

## APPENDICES

### Appendix 1

#### The Business classification in the three countries

In Italy the main forms of commercial enterprise are:

- Single Location Company (*'Ditta Individuale'*).
- Share Capital Company (Stock Company and Limited Company). In this Company members' responsibility is limited to their subscribed share of capital. There can be Stock Company (*Societa' per Azioni*), Limited Company (*Societa'a Responsabilita' Limitata*) and Limited Stock Company (*Societa' in Accomandita per Azioni*).
- Partnership. This company can be a Simple Company/ss (*Societa' Semplice*), General Partnership/snc (*Societa' in Nome Collettivo*) and Limited Partnership (*Societa' in Accomandita Semplice*).
- Other forms. There are more than 40 types of juridical subjects. The largest are: Limited Cooperative Companies and Pools.

In the Netherlands, the main forms of commercial enterprise are<sup>1</sup>:

- Private company (*"Besloten Vennootschap met aansprakelijkheid"*). This is the most common form of commercial enterprise in the Netherlands and the most frequently used by foreign investors. It is the equivalent of a British private limited company, a German GmbH or a French Sàrl. The liability of the shareholders (*"aandeelhouders"*) is limited to their capital contributions.
- Public company (*"Naamloze Vennootschap"*). This is the form adopted by entities that wish to raise capital publicly whether listed on the stock exchange or not. It corresponds closely to the public company or corporation form in most other countries. There is normally no restriction on the issue or transfer of NV's shares or notes, although the NV's own constitution documents may introduce restrictions if so desired.
- General partnership (*"Vennootschap Onder Firma"*). This is the usual form of commercial partnership, in which all partners are jointly and severally liable for all its debts and obligations. Partnerships are not legal entities separate from the individuals who compose them. The word *"maatschap"*, literally meaning 'partnership', denotes a civil and not commercial law entity, a form often adopted by professional firms.
- Limited partnership (*"Commanditaire Vennootschap"*). In this form, the general partners are fully liable for debts of the partnership but there are also one or more limited partners liable only to the extent of the contributions they have made to the partnership's capital.
- Branch of a foreign organization (*"Bijkantoor" or "Filiaal"*). This is not a separate legal entity but it is an establishment of its parent, in whatever form that body carries on its business.
- Other forms include joint ventures, sole proprietorships and cooperative societies.

In the United Kingdom the main forms of commercial enterprise are:

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<sup>1</sup> Source: Investing in the Netherlands (1996) *Business entities and company law, accounting and auditing in the Netherlands*.

- Private company limited by shares (Ltd). Members' liability is limited to the amount unpaid on shares they hold.
- Private company limited by guarantee (Ltd). Members' liability is limited to the amount they have agreed to contribute to the company's assets if it is wound up.
- Private unlimited company. There is no limit to the members' liability.
- Public limited company (PLC). The company's shares may be offered for sale to the general public and members' liability is limited to the amount unpaid on shares held by them.

### **The Business information provided by the Business registers in the three countries**

#### Italy – Registro Imprese<sup>2</sup>

- Company name
- REA code
- Date of registration
- Taxpayer's code number and Partita IVA (if it is different)
- Legal site (address)
- Sector Activity (ATECO 91)<sup>3</sup>
- Address information
- A brief description of the company
- The trading name
- The legal entity (public ltd., Private limited company, one-man business, etc.)
- Names of proprietors and managers, together with their duties
- Size (n. of employees)<sup>4</sup>
- Enterprise Group links
- Country of ownership
- Share Capital

#### The Netherlands<sup>5</sup>

- Company name
- Company number<sup>6</sup>
- Address/telephone
- Name of proprietors and managers (together with their duties)
- Sector activity code (industrial/economic activity)
- Main Activities and secondary activities
- Size (n. of employees)

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<sup>2</sup> Interviews to Mr. Claudio Gagliardi (Unioncamere Nazionale) and Mr. Roberto Susanna (Infocamere) (February 2001).

<sup>3</sup> From the beginning of the 1993, the Registro delle Ditte officially adopts the Atecord 91 classification, with six digits. The first four digits of ATECO 91 are equal to the ISIC classification. The economic activity code is of alpha numeric type and it is divided into sections (one letter), subsections (two letters), divisions (two digits), groups (three digits), classes (four digits), categories (five digits) and subcategories (six digits).

