

# REGIONAL AGREEMENTS FOR THE SETTLEMENT AND DEVELOPMENT OF ENTERPRISES

Regional law 14/2014 for the promotion of  
investments in Emilia-Romagna

# ANOTHER GOOD REASON TO INVEST IN EMILIA-ROMAGNA

- INFRASTRUCTURES
- SOUND ECONOMY
- KNOWLEDGE AND SKILLS
- QUALITY OF LIFE
- POLICIES, INCENTIVES, GOVERNANCE

REGIONAL LAW  
14/2014 FOR THE  
PROMOTION OF  
INVESTMENTS



# REGIONAL LAW 14/2014 FOR THE PROMOTION OF INVESTMENT

## Art. 1 Objects

In order to enhance the attractiveness and competitiveness of the economic system of Emilia-Romagna and achieve growth with high levels of environmental and social sustainability, meanwhile contributing to the implementation of the European Strategy for Smart, Sustainable and Inclusive Growth, the Region:

- **promotes** the strengthening, innovation, smart specialisation, internationalisation of enterprises and productive value chains;
- **favours** research and innovation projects, corporate social responsibility, social entrepreneurship and the participation of workers;
- **facilitates** the inflow of domestic and foreign investment into the territory and towards regional enterprises.

# REGIONAL LAW 14/2014 FOR THE PROMOTION OF INVESTMENTS

## Art. 6 REGIONAL AGREEMENTS FOR THE SETTLEMENT AND DEVELOPMENT OF ENTERPRISES

- The Emilia-Romagna Region passed the law in July 2014
- **15 MARCH 2016**  
publication of the call for participatory rights in the Agreements  
*(Regional Government resolution no. 31/2016)*
- **15 MAY 2016**  
end of the call

# PRESENTATION

## CALL FOR APPLICANTS - REGIONAL LAW 14/2014 FOR THE PROMOTION OF INVESTMENTS - REGIONAL AGREEMENTS FOR THE SETTLEMENT AND DEVELOPMENT OF ENTERPRISES

- OBJECTIVE OF THE CALL
- ELIGIBLE TYPES OF PROGRAMMES
- BENEFICIARIES
- ELIGIBLE ACTIONS
- SELECTION PROCEDURES (2 PHASES)
- PRINCIPAL ASSESSMENT CRITERIA (PHASE 1)
- ELIGIBLE COSTS AND MAXIMUM INVESTMENT  
ADMITTED (PHASE 2)
- CONTACT POINT

**REGIONAL  
AGREEMENTS  
FOR THE  
SETTLEMENT AND  
DEVELOPMENT  
OF ENTERPRISES**

# **OBJECTIVE**

**SUPPORT INVESTMENT PROGRAMMES OF  
REGIONAL INTEREST AND HIGHLY STRATEGIC  
VALUE, THAT:**

- INCREASE THE COMPETITIVENESS AND  
INNOVATIVE CAPACITY OF THE REGIONAL VALUE  
CHAINS**
- HAVE A SIGNIFICANT - DIRECT AND INDIRECT -  
QUALITATIVE AND QUANTITATIVE IMPACT ON  
EMPLOYMENT**
- GENERATE BENEFITS FOR THE TERRITORY IN  
TERMS OF ECONOMIC IMPACT AND  
ENVIORNMENTAL AND SOCIAL SUSTAINABILITY**

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OF ENTERPRISES**

# **TYPES OF PROGRAMME (1)**

- a) INVESTMENT PROGRAMME FOR THE DEVELOPMENT OF INDUSTRIES AND SERVICES OF REGIONAL INTEREST STIMULATING THE EMPLOYMENT OF **AT LEAST 150 EXTRA PERSONS**
- b) INVESTMENT PROGRAMME WITH A HIGH STRATEGIC VALUE STIMULATING THE EMPLOYMENT OF **AT LEAST 50 EXTRA PERSONS** (GRADUATES > 40%)
- c) INVESTMENT PROGRAMME FOR THE CREATION OF RESEARCH, DEVELOPMENT AND INNOVATION CENTRES STIMULATING THE EMPLOYMENT OF **AT LEAST 20 GRADUATES**
- d) INDUSTRIAL CONVERSION PROGRAMME

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# **TYPES OF PROGRAMME (2)**

## **d) INDUSTRIAL CONVERSION PROGRAMME**

- **ENTERPRISES >100 WORKERS**
- **AT LEAST 10% ADDITIONAL WORKERS**
- **R&I ACTIVITIES >5 WORKERS DEDICATED**
- **TRADE UNION AGREEMENT FOR EMPLOYMENT PLAN**



