



European Association of Development Agencies
Association Européenne des Agences de Développement

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EURADA NEWS

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EDITORIAL

Let's take the risk of assuming that the Lisbon Strategy will be reformulated as follows in a few months : "By 2020, following the example of California, a maximum of European territories will become the most competitive in the world in one or several sectors in connection with the knowledge society while paying attention to a growth respectful of a sustainable development."

Such a strategy would of course have consequences on the European budget, the regional policy and the acknowledgement of the importance of territorial cohesion in the cohesion project.

Let's hope that his hypothesis will be taken into account in the discussions which will soon start within the framework of the revision of the EU budget in 2008/2009.

In this scenario, which would be the categories of regions to be supported and the priorities of the Community intervention ? Three categories of regions would be created :

- a) Structurally backward regions, i.e. the regions having a GDP 75% lower than the Community average and for which the EU would intervene in order to set up the bases of competitiveness, i.e. :
 - sustainable development
 - entrepreneurship
 - support to SME through proximity infrastructures, support services and enterprise networks
 - basic infrastructures
 - human resources.
- b) Regions in transition for which the Community intervention would concern :
 - entrepreneurship and innovation spirit as well as support to SMEs
 - proximity infrastructures, including interfaces between key actors
 - support services with a high added value
 - vocational training.
- c) Regions with a high competitiveness potential for which the Community intervention would be :
 - equipment of RTD infrastructures
 - support to RTD-innovation-enterprise networks
 - training and retention of talents
 - valorization of research results.

Taking this interaction between production and exploitation of knowledge (innovation, enterprises and talents) into account, which is essential for the reinforcement of the local enterprises' competitiveness, certain services of DG Regio, DG Enterprise and Industry, DG Employment, DG Research and DG Education would merge in order to create three multisectorial DGs called DG Economic and Social Cohesion, DG Regional Competitiveness and DG Territorial Excellence.

IMPORTANT DATES

17/20.9.06	IEDC Annual Conference (New York)
28/29.9.06	6th European Congress of CEEC RDAs (Bratislava, SK)
23.11.06	EBAN Winter University
29.11.06	DQE Project – Final meeting in Brussels
30/11-1/12/06	Agorada 2006
28/29.6.07	WIC La Baule

LIFE OF THE NETWORK

NEWS REGARDING THE MEMBERSHIP

The following organisations have joined EURADA since 1st January 2006 :

Full Members

- AGEMONT – Agenzia per lo Sviluppo Economica della Montagna (I)
- Conférence Régionale des Comités d'Expansion des Pays de la Loire (F)
- Naturpolis Ltd. – Nordic Business Center (FIN)
- Ontwikkelingsmaatschappij Oost Nederland (NL)
- Regional Development Agency of the Presov Self-Governing Region (SK)
- SR 21 – Société Anonyme d'Economie Mixte de la Région Réunion pour le Développement Durable et la Coopération Régionale (F)
- Združenje Regionalnih Razvojnih Agencij (SLO)

Associate Members / Subscribers

- APITSIAR – Association of Industrial, Technological, Scientific Parks and Business Incubators of Romania (RO)
- France Initiative Réseau (F)
- Madrid Emprende (E)
- North West Marketing (Northern Ireland, UK)
- SUME – Servicios Urbanos, Municipales y Estatales S.C. (MX)

Eurada Partnership Forum

- Banca Intesa (I)
- Mikkeli University of Applied Sciences (FIN)
- Oxford Intelligence (UK)

BUSINESS ANGELS

Within the framework of the support brought to EBAN, it might be of interest to the EURADA members to be informed of the following three documents which were recently issued :

- Introduction to Business Angels and Business Angel Network Activities in Europe. Last Update 01.09.06
- EBAN Survey of Tax Incentives Available to Private Informal Investors or Business Angels in Europe
- Business Angels : Summary Brief on Private Informal Venture Capital Players. Ce document est préfacé par Madame Françoise Le Bail, SME Envoy et Directrice Générale Adjointe à la DG Entreprises et Industrie.

These documents are available on demand from the EURADA Secretariat:
claire.munck@eurada.org

WORK OF THE MEMBERS

AWEX – MEWE (B)

AWEX-MEWE has just published a report entitled "L'esprit d'entreprendre chez les jeunes Belges francophones" (Entrepreneurship among Belgian French-Speaking Youth). The study enabled to detect nine characteristic "attitudes" of this youth toward entrepreneurship.

