



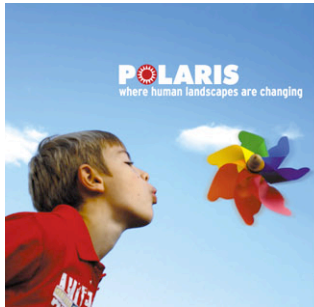
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Polaris Science & Technology Park  
Pula, Sardinia (Italy) - 22/23 October 2009

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# Financing and location opportunities for enterprises in Sardinia

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## Sardinian incentive system



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## Sardinian incentive system bases on:

**Simplification:** achieving the complete management of the online procedures; reducing the procedures complexity through self certification whenever it is possible; reducing the number of tools; integrating more sectors of interventions (investments, services, training, research and technology transfer) within the same aid application

**Rationalization:** adapting the timings (call for proposals and evaluation) and the procedures to the enterprises needs (reducing times and giving times and rules certainty)

**Selection:** preferring enterprises achieving regional objectives in competitiveness: innovation, enterprises networks, growth, push to science-based sectors, University and research centers involvement, human resources development, strategic and organizational growth, economic and financial conditions improvement (turnover growth, costs reduction, capitalization)



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## OBJECTIVES AND TOOLS

### Support to production investments

- > Aids Integrated Packs
- > Support in acquiring by purchasing or leasing of new machinery
- > Funding in investment programmes in the Middle of Sardinia

### Enterprise networks

- > Industrial districts support

### Support to technology innovation, research and advanced services

- > Financial support to technology innovation, environment, working security in Industrial SMEs
- > Interventions to favour ability and knowledge acquisition



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## OBJECTIVES AND TOOLS

### Internationalization support

- > Favouring promotion and valorisation of the Sardinian brand

### Financial improvement

- > subsidies on loans endorsed Seed and venture capital funds
- > Risk fund integration of the loans consortiums
- > Interest rate by consortiums



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## AID INTEGRATED PACKS

### Eligible costs

An innovative incentive tool with financial grants for:

- > production investments implementation
- > acquisition of real and internationalization services
- > deployment of industrial research and experimental development activities

Grants are distributed through a Company Development Plan articulated in Specific Plans with a unique application, selection and concession procedure

### Beneficiary

Small, Medium and Big Industrial, craft and service companies

### Admissible aids

Aids are granted within Exemption Regulation (EC) No. 800/2008

**Financial budget** 108.635.000 Euros



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## **SUPPORT IN ACQUIRING BY PURCHASING OR LEASING OF NEW MACHINERY**

### **Eligible costs**

Contributions for Industrial SMEs for the purchasing or leasing of new machine tools or production machinery.

### **Beneficiaries**

SMEs (handicraft excluded) located in Sardinia operating in specific sectors such as: manufacturing industry, production of software, informatics advice and related activities, information services, scientific research as well as experimental development in the area of natural science and engineering.

### **Admissible aids**

In assisted areas under Article 87(3)(c) of the EC Treaty grants consist of interest rate subsidies equivalent to 100% of the reference rate in force at the time of the grant, plus an extra grant equivalent to 25% of eligible costs.

In areas that are not assisted according to the regional aid map approved by EC grants consist of interest rate subsidies equivalent to 100% of the reference rate in force at the time of the grant.

**Financial budget** 2.619.000 Euros



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## **FINANCIAL SUPPORT IN FAVOUR OF TECHNOLOGICAL INNOVATION, ENVIRONMENTAL PROTECTION AND INDUSTRIAL SAFETY IN SMEs (Law 598/94)**

### **Eligible costs**

Investments aimed at Technological Innovation, Environmental protection, Management innovation, Commercial innovation and Industrial safety in SMEs

### **Beneficiaries**

SMEs (handicraft excluded) located in Sardinia operating in specific sectors such as: manufacturing industry, production of software, informatics advice and related activities, information services, scientific research as well as experimental development in the area of natural science and engineering.

### **Admissible aids**

In assisted areas under Article 87(3)(c) of the EC Treaty grants consist of interest rate subsidies equivalent to 100% of the reference rate in force at the time of the grant, plus an extra grant equivalent to 25% of eligible costs.

In areas that are not assisted according to the regional aid map approved by EC grants consist of interest rate subsidies equivalent to 100% of the rate.

