

## **Working group “Support for small scale projects”**

### ***Survey on business needs and expectations***

## **GIJON LOCAL ACTION PLAN**

### **ACTIONS to be implemented**

- 1. - Carry out a diagnosis study about the demand of SMEs in financing.**
- 2. - Adaptation of existing public support instruments**
- 3. - Information and training seminars on basic and advanced finance and existing support schemes**
- 4. - Feasibility study for a venture capital fund**



## **Diagnosis Study**

- 1. It is a mandate of "Gijón Innova 2008-2011", an Agreement achieved by the City Council and social stakeholders (Business Associations, Trade Unions) aimed at defining and implementing local policies on Economic Development and Employment.**
- 2. A Diagnosis Study on Business' needs is carried out each 5 years approx.**
- 3. The last Diagnosis Study was carried out on 2004.**
- 4. It is made by a specialized corporation, with the help of the University, business associations and the City Council.**
- 5. Intermediate report issued on June 9th 2010; final report expected for october 2010.**

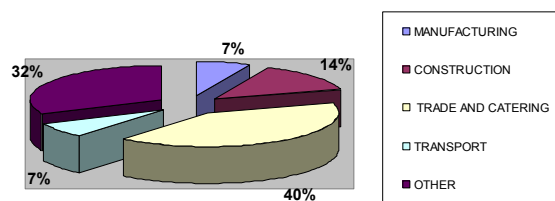
## Some figures:

- 95,16% Asturian business are self-employed or micro business (1-9 waged employees);
- 54.294 self-employed people.

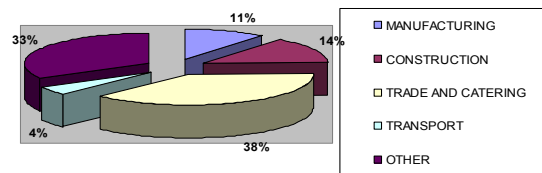
## The Questionnaire:

- Distributed to 700 business approx.
- 100 responses already received.
- 80 further responses expected.

### TARGETED BUSINESS: Business breakdown by sector of activities

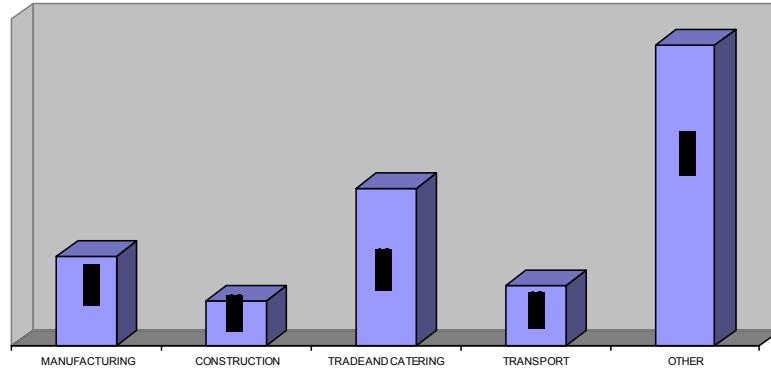


**SELF EMPLOYED**

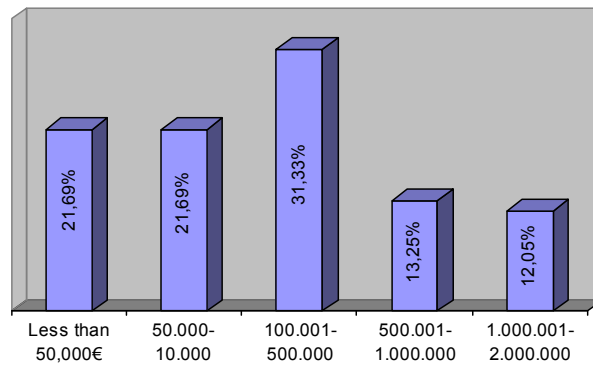


**MICRO BUSINESS**

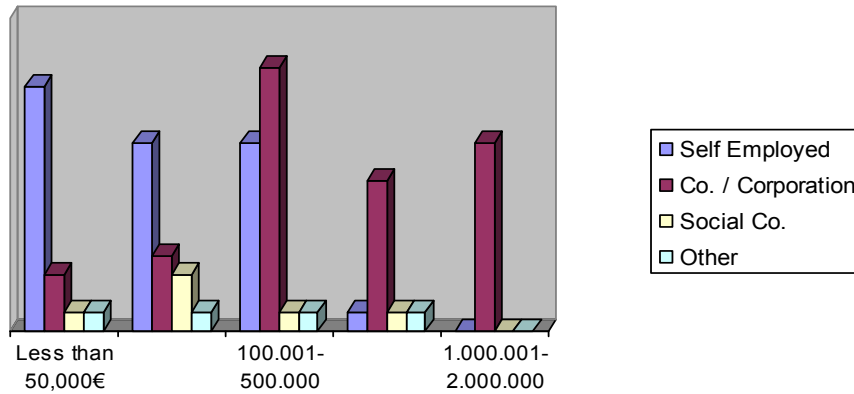
Outcome: Responses breakdown by sector of activities



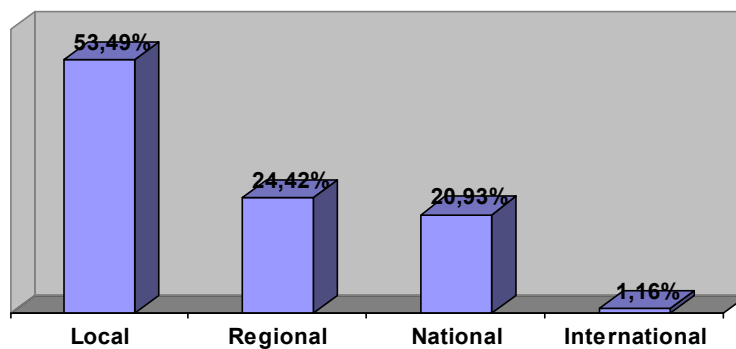
Outcome: Responses breakdown by business turnover



Outcome: Responses breakdown by business turnover, and business legal form

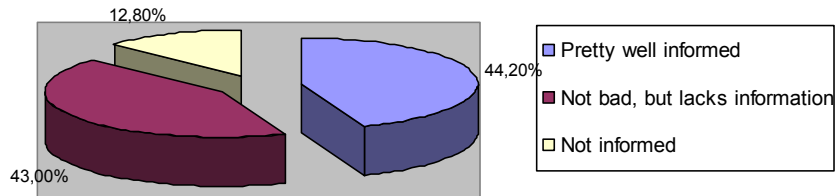


Outcome: Responses breakdown by business market



Access to finance:

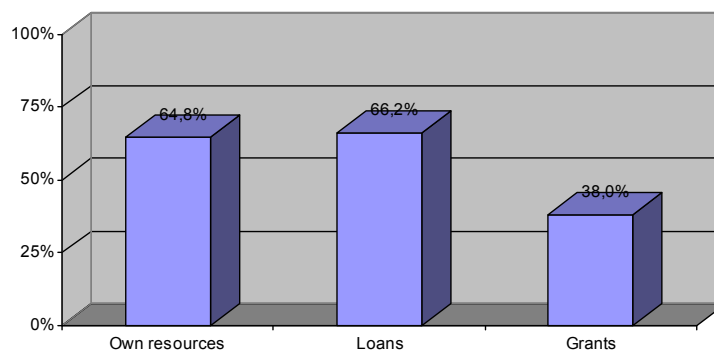
- Knowledge of advisory services related to access to finance



- Most used Advisory services:**
1. Banks
  2. Adviser's Offices
  3. Business Associations, Chamber of Commerce, Governmental bodies

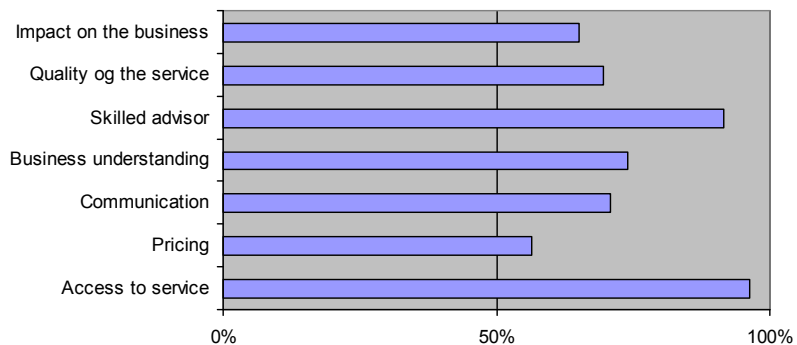
Access to finance:

- Financing instruments



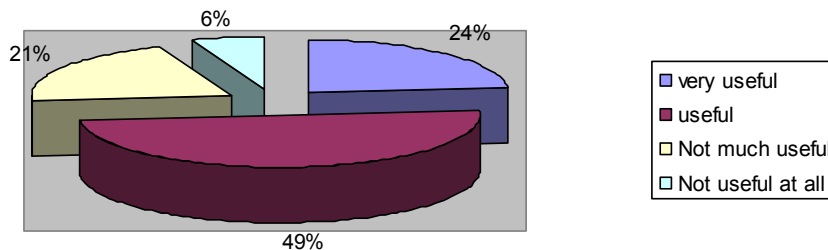
Access to finance:

- Valuation of advisory services by the interviewed who has been used them in the past five years (1).



Access to finance:

- Valuation of advisory services by the interviewed who has been used them in the past five years (2).

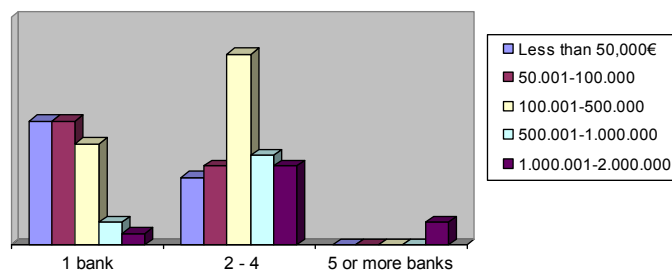


### Access to finance: GRANTS

- 70.9% say they know available grant for their business
- 55% say grants are a good source of funding.
- 59% complain on slow and complicated procedures.
- 63.4% consider unreasonable that a grant should be associated with a bank loan.

### Access to finance: LOANS

- Number of banks each business deals with;  
breakdown by business turnover

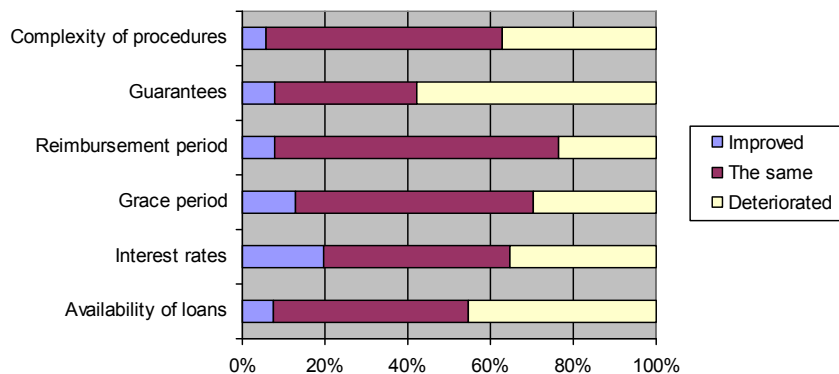


**73.3% of respondents say they have used bank loans during business life**



Access to finance: LOANS

- Has the situation improved / deteriorated / remained the same during the last year?



