Est.	LBP	22 014 660 000	22 234 806 600	39 022 085 583	63 410 889 072	83 702 373 576	96 676 241 480	110 645 958 374	126 634 299 359	143 603 295 473
Actual revenues excluding receivables previous years	LBP	8 689 000 944	8 863 649 863	16 333 490 785	30 523 210 904	46 334 234 153	58 867 644 491	74 111 421 032	84 820 521 372	96 186 471 235
Total operating cost (including unpaid Energy)	LBP	21 867 292 424	22 306 825 002	30 716 498 027	40 730 076 384	49 364 852 578	54 844 351 214	59 780 342 823	65 160 573 677	70 373 419 571
Cash situation	LBP		-13 443 175 139	-14 383 007 242	-10 206 865 480	-3 030 618 425	4 023 293 277	14 331 078 209	19 659 947 694	25 813 051 664
Cumulated cash situation	LBP		-13 443 175 139	-27 826 182 381	-38 033 047 861	-41 063 666 286	-37 040 373 008	-22 709 294 799	-3 049 347 105	22 763 704 559

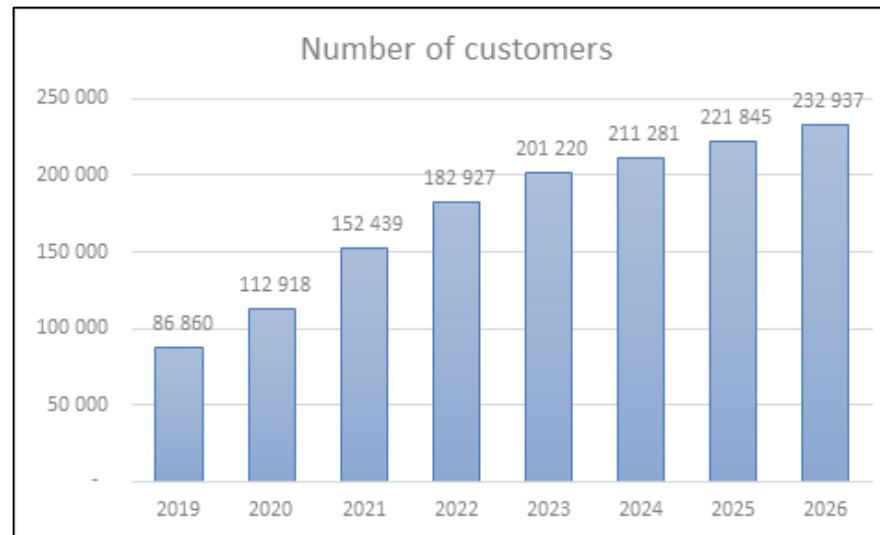
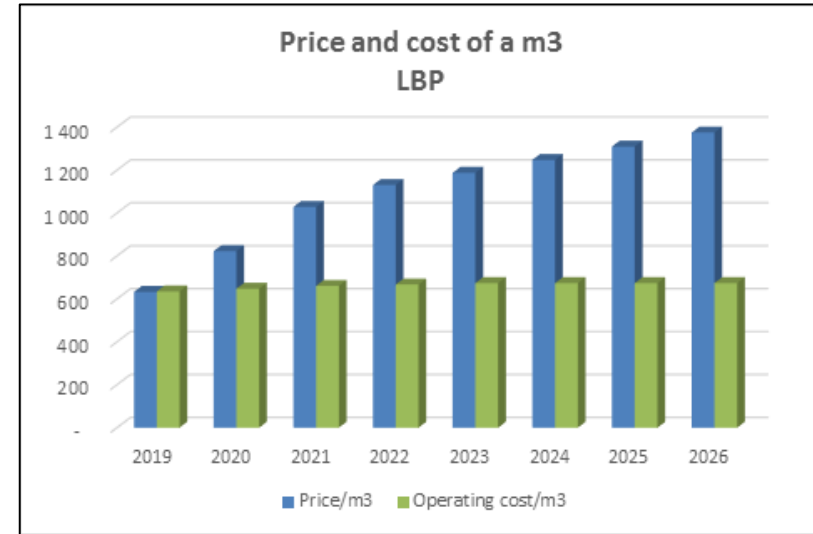
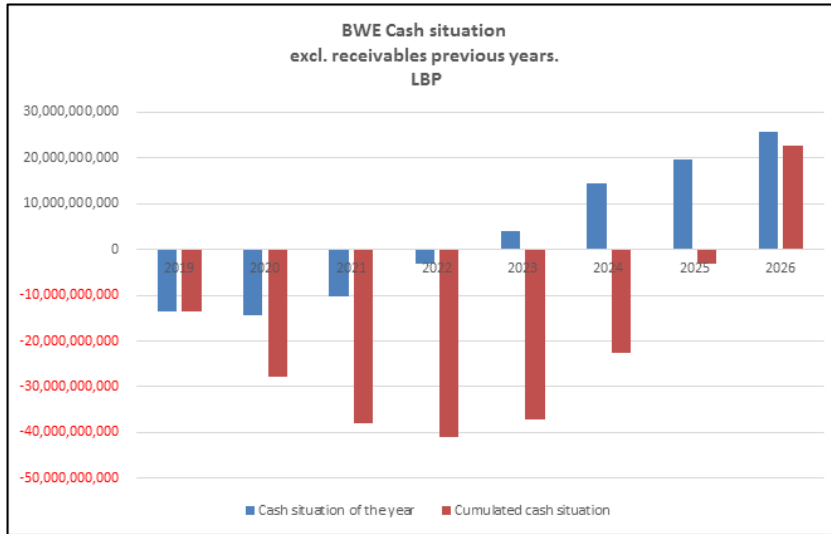