<sup>4</sup> Companies are not obliged to declare the exact number of employees. They must present a declaration about the employment every year. It is necessary to compare in the INPS employment data.

<sup>5</sup> Interview to Mr. N.J. Kemper of the Union of Dutch Chambers of Commerce (November 2000).

<sup>6</sup> Eight digits plus four digits compose the company number, provided by the Chamber of Commerce. The first eight digits identify the head office and the last four digits the branch plants. The first number corresponds to one of the three main classification codes (Onderneming: profit firms; Stichting: not for profit associations with legal status; Vereniging: not for profit firms, without legal status).

- KWP: full time and part time workers
- Filing of annual financial reports and accounts (not obligatory for all legal forms)
- Legal Status<sup>7</sup>
- Head office or branch plant
- Country of ownership
- Export and/or import
- Chamber of Commerce of reference
- Region
- COROP region
- Date of registration in the Trade Register
- Date of establishment

The United Kingdom<sup>8</sup> - IDBR

- Company name
- Address
- Sector activity code (industrial/economic activity)<sup>9</sup>
- Employment<sup>10</sup>
- Size (n. of employees)<sup>11</sup>
- Turnover<sup>12</sup> (not at branch plant level)
- Legal Status (company, sole proprietors, partnership, public corporation/nationalized body, local authority or non-profit body)
- Enterprise Group links
- Country of ownership
- Enterprise Zone Marker
- Company number
- Value of goods traded with EU member states from Intrastat<sup>13</sup>

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<sup>7</sup> Company, sole proprietor, partnership, public corporation/nationalised body, local authority or non-profit body.

<sup>8</sup> Interview to Mr. Steve Hibbs, Mrs. Linda Scott and Mr. David.Lewis, Statistical Institute (December, 2000).

<sup>9</sup> Standard Industrial Classification – 1992 (ISIC92)

<sup>10</sup> The employees plus any working proprietors (owners directly involved in the business). This is usually 0 for a company, 1 for a sole proprietors or 2 for a partnership.

<sup>11</sup> Full and part time workers at each branch of the enterprise.

<sup>12</sup> VAT turnover from HM Custom and Excise which is updated annually.

<sup>13</sup> Source: www.statistics.gov.uk

Table 5.6: Inward and outward moves of branch plants <sup>(a)</sup> and the concomitant employment

	Inward moves		Outward moves	
	No. of employees working in branches whose head offices are located outside the region		No. of employees working in branches located outside the region where their head offices are also located	
Southern regions	No.	%	No.	%
Abruzzo	30,848	16.3	9,983	5.9
Molise	7,669	22.5	1,395	5.0
Campania	94,616	19.7	26,034	6.3
Puglia	60,985	16.6	10,784	3.4
Basilicata	12,505	20.4	3,486	6.7
Calabria	13,504	11.7	4,168	3.9
Sicilia	43,151	12.4	9,820	3.1
Sardegna	24,029	14.9	2,666	1.9
Macro- areas	No. of employees working in branches whose head offices are located outside the macro area		No. of employees working in branches located outside the macro area where their head offices are also located	
	No.	%	No.	%
Mezzogiorno	265,562	15.1	46,584	3.0
North-West	197,345	5.7	447,916	12.0
North-East	248,631	10.1	118,425	5.1
Centre	197,825	10.4	296,438	14.9
Italy (b)	1,630,963	17.0	1,630,963	17.0

<sup>(a)</sup> Data refer to the employees working in branches located outside the regions (at 31.12.1998).

<sup>(b)</sup> This value shows the total number of employees working in branches belonging to firms located outside the province.

Source: Elaboration by Centro studi Unioncamere on Registro Imprese data (SVIMEZ, 2003)

Table 5.7: Branch plants – and related employment– in the Mezzogiorno belonging to firms from the Centre-North. Origin and destination of investments per region <sup>(a)</sup>