Copy on demand from :

Chantal Léonard – AWEX MEWE
cleonard@mewe.be

PARTNERSHIP BETWEEN NOM (NL) AND CHINA

The Development Agency of the North Netherlands (NOM) has just signed a "Memorandum of Understanding" with TEDA (Tianjin Economic-Technological Development Area).

For further information please contact Mr Theun Wijbenga wijbenga@nom.nl

REGIONAL POLICY

STRUCTURAL FUNDS

The official texts of the Community regulations which will govern the Structural Funds for the period 2007-2013 were published in O.J. L 210, 31.7.06.

The proposal for a Council decision relating to Community strategic guidelines on cohesion has been published by the European Commission – Doc. COM(2006) 386 final

These texts are available on the Inforegio website of DG Regio.

EUROPEAN FISHERIES FUND

The text governing the European Fisheries Fund contains a few provisions relating to the sustainable development of fisheries areas. It has been published in O.J. L 223, 15.8.06.

COHESION POLICY AND CITIES

DG Regio has just issued a communication entitled "Cohesion Policy and Cities : the urban contribution to growth and jobs in the regions". It deals i.a. with the following subjects :

- Attractive cities
- Supporting innovation, entrepreneurship and the knowledge economy
- Disparities within cities
- Governance
- Financing urban renewal.

The text of this communication is available on demand from the Secretariat.

S M E

FINANCING SME GROWTH – ADDING EUROPEAN VALUE

The European Commission's communication relating to financing SME growth has just been posted on the website of DG Enterprise and Industry.

In addition to the interventions provided for in the CIP, the Commission invites the Member States to implement investment readiness programmes, in cooperation with local organisations such as networks of investors and advisors with expertise that could be used more widely.

To support the Members States, the Commission will organise exchanges of experience, specific round tables between financial institutions and SMEs, expert groups on best practice, reports and studies. In doing so, it will pay specific attention to the single market for risk capital.

It should be noted from this communication and its annexes that :

- ✓ Many references are made to the business angels and to EBAN as well as to JEREMIE and Europe Innova;
- ✓ DG Enterprise and Industry will organise several experts group regarding
 - Increasing the available funds for seed capital
 - Awareness to the concept of investment readiness.

Copy of these documents is available on demand from the Secretariat.

INNOVATION

2006 INNOBAROMETER

DG Enterprise and Industry has just published the results of a survey carried out by "The Gallup Organization" with regard to the perception by a panel of 3,528 enterprises of cluster's role in facilitating innovation in Europe. The study covers EU-25, EU-4 (candidate countries) and the three EFTA countries.

You will find below a few interesting points of the analytical report worked out from this survey.

Top-level company managers are generally aware of the relatively new concept of company clusters, much more so in the old member states than in the new ones. While the self-proclaimed awareness of the cluster concept is 62% on EU-25 level, only 41% of the managers from the new member states claimed to be familiar with it.

On average, every fourth company (employing at least 20 persons) in the European Union (24%) work in a cluster-like environment characterized by close cooperation with other local businesses and strong ties to local business infrastructure. The EU-25 average is hiding a striking difference between the older member states and the countries that joined the EU in 2004: the proportion of companies working in a cluster-like environment is only 9% in the non member states zone, compared to the 28% measured in the EU-25 countries. Among the selected companies, on average, 64% of the managers in the EU countries agreed that indeed they are participants in a cluster, and the proportion was almost exactly the same in the new and old member states.

The United Kingdom dominates the landscape of the companies that operate in cluster-like environment: more than eight out of ten companies employing at least 20 people (and operating in the selected industry sectors) qualified as "cluster" company (84%), and proportions were extremely high in Latvia (67%) and Ireland (64) as well. Moderately high proportions of cluster-like operation were detected in Italy (43%), Bulgaria (35%) and Austria (34%).

Innovative companies in clusters are much more likely to conduct market research than innovative companies generally in 2004 (53% vs. 33%). The greatest difference is, however, a direct derivative of cooperating in a cluster structure: the innovative companies in clusters are more than twice as likely to source out research to other firms, universities, or public labs than were the average European innovative firms in 2004.

Trademarks and patents are important indicators of significant innovation : compared to the 2004 Innobarometer of innovative companies, the cluster companies of the EU are now much more likely to patent and trademark their innovations and new product/services: while in 2004 12% of the innovative companies applied for a patent, the proportion among similar cluster companies in 2006 is 29%, ad similarly: in 2004 Innobarometer found 14% of innovative firms registering international trademarks, now 29% of the innovative cluster companies say they registered at least one in the previous two years.