Access to finance; LOAN GUARANTEE FUNDS:

- **32.3% say they know Regional Mutual Guarantee Company.**
- **15.8% of those who know this instrument have used it.**
- **66% of those who have used it have got a possitive impression of it.**

Access to finance: LEASING / RENTING:

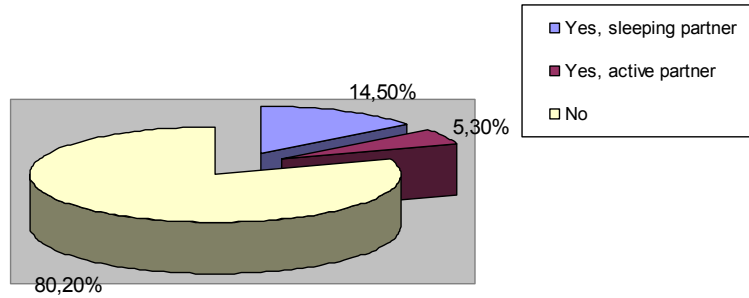
- 36.8% of interviewed business say they have used Leasing / Renting during business life.
- They have acquired:
  - Vehicles (72.4%)
  - Machinery (53.6%)
  - Computer and office equipment (10.7%).
- 87.5% of the business that use Leasing / Renting are Limited Companies or Corporations

Access to finance: INFRAESTRUCTURE (land, premises, incubator).

- 20.7% say they are interested on provision of infrastructure.
- 87.5% of the interested business say this type of aid is interesting, as compared with what the market offers.

• Access to finance; EQUITY:

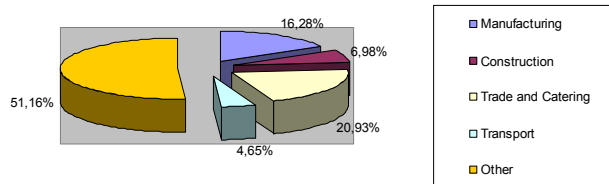
Would you be interested in accept financial partners in your business?



Access to finance; FISCAL AND SOCIAL INCENTIVES:

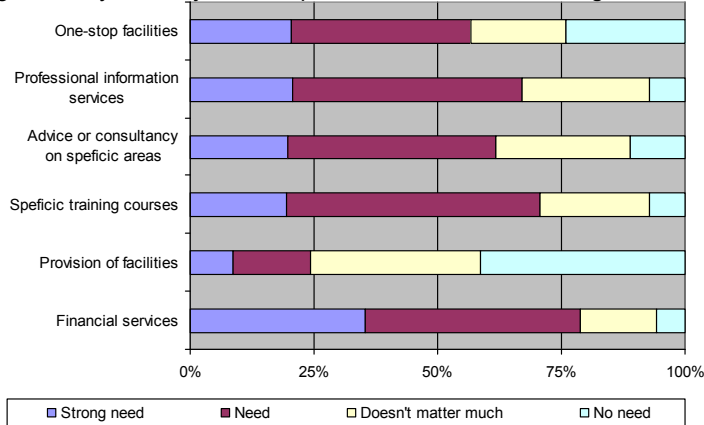
- 50.6% of respondents say they have used Fiscal and / or Social Incentives during the business life.
- 79.1% of those who have used this type of aid say the application procedures were not complicated.

**Use of Fiscal and Social Incentives; Business breakdown by sector of activities:**



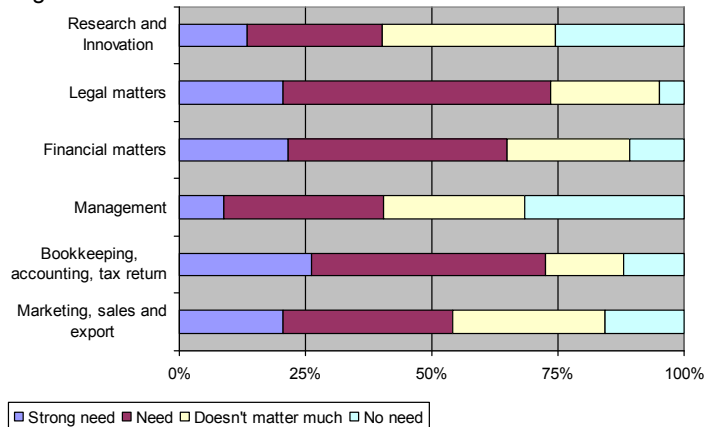
## Support Services:

How high would you rate your enterprise's need for the following kind of services?



## Support Services:

- How high would you rate your enterprise's need for external support in the following business areas?



Innovación  
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Innovative Economies and SMEs

*Thank you for your attention!*



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