**REGIONAL  
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OF ENTERPRISES**

# **BENEFICIARIES**

- **INDIVIDUAL ENTERPRISES** or **AGGREGATIONS** (in the form of consortia)
  - that **PRODUCE GOODS AND SERVICES**
  - that are **NOT YET ACTIVE IN THE REGION** (and intend to invest in Emilia-Romagna) or are **ALREADY PRESENT IN THE REGION** (with at least one local unit)

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OF ENTERPRISES**

# TYPES OF ACTION

## LARGE ENTERPRISES AND SMEs

- RESEARCH & DEVELOPMENT
- ENVIRONMENTAL PROTECTION AND ENERGY SAVING
- TRAINING PROJECTS AND INCENTIVES FOR HIRING AND EMPLOYMENT OF DISADVANTAGED AND DISABLED WORKERS
- RESEARCH FACILITIES
- PRODUCTIVE INVESTMENT IN ASSISTED AREAS

## JUST SMEs

- INNOVATION PROJECTS
- PRODUCTIVE INVESTMENTS
- INVESTMENT AND ACQUISITION OF ADVISORY SERVICES

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OF ENTERPRISES**

# **PRINCIPAL CONDITIONS FOR THE ELIGIBILITY OF ACTIONS**

- INDIVIDUAL ENTREPRENEURIAL INITIATIVES IN SEARCH FOR GRANTS MUST NOT HAVE STARTED AT THE DATE OF PRESENTING THE GRANT APPLICATION FOR THE SECOND PHASE (*see slides after*)
- THE DURATION OF THE INVESTMENT PROGRAMME MUST USALLY NOT EXCEED 48 MONTHS FROM THE DATE OF THE DECISION TO GRANT ASSISTANCE
- SUBJECT OTHERWISE TO LOSING THE BENEFIT, THE APPLICANT MUST DEMONSTRATE THE AVAILABILITY OF AT LEAST ONE LOCAL UNIT IN EMILIA-ROMAGNA, WHERE THE INVESTMENT WILL BE MADE, AT THE DATE OF REQUESTING THE FIRST GRANT PAYMENT.

# CALL FOR APPLICANTS FOR REGIONAL SETTLEMENT AND DEVELOPMENT AGREEMENTS

CALL

## TYPES OF INVESTMENT PROGRAMME

1. INDUSTRIAL OR SERVICE DEVELOPMENT OF REGIONAL INTEREST, EMPLOYMENT EFFECT  $\geq$  150 WORKERS
2. GREAT STRATEGIC VALUE, EMPLOYMENT EFFECT  $\geq$  50 WORKERS (GRADUATES  $>$  40%)
3. RESEARCH, DEVELOPMENT AND INNOVATION CENTRES, EMPLOYMENT IMPACT  $\geq$  20 WORKERS
4. PROGRAMME OF INDUSTRIAL CONVERSION

## BENEFICIARIES

- INDIVIDUAL ENTERPRISES
- AGGREGATIONS (in the form of consortia) that PRODUCE GOODS AND SERVICES

## TYPES OF ACTION

- INNOVATIONS IN SMEs
- INVESTMENT IN ASSISTED AREAS
- INVESTMENT AND ACQUISITION OF SERVICES BY SMEs
- RESEARCH & DEVELOPMENT
- ENVIRONMENTAL PROTECTION
- TRAINING, HIRING, EMPLOYMENT OF DISADVANTAGED AND DISABLED WORKERS
- RESEARCH FACILITIES

## SELECTION PROCEDURES: 2 PHASES

THE SELECTION OF INVESTMENT PROGRAMMES IMPLIES AN ASSESSMENT PROCESS

### PHASE 1

**PHASE 1** SEEKS TO DETERMINE:

- STRATEGIC VALUE OF THE PROGRAMME
- IMPACT ON EMPLOYMENT AND COMPETITIVENESS
- CONSISTENCY OF THE GENERAL STRATEGY FOR ACTION
- COMPATIBILITY WITH LOCAL DEVELOPMENT PROGRAMMES

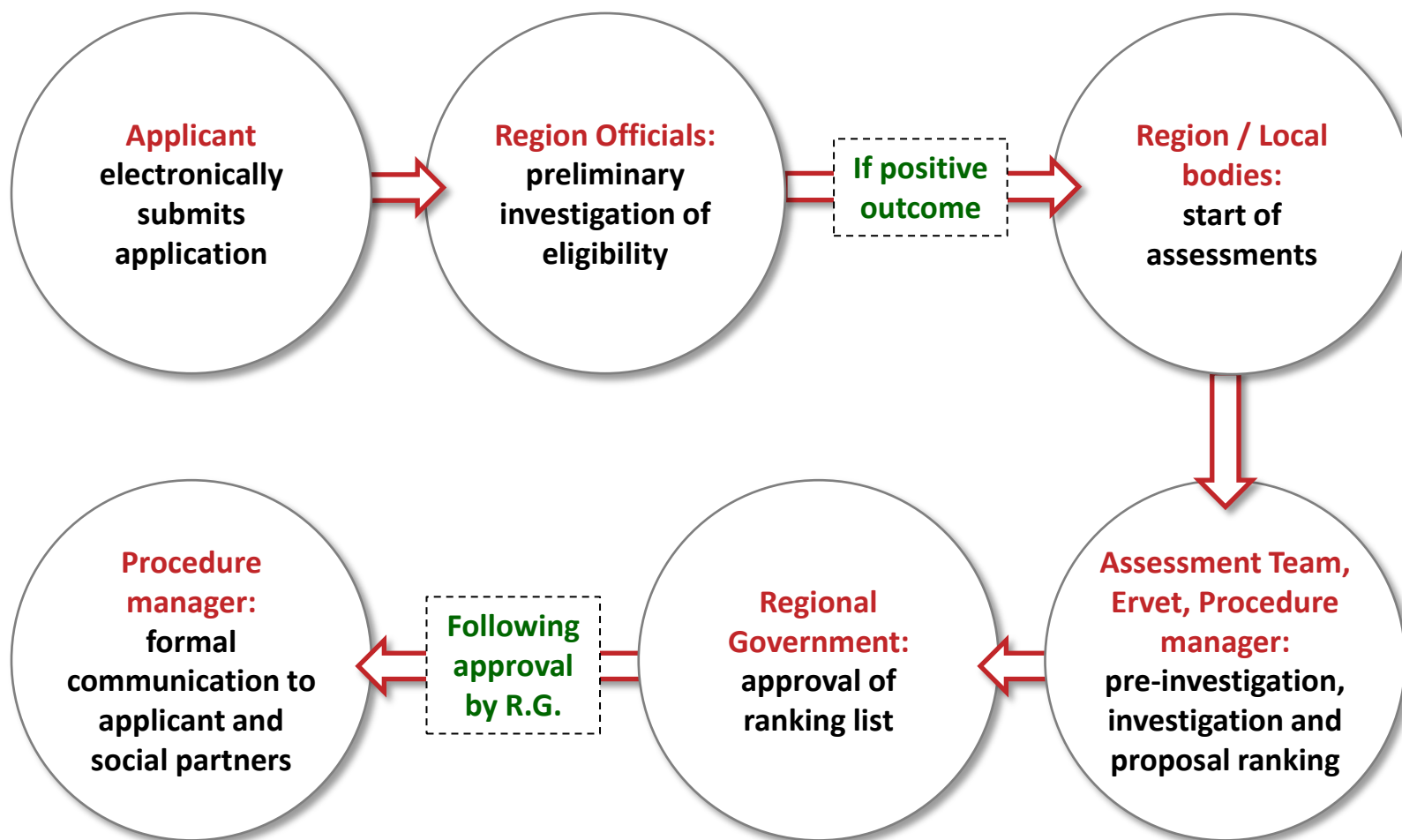
FOR INVESTMENT PROGRAMMES THAT PASS THE FIRST PHASE

### PHASE 2

**PHASE 2** IMPLIES THE ASSESSMENT OF EACH DETAILED ACTION AND RESULT AND LEADS TO THE DEFINITION OF SETTLEMENT AND DEVELOPMENT AGREEMENTS

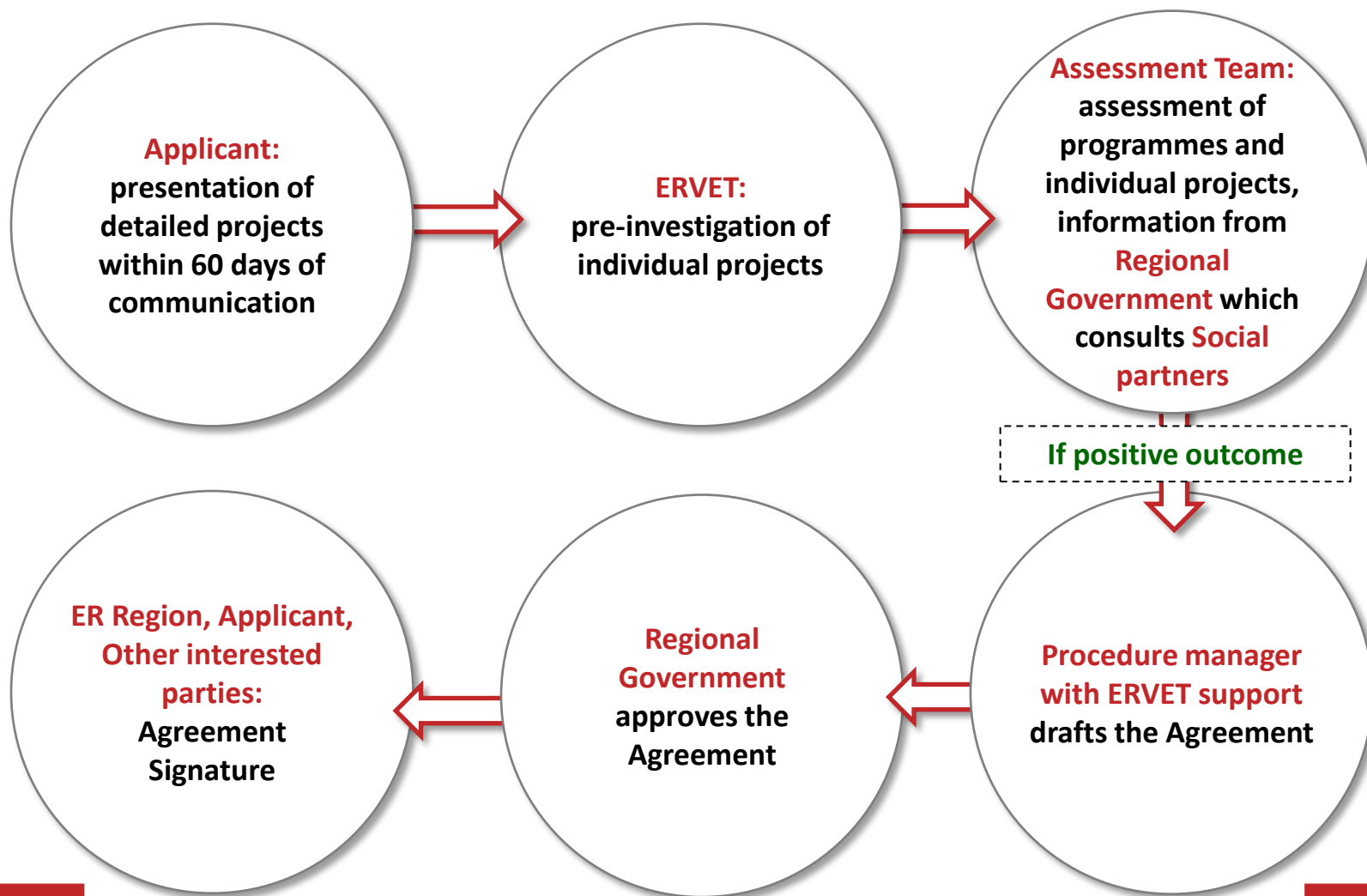
# SELECTION PROCEDURE

## PRINCIPAL ACTIVITIES PHASE 1



## SELECTION PROCEDURE

### PRINCIPAL ACTIVITIES PHASE 2



# SELECTION PROCEDURE - PHASE 1

## PRINCIPAL ASSESSMENT CRITERIA (1)

**QUALITY OF THE  
INVESTMENT  
PROGRAMME**

**SIGNIFICANCE OF  
THE PROGRAMME  
IMPACT**

**TECHNICAL /  
FINANCIAL  
ABILITY AND  
EXPERIENCE**

**SOCIAL  
SUSTAINABILITY**

**ENVIRONMENTAL  
SUSTAINABILITY**

**FEASIBILITY OF  
THE INVESTMENT  
PROGRAMME**



# SELECTION PROCEDURE - PHASE 1

## PRINCIPAL ASSESSMENT CRITERIA (2)

### QUALITY OF THE INVESTMENT PROGRAMME

- degree of completeness and definition of the proposal
- industrial value
- market prospects
- economic sustainability
- significance of expected employment

### SIGNIFICANCE OF PROGRAMME IMPACT

- value chain links with local supply system
- penetration of foreign markets
- consistency with the Region's development, growth and competitiveness strategy (S3)
- knowledge and skills for the employment of persons
- competitiveness of the value chain

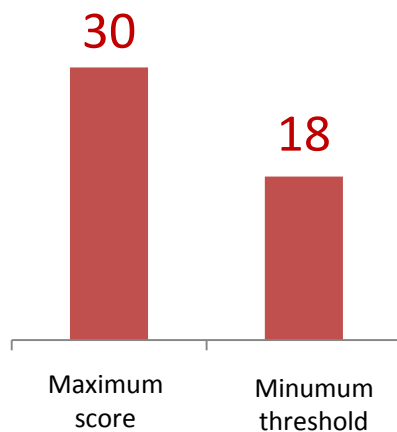
### TECHNICAL / FINANCIAL ABILITY AND EXPERIENCE