Regions of origin <sup>(b)</sup> C-N	Regions of destination - Mezzogiorno								Total
	Abruzzo	Molise	Campania	Puglia	Basilic.	Calabria	Sicilia	Sardegna	
Branch plants <sup>(a)</sup>									
Piemonte	105	29	318	245	56	102	240	171	1,266
Valle d'aosta	-	-	3	2	-	1	-	1	7
Lombard.	362	65	887	792	74	255	769	569	3,773
Trentino Alto Adige	9		13	10	2	3	8	16	61
Veneto	60	5	137	142	7	67	157	78	653
Friuli Venezia Giulia	9		16	13		4	14	9	65
Liguria	22	2	114	77	6	30	86	80	417
Emilia Romagna	139	42	201	202	36	91	182	91	984
Toscana	55	5	228	91	19	84	250	87	819
Umbria	55	8	36	37	4	6	41	15	202
Marche	358	25	54	41	1	5	14	13	511
Lazio	471	120	873	525	74	205	457	302	3,027
<i>Total Cener-North</i>	<i>1,645</i>	<i>301</i>	<i>2,880</i>	<i>2,177</i>	<i>279</i>	<i>853</i>	<i>2,218</i>	<i>1,432</i>	<i>11,785</i>
Employment (a)									
Piemonte	3,801	3,472	24,880	11,599	3,412	2,575	6,513	1,980	58,232
Valle d'aosta			61	153		6		123	343
Lombard.	10,433	872	22,237	20,107	2,319	3,667	16,560	12,646	88,841
Trentino Alto Adige	68		290	82	107	57	86	62	752
Veneto	944	44	1,957	1,601	20	769	1,629	575	7,539
Friuli Venezia Giulia	220		933	81		6	98	68	1,406
Liguria	217	20	761	885	121	269	1,867	517	4,657
Emilia Romagna	1,805	412	3,026	1,777	1,057	493	1,396	760	10,726
Toscana	506	21	4,102	1,951	749	1,081	2,219	595	11,224
Umbria	287	37	462	274	5	17	209	77	1,368
Marche	3,157	168	1,757	344	1	5	9	12	5,453
Lazio	7,819	1,143	30,971	15,072	1,326	2,665	10,438	5,587	75,021
<i>Total Centre-North</i>	<i>29,257</i>	<i>6,189</i>	<i>91,437</i>	<i>53,926</i>	<i>9,117</i>	<i>11,610</i>	<i>41,024</i>	<i>23,002</i>	<i>265,562</i>

<sup>(a)</sup> Data about branch plants refer to the period 31 December 1998-1 March 2000; data about the employment were updated at 31 December 1998.

<sup>(b)</sup> Location of the head office.

Source: Elaboration by Centro studi Unioncamere on Registro Imprese data

Table 5.8: Branch plants – and related employment – in the Mezzogiorno belonging to firms from the Centre-North. Origin of investments per region <sup>(a)</sup> by sector

Regions of origin <sup>(b)</sup>	Sectors						Total
	Agriculture	Manufact.	Building industry	Wholesale and hotels	Services	Other	
	Branch plants <sup>(a)</sup>						
Piemonte	7	394	47	195	622	1	1,266
Valle d'Aosta	-	5	-	1	1	-	7
Lombardia	18	1,068	117	1,046	1,523	1	3,773
Trentino-Alto Adige	1	24	8	15	13	-	61
Veneto	7	135	35	170	305	1	653
Friuli-Venezia Giulia	4	25	6	11	19	-	65
Liguria	8	39	12	42	316	-	417
Emilia Romagna	12	227	98	210	437	-	984
Toscana	10	94	44	159	511	1	819
Umbria	4	77	9	47	65	-	202
Marche	7	110	16	239	137	2	511
Lazio	27	508	222	474	1,794	2	3,027
<i>Total Centre-North</i>	<i>105</i>	<i>2,706</i>	<i>614</i>	<i>2,609</i>	<i>5,743</i>	<i>8</i>	<i>11,785</i>
	Employment <sup>(a)</sup>						
Piemonte	15	28,228	721	1,741	27,527	-	58,232
Valle d'Aosta	-	332	-	6	5	-	343
Lombardia	151	55,303	1,031	15,604	16,752	-	88,841
Trentino-Alto Adige	9	448	1	36	258	-	752
Veneto	14	2,856	271	2,170	2,224	4	7,539
Friuli-Venezia Giulia	8	1,023	1	26	348	-	1,406
Liguria	5	1,259	28	154	3,211	-	4,657
Emilia Romagna	33	4,349	1,220	1,548	3,576	-	10,726
Toscana	17	2,574	317	1,360	6,956	-	11,224
Umbria	9	750	13	302	294	-	1,368
Marche	3	3,097	13	1,330	1,010	-	5,453
Lazio	126	26,189	2,053	3,510	43,143	-	75,021
<i>Total Centre-North</i>	<i>390</i>	<i>126,408</i>	<i>5,669</i>	<i>27,787</i>	<i>105,304</i>	<i>4</i>	<i>265,562</i>

<sup>(a)</sup> Data about branch plants refer to the period 31 December 1998–1 March 2000; data about the employment were updated at 31 December 1998.