UPDATED NATIONAL WATER SECTOR STRATEGY 2020

ANNEX I  
WATER SECTOR GOVERNANCE

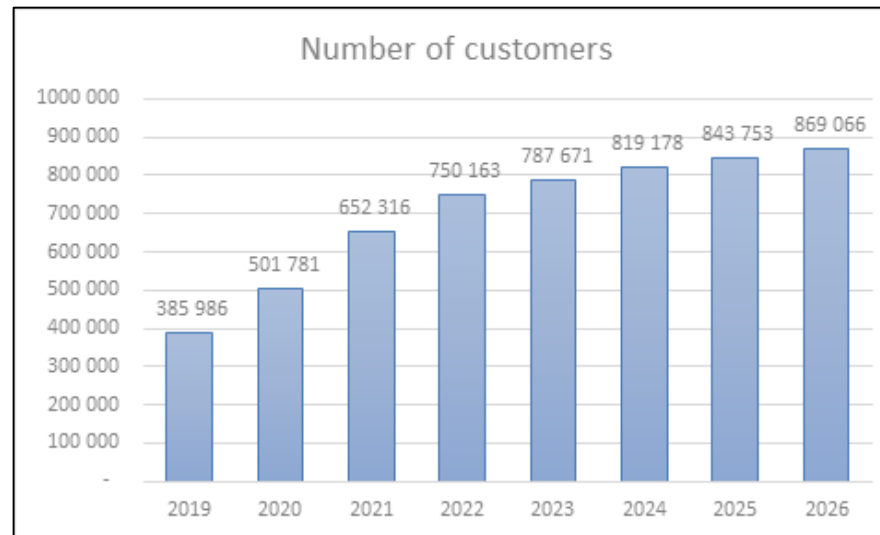
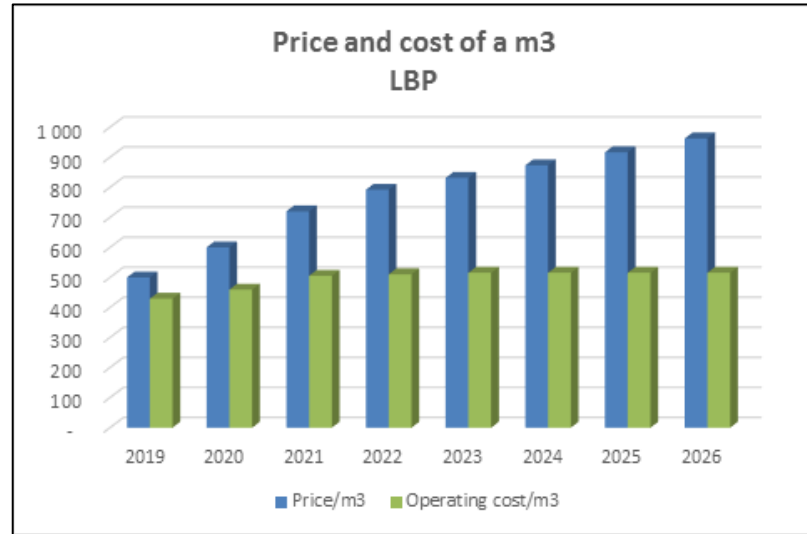
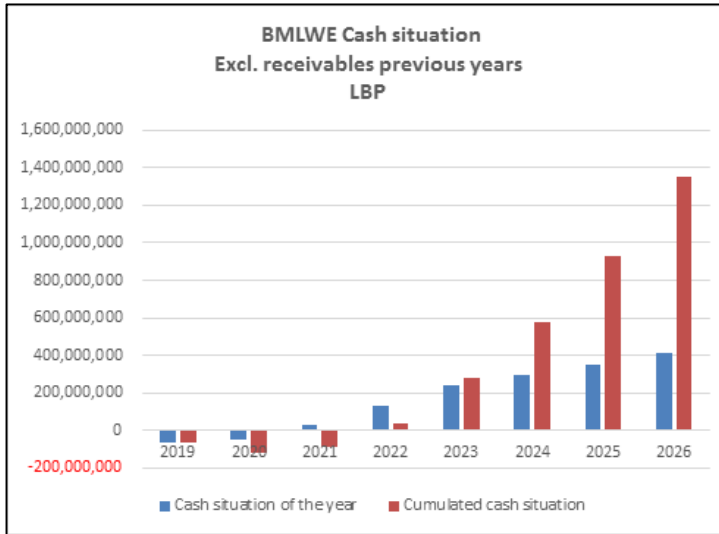
Section D  
Water tariff analysis  
APPENDIX D. 3BWE





