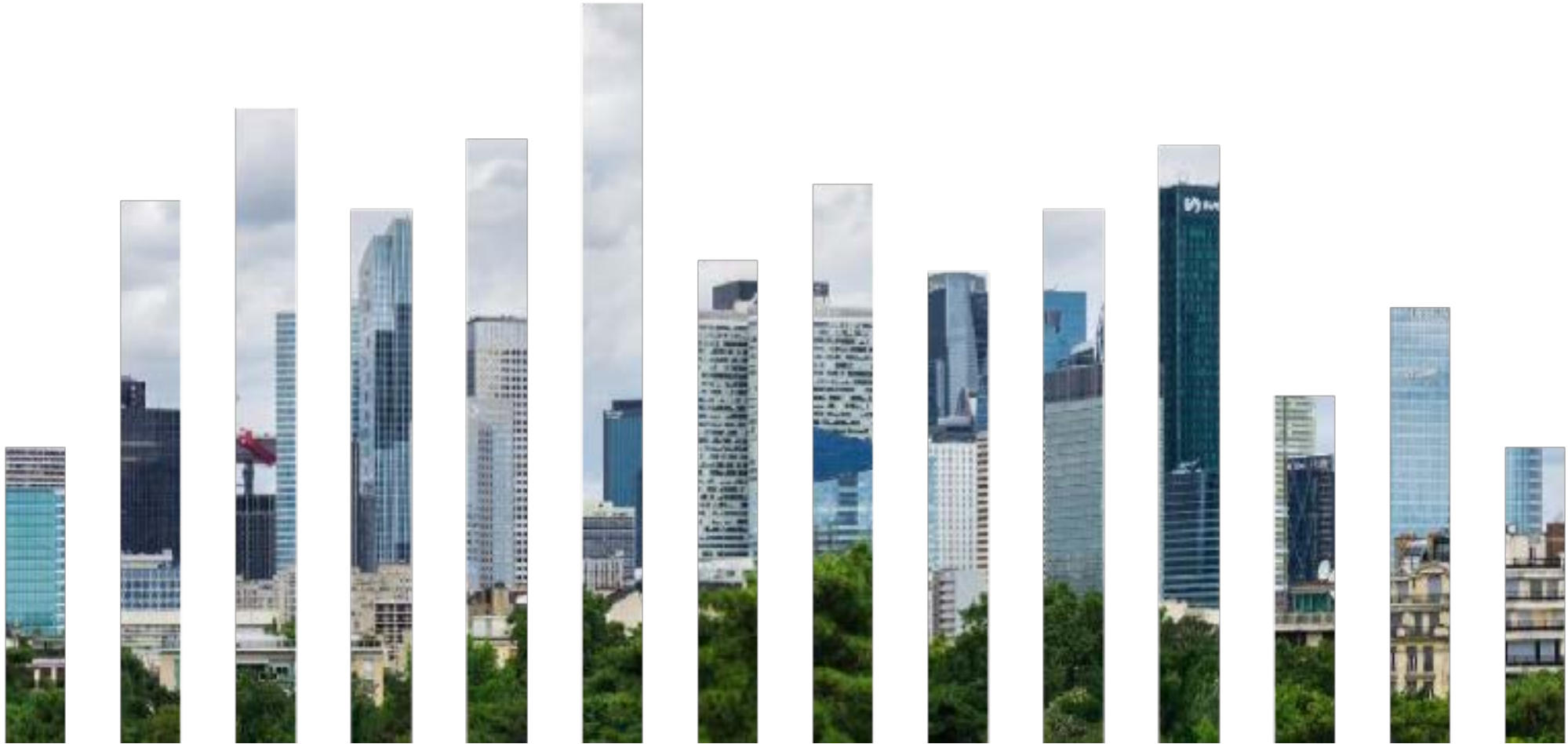