<sup>(b)</sup> Location of head office.

Source: Elaboration by Centro studi Unioncamere on Registro Imprese data

Table 5.9: Branch plants – and related employment – in the Mezzogiorno belonging to firms from the Centre-North. Destination of investments per region <sup>(a)</sup> by sector

Regions of destination <sup>(b)</sup>	Sectors						Total
	Agriculture	Manufacturing	Building	Wholesale and hotels	Services	Other	
	Branch plants <sup>(a)</sup>						
Abruzzo	26	414	64	541	599	1	1,645
Molise	1	79	20	54	147	-	301
Campania	22	628	142	541	1,545	2	2,880
Puglia	11	540	80	444	1,098	4	2,177
Basilicata	3	106	24	36	110	-	279
Calabria	9	191	76	169	407	1	853
Sicilia	19	464	134	382	1,219	-	2,218
Sardegna	14	284	74	442	618	-	1,432
<i>Total Mezzogiorno</i>	<i>105</i>	<i>2,706</i>	<i>614</i>	<i>2,609</i>	<i>5,743</i>	<i>8</i>	<i>11,785</i>
	Employment <sup>(a)</sup>						
Abruzzo	44	16,077	296	4,488	8,352	-	29,257
Molise	4	4,256	221	380	1,328	-	6,189
Campania	166	39,765	2,001	6,260	43,245	-	91,437
Puglia	90	29,951	853	4,516	18,516	-	53,926
Basilicata	1	5,166	335	396	3,219	-	9,117
Calabria	15	4,671	303	1,658	4,959	4	11,610
Sicilia	35	17,576	1,209	6,120	16,084	-	41,024
Sardegna	35	8,946	451	3,969	9,601	-	23,002
<i>Total Mezzogiorno</i>	<i>390</i>	<i>126,408</i>	<i>5,669</i>	<i>27,787</i>	<i>105,304</i>	<i>4</i>	<i>265,562</i>

<sup>(a)</sup> Data about branch plants refer to the period 31 December 1998–1 March 2000; data about the employment were updated at 31 December 1998.

<sup>(b)</sup> Location of the head office.

Source: Elaboration by Centro studi Unioncamere on Registro Imprese data

## Appendix 2

### Italy

Table 6.7: Geographical distribution of centre-northern manufacturing projects that have been granted by Law 488 to invest in the Mezzogiorno – regions of origin and destination

Region of origin	Regions of destination (absolute value)								Percentage				
	Abruzzo	Molise	Campania	Puglia	Basilicata	Calabria	Sicily	Sardinia	Mezzogiorno	Applications	Investments	Subsidies	Increase in employment (expected)
Piemonte	6	5	37	17	9	18	23	10	125	14,5	22,6	15,2	16,0
Valle d'Aosta	0	0	0	3	0	0	2	1	6	0,7	0,6	0,6	0,0
Lombardia	15	8	73	51	21	19	46	44	277	32,2	37,6	41,6	30,7
Trentino A. A.	1	0	5	1	1	4	4	0	16	1,9	0,9	1,1	2,5
Veneto	5	0	5	6	0	3	4	5	28	3,3	1,0	1,0	3,0
Friuli V. G.	0	0	1	3	0	0	1	0	5	0,6	0,1	0,2	0,5
Liguria	1	0	1	0	1	1	3	0	7	0,8	3,1	2,0	0,2
Emilia-Romagna	10	2	18	7	10	12	1	3	63	7,3	4,1	4,8	6,9
Toscana	8	6	11	8	7	4	12	13	69	8,0	6,8	7,9	7,0
Umbria	3	0	7	4	2	0	0	7	23	2,7	1,4	1,7	1,9
Marche	19	1	7	1	0	0	3	2	33	3,8	2,0	2,1	3,2
Lazio	11	6	71	23	7	14	44	32	208	24,2	19,7	21,8	28,0
<b>Total C-N</b>	<b>79</b>	<b>28</b>	<b>236</b>	<b>124</b>	<b>58</b>	<b>75</b>	<b>143</b>	<b>117</b>	<b>860</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>

