

## Curriculum Vitae: Kate Fogelberg

Kate is a market systems and water and sanitation specialist. Formally trained in economic development and health, she has lived and worked in over a dozen countries in Latin America, Africa, and India. She has extensive experience in designing, resourcing, managing, and reviewing market systems programmes in rural and urban contexts.

### Personal Details

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Nationality: American

Qualifications: Master of Arts, International Development and Global Health Affairs  
University of Denver, Josef Korbel School of International Studies, Denver, USA

Bachelor of Arts, Magna Cum Laude, International Relations with a minor in  
African Studies, Tufts University, Medford, MA, USA

Partnership Brokering Level 1, Partnership Brokering Association, Montreal

Language Skills: English (mother tongue), Spanish (fluent), French (conversational)

### Relevant Experience

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#### **MEXICO and PERU: Housing Labour Market Strategy Consultant, Habitat for Humanity**

Supported two teams to revisit their analysis of low – income incremental housing labour constraints and opportunities, develop and articulate overall programme and intervention level results chains, and provide mentoring guidance on applying market systems development frameworks to the low-income housing sector. *[July 2019 – March 2020]*

#### **SRI LANKA: Strategy Consultant, Fisheries and Tourism Sectors, Market Development Facility, DFAT**

Mentored the team through a strategy review and update. This included analysing pilot interventions, synthesizing updated market intelligence, prioritising key constraints, and workshopping viable intervention areas. *[July -September 2019]*

#### **SRI LANKA: Author, Case Study, Systemic Change in the Seafood Sector, Market Development Facility, DFAT**

Researched and authored a case study analysing the Market Development Facility (MDF) interventions and impact in the blue swimmer crab market system in Sri Lanka. Using a type of contribution analysis, the case documents the journey of how investments in the seafood processing sector led to a greater competitiveness in the sector, resulting in increased prices for crab fishermen. *[May – November 2019]*

#### **TANZANIA: Inception Phase Solid Waste Management Sector Mentor for Dar Urban Jobs, DFID**

Dar Urban Jobs (DUJ) is DFID's first programme applying market systems development to an urban context. The programme short-listed light manufacturing, solid waste management, and childcare services as systems important to the urban poor and with growth opportunities. Mentoring support over the six-month inception phase included participating in the market systems analysis and developing micro-pilots and intervention concept notes. *[January – October 2018]*

**UK: Trainer, Introduction to Market Systems Development, Department for International Development (DFID)**

Developed and delivered an introduction to market systems development course for funders, including DFID, FCO, and CDC. Topics covered included diagnosis, facilitation, and management of market systems programmes as well as specific reflection sessions on implications for DFID. [January 2019, February 2020]

**GEORGIA: Team Leader, Case Study, Media and Information Interventions in Alliances Caucasus Programme, SDC**

Supported the development of a case study on the SDC-funded Alliances Caucasus Programme's work in media and information. Few market systems development programmes work on developing media systems, despite the potential ability media has to address constraints at scale. The programme wanted to share its learnings from a decade of working with media to address constraints in various agricultural market systems. [August – December 2018]

**KENYA: Strategy Consultant, Water Market System, Kenya Markets Trust**

Reviewed, researched, and updated the water sector strategy for Kenya Markets Trust (KMT). KMT has been working in the urban and rural water sub-sectors for seven years and as part of its institutional evolution, reviewed their sector strategies. The updated strategy includes building on successful innovations introduced to water utilities to improve performance and efficiency, as well as engagements with public agencies responsible for financing infrastructure and regulating service providers. [June -September 2018]

**CAMBODIA: Author, Case Study, Investing in Infrastructure, DFAT**

Researched and authored a learning brief on the DFAT-funded *Investing in Infrastructure (3i)* programme. At its halfway point, the programme wished to document and share the progress and learnings to date from the experience of applying viability gap funding to catalyse private investment in water and electricity services. [March-July 2018]

**BANGLADESH: Lead Evaluator, Midterm Review of Sanitation Market Systems Programme, SDC:**

Lead evaluator responsible for developing and delivering the midterm evaluation reviewing SDC and UNICEF's sanitation market system programme in six districts of Bangladesh. The review blends market system evaluation criteria, as well as the DAC criteria, and provides both an analysis of progress to date and recommendations for future work. [February 2018-April 2018]

**ETHIOPIA: Inception Phase Consultant for Livelihoods Improvements for Women and Youth (LI-WAY) in Addis Ababa, SNV, Mercy Corps, Technoserve, and Save the Children/SIDA:** Supporting the LI-WAY consortium throughout the entire inception phase for the SIDA-funded urban livelihoods programme focused on women and youth in Addis Ababa, Ethiopia. This includes providing training, coaching, in-country technical assistance and backstopping throughout the entire inception phase, from sector selection to market analysis and opening portfolio design. [August 2017-May 2018]

