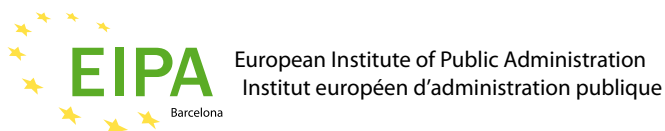


# Cost-Benefit Analysis (CBA) of EU-Financed Projects – Advanced Course

Barcelona (ES), 4-5 October 2012



## Introduction

### Target group

Participants of previous editions of CBA seminars in order to extend and improve their practical knowledge about CBA, but also experienced beneficiaries eligible under Structural Funds, Cohesion Fund and IPA, managing authorities, intermediate bodies.

### Description

The goal of this intensive two-day seminar/workshop is to explain in a very practical, detailed and comprehensive way how to perform financial, economic and risk analysis of projects eligible under EU Funds in different sectors, with special focus on typical benefits and the most used techniques to evaluate them. There will be practical workshops allowing participants to practice in small groups the following issues: how to review the quality of CBA in different sectors and how to report their results, how to adjust the project to improve the CBA quality in order to make it desirable for EU co-financing.

### Learning methodology

Traditional training methods – used only during the first day of the seminar (lectures and presentations, including concrete examples and case studies) will be combined with very intensive practical workshops on the second day. Participants will work in small working groups on concrete case studies (each group will review different case study: railway, motorway, solid waste, waste water, urban regeneration and R&D) with direct involvement of CBA experts. There will be discussions during and after each practical component.

### Objectives

By the end of the seminar, participants will extend and improve their practical knowledge gained during previous seminars with regard to the elaboration and assessment of CBA prepared for EU funding investment projects eligible under EU Funds.

# Programme

## THURSDAY 4 OCTOBER 2012

- 08.30 **Registration and distribution of seminar material**
- 09.00 **Opening of the seminar: Introduction to the programme, objectives and methodology**  
*Iwona Karwot*
- 09.10 **"Tour de table": presentation of participants to endorse networking**

### **I. Financial, economic, sensitivity and risk analysis of EU co-financed projects**

- 09.30 **How to prepare an effective financial analysis for EU co-financed projects?**  
Detailed description of preparation process of financial analysis: time horizon, total costs of the project, revenues generated, residual value, inflation, financial sustainability, performance indicators, technological alternatives, etc.  
*Davide Sartori*
- 11.15 Coffee break
- 11.30 **Economic analysis: from market to shadow prices, non-market effects, economic rate of return, tables for the economic analysis, fiscal effects, social discount rate, shadow wage, monetisation of environmental externalities**  
*Massimo Merighi*
- 13.00 Joint lunch in the restaurant
- 14.30 **Sensitivity and risk analysis of EU co-financed projects: forecasting uncertainties of the project, sensitivity test, scenario analysis and risk probability analysis**  
*Andrea Gramillano*
- 16.00 Short break
- 16.15 **Specific issues related to preparation and use of CBA: modelling of demand, interaction with state aid rules, implications for programme closure and other issues raised by participants**  
*Krzysztof Kasprzyk*
- 17.45 **Division of participants into six parallel working groups and distribution of case studies from different sectors: railway, motorway, solid waste, waste water, urban regeneration and R&D**
- 18.00 **End of the first day**
- 20.30 Welcome dinner

## FRIDAY 5 OCTOBER 2012

### **II. Review of the quality of the CBA's and report of its results: practical workshop**

- 09.30 **Introduction to the second day of the seminar and to the workshops**
- 09.45 **Practical workshop** - each working group will review different case study / project from different sectors in order to find key features of the project, deficiencies and pitfalls, solutions how to adjust the project to improve the quality of the CBA and make it desirable for the EU co-financing  
*Davide Sartori, Krzysztof Kasprzyk, Massimo Merighi and Andrea Gramillano*
- 11.15 Coffee break
- 11.45 **Practical workshop** (continuation)
- 14.00 Joint lunch in the restaurant
- 15.30 **Presentation of workshop results by each group, followed by discussion with experts and questions from other groups**
- 17.30 **Final panel of experts: evaluation of workshop results, including debates on problems faced by the participants during the exercise and possible solutions**  
*Davide Sartori, Krzysztof Kasprzyk, Massimo Merighi, Andrea Gramillano and Iwona Karwot*
- 18.00 **Closure and issuing of EIPA seminar certificates to participants**  
*Iwona Karwot*

# Experts

(in alphabetical order)

## **Andrea Gramillano (IT)**

Expert at t33, a European public policy consultancy that supports public administrations to develop, assess, and review policies and programmes. He holds a PhD in Economics, with a specialization in urban and development economics. At t33, he is responsible for quantitative methods, including econometric and counterfactual analyses. He is currently in charge of quantitative analyses in the framework of a study commissioned by the European Commission, DG Regional Policy to support the identification of ERDF common indicators for post 2013. As a project analyst, he has been contributing to the financial, economic and risk analysis of infrastructural projects financed by the EU. Recently, he presented a paper on the methods for evaluating innovation programmes at the Regional Studies Association.