Source: Elaboration on SVIMEZ (2002) – IPI and -Ministero dell'Industria data

Table 6.8: Sectoral distribution of centre-northern manufacturing projects that have been granted by Law 488 to invest in the Mezzogiorno – regions of destination (absolute value)

Sectors	Abruzzo	Basilicata	Calabria	Campania	Molise	Puglia	Sardegna	Sicilia	Total
Extraction of minerals	2	1	1	1		1	4	1	11
Manufacturing Industry									669
Food, drinks and tobacco	7	8	1	28	3	14	11	9	81
Textile and clothing	11	6	6	5	2	2	2	1	35
Leather and shoes	4		1	4		2			11
Wood and furniture	2	1	3	2		3	1	1	13
Paper, print., publishing	6	1	4	16		2	4	6	39
Coke, oil refinery	1		1	2		3	2	23	32
Chemicals and pharm.	6	1	1	21	6	12	14	8	69
Rubber and plastic prod.	3	5	4	10	1	3		4	30
Non-metallic products	3	5	6	15	2	13	12	14	70
Basic metals or fabric. metal products	7	9	1	28		17	8	2	72
Machineries and equip.	4		2	13	1	10	2	3	35
Electrical mach., app.	7	1	5	35	1	7	19	15	90
Transport equipment	3	3	8	17	3	12	4	5	55
Other manufact.industries	4	4	8	7		2	8	4	37
Prod. and distr. Electr., nat.gas, steam, hot water	6	7	2	1	7	5	8	12	48
Industry (Total)									728
Building and construction				4		2	1	4	11
Logistic and transportation		2	5	6		6	4	7	30
Telecommunication and informatics		3	9	10		5	6	13	46
Other professional services	3	1	7	11	2	3	7	11	45
<b>Total</b>	<b>79</b>	<b>58</b>	<b>75</b>	<b>236</b>	<b>28</b>	<b>124</b>	<b>117</b>	<b>143</b>	<b>860</b>

Source: Elaboration on SVIMEZ (2002) –IPI and -Ministero dell'Industria data

## The Netherlands

Table 6.22: Bureau Louter classification

<b>Sector (Louter classification)</b>	<b>Sector code*</b>	<b>SBI codes*</b>
Agriculture	A	01-149
Labour intensive industry	B1	150-153; 170-205; 220; 260-275; 350-375
Capital intensive industry	B2	154-160; 210; 230-259; 280; 342
Knowledge intensive industry	B3	730-739; 300-330; 290-341
Wholesale	C1	500-519
Transport	C2	600-649
Knowledge services: management	D1	450-455; 650-715; 760-770; 820-870
Knowledge services: R&D	D2	720-726; 740-749; 930-990
Tourism and leisure	E	920

\* *BIK sector codes* ([www.kvk.nl](http://www.kvk.nl))

Source: Bureau Louter (2002)

## Appendix 3

### Written questionnaires for the three case studies

#### Italy

**1. Lo stabilimento localizzato (o che sta per essere localizzato) a ..... è:**

- A) Sede unica di impresa (nuova impresa)
- B) Sede unica di impresa nella cui compagine societaria siano presenti società centro-settentrionali e/o estere
- C) Unità locale di impresa con sede a .....
- D) Unità locale di impresa con sede nella regione .....(indicare Provincia.....)
- E) Unità locale di impresa con sede nel Centro-Nord (indicare Provincia.....)
- F) Unità locale di impresa con sede all'estero (indicare Paese.....)