APPENDIX D. 4 BMLWE

		Baseline scenario 2018	2019	2020	2021	2022	2023	2024	2025	2026
Nber of customers	Nber	382 164	385 986	501 781	652 316	750 163	787 671	819 178	843 753	869 066
Volume billed	m3	546 380	551 844	689 805	862 256	948 482	1 043 330	1 095 496	1 139 316	1 184 889
Average price/m3	LBP	500	500	600	720	792	832	873	917	963
Collection rate	%	61%	62%	65%	74%	82%	90%	90%	90%	90%
Operating cost/m3	LBP	409	429	460	505	511	516	516	516	516
Accrued revenues	LBP		275 921 900	413 882 850	620 824 275	751 197 373	867 632 966	956 565 344	1 044 569 356	1 140 669 737
Actual revenues excluding arears	LBP		169 995 483	267 742 885	461 856 477	614 730 971	781 015 698	861 069 807	940 288 229	1 026 794 747
Total operating cost	LBP		236 989 320	316 973 215	435 838 171	484 216 208	537 964 207	564 862 418	587 456 914	610 955 191
Cash situation	LBP		-66 993 837	-49 230 330	26 018 306	130 514 762	243 051 491	296 207 390	352 831 315	415 839 556
Cumulated cash situation	LBP		-66 993 837	-116 224 168	-90 205 862	40 308 900	283 360 391	579 567 781	932 399 096	1 348 238 652





## SECTION E

# Strategic actions and recommendations



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- Significant gaps between the infrastructure developed, and actual and sustainable access to the service;
- No anticipation of the facilities' operating and maintenance costs in the design and construction phase;
- Little consideration being paid to the technical and financial capacities of the service operator when designing the facilities.

Planning sustainable access to integrated water resources management means that infrastructure must be re-positioned as part of a more comprehensive system and not as a separate objective in itself. This requires taking the three links that make up the resource and service management chain into account:



Figure E 1 Resource and service management chain

## E.1.2 OBJECTIVES

### E.1.2.1 General Objective

The general objective of this strategy, which plans the next 15 years of the water sector up to 2035, is to structure and develop sustainable water services to improve people's living conditions.

### E.1.2.2 Specific Objectives

The achievement of the strategy's overall goal is based on the following specific objectives:

- Build an operational and sustainable institutional framework to ensure a proper management of the water sector, allowing the development of sustainable and efficient services.
- Develop financing tools for the sector to set-up financial mechanisms, allowing for the sustainability and financial balance of the services.
- Involve all actors in the service chain and establish sustainable mechanisms for collaboration and coordination to improve the sector's monitoring and transparency.