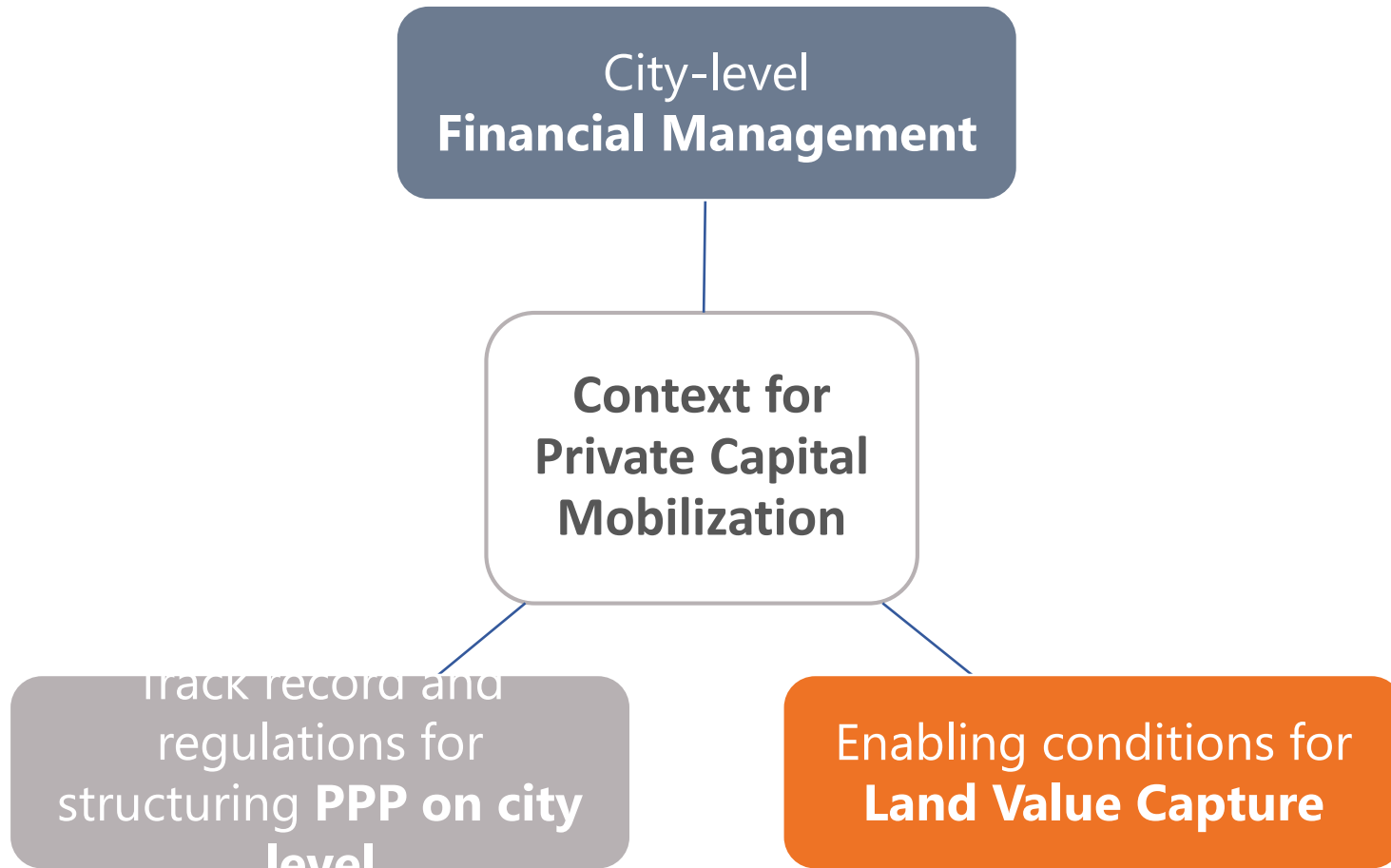


