







**GAIN** practical experience on basic financial concepts and management of financial aspects

**LEARN** from other practitioners in the sector

**BE UP TO DATE** on the latest trends in the sector

**BENEFIT** from regional and global experiences from other utilities

# Access to Financing: Financing Municipal Water Supply and Sanitation Services

The program is developed for two different target groups:

### Target Group 1: DECISION MAKERS

- LGUs: Mayors, Municipal Counsellors, Heads of Financial Departments, Members of PUC Supervisory Board
- PUCs: General Managers, Finance Managers, Technical Managers, Members of PUC Management / Supervisory Board

## Target Group 2: UPPER MANAGEMENT

- LGUs: Heads of Communal Affairs Department, Heads of Planning and Analysis Department, Heads of Development Department
- PUCs: Staff from Economic and Finance Department, Heads of Planning and Analysis Department, Heads of Development Department, Heads of Accounting Department

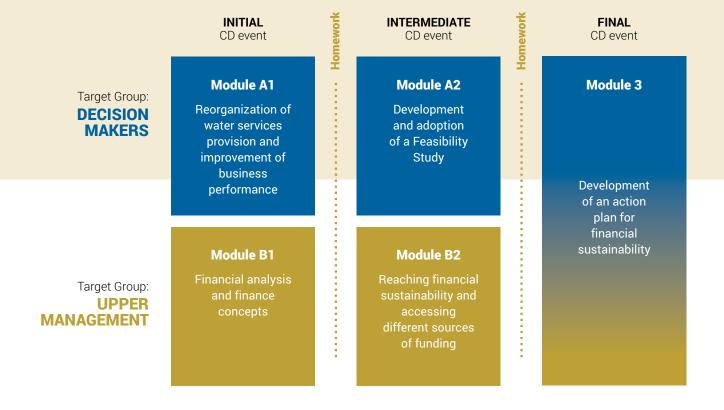
# **Methodology**

The delivery of the Access to Financing Program follows the standard three-workshop D-LeaP cycle with homework and trainers' support in-between.

The initial and intermediate Capacity Development (CD) events are organized for both target groups individually in

the format of either a training (for upper management) or peer exchange (for decision makers).

The final event is organized as peer exchange for both target groups jointly to summarize, exchange results and agree on the way forward.



# The Modules

# A<sub>1</sub>

- introduces main challenges encountered in the process of reorganisation of water service provision and improvement of business performance
- identifies the main roles and responsibilities of the stakeholders, i.e. Local Government Units and Public Utility Companies in the process of conducting a selfassessment of the utility
- demonstrates how to work with the results gained through self-assessment to develop a performance optimization plan focusing on determined priorities

# **B1**

- familiarizes participants with the unique aspects of water services, financial statements and operating as well as financial performance of utilities
- demonstrates how to read, interpret and evaluate financial statements and operational and financial performance indicators
- introduces the finance concepts for investment and finance decisions as well as financial and economic analysis of the investment

# **A2**

- highlights key elements of the good practices related to the development and adoption of a feasibility study
- demonstrates the main roles and responsibilities of the key stakeholders i.e. LGU, PUC, Project Implementation Unit, IFI and Consultant
- familiarizes participants with the process of negotiations with IFIs

## **B2**

- familiarizes participants with the financial sustainability and creditworthiness of utilities and how it affects access to different sources of finance
- introduces expenditure and revenue management
- identifies potential sources of funding including project cycle management and blended finance

# 3

- introduces good practices related to the development and adoption of an action plan for financial sustainability in order to reach creditworthiness
- demonstrates the main roles and responsibilities of the key stakeholders in the proces of achievening financial sustainability





# Access to Financing: Financing Municipal Water Supply and Sanitation Services

# Program description and covered topics

Water supply and sanitation utilities often identify mediumsize investments (metering, energy efficiency, asset renewal), which are financially viable, but are too large to be financed from the utilities' own funds, and too small for typical largescale sources such as EU funds or IFIs. On the contrary, achieving the Sustainable Development Goals (SDGs) and complying with the EU water related directives will require a significant increase in funding for the water and sanitation sector, beyond public sector and concessional funding. Thus, governments and utilities must use all available instruments and resources and focus on actions to improve the financial viability of service providers.

The Program has been developed based on two training courses provided by the World Bank for global level, which are the Creditworthiness Course and the Water Utility Performance and Finance Course. The main objective is to improve knowledge and skills on basic financial concepts and management of financial aspects, which are essential to effectively manage revenues and cover costs, including accounting practices, asset management, tariff setting, evaluation of investments and access to financing.

The program will be delivered by national Hubs in local language and participating utilities will pay a registration fee which will be communicated by the Hub.

#### **Set-up of D-LeaP Programs**

The Program is designed on learning-by-doing principles. It includes a mix of face-to-face training workshops provided tools and techniques to address the challenges faced and see them applied in practice, followed by on the job training, in which participating utilities apply the tools and techniques to their particular situation and develop concrete products (diagnostics, action plans etc.). The principles of blended learning are applied, i.e. face-to-face training is accompanied by e-learning material provided within the D-LeaP Academy.

For more information on the Program concept and design please visit <a href="www.d-leap.org">www.d-leap.org</a>!

#### **Learning goals**

- What is the meaning of financial sustainability and creditworthiness?
- How to read and interpret financial statements of WSS utilities?
- How to develop a performance optimization plan? How to identify potential sources of funding?

#### **Hubs**



Aquasan Network in Bosnia and Herzegovina (Aquasan)



Water Supply and Sewerage Association of Albania (SHUKALB)/ Wastewater Works Association of Kosovo (SHUKOS)



Association of Utility Service Providers of Macedonia (ADKOM)



**Bulgarian Water Association (BWA)** 

#### **Technical Partner**





#### Contact

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