The survey also looks to the significance of the following list of potential support activities of public authorities.

	Currently provided	Should improve
Organisation of public events	45	57
Support the improvement of the region-cluster reputation	44	69
Facilitate transmission of information	43	69
Direct financial support to finance specific projects	41	69
Facilitate networking with universities, administration	40	61
Facilitate networking with firms	39	61
Facilitate admin. Procedures	34	74
Facilitate transnational relation with other clusters or geographic areas	33	65
Provide building or other infrastructures	28	51
Support incubator development	27	57
Tax reduction schemes on R&D and innovation expenditures	26	68
Tax reduction schemes on non-R&D and non-innovation expenditures	24	68

The full text of the analytical report is available from the EURADA Secretariat.

DEMAND AS DRIVER OF INNOVATION

During the last informal Competitiveness Council meeting, the Ministers agreed on the work to be carried out in the field of innovation policy which will focus on the four following key factors :

- Competition and innovation-friendly regulation
- Innovation-oriented public services
- Research system adaptable to changes in global economy
- Entrepreneurs bringing innovations to the markets

The document of the Finnish Presidency – only in English – is available on demand from the Secretariat. The topics dealt with are :

The Jyväskylä meeting in the context of the UE Presidency of Finland

Challenges for European research and innovation policy

1. Competition and innovation-friendly regulation
 - Well-functioning markets enhance innovativeness
 - Making the European IPR system work more efficiently
 - Standards to aggregate market demand
2. Innovation oriented public services
 - Using public services for generating innovations
 - Public procurement for innovation-related purposes
 - The public sector as an intelligent customer
3. Research system adaptable to changes in global economy
 - Research-based innovation meets many obstacles
 - Closer collaboration between science and industry
 - A strong and mobile European science base
 - Modernising public R&D support to better serve innovation needs

4. Entrepreneurs bringing innovations to the markets
 - Enterprise policies strengthen innovation policies
 - Financing instruments to emphasise growth and innovations
 - Focusing enterprise needs on public enterprise policies

CLUSTERS IN THE EU10 NEW MEMBER COUNTRIES

This document – only in English – makes a detailed presentation of the clusters' phenomenon in the 10 new Member States and identifies 38 categories.

The European Commission has launched a similar study for the EU-15 for 2007.

The text of this document is available from the Secretariat.

FRAMEWORK COMMUNICATION ON INNOVATION

The Commission intends to present in September 2006 a new Framework Communication on Innovation.

The communication shall try to indicate which missing links still exist that need to be addressed to define what could be called a "broad-based innovation strategy for Europe".

The list of elements could include issues such as :

- A need to better integrate innovation into the Lisbon process by fostering trans-national cooperation, e.g. in the field of clusters
- A better recognition of all forms of innovation, including non-technological innovation, e.g. in the service sector
- A better use of public procurement for innovative solutions
- A more integrated approach towards the commercialization of research results, b removing potential legal and regulatory barriers and stimulating demand for innovative solutions.



RTD

MONITORING INDUSTRIAL RESEARCH

The European Commission has just published a study entitled "The 2005 EU Survey on R&D Investment Business Trends in 10 Sectors". This document is interesting, i.a. because of its analysis of the three following topics :

- ✓ Sources of R&D investment
- ✓ Choice of R&D investment location
- ✓ Reasons for not investing in R&D.

The full text is available on demand from the Secretariat.

STATE AID

STATE AID AND RISK CAPITAL

Complement to Eurada-News Nr 266, 29.6.06

DG Competition has published the new guidelines on State aid and Risk Capital to SMEs. Some important points to remember :

4.3.1 Maximum level of investment tranches

The risk capital measure must provide for tranches of finance, whether wholly or partly financed through State aid, not exceeding EUR 1.5 million per target SME over each period of twelve months.

4.3.3 Prevalence of equity and quasi-equity investment instruments

The risk capital measure must provide at least 70% of its total budget in the form of equity and quasi-equity investment instruments into target SMEs.

4.3.4 Participation by private investors

The funding of the risk capital measure must be provided for at least 50% by private investors, or for at least 30% by private investors in the case of measures targeting SMEs located in assisted areas.

4.3.6 Commercial management

The management of a risk capital measure or fund must be effected on a commercial basis.

