



European Commission



FIN-URB-ACT

Integrated Urban Actions for Fostering and Financing
Innovative Economies and SMEs

Synthesis of surveys on the SME perception of access to finance

P. FOURQUETTE- Maribor- November 2010

Objectives of the surveys

Primary objectives:

- analyse the situation of access to finance for locally targeted SMEs
- determine existing gaps between offer and demand of finance
- formulate recom

Secondary objectives

- Identify target businesses
- Involve LSG stakeholders on local situation
- Increase appropriation of measures
- Focus measures on local reality
- Analyse stakeholders priorities vs survey findings

European surveys / local surveys

- Surveys have already been conducted at European level
 - Why not simply adapt European findings to local situation?
 - Added value of local surveys?
- 

**All local surveys give different
results**

who is wrong?



The local contexts are all different

The local surveys give information on the response of local businesses to the local situations= analysis of the actual at local level



- Local surveys are recommended
- Complementary instruments to the stakeholders' grid analysis

Aveiro

- Differences between retail trade and other sectors
- Main source of funding: bank loans and leasing
- No much change in bank conditions
- Complicated procedures
- Some interest in active financial partnerships (14-17%)
- Consulting is not used but has good image
- need for information and support at local/regional level with one-stop shops
- Training and financial services

Possible actions

- Consolidate support network
 - Raise visibility for the network
 - Targeted action on supporting partnerships as they may concern businesses with high growth potential
- 

Galati

- Access to finance: grants, bank loans, leasing
- Grants should not support employment
- SMEs open to financial partners
- Bank loans are more available than before
- Bank loan conditions have deteriorated (rates, grace period, guarantees, complexity)
- Support services are essential especially in finance

Possible actions

- 1- Support businesses in preparing their loan applications (training sessions, individual advisory support)
- 2- Support businesses in preparing partnerships (training sessions, individual advisory support, promotion)

Gijon

- Targeted businesses: micro and self employed
- Sources of funding: own resources, loans and grants
- Low visibility of loan guarantee fund but good image
- Reluctance to equity
- Good image of advisory services
- Deterioration of banking conditions
- Demand for information and support on access to finance

Possible actions

- Reinforce training and individual advisory services on access to funding
 - Either with own resources
 - Or in partnership with local stakeholders (with incentives and support)
- 

Gliwice

- Fascination for EU funds
- Not interested in VC
- Lack of information on access to EU funds
- Complex procedures
- SME « representative » organisations not efficient
- Internet: the best media for communication with SMEs
- Good perception of training and advisory services

Possible actions

- Develop information campaigns on existing sources of finance with internet, with other involved partners
- Support training schemes
- Support advisory support schemes
- Analyse the opportunity of giving incentives to increase professionalism of existing « representative » development of new organisations

Maribor

- Unusual results
 - Access to finance: equity, loans, grants, leasing, fiscal incentives
 - Deterioration of bank loans
 - Need for all types of support
- 

Possible action

- Re-target the survey to design adequate support services



Reims

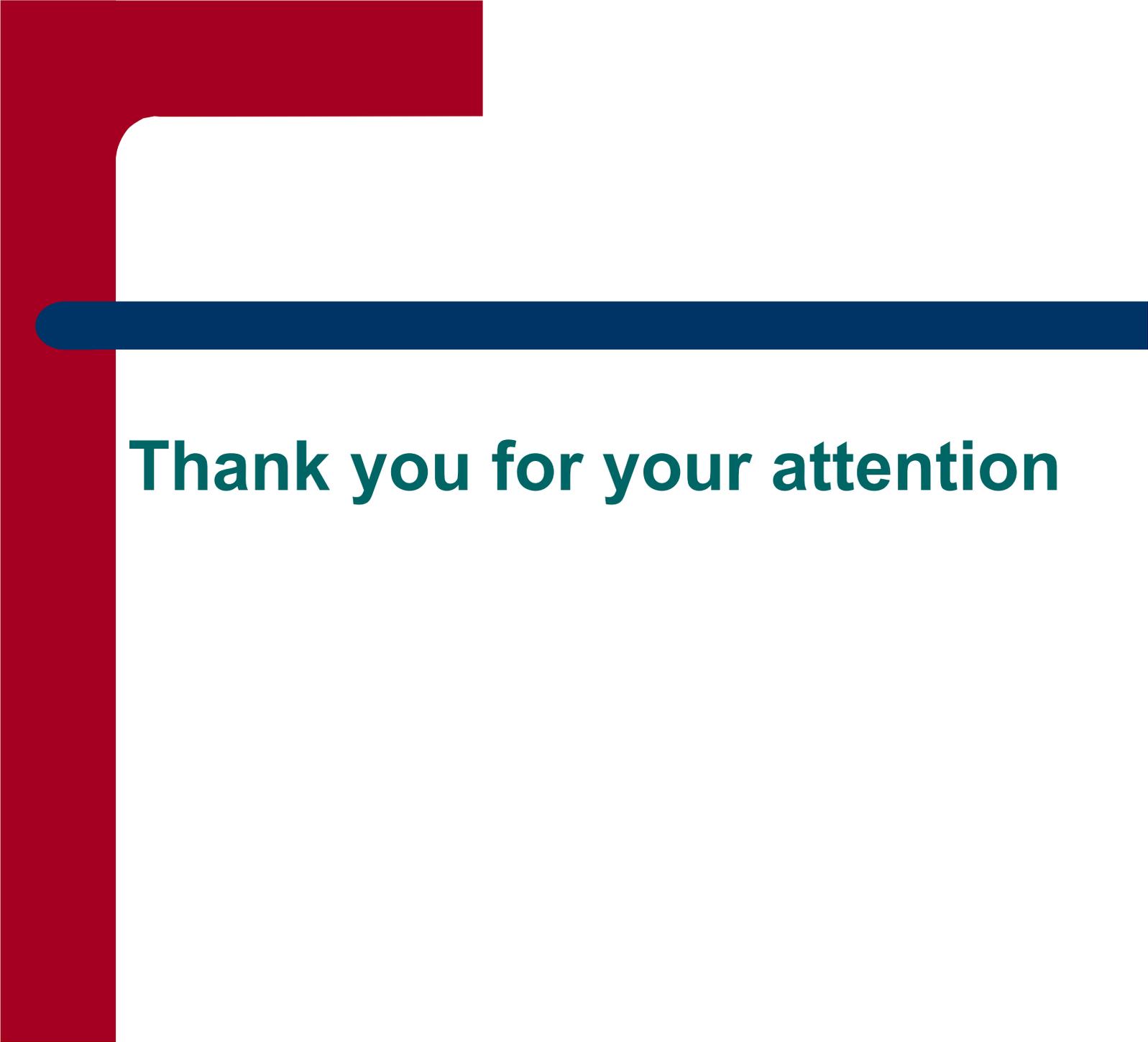
- Targeted businesses: micro and self employed
- Access to finance: bank loans, grants, leasing
- Good image of support services but low visibility
- Need for one-stop shops and information on available support services at all stages of business life

Possible action

- The survey confirms the necessity of communication on existing support instruments and organisations to increase visibility
- Communication plan in accordance with the LAP

The local contexts are all different

- The local surveys give information on the response of local businesses to the local situations = analysis of the actual situation at local level
- Local surveys are recommended
- Complementary ins analysis



Thank you for your attention