**Financial budget** 21.339.000 Euros





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## FUNDING FOR EXPERTISE AND KNOW-HOW ACQUISITION

### Eligible costs

Autonomous Region of Sardinia fosters competitive development and innovation amongst undertakings by supporting advanced services as well as innovation and research projects by which it is possible to overcome Sardinian business system's traditional weaknesses.

### Beneficiaries

SMEs and unions of them

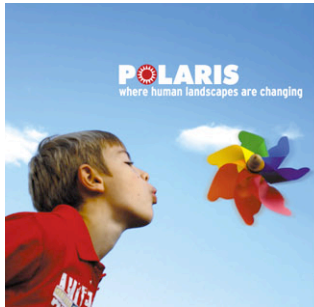
### Admissible aids

Advanced services: 50% of total eligible costs

Research:

- > industrial research: 60% of total eligible costs for Medium Enterprises and 70% of total eligible costs for Small Enterprises
- > experimental development: 35% of total eligible costs for Medium Enterprises and 45% of total eligible costs for Small Enterprises

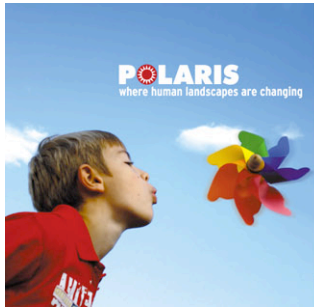
**Financial budget** 25.000.000 Euros



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# One Stop Shops for Enterprises



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The Industrial Authority of the Sardinian Region started from the assumption that the main need declared by the entrepreneurs in starting up a business in Italy was the tape reduction:

- > times
- > costs
- > addressees



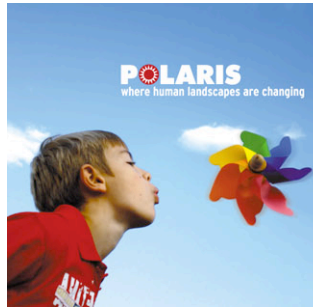
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A Simplification Law (L.R. 3/2008) regarding One Stop Shops for enterprises was approved which completely changed the procedures and achieved a radical shift of the authorizations procedures to start a business.

An important shift was made thanks to the planning and programming activity of the territory which set:

- > clear and definite rules
- > protection of the public interest
- > certainty for the productive sector



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## Creation and development of a network of One Stop Shops

Coordination of services offered all over the region:

- > Same quality
- > Same standards
- > Same services
- > Same procedures
- > Same applications



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Main change from licences and permissions into

SELF CERTIFICATION:

- > More reliability between PA and Entrepreneur
- > Certainty of times
- > No need to wait for an answer



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The **self-certification** allows the entrepreneur to start the business or the construction: so that it is not important the time needed for the administrative proceeding, because the submission of the self-declaration enables to start the immediately or after 20 days.

In case of a discretionary assessment by the P.A. relating to specific aspects (in compliance with the landscape, historical-artistic, archaeological and hydrologic requirements, environmental audits, installations to be checked with regard to the danger of relevant accidents), a meeting (**Conference of Services**) is convened within 7 days, and it takes place within 15 days; if the authorities do not send their opinions within the deadline, they are considered as positively expressed.

The Conference ends with the approval of the final act of the proceeding as a result of the prevalent positions expressed. The final act substitutes, to all intents, any authorizations, permits or other acts of the Administration participating in the Conference.



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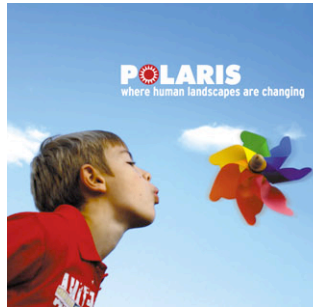
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## EXEMPLE

### The making of a gas station

- > **BEFORE:** 14 permissions → 20 months
- > **NOW:** self certification → 20 days





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Moreover for entrepreneurs:

> Specific portal ([www.sardegناسuap.it](http://www.sardegناسuap.it))

> a data base of  
procedure

s

and permissions for start up of new economic activities

> a data

b

a

se with all the incentives for starting up a new business

> Industrial

areas database with maps, costs and services available