**JORDAN: Consultancy supporting Market Assessment and Project Design for the Water Innovations Technologies (WIT) programme, Mercy Corps/USAID:**

Supported the WIT programme team advising on detailed assessments of water saving technologies and services markets in both the agriculture/horticulture and the domestic water use and conservation 'systems. WIT aims to enhance water conservation practices in Jordan amongst both agriculture and domestic users, including the growing Syrian refugee population. The input included a mixture of capacity building for the WIT team, guidance for field-based market research, and support to the analysis and interpretation of the data and information generated. Outputs included a comprehensive Market Assessment Report,

system vision(s) and opening portfolio design. Recommendations were also provided on operational and implementation priorities. *[July - September 2017]*

**LATIN AMERICA: Reviewer, Energy Efficiency Programme in Artisanal Brick Kilns in Latin America to Mitigate Climate Change (EELA), SDC**

Conducted the final external review of an innovative programme financed by the Swiss government to apply market systems thinking to climate change challenges. Following a first phase of technology development and validation, the programme worked with technology providers, financial institutions, and government authorities to encourage the adoption of more energy efficient brick firing technologies in Bolivia, Brazil, Colombia, Ecuador, Mexico and Peru. The review included both an assessment of general DAC criteria (relevance, effectiveness, efficiency, impact, and sustainability), as well as an assessment of the market systems changes facilitated by the programme. *[2016 - 2017]*

**GLOBAL: Trainer, Diagnosing Human Factors in Market Systems Development Programmes**

As part of the Springfield Centre's semi-annual training course in systemic change approaches to development, Kate delivers one of the Skills in Use sessions focused on diagnosing behavioural factors in market systems development programmes. *[2017-present]*

**GLOBAL: Trainer, Making Markets Work for the Poor: Introduction to Systemic Change in Sanitation, The Springfield Centre**

As part of the Springfield Centre's semi-annual training course in systemic change approaches to development, developed an introductory training to applying systemic change thinking and practice to the sanitation sector. *[2016- present]*

**INDIA: Interim Country Director, India, Water For People**

Oversaw team of 40+ professionals facilitating water and sanitation services in Bihar, Kolkata, and Odisha states of India during leadership transition. Initiated research into private handpump mechanics, lessons learned from sanitation voucher scheme, and scaling up universal access to rural water services. *[2015 - 2016]*

**PERU: "Catalysing Market-based Sanitation" Programme, Water for People**

Secured funding from a range of private foundations and multilateral investment to pilot a market-based sanitation programme in Peru's second largest city. Oversaw the implementation of the programme, which included staff training on market systems approaches, identifying private sector partners, persuading financial institutions to offer loans for sanitation products, improving current technical options in the market, and monitoring programme progress. *[2011 - 2014]*

**SOUTH AMERICA: Regional Manager, Peru, Water for People South America**

Developed innovative WASH strategies, including market-based sanitation approaches, life-cycle costing tools, and self-supply solutions. Line manager for Country Directors in the region and regional office staff responsible for programmatic and operational oversight. Cultivated regional developmental and funding opportunities and built regional relationships with governmental, non-governmental, and private sector stakeholders. Documented and disseminated lessons learned through publications, presentations, and participation in key sector events. *[2008 - 2014]*

**BOLIVIA: Supporting Sustainable Sanitation in Peri-Urban Cochabamba, Water for People**

Secured funding for an initial pilot of market-based sanitation in peri-urban Cochabamba that included market research, partner identification and linkages, product testing and innovative marketing methods

and monitoring. Following two-year pilot, secured additional UN HABITAT funding to expand programme to other areas of peri-urban Cochabamba. [2009 - 2011]

## Career History

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- **2016 - Present** Senior Consultant, The Springfield Centre, Durham, UK
- **2015 - 2016** Interim Country Director, Water For People India, New Delhi, India
- **2008 – 2014** Regional Manager, Water for People South America, Arequipa, Peru
- **2008 – 2011** Latin America Water Correspondent, OOSKA News
- **2006 – 2008** Associate Manager, Water for People Latin America, Denver, USA
- **2004 – 2005** Global Health Affairs Programme Assistant, University of Denver, USA
- **2004 – 2005** Research Consultant OMNI Research and Training, Denver, USA
- **2004 - 2004** Research Assistant International Peace Initiatives, Meru, Kenya