



Business Enabling Environment (BEE) Reform Workshop for the SEE Region

Holiday Inn, Skopje, Macedonia

Day 1 – Tuesday, October 16, 2012

Overview of BEE Reform Projects and the BEE Reform Lifecycle

- 9:00 am** **Introductory Remarks**
- Introduction (overview of workshop structure and objectives) – Neal Nathanson, USAID E&E/EG
 - Welcome – Robert Wuertz, USAID Macedonia Mission Director
- 9:30 am** **Overview of BEE Issues and Objectives in the Region** (*possibly discuss USG regional goals and strategies – current, historic, and future*), Presented by Joe Lessard, USAID Macedonia and Neal Nathanson
- 10:00 am** **Setting the stage: Business Enabling Environment Reform**
- The Reform Project as the facilitator of change – Joe Lowther, Serbia Business Enabling Project
- 10:30 am** **Coffee Break**
- 10:45 am** **Key Presentations – First Phase of the Reform Process: Issue Identification and Analysis**, Moderator – Joe Lowther
- Identify the key problems/issues (the analytical work – where does current policy or practice diverge from the vision and root cause analysis) – Terence Slywka, Kosovo BEEP
 - Working with host governments (problems and opportunities) – Gordana Toseva, Macedonia IDEAS
 - Working with citizens, business representatives, such as associations, clusters, value chains, etc. (problems and opportunities) – Dina Karic, Bosnia and Herzegovina FIRMA Project
 - Advocacy/communication tools – Aleksandar Djureinovic, USAID Serbia

Open Discussion and Q&A – 1 hour discussion

12:30 pm Lunch

1:30 pm Open Discussion 1 – Second Phase of the Reform Process: Adoption of Laws and Regulations, Implementation, and Monitoring / Feedback Loop Moderated by Dragana Stanojevic, Serbia BEP

Introduction: The “art” of implementation, Dragana Stanojevic, Serbia BEP (10 minutes)

Areas for discussion: (maximum 10 minutes each)

- Gaps between Reform and Implementation – the Common Problems (Govt Capacity, Threatened Stakeholder Groups, Lack of Communication with the Public) Leslie Sulenta, Partners for Financial Stability
- Managing implementation of laws and regulations (Drafting bylaws, Further Outreach, Working with HG) – Dragana Stanojevic, Serbia BEP
- Effective collaboration with other donors and projects for holistic, harmonized solutions – Marc Lassman, Montenegro Good Governance Activity
- Monitoring implementation (What are the right indicators and targets?) – Gorica Bojic, Montenegro Economic Growth Project
- Public – Private Dialogue as a Precondition for Successful Reforms – Goran Lazarevski, Macedonia IDEAS

Open Discussion and Q&A – 1 hour discussion

3:15 pm Coffee Break

3:30 pm Open Discussion 2 – Business Environment Reform Process: Diagnostics and Analytical Tools, Moderated by Carl Aaron, Montenegro Good Governance Activity

Introduction: Tools and Approaches to BEE Reform: RIA Capacity Building Program – Carl Aaron, Montenegro GGA (10 minutes)

Introduction: (maximum 10 minutes each)

- Sanjin Arifagic, Regional Cooperation Council
- Terence Slywka, Kosovo BEEP
- Brian Kemple / Chris Hill, Kosovo BEEP
- Leslie Sulenta, PFS

Areas for discussion:

- BizClir
- World Bank Doing Business
- WEF Competitiveness Index

- Municipal Competitiveness Index (MCI)
- Subnational business regulation reform and eGovernment introduction
- Surveys (limits of survey capability in the region)
- External Data Sources (Citizens, National Statistical Agencies, AmCham and FIC White Papers, World Bank Country Economic Memos, Others?)

Open Discussion and Examples of Applying these Approaches (allow for 1 hour)

- *Pros and Cons of Each*
- *Building Local Capacity in Implementation*

5:00 pm **Wrap up of Day One**, Moderated by Neal Nathanson

- Priority Issues throughout the Region
- Highlight common diagnostic tools that are used and their limitations
- Summarize Best Practices in Analysis, Drafting, Working with HG, Advocacy and Working with Local Partners

5:30 pm **Reception**

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Day 2 – Wednesday, October 17, 2012

Sessions of Practical Examples and Focus on Solutions

9:00 am – 11:00 am **Open Discussion 1 – Business Operations (Many of the WBDB indicators)**, Moderated by Joe Lessard, USAID Macedonia

Brief introductory presentations: (maximum 10 minutes each)