## **Iwona Karwot (PL)**

Lecturer at EIPA Barcelona. Doctor in EU Regional Policy. Specialised in EU funds, with a main focus on European Regional Development Fund (ERDF) and pre-accession funds (PHARE, IPA). She has working experience as an EU expert, trainer, manager and adviser in the framework of Institutional Building and Technical Assistance EU projects in the field of regional development in Poland, Slovakia, Romania, Croatia, Macedonia, Serbia, Albania, etc.

## **Krzysztof Kasprzyk (PL)**

Member of the Polish delegation at the Structural Actions Working Party in the European Council and COCOF, he actively participated in all the negotiations of provisions of 2007-2013 regulations and European Commission's guidelines concerning major projects and projects generating revenues. In Poland he was for a long time the head of Programming Unit in Managing Authority for Operational Programme "Infrastructure and Environment" in Polish Ministry for Regional Development and the key expert in assessment of CBA for ISPA and Cohesion projects (2003-2006) and in the preparation, in cooperation with JASPERS, of Polish guidelines for the new financial perspective. Within the Managing Authority of the biggest ever Operational Programme in the European Union, he is responsible for ensuring proper application of EU rules concerning revenue generating projects in 6 sectors, including environment (waste-water treatment, solid waste management, energy efficiency), transport (roads, railways, public transport), energy, health, culture and higher education.

## **Massimo Merighi (IT)**

Expert in JASPERS (Joint Assistance to Support Projects in European Regions) located in Warsaw Regional Office. JASPERS involves a partnership between the European Commission (DG Regional Policy), the European Investment Bank and the European Bank for Reconstruction and Development, focuses on large projects supported by the EU funds and was created in order to assist the Member States in the complex task of preparing quality projects so that they can be approved for EU support more quickly by the services of the Commission. The assistance is provided for all stages of the project cycle, from the initial identification of a project through to the Commission decision to grant assistance. Mr Merighi, within the Jaspers mandate, supports beneficiaries and managing authorities to achieve a "mature" application, providing technical assistance and guidance in CBA and document preparation under Structural and Cohesion Funds for the programming period 2007-2013. He is currently working on preparing applications for several beneficiaries in new Member States. Member of Regional Study Association (MeRSA) with several papers presented on the topic of energy, and fellow of Project Management Institute (PMI).

## **Davide Sartori (IT)**

Partner and project analyst in the Evaluation Unit of CSIL, Centre for Industrial Studies. He is a specialist in the evaluation of operational planning documents and regional development programmes, as well as in the financial, economic and risk analysis of infrastructural projects. He is one of the authors of the Guide to Cost Benefit Analysis of Investment Projects adopted by the European Commission in 2008. He is currently working as task manager on the "Ex Post Evaluation of Investment Projects Co-Financed by the European Fund for Regional Development (ERDF) and Cohesion Fund (CF) in the Period 1994-1999", on behalf of the European Commission, DG Regional Policy, and on a study on "Moving towards a more result/performance-based delivery system in Cohesion Policy", on behalf of the European Parliament.

## **European Institute of Public Administration**

### **EIPA Barcelona**

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### **Project Leader**

**Iwona Karwot**

Lecturer

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E-mail: i.karwot@eipa.eu

# General Information

## Seminar venue

Gran Hotel Havana  
Gran Via de les Corts Catalanes, 647  
ES - 08010 Barcelona  
Tel. +34 93 3417000  
www.granhotelhavana.com

## Working language

The seminar will be conducted in English.