Table E 1 Summary of the Strategic Components

Strategic Component	Specific Objectives
<b>Sector Governance</b>	A.1 Implement the legal and regulatory framework reform (Water Code)
	A.2 Rationalize the tutelage framework with a view on the clear dispatching between operational and regulatory activities
	A.3 Develop proper mechanisms for performance monitoring
<b>Financial and Commercial</b>	B.1 Conduct a customer and user census
	B.2 Implement consumption-based tariffs for the water service
	B.3 Revise the tariff structure for sanitation services
	B.4 Revise the tariff structure for irrigation
<b>Reporting and Monitoring</b>	C.1 Enhance sector monitoring
	C.2 Enhance sector transparency
	C.3 Enhance sector coordination
	C.4 Enhance communication with users
<b>Capacity-Building</b>	D.1 Strengthen the MoEW monitoring capacities
	D.2 Streamline and structure WE internal organization and management
<b>O&amp;M of Facilities and Services</b>	E.1 Improve operating cost control
	E.2 Enhance private sector involvement
	E.3 Adopt a shared wastewater management framework
<b>Service Coverage</b>	F.1 Enhance water service coverage
	F.2 Enhance wastewater service coverage
	F.3 Structure the irrigation service

## E.2.2 SECTOR GOVERNANCE

### E.2.2.1 Challenges

Water sector governance involves different actors. The current dilution of responsibilities and the lack of communication and coordination between institutions exacerbate sector governance challenges.

The current approach involves administrative and close supervision of the WEs and does not focus on monitoring their performance, which means it suffers from a loss of purpose and effectiveness. On the one hand, the MoEW spends lot of time validating procedures that are almost part of the WE's day-to-day management, and on the other hand, WEs are constrained and restricted in their ability to develop their institution further or manage their daily affairs. Streamlining this supervision should make it possible to reduce both the burden of tighter control for the Ministry and the number of obstacles and bottlenecks encountered by the WEs when conducting their activities.

WEs are faced with a very challenging situation:

- Their internal structure (as defined by their organizational decrees) is more inclined towards the direct management of facilities and services;
- However, they are unable to recruit the staff required by the decrees to fulfil their roles, or even to replace retiring employees, as there is a freeze on all recruitments through the Civil Servant Council;
- They partly fill the gaps through existing team members, but some are underqualified or underpaid for certain tasks and others end up carrying out operational tasks instead of working on technical and strategic areas;
- They also recruit temporary staff which poses challenges due to the precarious nature of these positions and the fact that provisional workers differ in status from permanent staff;
- They have to manage wastewater and irrigation, but their current organizational chart and the staffing plan defined by the organizational decrees do not include these services (no dedicated department or team, and no staff with specific qualifications and skills listed), which means that, not only are they already understaffed and/or inadequately staffed for delivering water supply services but they also have to provide two other challenging services;
- They should be involved in designing and supervising the water, wastewater and irrigation projects implemented in their region but do not have enough skilled staff to be involved in these projects;
- Finally, they need to outsource some of their tasks to private operators, but lack an efficient and effective contracting framework and internal technical skills to properly supervise private operators.











- Marketing the water metering as a modern way to save water, monitoring meters' installation within each WE as well as the progress made
- Introducing district metering as a priority
- Introducing customer management procedures for water meters reading
- Assessing the cost of the water and wastewater, and adjust the water and wastewater tariffs, accordingly
- Introducing wastewater fee proportionally to the water consumed and defining a specific wastewater fee for households that are not subscribing to the WEs
- Gradually introducing a new category of customers targeting big consumers (industrials, hotels and others to be identified) with a specific tariff level. Possibly introduce block tariffs with a specific rate, the rationale being that first one starts off low and increases gradually with higher consumption.

The whole process described above is the essence of sector reform that will concentrate on (i) tariff level and structure for water and wastewater, (ii) water metering and (iii) assistance to customer management.

### Conducting customers' and users' census

#### 1. Water services customers' census

The purpose is to carry out a systematic visit to all dwellings of the target zone to investigate:

- The origin of the potable water
- The adequacy with the WE database (subscription code)
- The good/bad state of the connection
- The geotag of the connection (gauge and water meters), if possible
- Detection of illegal connections or ones shared among many families (unauthorized connections)

As a first step, such census will concentrate on specific limited areas (rural and urban) in a sample WE, and based on results, a possible extension to other target zones can be planned. The customer census must be carried out in full coordination with the WEs in order to welcome the new customers and transform their status into a legal one. This will require a specific action ranging from payment of the connection fees down to the actual connection and installation of water meters and gauges. At this stage, it is worth pointing out that customer census must be accompanied by a specifically designed information and communication campaign.

