

Cycle of Sustainable Support for Community Health Workers

Our plan is to establish a cycle of sustainable support for each of our programs. The cycles work like this: external funding provides the catalyst to establish the social enterprises and the programs. Once established, the programs drive business to the social enterprises and profits from the social enterprises provide ongoing, local funding for programs.

Our first cycle works with our community health worker program. It will provide Segal's 17 community health workers with medical kits for home visits, a way to keep those kits supplied without having to rely on outside funding, and a source of personal income.

Home Visit Kits

The home visit kit is a backpack filled with health supplies that CHWs will use to identify and address important health issues, particularly of young children and pregnant women and to provide basic first aid and family planning services. For example:

- For children's health - rehydration salts, deworming pills, and a malnutrition measuring tape to identify and respond to things like dehydration or worms or malnutrition.
- For pregnant mothers – vitamins and training materials
- For basic first aid– thermometer, bandages, disinfectant, latex gloves

Malnutrition

- Oral Rehydration Therapy
- MUAC tape
- Children's multivitamins
- Deworming Pills

Pregnancy

- Condoms
- Prenatal vitamins

Training Material

- Well baby calendar
- Infant nutrition poster
- Healthy pregnancy pamphlet



First Aid

- Latex gloves
- Face masks
- Waterproof medical tape
- Hand sanitizer
- Iodine disinfectant
- Gauze
- Alcohol prep pads
- Band-aids

Miscellaneous

- Swiss army knife
- Waterproof cover
- Umbrella

Kits have been supplied in the past by different aid agencies, but when the supplies run out, the CHWs are left with nothing. Our challenge was to find a way for the CHWs to sustain an inventory of supplies without depending on outside organizations or funding.

Income Generating Activity: Solar Phone Charging

To help compensate the CHWs for all that they do, we looked for an income generating activity that wouldn't demand too much more of their time, and would be a product or service that would be in demand and easily marketable. The CHWs chose to run a solar mobile phone charging service



Each community health worker will be granted a microloan to purchase a solar mobile phone charging station. With his station, she will sell phone charging services to her neighbors who now have to walk several kilometers to charge their phones in town at a cost of about 25 cents per charge. We anticipate this small business will generate US \$20 - 30 per month in personal income and will save roughly US \$11 per month in household expenses that are now spent on paraffin for lamps and fees paid to charge the family's mobile phones.

Funds raised to purchase the charging stations will be loaned to the health workers at 0% interest. The health workers will form a committee to manage the loan collections and accounting. As the loans are paid back, the funds will purchase solar lamps for a solar lamp rental business.

Social Enterprise: Solar Lamp Rental

The solar lamp rental business will be set up as a social enterprise, the profits of which will be used exclusively for keeping home visit kits supplied.

The solar lamps will be marketed as a replacement for paraffin lamps that families now use. A family spends about US \$6 – 8 per month on paraffin. The light is weak and it gives off an oily smoke that is unhealthy to breathe, a particular concern given that a leading cause of child mortality is upper respiratory illnesses.



Solar lamps can be rented for less than the average cost of paraffin, saving the family money, cleaning up the indoor air, and giving kids adequate light for doing homework.

The lamp rental business will be staffed by community health workers who receive training on how to maintain and repair the lamps and entrepreneurship skills.

The cycle of sustainable support for Community Health Workers:

