

# Corpora-Gov LLC

Governments in Business Enabling Local Development

Capability  
Statement  
July 2021

7206 Oakridge Ave. - Chevy Chase MD - 20815 - United States of America  
www.corpora-gov.com | jvaldez@corpora-gov.com | +1 (301) 312-4948

## Our Core Competency

### Management and Policy Reform

Corpora-Gov LLC is a management and policy reform consultancy whose aim is to assist governments in managing their assets following commercial principles to enable local private sector development. We see this process as a catalyst of structural reform in many sectors of the economy and as a way to introduce sound principles of efficiency, transparency, sustainability, and inclusiveness. Governments' businesses are tools to unlock the potential of their assets to create value, enhance productivity and improve the delivery of goods and services enabling local economic development. Our approach covers many sectors where the government owns assets like utilities in the electricity and water sectors, industry like sugar mills or wood manufacturing, services like health clinics or schools. The type of entities can be government owned enterprises, government agencies or boards, mixed corporations or, municipal departments. Our core team specializes in institutional reform, management process and policy design; when needed, we partner with sector specific technical and legal teams.

## Beyond Paradigms

### Public versus Private

Beyond the debate whether public or private management is better, we believe that governments can take swift actions to implement principles of good management that allow their entities perform better. New advances in technology allow for more transparent and efficient management. New concepts in governance and regulatory frameworks bring a new dimension to the role of governments in supporting the delivery of goods and services in the economy.

### DIFFERENTIATORS

- We focus on leveraging government assets that are not used to its full potential to spur growth, employment and quality of life.
- Our solutions are innovative, letting governments in the driver's seat and bringing private sector practices or private partners.
- We look for "win x 4" situations where all stakeholders win:
  1. Governments get to keep the ownership and benefits of assets
  2. Citizens receive better services/products at affordable prices
  3. Private sector access to profitable investment areas
  4. The donor community gets more "bang for the buck"

## Models of Assistance

### Corporatization and Capitalization

We support governments developing the potential of public assets using two models: i) *Corporatization* where governments create independent business entities, self-financed and self-managed following commercial principles and modern corporate governance values and, ii) *Capitalization*, where governments bring the private sector as partner contributing fresh capital for investment and management capabilities. Both modalities can be implemented jointly and because they do not involve the sale of government ownership, its approval can be expedited and supported by governments. Both modalities produce quick results.



Pumping station operated by Miyahuna, a corporatized water company in Amman Jordan. Picture from USAID, Amman Management Commercialization Project, 2009.

# Our Approach

## Transformational Change

CORPORA-GOV believes the success of reform in government entities relies on transformational change not gradual improvements. We take into account the following key elements of reform:

- a) All beneficiaries must feel the advantage of reform through tangible ways of Participation. Our team designs ways how each stakeholder benefits from the process through incentives at every level. For instance, higher wages tied to performance or preferential stock options for employees, better quality of services and products at affordable prices.
- b) We work creating the enabling environment through adequate Regulatory and Competition structures that protect the consumer, the company, the investor and the government. We take advantage of existing laws and develop regulations to introduce significant transformations.

*Our goal is to transform government entities in efficient business units driven by goals of financial sustainability, transparent governance and client satisfaction.*

- c) We help build modern entities that use affordable technologies and tested principles of good management allowing the implementation of advance concepts of Governance and Accountability.
- d) CORPORA-GOV promotes the use of Strategic Planning as a tool used by modern corporate management, embedding incentives for good administration and introducing principles of financial sustainability, efficiency, gender balance, strategic cost allocation and customer service culture.

## Examples of our Work

### Corporatization in Jordan & Capitalization in Bolivia

CORPORA-GOV founder lead corporatization processes in the water sector in Jordan under USAID funding; first in Aqaba creating the Aqaba Water Company and then establishing Miyahuna (Our Water) in Amman. Both companies have improved water and sewerage services in both cities and have allowed further private sector participation initiatives as the BOT of the As-Samra wastewater treatment plant and the Disi Pipeline that transports water from the southern border to the capital. Both companies have been transformed from government agencies to independent companies with separate accounts, management and commercial status.

Founders of CORPORA-GOV worked in leading roles in the capitalization of the Bolivian infrastructure attracting 25% of the GDP in fresh capital for investment in the energy, telecom and transport sectors. The capitalization program funded mega projects like the pipeline to Brazil as well as the exploration of oil wellfields creating a massive injection of funds to the public sector and positioning Bolivia as one of the best performer countries at the turn of the century in Latin America. Th program also helped fund a universal pension system supported by revenues and shares in capitalized companies. The model was followed by Haiti and the Dominican Republic being applied to the electricity sector, telecoms, cement and the flour and sugar industries.



Sugar Factory in Darbonne, Léoganne Province, Haiti, ready to start the capitalization process. Picture by Humberto Benitez