- technical/financial ability and experience of the applicant and partners to implement the investment programme and attract financial resources

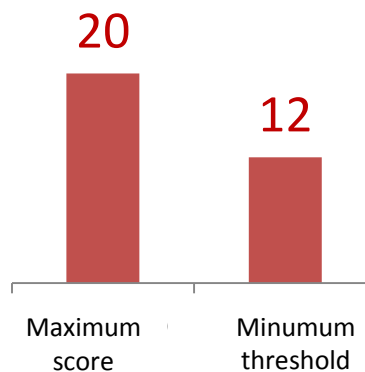
# SELECTION PROCEDURE - PHASE 1

## PRINCIPAL ASSESSMENT CRITERIA (3)

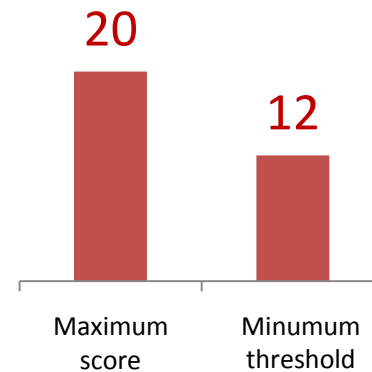
QUALITY OF THE  
INVESTMENT  
PROGRAMME



SIGNIFICANCE OF  
PROGRAMME  
IMPACT



TECHNICAL /  
FINANCIAL  
ABILITY AND  
EXPERIENCE



# SELECTION PROCEDURE - PHASE 1

## PRINCIPAL ASSESSMENT CRITERIA (4)

### ENVIRONMENTAL SUSTAINABILITY

- rationalisation of resources
- energy saving
- reduction of emissions
- lower land consumption

### SOCIAL SUSTAINABILITY

- social inclusion
- assessment of the work in terms of worker safety
- social responsibility within the supplier value chain

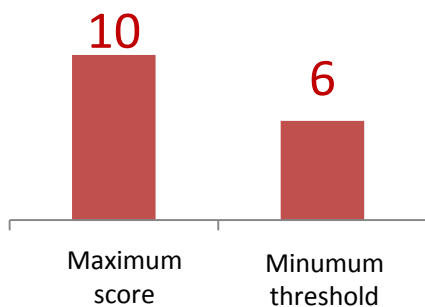
### FEASIBILITY OF THE INVESTMENT PROGRAMME

- assessment of elements indicating the time scale for implementation

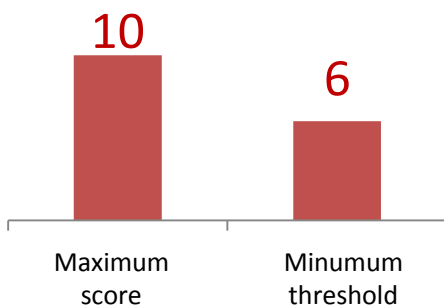
# SELECTION PROCEDURE - PHASE 1

## PRINCIPAL ASSESSMENT CRITERIA (5)

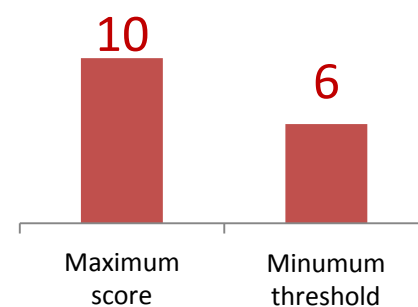
**ENVIRONMENTAL  
SUSTAINABILITY**



**SOCIAL  
SUSTAINABILITY**



**FEASIBILITY OF  
THE INVESTMENT  
PROGRAMME**



# SELECTION PROCEDURE – PHASE 1

## PRINCIPAL ASSESSMENT CRITERIA (6)



**NB: ADDING THE MINIMUM THRESHOLD SCORES FOR EACH CRITERION DOES NOT ACHIEVE THE TOTAL MINIMUM SCORE (75) BUT JUST 60 POINTS**

## METHOD OF SUBMISSION

**START OF  
CALL  
15 MARCH  
2016**

- APPLICATIONS FOR PARTICIPATORY RIGHTS IN THE AGREEMENT MUST BE COMPLETED ELECTRONICALLY
- THE METHOD OF ACCESS WILL BE MADE AVAILABLE AT:

<http://imprese.regione.emilia-romagna.it>

**END OF CALL  
15 MAY 2016**

### • ASSESSMENT AND PUBLICATION OF RANKING LIST

**NEW CALL**

- After the assessment process, the Emilia-Romagna Region will identify the remaining financial resources and decide whether to re-open the call with a new deadline.
- For this purpose, the submission of applications will be suspended for 60 (sixty) days at each deadline and re-started when decided by the executive in charge.

