DEVELOPMENT OF CAPACITIES FOR BUSINESS PLANNING

PROJECT IMPLEMENTER:

ADKOM
Association of providers of communal services in the Republic of Macedonia - ADKOM

PROJECT FUNDING [€]:

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>IAWD</td>
<td>43,400. -</td>
</tr>
<tr>
<td>Co-finance</td>
<td>14,600. -</td>
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<td>Total</td>
<td>58,500. -</td>
</tr>
</tbody>
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PROJECT DURATION:
Starting Date: 1 September 2016
Ending Date: 31 August 2017

OBJECTIVES OF THE PROJECT

- Design a CB program for Business Planning in WSS
- Improve the commercial efficiency of water utilities
- In line with requirements of “Law on the Setting of Prices for Water Services”

RESULTS ACHIEVED BY IMPLEMENTING THIS PROJECT:

- Nine workshops in Business Planning delivered
- Representatives from 21 PCUs participated on the workshops
- The number of female representatives (24) that benefited from capacity building activities was higher than planned (20)
- Six PUCs selected - 6 Business Plans and Transition Tariff Adjustment Plans prepared

CHALLENGES ENCOUNTERED IN DEVELOPING CAPACITIES FOR BUSINESS PLANNING

- Process of CB development for Business planning was necessary
- No strategic documents and investment plans exist, neither in municipalities nor in PUCs
- No Cost Center based accounting
- Lack of data or poor quality of data
- The internal capacities for Business planning of the small rural PCUs are very poor

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