- Business Start-up and Operation – (Transitioning to a free market approach to registration and the permissive system (licensing, permits, compliance assessment / inspections) – Brian Kemple, Kosovo BEEP
- Business Licensing and Permitting Reform – Carl Aaron, GGA
- Hiring and Firing - Labor Policy – Kiril Minoski, Macedonia IDEAS and Joe Lowther, Serbia BEP
- Construction Reform (Going beyond DB to turn ideas into economic activity: Permits, Codes, Spatial Planning, and Legalization) – Brian Kemple / Chris Hill, Kosovo BEEP and Dusan Vasiljevic, Serbia BEP

11:30 am **Coffee Break**

11:45 am -1:45 pm **Open Discussion 2 –Financial Sector Development and Access to Finance**, Moderated by Leslie Sulenta, PFS

Introduction: Financial Sector Enabling Environment Indicators and Regional Comparison, Leslie Sulenta, PFS (10 minutes)

Panel Discussants: Marc Lassman, Montenegro GGA; Joe Lowther and Dragana Stanojevic, Serbia BEP; Leeza Timofeeva, Albania FSDP

Areas of Discussion:

- Movable and immovable property registration/pledges as tools for judgment enforcement, property rights protection, and financial risk management / mitigation
- Obtaining & Enforcement of Judgments/Awards (*Could include dispute resolution broadly and court administration as well as credit / pledge registry tools as enforcement mechanisms, and private bailiff/execution approaches*)
- Bankruptcy – Making it Work
- Identifying and removing barriers to the creation of credit bureaus
- Improving Financial Sector Supervision and Regulation
- Capital Markets Development: Common Problems
- Building and Improving Deposit Insurance Systems to Support Confidence in Banks
- Preconditions for Promoting Growth of Non-Banking Financial Institutions

1:45 pm **Lunch**

2:45 pm – 4:45 pm **Open Discussion 3 – Trade and Investment Policy**, Moderated by Sanjin Arifagic, RCC

Introduction: Steve Creskoff, Kosovo BEEP (10 minutes)

Areas of Discussion:

- CEFTA and regional trade (Practical relevance and future given expected EU accession of member countries)
- Non-Tariff Trade Barriers (valuation and documentation, transit issues, border inspections and financial guarantees, SPS and (MAS-Q (Metrology, Accreditation, Standardization and Quality) Simple, transparent, predictable, and equal legal / regulatory environments to facilitate both domestic and foreign investment
- Trade in Services (EU Directive on Services, unilateral / bilateral recognition of professional licenses and other indicators of competency)
- Business Expansion Across Borders (building capacity for export promotion) – Goran Damovski, Macedonia Agbiz Project

4:45 pm **Wrap Up of Day 2**

Participants (confirmed):

1. Macedonia (host country)
 - a. USAID – Robert Wuertz, Joe Lessard, Meri Cuculovska, Margareta Lipkovska, Tanja Markovska
 - b. US Embassy – Ryan Stoner
 - c. IDEAS – Aleksandar Sahov, Kiril Minoski, Gordana Toseva, Goran Lazarevski
 - d. Small Business Expansion Project – Carl Larkins, Mirjana Makedonska, Eduardo Tugendhat
 - e. Agbiz Project – Goran Damovski, Vasko Hadzievski
 - f. BSC Bitola - Rozita Talevska Hristovska, Suzana Trajkovska Kochankovska, Dejan Spasevski
 - g. Samir Latiff (invited)
 - h. CEED – Jovan Madjovski
 - i. Center for Civil Communications – German Filkov
2. Albania
 - a. USAID – Alma Kospiri
 - b. FSDP – Leeza Timofeeva
 - c. CED – Anila Bashllari
3. Bosnia and Herzegovina
 - a. USAID – Samir Dizdar
 - b. FIRMA – Dina Karic
4. Kosovo
 - a. USAID – Brian Fahey, Dardane Peja
 - b. KPEP – Maury Wray-Bridges, Zana Berisha
 - c. BEEP – Terence Slywka, Brian Kemple, Chris Hill, Steve Creskoff
5. Moldova: ACED – Ion Perju
6. Montenegro
 - a. USAID – Ana Drakic
 - b. GGA – Marc Lassman, Carl Aaron
 - c. EGP – Gorica Bojic
7. Serbia
 - a. USAID – Aleksandar Djureinovic
 - b. BEP – Joe Lowther, Dragana Stanojevic, Dusan Vasiljevic, Ksenija Vidulic
8. USAID Washington
 - a. Neal Nathanson
 - b. Leslie Flagg
9. Regional Projects and Institutions
 - a. RCC – Sanjin Arifagic
 - b. USAID PFS Project – Leslie Sulenta
 - c. USAID RCI Project – Filip Stojanovic