Success of customer census is guaranteed if connection works (saddle, connection pipes, installation of gauges and water meters) are carried out within a short timeframe after the investigators' visit. This requires human, logistical and financial means made available by WEs









The WEs' monitoring capacities assessment will be carried out by the Technical Assistance working within the monitoring department, based on available indicators.

3. Set up an annual sector review involving the main stakeholders and partners

Joint annual water sector review is a useful mechanism to review progress in the sector and identify issues that need to be addressed to improve performance.

The annual review provides a common basis for understanding water sector issues and priorities. Findings and recommendations can be followed up through action plans and policy dialogue. Annual reviews are usually used in the context of a medium-term water strategic plan and monitor progress against the annual plan. Beyond this core monitoring role, they often select specific topics which require analysis to identify how to improve performance.

An annual sector review will be set up every mid-year and involve the main stakeholders and partners (i.e. international donors and main NGOs).

4. Set up a process for monitoring the strategy implementation status

Monitoring strategy implementation and its effectiveness is a continuous process that will provide an objective assessment of the strategy's success. More precisely, the monitoring of the strategy is essential for:

- Ensuring that intermediary goals are achieved;
- Tracking inputs, activities and outputs;
- Alerting management to problems or potential problems before the situation becomes critical;
- Suggesting corrective action to ensure that performance conforms to the strategy, that the strategy is revised in light of new experiences and that the database is built up.

An internal assessment of the strategy implementation will be done in 2025. The results will be shared with all stakeholders and partners during the annual review of mid-2025.

### Enhance sector transparency

The increased transparency of the sector is the result of mechanisms put in place through other fields of action. Transparency will depend on effective transmission of reports and publication of key figures for the sector.

The following elements and processes will increase sectoral transparency:

- Ensure a transparent flow of information between the WE and the MoEW through regular reporting (annual report, financial report and commercial report);
- Publish annual WE reports (including the results of audits performed by independent auditors);
- Publish financial reports based on IFRS's book-keeping standards;
- Publish the main sector indicators, ensuring these are updated on a regular basis;

- Publish the breakdown of the water bill;
- Develop E-governance and publish all procedures online;
- Ensure clear procurement procedures, transparent tenders' evaluations and reliable unit cost rates.

### Enhance sector coordination

Enhancement of the sector coordination will be mainly based on the following:

- Improvement of coordination between CDR, the MoEW and the WEs on infrastructure project planning and management. This implies setting up mechanisms in order for the three institutions to coordinate on infrastructure projects (design of facilities, anticipation of operating costs and arrangements for the facilities' takeover, the needs of institutions in terms of support and capacity building, communication methods with users and local actors... etc.).
- Set up of an annual sector review involving all stakeholders and partners (see previous paragraph)
- Set up the National Water Council as defined in the Water Code and its By-Laws
- Improvement of coordination with other key sector ministries and actors on specific subjects as defined by the Water Code.

### Enhance communication with users

Communication with users is a key element for service sustainability. The following activities will be implemented:

- Assessing existing tools and communication strategy of the MoEW and the WEs, and coordinating with other programs aiming to support those actors in their communication with users;
- Defining the main indicators and messages to be communicated to the public and channels of communication (MoEW's website, WEs' websites or social media... etc.);
- Developing social media platforms and websites;
- Designing and launching a national communication campaign on the water sector.

## **E.2.5 CAPACITY-BUILDING**

### **E.2.5.1 Challenges**

The notion of capacity-building is fundamental to the future of the sector. There is no point in planning activities or investments if the sector does not have the human and technical resources required to implement them.

Currently, an average of only 23% of the positions defined in the decrees are occupied by permanent staff within the four WEs (20% for NLWE, 12% for SLWE, 37% for BMLWE and 23% for BWE). All WEs recruit temporary staff to fill some positions but the sum of permanent and temporary staff combined











Based on this study, experts will support the MoEW and the WEs in preparing strategic guidelines on controlling energy costs.

2. Define guidelines to ensure that the design of facilities is adapted to the capacity to cover operating costs and provide proper maintenance.

Specific experts (specialized in water and wastewater facilities operation and water accountability) will assess O&M costs of operating facilities (for water production/distribution and wastewater treatment), benchmark O&M costs of main technologies and produce a guide on the various processes and associated operating costs.