# REVIEW AND SHARE OF RAPID CAPITAL ASSESSMENTS



# THREE BLOCKS OF ASSESSMENTS



# ASSESSMENT DETAILS

- **Financial Management on city level**

- Internal qualitative reviews
- Self-assessments submitted by cities
- Focus on: fiscal powers, debt management, and capital planning

- **PPP and Land Value Capture**

- Assessment outputs are in front of you (COLOR CODES and REASONING in Notes)
- Snapshot assessments of planning, economic and market conditions
- Presented in the form of stop-lights charts
  - **GREEN**: most favorable condition / facilitating factor
  - **YELLOW**: generally enabling with evident challenges / moderate risk
  - **RED**: least favorable condition / inhibiting factor / capacity gap

# PEER TO PEER: STRUCTURING PPP ON CITY-LEVEL

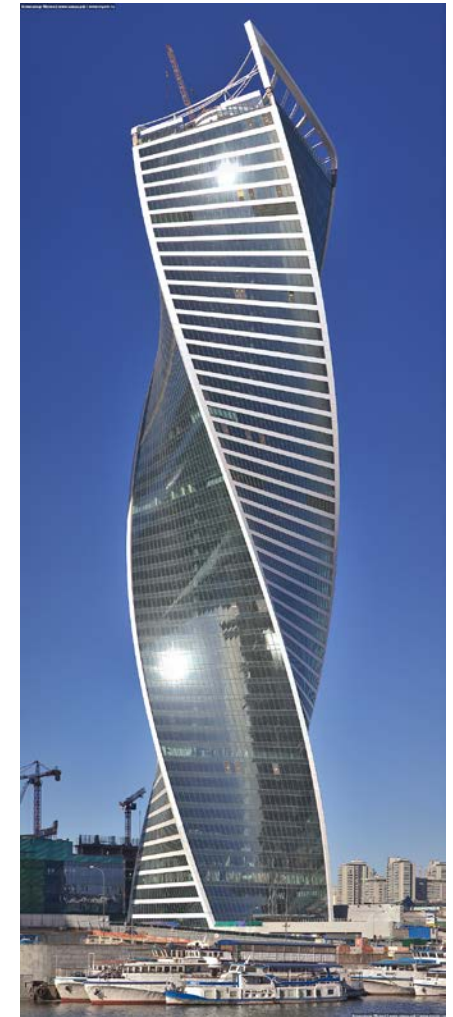
City	Country	Track Record	Regulatory Frameworks	Procurement Capacity	Government co-financing
El Alto	Bolivia	●	●	●	●
La Paz	Bolivia	●	●	●	●
Santa Cruz	Bolivia	●	●	●	●
Douala	Cameroon	●	●	●	●
Cali	Colombia	●	●	●	●
Guatemala City	Guatemala	●	●	●	●
Irbid	Jordan	●	●	●	●
Eldoret	Kenya	●	●	●	●
Kisumu	Kenya	●	●	●	●
Mombasa	Kenya	●	●	●	●
Nairobi	Kenya	●	●	●	●
Nakuru	Kenya	●	●	●	●
Saida	Lebanon	●	●	●	●
Bamako	Mali	●	●	●	●
Ulanbaatar	Mongolia	●	●	●	●
Casablanca	Morocco	●	●	●	●
Kigali	Rwanda	●	●	●	●
Colombo	Sri Lanka	●	●	●	●
Can Tho	Vietnam	●	●	●	●
Da Nang	Vietnam	●	●	●	●

# PEER TO PEER: ENABLERS FOR LAND VALUE CAPTURE

City	Country	Real Estate Market Capacity	Land Use Regulations	Land Cadaster / Land Data Management	Security of property rights	Local Fiscal Powers	Land Value Capture track record
El Alto	Bolivia	●	●	●	●	●	●
La Paz	Bolivia	●	●	●	●	●	●
Santa Cruz	Bolivia	●	●	●	●	●	●
Douala	Cameroon	●	●	●	●	●	●
Cali	Colombia	●	●	●	●	●	●
Guatemala City	Guatemala	●	●	●	○	○	●
Irbid	Jordan	●	●	●	●	●	●
Eldoret	Kenya	●	●	●	●	●	●
Kisumu	Kenya	●	●	●	●	●	●
Mombasa	Kenya	●	●	●	●	●	●
Nairobi	Kenya	●	●	●	●	●	●
Nakuru	Kenya	●	●	●	●	●	●
Saida	Lebanon	●	●	●	●	●	●
Bamako	Mali	●	●	●	●	●	●
Ulanbaatar	Mongolia	●	●	●	●	●	●
Casablanca	Morocco	●	●	●	●	●	●
Kigali	Rwanda	●	●	●	●	●	●
Colombo	Sri Lanka	●	●	●	●	●	●
Can Tho	Vietnam	●	●	●	●	●	●
Da Nang	Vietnam	●	●	●	●	●	●

# ADDITIONAL NOTES BEFORE REVIEW...

- RED is not necessarily a prohibition, it's just a capital planning context



- Some scores are still subject for confirmation with delegations

# QUESTIONS FOR DISCUSSION WITH YOUR WB TTL

- 1) What assessment data points in PPP and LVC assessments cause most disagreement on your end? Explain to TTL why.
- 2) What are the most troubling factors for structuring PPPs in your city?
- 3) How do you personally assess procurement capacity for PPP in your city on the scale of RED (no or very limited), YELLOW (somewhat capable but with gaps/ challenges), GREEN (fully capable) ?
- 4) Do you feel the local land market is ready (active enough) to generate land values that are high enough to correspond to the scale of funds needed for infrastructure investments ?

# QUESTIONS FOR KNOWLEDGE SHARE WITH PEERS

- 1) Can your city government negotiate infrastructure investment with the private sector?
- 2) How much oversight / control of this negotiation process is provided by the national government?
- 3) Revisit any experience where your city administration attempted to use land as in-kind contribution in negotiation with private sector
- 4) In which sectors your city has experience with procuring PPPs?
- 5) What kind of PPP arrangement those were (concession for operation, build-operate-transfer, etc.)?