

NETHERLANDS STIPO-project

General details

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Details of activity

<p>Background to the case study</p>	<p>Aims and objectives</p> <ul style="list-style-type: none"> • Strengthening economic potential of the area • Increasing liveability in the area • Motivate investments in the area • Improve entrepreneurship in the area • Improve productivity of businesses in the area • Improve co-operation between entrepreneurs • Improve quality and innovation in businesses in the area <p>Brief rationale</p> <p>Encouraging small businesses on the countryside in the northern provinces of the Netherlands to keep and improve employment. To do so, people will stay in the area and the liveability will improve.</p> <p>Implementing organisation</p> <p>Stichting DBF (an independent foundation which aims to stimulate and preserve economic activities on the rural areas of the northern part of The Netherlands (the provinces Friesland, Groningen and Drenthe))</p> <p>Funders</p> <p>LEADER+, Provinces Municipalities Entrepreneurs</p>
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	<p>When activity started / end date? Started: January 2003, ending: December 2006</p>
Description of activity	<p>The STIPO-project has 3 main activities:</p> <ol style="list-style-type: none"> 1) 20% subsidy on business investments, with a maximum of €20.000,- 2) 50% subsidy on external advise in case of business problems, with a maximum of €1.500,- 3) Availability of a coach who stimulates and promotes business, trades and industries, on an individual level, but also on a collective level. <p>Origins – how it came about – bottom up / top down, grew from previous initiative (if so what) The project was partly bases on earlier experiences and partly based on discussions with governmental and entrepreneurial organisations.</p> <p>Who was involved in the design, management and delivery of the programme The design was in cooperation with DBF, LEADER+, provinces, municipalities, chambers of commerce.</p> <p>Recognition – has the programme been recognised as good practice? If so, by whom? Yes, recognised by the Dutch Leadernetwork</p>
Geographical focus of the case study	<p>It operates on the level of LEADER+ areas, in total 6 areas which includes 27 municipalities:</p> <p>Lauwersland Hoogland Oldambt/Westerwolde Oost-Drenthe Drents-Fries Leader gebied Zuidwest-Fryslân</p>
Impact	<p>Outputs – scale and scope of people reached through the programme</p> <p>1) 20% subsidy on business investments:</p> <p>Number of subsidy requests: 208</p>

	<p>(from which 40 starting entrepreneurs)</p> <p>Total investments: €23.000.000 Subsidy budget: €3.140.000 (completely used) Average investment: €110.000 Average subsidy: €15.000</p> <p>Number of employees at the beginning: 538 Increase in employees straight after investment: 190</p> <p>Presumable increase of employees after 3 to 5 years: 314 (The increase in employees is based upon a study of the University of Groningen in 2002 in which a similar project was evaluated. Every €10.000 of subsidy on investments creates 1 job in the next few years.)</p> <p>2) 50% subsidy on external advise in case of business problems</p> <p>Number of subsidy request: 110 Average subsidy: €1.250 Total budget €232.000 Rest budget: €94.500</p> <p>3) Availability of a coach</p> <p>Budget: €545.000 for 4 years (2003-2006) Coaches in 4 LEADER+ areas, working 2 days (16 hours) a week.</p>
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Theme-Specific Questions

Who was targeted by the programme?	<ol style="list-style-type: none"> 1) Entrepreneurs with a maximum of 10 fulltime employees 2) Starting entrepreneurs 3) Farmers who are starting non-agricultural activities
Which levels of government were involved, informed or consulted?	Provinces, municipalities, Chambers of commerce
Successes / lessons	What contributed to the programme's success?



learned

- The combination of the three elements in one project.
- The subsidies were not so complicated, so the entrepreneurs could get their subsidy relatively quick and easy.
- The coach had the time (and some money) to do things that otherwise wouldn't be done. In this way he could set difficult processes in motion.

What lessons have been learned

- The coach has to be a well motivated person with empathy for entrepreneurs and has to be someone who can motivate people with enthusiasm.
- Having some subsidies for the entrepreneurs makes it easier to come in contact with them.
- It is very important that entrepreneurs know each other and participate in networks.
- To encourage the participation in networks and to activate entrepreneurs to increase their skills we recommend that the possibility of acquiring a subsidy depends on the way the entrepreneur is joining activities such as for example seminars and courses.

