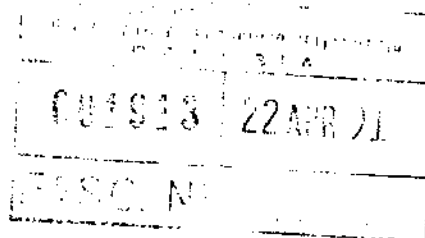




LIAS/SPA/7

10 April 1991

Signor Giancarlo Sacconi
 Chairman
 SVILUPPUMBRIA
 Regional Government of Umbria
 11 via Don Bosco
 06100 Perugia
 ITALY



Dear Signor Sacconi,

At our meeting on 15th March I agreed to send you some further information:

1. The Greater London Enterprise constitution which I have enclosed.
2. The organisation which already organises a regional development agency network:

Conseil Des Communés et Regions D'Europe
 Boulevard Charlemagne 23
 B-1040 Bruxelles

Contact: Christian Saublens

Tel: 02 230 61 18

Fax: 02 230 74 56

3. Further details of the UK and London economic development and organisations are attached.

I have received the fax on a meeting planned for 3rd May and I look forward to meeting with you again particularly to investigate joint venture possibilities between our two organisations and to hear of ASSOFIR's progress with the European network.

Yours sincerely,

Mary Rogers
 Joint Chief Executive

ECONOMIC DEVELOPMENT PROGRAMMES IN LONDON

National Government:

- Technology development
- Small and medium business consultancy subsidy
- Local inner city initiatives
- Housing improvements and social housing
- Transport
- Commercial/industrial property development
- Ethnic minorities - training and enterprise initiatives

Greater London Enterprise (1)

- Funds for enterprise
- Premises for industry
- Technology development
- Enterprise training

Training and Enterprise Councils - (TECs) (9)

- Skills training
- Enterprise support

Local Authorities - (32)

- Skills training and education
- Enterprise training
- Support for enterprise

Enterprise Agencies - (including London Enterprise Agency) (34)

- Enterprise training
- Enterprise advice
- Managed workspace

EXISTING ECONOMIC DEVELOPMENT SUPPORT (UK)

Providers

National Government

Department of Trade and Industry
Department of Environment
Department of Employment
Home Office

6 Regional Development Agencies

established 1982 by local authorities
operate under company law
control generally - 20% local authority
- 80% other public/private bodies
funding originally local authority now self-financing

82 Training and Enterprise Councils (TECs)

established 1990-1992
operate under company law
control - 33% public
- 67% chief executives of private companies
funding - Central Government to be supplemented by self-financing activity.

515 Local Authorities

300 Local Enterprise Agencies

established mainly 1975 - 85
control - predominantly private sector,
finance - mainly central government with private sponsorship.
Central Government finance to be phased out in 1991