# **PHASE 2**

## **CRITERIA AND ELIGIBLE EXPENSES BY CATEGORY OF AID**

Regional law 14/2014 - Regional agreements for the  
settlement and development of enterprises

**REGIONAL  
AGREEMENTS  
FOR THE  
SETTLEMENT AND  
DEVELOPMENT  
OF ENTERPRISES**

# **CATEGORIES OF AID**

- A. RESEARCH & DEVELOPMENT**
- B. INNOVATIONS IN SMEs**
- C. PRODUCTIVE INVESTMENT (ONLY IN ASSISTED AREAS AND/OR BY SMEs)**
- D. PURCHASE OF ADVISORY SERVICES FOR SMEs**
- E. ENVIRONMENTAL PROTECTION AND ENERGY SAVING**
- F. RESEARCH FACILITIES**
- G. TRAINING PROJECTS AND HIRING AND EMPLOYMENT OF DISADVANTAGED AND DISABLED WORKERS**

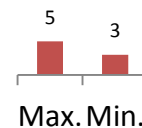
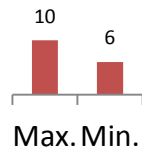
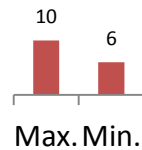
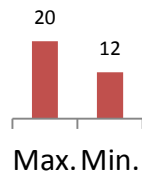
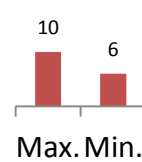
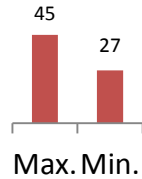


# A) RESEARCH & DEVELOPMENT

## ASSESSMENT CRITERIA

- technical-scientific quality and completeness of R&D work
- adequacy of the financial plan for implementing the action
- degree of innovation with respect to the present condition
- contribution to the technological advancement of the value chain and impact of the results on the international competitiveness of the regional value chain
- ability and experience of the applicant with respect to the objectives of the action and the activities planned
- ability to assimilate the S3 guidelines for change

## LIMITS



## ADMISSIBLE COSTS

- New research personnel
- Personnel for research, design, experimentation activities
- Personnel for production functions or research personnel without a degree and less than 10 years' experience
- Purchase or lease of plant and equipment
- Research contract
- Physical creation of prototypes
- General expenses

## MAXIMUMS

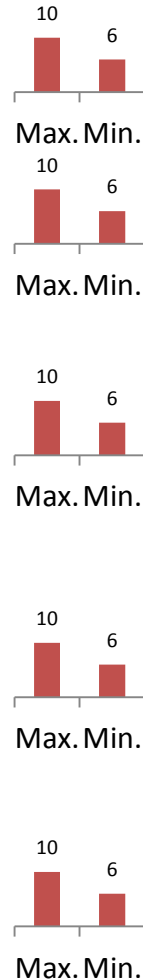
- Industrial research: 50%
- Experimental development: 25%
- Max. grant of 4 million per project

## B) INNOVATIONS IN SMES

### ASSESSMENT CRITERIA

### LIMITS

- definition of objectives
- quality of methodology and procedures for implementing the action
- ability and experience to assimilate the S3 guidelines for change or degree of innovation of the action proposed and contribution to the technological, organisational and strategic advancement of the applicant
- adequacy of the financial plan for implementing the action
- impact on the competitiveness of the value chain, industrial and employment benefits for the applicant and the value chain, degree of production and market diversification



### ADMISSIBLE COSTS

- Patents (obtain, validate and defend)
- Other intangible assets
- Advisory services and support for innovation
- Highly qualified personnel

### MAXIMUMS

- Patents and advisory services: 50%
- Highly qualified personnel: 50%
- Max Euro 0.5 million per enterprise and per project

# C) PRODUCTIVE INVESTMENTS (ONLY IN ASSISTED AREAS AND/OR BY SMES)

## ASSESSMENT CRITERIA

### a. Technical quality of the operation:

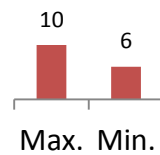
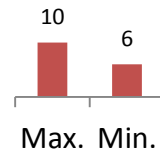
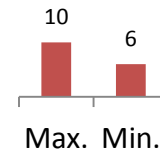
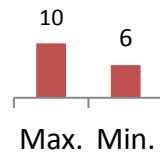
- definition of objective;
- quality of the methodology and procedures for implementing the action;
- ability to generate effects in terms of the relaunch of production, growth and employment