Based on the results of this assessment and the evaluation of the WEs' technical and financial capacities (activity 2.4.2), experts will propose guidelines to the MoEW on aligning facilities design to the WE's technical and financial O&M capacities. These guidelines will be part of the coordination tools between the MoEW, CDR and the WE.

#### Enhancing private sector involvement

1. Reviewing existing contracts with private operators and developing a new contracting framework and performance-based contracts

The first step will include an assessment of existing contracts signed by the WE with private operators for facilities management, identify gaps and limits and propose improvements to the contracts framework which will introduce performance supervision.

Part of this first assessment will be to identify the gap in the WE's internal skills for performance-based contract management and define the required action (training, recruitment of specialized staff, specific support through TA... etc.). This will be done through the first audit of the WE with specific requirements or complementary assessment, if needed.

This work should allow for a new framework for establishing contracts with private operators, to be implemented in a short timeframe.

After the first period of implementation, the MoEW will recruit experts to evaluate the efficiency and ownership of this framework by the WE. Experts will propose any required improvement. This process should lead to the development of a proper framework, in the long-term, for contracting and supervising private operators for the operation and maintenance of facilities.

2. Identifying the activities to be outsourced and the subcontracting arrangements to be adopted

The WE audit provided by experts recruited for activity 2.4.2 will allow to identify the tasks or activities that are well-managed internally, and the ones that could be more efficiently outsourced.

Based on this diagnosis, an adapted framework for outsourcing will be proposed for each WE.

Specific "proof of concept" pilots could be implemented to benefit from the private sector experience in operating specific tasks of the service.

3. Defining guidelines and a framework for private sector engagement











PRIORITY AND SHORT-TERM ACTION PLAN								Sheet	
Total Estimated Cost of the Action Plan = 12 972 500 USD								3 of 5	
Activity	Priority	Stakeholder		Means to mobilize	Deadline	Indicators	Funding	Cost (USD)	
		Lead	Involved						
<b>C. Reporting and monitoring</b>									
<b>C.1 Enhance sector monitoring</b>									
C.1.1		MoEW		Recruitment of legal consultant	End of 2020	Revised Decree or Amendment to the Law 247	INT	7 500	
C.1.2		MoEW		Recruitment of water sector monitoring (part-time assistance) and 1 IT expert (full-time assistance)	Mid 2021	*TA recruitment *TA activity reports *Establishment and regular update of the sector database	INT	750 000	
					Mid 2022	Database			
C.1.3		MoEW		Organisation of annual sector workshop	Mid 2020	Workshop / annual review and annual sector review report	National	No Cost	
C.1.4		MoEW		Analysis of sector data	Mid 2025	Strategy implementation status report	National	No Cost	
								<b>Total C.1</b>	<b>757 500</b>
<b>C.2 Enhance sector transparency</b>									
C.2.1		MoEW		Reports production and publication / TA support	Continuous activity	Meeting minutes, reports	National	No Cost	
C.2.2		WEs		Recruitment of external auditors	starting from mid 2021	Annual WEs' reports publication	National	No Cost	
C.2.3		WEs		Reports preparation with TA support if needed	starting from mid 2021	Financial report	National and INT TA	No Cost	
C.2.4		MoEW		Update of sector indicators (with TA - see C.1.1)	starting from mid 2021	Publication of main sector indicators	National and INT	No Cost	
C.2.5		WEs		Publication and communication support	starting from mid 2021	Publication by each WE of the water bill breakdown	National	No Cost	
								<b>Total C.2</b>	<b>-</b>
<b>C.3 Enhance sector coordination</b>									
C.3.1		MoEW		Regular meetings, MoEW follow-up on coordination, support from donors and sector partners	Continuous activity	Participation of WEs in the projects design and implementation	National	No Cost	
C.3.2		MoEW		Organisation of annual sector workshop	Mid 2020	Workshop / annual review and annual sector review report	National	No Cost	
								<b>Total C.3</b>	<b>-</b>
<b>C.4 Enhance communication with user</b>									
C.4.1		MoEW		Recruitment of communication experts	End 2020	Communication strategy, tools and supports	International	500 000	
C.4.2		MoEW			Beginning 2021				
								<b>Total C.4</b>	<b>500 000</b>
								<b>Total C. Reporting and monitoring</b>	<b>: 1 257 500 USD</b>





