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DOTT. GIANCARLO SACCONI
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date: **5/3/91** time: **16.00** number of pages: **4**

message

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STUDIO LAMANTIA

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Bologna

Egregio Signor

Dott. Giancarlo Sacconi
Presidente Sviluppumbria
Fax (075) 5731030

5 Marzo 1991

Egregio Dott. Sacconi,

Le trasmetto in allegato il testo concordato con la Dott.ssa Francesca Pasquini, da inviare per fax agli indirizzi già individuati.

Abbiamo ritenuto più opportuno elaborare un testo in forma di relazione standard da inviare in allegato ad una breve lettera di presentazione in Inglese, in cui vorrà preannunciare il Suo intento di visitare Londra per due o tre giorni nell'arco delle prossime due settimane, per procedere ad alcuni incontri personali. Per conferire un tono di maggior ufficialità, riterrei opportuno menzionare nella lettera il nome del Dott. Charles de Chassiron, Consigliere Economico e Commerciale dell'Ambasciata Britannica a Roma, indicando il suo supporto all'iniziativa, per la identificazione delle controparti in particolare. Le sarò pure grato se vorrà nella stessa lettera far riferimento anche a me, comunicando che procederò ad effettuare i contatti telefonici. Come ulteriore allegato, per una più ampia informazione, sarebbe necessario trasmettere l'elenco aggiornato (sempre in Inglese) dei membri ASSOFIR.

Come anticipato alla Signora Dall'Aglio, La prego di farmi trasmettere tutte tredici le lettere dopo il loro invio.

Con i più cordiali saluti.



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Proposal for a

DEVELOPMENT AGENCIES

EUROPEAN NETWORK OF REGIONAL ~~ECONOMIC PROMOTION~~ COMPANIES

In all the main industrialised countries, the last decade has witnessed a marked increase in local initiatives for promoting and supporting small and medium sized enterprises, which has led to a basic switch in decision-making processes relating to economic policies towards territorially defined forms of restructuring and modernisation intervention, in which local and regional public bodies are the main interlocutors.

Regional financial companies or development bodies are present in almost all the Italian regions and currently operate in many different sectors (Finance, Industrial Promotion, Production Services, Research and Development, Infrastructures, Environment, Training) by applying a wide range of methods and instruments in terms of intervention.

In 1984 they set up an association called ASSOFIR, which represents a national link between activities promoted in the various regional contexts with the aim of integrating and exploiting the initiatives implemented to date.

Subsequently national organisations, the objective of which is the economic promotion of local realities, also joined ASSOFIR, such as SPI - the Industrial Promotion Company of the IRI Group (public holding company), as well as numerous ~~development institutions in the South of Italy.~~

NATIONAL DEVELOPMENT AGENCIES

In order to tackle the process of European integration and take advantage of the opportunities provided by the development of EEC intervention, the availability of a broad range of international relations is of crucial importance. This consideration therefore gives rise to the strategic importance of intervention promoting the construction of a network of relations between bodies encouraging regional economic development from the various EEC countries.

3. The proposal

In view of the considerations set out above, it is thus planned to promote the creation of a "EUROPEAN NETWORK" of ~~financial companies~~ **REGIONAL** development ~~bodies~~ **AGENCIES** operating to achieve regional economic promotion.

The objectives that it is planned to accomplish by setting up the network are as follows:

- a. to extend opportunities for relations and co-operation between companies that may be provided to the productive system in question, thus increasing the added value of the territorial intervention implemented by a single institution;
- b. by spreading information and comparing different initiatives, to acquire practical knowledge and methods in order to improve planning capacity and the quality of the decision-making process concerning the development of future activities. This means, in effect, improving the quality of services, with particular reference to information services and services developing technological innovation, provided by individual Regional Companies;

...and exploit, at EEC level, the role of

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these bodies as privileged partners of the EEC by implementing policy programmes supporting small and medium sized companies.

As well as benefitting from EEC financing for the operative realisation of individual projects, they could play an active role in the process of preparing new programmes, by providing the capacity to analyse and specifically elaborate the local reality to which the EEC initiative applies, as well as planning capacity supporting the diversification of EEC plans, in terms of both the intervention's geographical framework and the instruments that may be used.