### b. Economic-financial quality of the action in terms of the sustainability and economic efficiency of the proposal

### c. Ability to assimilate the best technological solutions and improve the safety and environmental sustainability of production

### d. Contribution of technological innovation actions to the creation or improvement of products for the enterprise, in order to improve market presence and competitiveness

## LIMITS



## ADMISSIBLE COSTS

- Company-specific infrastructure and works, excluding the construction of new buildings
- Plant, Machinery, Misc. Equipment
- Software, Patents, Licences
- Non-patented know-how and technical knowledge about new product technologies and production processes
- Estimate wage costs relating to the jobs created as a result of an initial investment, calculated over a period of two years

## MAXIMUMS

### Investment in assisted areas

- 30% small enterprises – max Euro 1.5 million
- 20% medium-sized enterprises – max Euro 1.5 million
- 10%: Large enterprises, only for new activities – max Euro 3 million

### Aid for SME investment

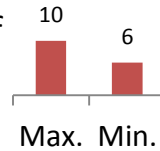
- Small enterprises: 20%
- Medium-sized enterprises: 10%
- Max Euro 1 million per enterprise and per investment project

# D) PURCHASE OF ADVISORY SERVICES FOR SMES

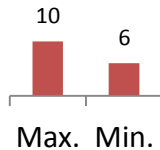
## ASSESSMENT CRITERIA

## LIMITS

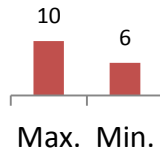
a. clear identification of the contribution of the advice to the achievement of the objects set for the investment programme



b. quality of the procedures for activating the services envisaged



c. quality of the skills involved in the action



## ADMISSIBLE COSTS

- Advisory services associated with the investment project provided by external consultants

## MAXIMUMS

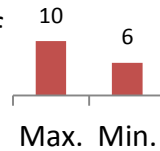
- 50% of the costs incurred by the SME
- Max Euro 0.5 million per enterprise and per project

# E) INVESTMENT IN ENVIRONMENTAL PROTECTION

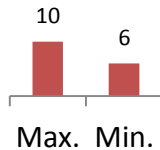
## ASSESSMENT CRITERIA

## LIMITS

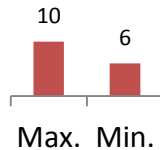
a. clear identification of the contribution of the advice to the achievement of the objects set for the investment programme



b. quality of the procedures for activating the services envisaged



c. quality of the skills involved in the action



## ADMISSIBLE COSTS

- Plant (including related works) and equipment dedicated to the specific action and intended to change production methods
- Software
- Patents
- Licences
- Non-patented know-how and technical knowledge about new product technologies and production processes
- Advisory services associated with the action to change production methods (only for SMEs)

## MAXIMUMS

- *See the next 2 slides*

# E) INVESTMENT IN ENVIRONMENTAL PROTECTION

## INVESTMENT MAXIMUMS (1)

PURPOSE OF AID	INTENSITY AND MAX AMOUNT OF AID
<b>Investment in energy efficiency*</b>	30% large enterprises 40% medium-sized enterprises 50% small enterprises + 5% assisted areas**  Max Euro 0.5 million per enterprise and per project
<b>High efficiency co-generation*</b>	45% large enterprises 55% medium-sized enterprises 65% small enterprises + 5% assisted regions**  Max Euro 0.5 million per enterprise and per project

\* Grant to be calculated on the extra-costs (*sovraccosti*)

\*\* See the call (Regional Government resolution no.31/2016)

# E) INVESTMENT IN ENVIRONMENTAL PROTECTION

## INVESTMENT MAXIMUMS (2)

PURPOSE OF AID	INTENSITY AND MAX AMOUNT OF AID
<p><b>Investment in energy production from renewable sources*</b></p>	<p>30%-45% large enterprises                      40%-55% medium-sized enterprises                      50%-65% small enterprises                      + 5% assisted areas**                      Max Euro 0.5 million per enterprise and per project</p>
<p><b>Remote heating and cooling: construction of plant and distribution networks*</b></p>	<p>45% large enterprises                      55% medium-sized enterprises                      65% small enterprises                      + 5% assisted areas**                      Max Euro 0.5 million per enterprise and per project</p>
<p><b>Recycling and reuse of waste (beyond the state of the art)*</b></p>	<p>35% large enterprises                      45% medium-sized enterprises                      55% small enterprises                      + 5% assisted areas**                      Max Euro 0.5 million per enterprise and per project</p>

\* Grant to be calculated on the extra-costs (*sovraccosti*)

