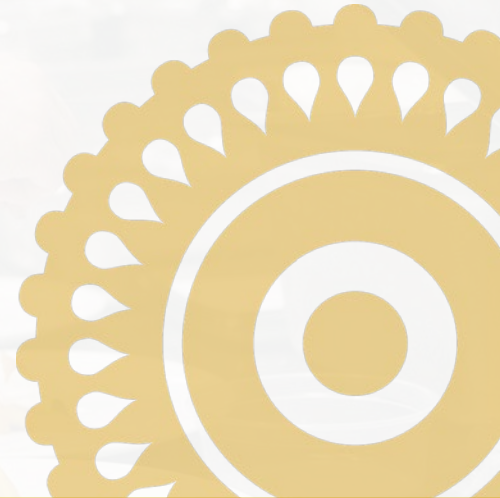




# ACAC Project

## Sustainability and Exit Strategies

29<sup>th</sup> March 2016

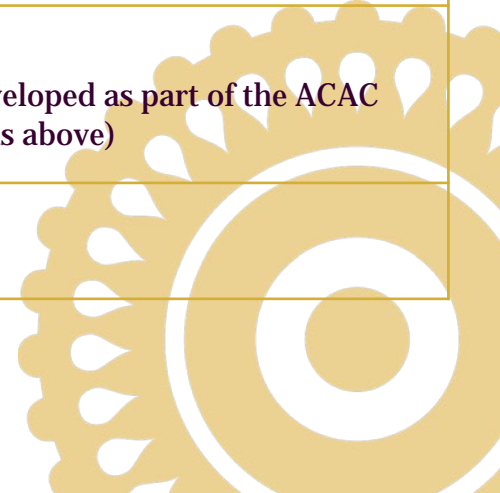


## Activities to Date

- **Three Years Project beginning June 2015 → Sustainability and Exit strategies being developed from Year 1**
- **ACAC Board is to establish a Finance Sustainability committee to address the issues related to Sustainability**
  - **ToRs and outline for this Committee developed by Shift 360 for PSC consideration. To date this committee has not been formed**
- **Shift 360 is currently taking carriage for developing the Business and Sustainability Plan and seeking other sources of private sector funding**

# Progress against EIF Recommendations

<b>Number</b>	<b>Date of Letter</b>	<b>Description</b>	<b>Progress to date/Comments</b>
ES 10	Jan-14	ACAC Financial Sustainability Model to be developed	In progress. Being developed by Shift 360 and ACAC team
TFM 1	Jan-14	A business plan for ACAC to be developed and submitted to SIDA and EIF	A “high level” plan submitted as part of the proposal process. A more detailed version now being developed by Shift 360 and ACAC team
Point 2	May-15	Fundraising and sustainability strategy to be shared with donors and approved by the Board	In Progress. Developed as part of the ACAC Business Plan (as above)
Point 3	May-15	The Government contribution to ACAC in Years 4 and 5 should be documented and shared with the ES and TFM	Outstanding



# Sustainability

- Recruiting high quality staff
- Establishing and maintaining quality standards in training, management and the operations of ACAC
- Development of world class curriculum, ensuring ASEAN standards are the benchmark – **quality**
- Developing courses and training to meet the needs of the hospitality sector in Cambodia – **relevance**
- All courses are a fee-for-service basis – **based on demand and ability to pay and segmentation of the market**
- Utilize ACAC facilities to generate income – such as the laundry for commercial purposes, rental of classrooms and facilities, external catering services



# Sustainability

- Developing the ACAC Business and Strategic Plan – services development, new product offerings
- Marketing Plan – for business development
- Establishing the ACAC “Brand” in Cambodia and then in the ASEAN Region – attract students and high quality guest lecturers and culinary professionals
- Establishing the ACAC Board and ensuring effective oversight and support of ACAC’s strategic direction and Vision into the future – need a common vision



# Exit Strategies

- Establish sound and secure funding sources during 2017 and 2018 that will continue beyond the life of the project
- Put in place solid management systems at ACAC and transition management responsibility from Shift 360 to ACAC during 2017 and 2018
- Transference of financial management to ACAC during 2017
- Work with the ACAC Board to be active in fundraising and promotion of ACAC
- Work with Private sector to become active on the ACAC Board and secure resources for ACAC

