

# REGIONAL AGENCY FOR SME DEVELOPMENT

**ALMA MONS**  
**Novi Sad**

February 2005



# Novi Sad and the Region

- ❖ Area 4.016 km<sup>2</sup> ; 12 municipalities
- ❖ Population: 600.000
- ❖ Agriculture, metal and textile industry, trade
- ❖ 98% of enterprises SMEs
- ❖ SMEs account for 50% of the Region's export
- ❖ Long tradition of private entrepreneurship

# Project ALMA MONS

- ❖ City-to-City Programme framework
- ❖ Support of
  - ❖ UNOPS (United Nations Office for Project Services)
  - ❖ City of Modena
  - ❖ GTZ (German Agency for Technical Coop.)
- ❖ Forming a City Working Group (March 2001) with
- ❖ Major local stakeholders – later Agency's founders



# Establishment of ALMA MONS

## 2004

- ❖ City of Novi Sad with 13 local institutions
- ❖ Different sectors' support/approaches to SME
- ❖ Sharing the vision and pulling the resources
- ❖ Agency as best solution for local economic development of the Region
- ❖ Targeting SMEs but also vulnerable groups



# Organization of ALMA MONS

- ❖ Agency as not-for-profit limited liability company
- ❖ Organization:
  - ❖ Director
  - ❖ Financial manager
  - ❖ Business service specialist
  - ❖ Project manager
  - ❖ Secretary



# Founding Members

- ❖ Local government and public enterprises
- ❖ Regional Chamber of Commerce
- ❖ Regional Assoc. of Private Entrepreneurs
- ❖ University of Novi Sad
- ❖ Novi Sad Open University
- ❖ Banks, Insurance company and NS Fair
- ❖ Centre for Entrepreneurship, etc.
- ❖ Consulting and research firm, etc.

# New Members

- ❖ Municipality of Zabalj
- ❖ Municipality of Backi Petrovac
- ❖ Autonomous Province of Vojvodina
- ❖ Municipality of Becej
- ❖ Panonska banka
- ❖ Novosadska banka
- ❖ National Employment Service

# ALMA MONS Mission

- ❖ Create conditions, opportunities and facilities for private initiative and SMEs to fully enter formal economic circuits
- ❖ Through integrated development of endogenous resources and potential
- ❖ Which will promote sustainable economic development of the Region and province of Vojvodina





# Objectives and Services

- ❖ Support to SME – incl. development of service providers network
- ❖ Development-planning support to local governments and other actors
- ❖ International contact point
- ❖ Services: information, business advice and assistance, guarantees for loans, training, projects development, international presentations and contacts, etc.

# Activities - business services

- ❖ Information
- ❖ Advice on bank loans / financing
- ❖ Business plans development
- ❖ Legal issues
- ❖ Training for start-ups

# Activities - projects (1)

- ❖ Research project: Mapping resources of the Region (1989-2001)
- ❖ Medium-term agricultural planning in the municipality of Backi Petrovac
- ❖ Katalogue of business ideas
- ❖ Data base of SME and entrepreneurs
- ❖ Development of integral tourist product of Novi Sad

# Activities - projects (2)

- ❖ Guarantee fund
- ❖ Database of SME and entrepreneurs
- ❖ Strategic local economic development plan
- ❖ NOSIC project
- ❖ Pilot project “Installation of cooperatives” in PIK Bečej

# Decentralized co-operation Modena

- ❖ Fidindustria (Guarantee fund)
- ❖ CNA (Database of SME and entrepreneurs)
- ❖ Democenter (NOSIC project)
- ❖ Production zones (Ezio Righi)



# International projects

- ❖ Building a new european community - An experiment on newcomer integration (Marche region)
- ❖ POI Integrated Operational Plan (Campania and Basilicata Region)

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