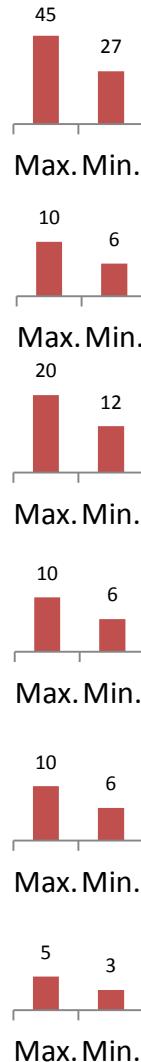
\*\* See the call (Regional Government resolution no.31/2016)

# F) CREATION OF RESEARCH FACILITIES

## ASSESSMENT CRITERIA

- a. technical-scientific quality and completeness of R&D work
- b. adequacy of the financial plan for implementing the action
- c. degree of innovation with respect to the state of the art
- d. contribution to the technological advancement of the value chain and impact of the results on the international competitiveness of the regional value chain
- e. ability and experience of the applicant with respect to the objectives of the action and the activities planned
- f. ability to assimilate the S3 guidelines for change

## LIMITS



## ADMISSIBLE COSTS

- Specific infrastructure and works, excluding the construction of new buildings
- Plant
- Equipment
- Software
- Patents
- Licences
- Non-patented know-how and technical knowledge about new technologies

## MAXIMUMS

- 50%
- Max Euro 1.5 million per enterprise / facility



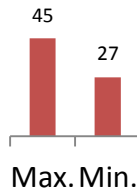
# G) TRAINING PROJECTS

## ASSESSMENT CRITERIA

## LIMITS

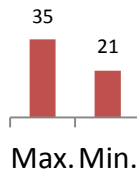
### a. Preparation:

- Consistency of the proposal with the investment plan;
- Quality and completeness of the analysis of professional and training needs;
- Quality and completeness of the analysis of the needs of potential recipients;



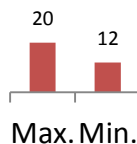
### b. Design quality:

- Consistency of the proposal with the output skills, knowledge and abilities expected;
- Consistency of the educational content, methods and methodologies of delivery with the expected learning results;
- Adequacy of the professional resources and equipment;



### c. Responsiveness to the priorities:

Economic development; Territorial development; Equal opportunities, non-discrimination, multi-cultural.



## ADMISSIBLE COSTS

- The admissible expenses are those envisaged in Regional Government Resolution no. 1568 dated 2 November 2011 and Regional Government Resolution no. 970 dated 20 July 2015

## MAXIMUMS

- 50%
- + 10% for the disadvantaged or disabled
- + 10-20% for SMEs (max. 70%)
- Max Euro 0.5 million per training project

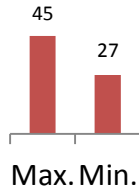
# G) PROJECTS FOR THE EMPLOYMENT OF DISADVANTAGED AND DISABLED WORKERS

## ASSESSMENT CRITERIA

## LIMITS

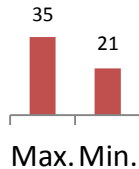
### a. Preparation:

- Consistency of the proposal with the investment plan;
- Quality and completeness of the analysis of professional and training needs;
- Quality and completeness of the analysis of the needs of potential recipients;



### b. Design quality:

- Consistency of the proposal with actions to support the employability of workers;



### c. Responsiveness to the priorities:

- Economic development; Territorial development; Equal opportunities, non-discrimination, multi-cultural.



## ADMISSIBLE COSTS

- The admissible expenses are those envisaged in Regional Government Resolution no. 1568 dated 2 November 2011 and Regional Government Resolution no. 970 dated 20 July 2015

## MAXIMUMS

- 50%
- + 10% for the disadvantaged or disabled
- + 10-20% for SMEs (max. 70%)
- Max Euro 0.5 million per training project

## TYPES OF ACTION: MINIMUM TOTAL SCORE

### LARGE ENTERPRISES AND SMEs

- RESEARCH & DEVELOPMENT **70**
- ENVIRONMENTAL PROTECTION AND ENERGY SAVING **21**
- TRAINING, HIRING, EMPLOYMENT OF DISADVANTAGED AND DISABLED WORKERS **70**
- RESEARCH FACILITIES **70**
- PRODUCTIVE INVESTMENT IN ASSISTED AREAS **28**

### JUST SMEs

- INNOVATION PROJECTS **35**
- PRODUCTIVE INVESTMENT **28**
- INVESTMENT AND ACQUISITION OF ADVISORY SERVICES **21**

### NB:

**ADDING THE MINIMUM THRESHOLD SCORES FOR EACH CRITERION RELATING TO THE TYPES OF ACTION LISTED DOES NOT ACHIEVE THE TOTAL MINIMUM SCORES LISTED ON THIS PAGE**

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