## Registration

- Participation fee: €850 (includes: documentation, two lunches, a welcome dinner, coffee breaks, and certificate of attendance). Accommodation and travel costs are at the expense of the participants or their administration.
- Special Discount of 100€ will be offered to former participants who attended previous CBA seminars (registered in EIPA's database as such), as well as to participants registering for both seminars held consecutively in the same week: "CBA – Why and How" and "CBA – Advanced Course".
- EIPA offers its members a reduction of 10% off the registration fee. This reduction is available to all civil servants working for one of EIPA's member countries (i.e. AT, BE, BG, CY, CZ, DK, EE, FI, FR, DE, GR, HU, IE, IT, LT, LU, MT, NL, PL, PT, ES, SE, UK), as well as civil servants working for an EU institution, body or agency, who should enquire about applicable arrangements. If you are eligible for the discount, please tick the box on the registration form. For more information, please visit EIPA's website: <http://seminars.eipa>.
- You can submit the online registration form which can be found on EIPA's website <http://seminars.eipa.eu>; or send the completed registration form by e-mail to Miriam Escolà. Your name and address will be part of EIPA's database for our mailing purposes only. If you do not want to be included in our mailing database, please tick the box on the registration form.
- Deadline for registration: **17 September 2012**.
- The number of participants is limited (we will not accept any registrations once the available places have been filled).
- Payment: the fee should be paid after you receive the confirmation of your registration and before the seminar. Please indicate the method of payment on the registration form. For cancellations received after the deadline we will have to charge an administration fee of €150 unless an alternative participant is nominated.

## Information

European Institute of Public Administration, EIPA Barcelona  
Miriam Escolà, Programme Organiser  
C/ Girona, 20 - 08010 Barcelona (ES)  
Tel.: + 34 93 56 72 408  
Fax: +34 93 56 72 399  
E-mail: [m.escola@eipa.eu](mailto:m.escola@eipa.eu)

## Hotel reservations

EIPA Barcelona will be pleased to make reservations for you at the following hotel (where special rates apply for EIPA participants):

### **Gran Hotel Havana\*\*\*\***

Gran Via de les Corts Catalanes, 647  
ES - 08010 Barcelona  
Tel. +34 93 3417000  
[www.granhotelhavana.com](http://www.granhotelhavana.com)  
€130 Double room for single use, breakfast buffet included (8% VAT included)  
€145 Double room, breakfast buffet included (8% VAT included)

Should you wish to make use of this possibility, please indicate the dates of arrival and departure on the registration form as well as the type of room required. Payment is to be made directly and personally to the hotel upon checking out. Please note that if you register after the deadline, hotel reservations cannot be guaranteed.

## Meals

Lunches will be served at Gran Hotel Havana and dinner in the evening will be at a restaurant in town. Should you require a special menu, please inform the Programme organiser, so that this can be arranged.

## Confirmation of registration

Please note that your registration is not finalised until you receive a confirmation e-mail from us. Moreover, the Programme Organiser will send you an e-mail confirming your registration.



# Registration Form

Cost-Benefit Analysis (CBA) of EU financed projects - Advanced Course  
Barcelona (ES), 4-5 October 2012

Surname: ..... Title: ..... M/F  
First name: .....  
Current position: .....  
Organisation: .....  
Department: .....  
Work address: .....  
Postal code & town: ..... Country: .....  
Tel. no: ..... Fax no: .....  
E-mail address: .....  
Official Dinner:  Yes  No

## Invoices data

Name of the Institution or Organisation: .....  
Fiscal number: .....  
Department: .....  
Address: .....  
Postal code, city: ..... Country .....

## Registration fee (see conditions in general information)

Includes participation in the seminar, a documentation folder, coffee breaks, two lunches, a dinner and a certificate of attendance. **€850**  
 Discount of 10% (Please check first the conditions at <http://seminars.eipa.eu> (FAQ – special discounts)  
 Discount of €100 (for former participants on CBA seminars or for registering for both seminars held consecutively in the same week)

## Method of payment

Bank transfer  
It is necessary to state the name of the participant and the reference “1261202 CBA Advanced”  
EIPA Barcelona's account n° IBAN: ES27-0182-6035-43-0018000225, BIC: BBVAESMM at the BBVA,  
Plaça Catalunya 5, 08002 Barcelona (ES)  
 Credit card  
 Amex  Mastercard  Visa Card  
Card no.: ..... Expiry date: ..... / ..... CVC .....

## Hotel reservation

Please book this hotel for me at Gran Hotel Havana\*\*\*\* (see fares in “General information”)  
 Double room for single use Date of arrival:..... Date of departure:.....  
 Double room No. of nights: .....  No hotel reservation required

## Meals

Vegetarian:  yes  no ———> Fish allowed:  yes  no Other dietary requirements: .....

To ensure the optimal organisation of the seminar, please return the completed registration form **by fax or e-mail before 17 September 2012** to: Miriam Escola, Programme Organiser, Tel.: +34 93 56 72 408; Fax: + 34 93 56 72 399; E-mail: [m.escola@eipa.eu](mailto:m.escola@eipa.eu), [www.eipa.eu](http://www.eipa.eu) – The registration will be confirmed by e-mail.



Your name and address will be part of EIPA's database for our mailing purpose only.  
Please tick  if you do not want to be included in our mailing database.