5.2.3.4 Presence of business angels

For measures targeting seed capital, in view of the more pronounced level of market failure that can be perceived in this phase, the Commission would view favourably a direct or indirect involvement of business angels for investments in the seed stage. In such circumstances, it would therefore be prepared to authorise a measure even if entailing a significantly higher degree of subordination of the State funds and a right of first profit for business angels, a higher percentage of debt instruments, or a higher remuneration for their provision of capital, active involvement in the management of the measure/fund and/or of the target enterprises.

STATE AID SCOREBOARD

DG Competition has just published its 2006 State Aid Scoreboard. This report is in two parts, i.e. :

- ✓ the situation in the enlargement countries (Bulgaria, Romania, Turkey, Albania and ex-Yugoslavia);
- ✓ the implementation of the State Aid Action Plan.

Copy of the document available on demand from the Secretariat.

CALLS FOR TENDERS

[EPARTICIPATION 2006](#)

O.J. C 176, 28.7.06

Deadline : 4.10.06

Info : http://ec.europa.eu/comm/environment/funding/intro_fr.htm

Objective : Use of ICTs for better legislative processes and an enhanced public participation in such processes.

[SAFER INTERNET PLUS](#)

O.J. C 167, 19.7.06

Deadline : 29.9.06

Info : <http://ec.europa.eu/saferinternet>

Objective : fighting against illegal or unwanted content, incl. awareness-raising in cooperation with all actors at national, regional and local level.

[ECONTENTPLUS](#)

O.J. C 172, 25.7.6

Deadline : 19.10;06

Info : <http://ec.europa.eu/econtentplus>

Objective : Geographic information and educational content.

[MARCO POLO](#)

O.J. C 175, 27.7.06

Deadline : 11.10.06

Info : http://ec.europa.eu/transport/marcopolo/guide_proposers/index_en.htm

Objective : Catalyst and common learning actions.

EVENTS

[GREENVILLAGE TECHS BROKERAGE EVENT 2007](#)

Bolzano (I), 26.1.07

Agenzia per lo Sviluppo S.p.A. (the development agency of the Autonomous Province of Trento - www.agenziasviluppo.tn.it) in collaboration with its partners of IRC Irene and with the European network of the Innovation Relay Centres is organising a technology brokerage event covering sectors of renewable energies, bioconstructions and environment protection: GreenVillageTechs 2007 (GVT2007).

The event will take place in Bolzano (Italy, South Tirol) on 26th January 2007, during the 3rd edition of Klimahouse, the International Fair on bioconstructions and energy efficiency scheduled from 25th to 28th (www.klimahouse.it).

[5TH EUROPEAN TOURISM FORUM](#)

Cyprus, 16/17.11.06

The 5th European Tourism Forum will take place in Cyprus on 16/17 November 2006 under the Finnish Presidency with the support of the European Commission.

For further information visit <http://www.ktm.fi/index.phtml?l=en&s=1768>

[CHINA EUROPA BUSINESS CONVENTION](#)

On a reciprocal basis qualified and validated appointments.

Le Havre (F), 6/8 December 2006

Sectors : aeronautics, space, automotive, industrial equipment, energy, plastics, electronics, eco-industries and logistics.

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PARTNER SEARCH

WILDFIRE PROJECT

Netboss Comunicaciones (E) and SODERCAN (RDA of Cantabria) are searching partners in order to participate in a project called FireFly – Terrestrial Radio Beacons – Early Wildfires Alert.

The main aim of this project is to help prevention of natural disasters (i.e. wildfires) by setting up a net of unattended sensors placed in extended and flexible ground areas in order to transmit the information to one another until it reaches the central control centre.

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REGIONAL INTELLIGENCE

USA – LOCATION OF THE 100 "FAST GROWING START-UPS"

According to a ranking established by the "Business 2.0" magazine, the geographical coverage of the 100 American start-ups having the highest growth rate is as follows :

1. California 43 enterprises
2. Massachusetts 7 enterprises
3. New York 6 enterprises
4. New Jersey 5 enterprises

Only 22 States are the headquarters of one of these 100 fast growing enterprises. This underlines the regional disparities in the USA.

FRANCE – PUBLIC PROCUREMENT AND SME

The share of SME in public procurement amounts to 30% for State contracts as against 57% for local and regional authority contracts. The total value of these two market segments is of the order of €130 billion a year.