**SE ALLA DOMANDA 1 HA RISPOSTO: A, PASSI ALLA DOMANDA N. 6**

**SE HA RISPOSTO: C, D, E, F, PASSI ALLA DOMANDA N. 3**

**2. Nel caso di sede unica di impresa nella cui compagine societaria siano presenti imprese centro-settentrionali e/o estere (B), le chiediamo di fornirci le seguenti informazioni:**

Nome dell'impresa/e	
Indirizzo	
Settore di attività	

**3. Nel caso di unità locale di impresa (C, D, E, F) le chiediamo di fornirci le seguenti informazioni sull'impresa madre:**

Nome dell'impresa	
Indirizzo	
Settore di attività	
Numero di addetti	<input type="checkbox"/> 10-20 <input type="checkbox"/> 21-30 <input type="checkbox"/> 31-40 <input type="checkbox"/> 41-50 <input type="checkbox"/> più di 51
Appartenenza ad un distretto industriale	<input type="checkbox"/> SI <input type="checkbox"/> NO
Localizzazione degli altri stabilimenti produttivi	<input type="checkbox"/> Stessa provincia dell'impresa madre (numero.....) <input type="checkbox"/> Altra provincia, stessa regione (numero.....) <input type="checkbox"/> Altra regione (numero ....., specificare quale.....) <input type="checkbox"/> Altro Paese (specificare quale.....)
Articolazione geografica del mercato	<input type="checkbox"/> Regionale .....% <input type="checkbox"/> Nazionale .....% <input type="checkbox"/> Estero .....%

- 4. Che tipo di delocalizzazione è stata o sarà effettuata a .....**
- Totale (intero ciclo produttivo fino alla vendita) (definire il tipo di produzione .....)
- Parziale (definire il tipo di produzione .....)
- Nuova linea di produzione (definire il tipo di produzione .....)
- 5. Se 'parziale', quali lavorazioni sono state delocalizzate?**
- Produzioni più economiche  Produzioni sempre più qualificate (specificare quali .....)
- 6. Attività specifica del nuovo impianto :** .....
- 7. Numero di addetti previsti a regime:**
- 1-5  21-30  41-50  più di 51
- 6-10  31-40
- 11-20
- 8. Numero di addetti avviati ad oggi:**
- 1-5  11-20  31-40  più di 51
- 6-10  21-30  41-50
- 9. Quando ha iniziato la nuova attività?**
- .....
- 10. Se non l'ha ancora fatto, quando pensa che inizierà?**
- 1 mese  6-12 mesi  Altro
- 2-5 mesi  più di 12 mesi
- 11. Il mercato nel quale saranno commercializzati i prodotti è:**
- Regionale (.....%)  Nazionale (.....%)  Estero (.....%)
- 12. L'impresa ha legami con altre imprese?**
- Con imprese locali  Con imprese del Centro  Con imprese estere
- Con imprese del Nord  Nessun legame
- 13. Qual è la natura di questi legami?**
- Di produzione  Tecnologici
- Commerciali  Finanziari
- 14. Ha contatti con università o centri di ricerca locali?**
- Sì  No
- 15. La presenza di personale qualificato a ..... ha influenzato la scelta localizzativa?**
- Sì  No
- 17. Gli addetti hanno seguito corsi di formazione presso l'impresa madre?**
- Sì  No
- 18. Se sì, questi corsi sono stati finanziati dallo Stato?**
- Sì  No
- 19. E' soddisfatto della forza lavoro locale?**
- Sì  No
- 20. Sono previste nuove assunzioni?**
- Sì  No
- 21. Ha trovato soddisfacente il livello di sicurezza dell'area?**
- Sì  No
- 22. Chi l'ha supportata nella scelta di delocalizzare a ..... e nell'iter burocratico?**

- Associazione industriali di .....  
 Sportello unico (.....)  
 Agenzia di sviluppo locale (.....)  
 Responsabile Unico del contratto d'area .....
- Associazione industriali dell'area di origine  
 Società di consulenza  
 Altro

**23. In che misura gli incentivi hanno condizionato la scelta di delocalizzare a .....?**

- Senza incentivi non avrei delocalizzato  
 Hanno contribuito alla decisione  
 Lo avrei fatto lo stesso

**24. Quale era la sua 'immagine' del Mezzogiorno?**

- Positiva  
 Negativa

**25. Se 'negativa' perchè?**

---

**26. E' migliorata dopo la delocalizzazione?**

- Sì  
 No

**27. Quali dei seguenti fattori caratteristici dell'area di origine dell'impresa hanno guidato la scelta di localizzare il nuovo impianto/impresa fuori dall'area?**

	Importante <b>1</b>	Abbastanza Importante <b>2</b>	Non Importante <b>3</b>
<b><u>Area industriale</u></b>	<b>1</b>	<b>2</b>	<b>3</b>
Esigenza di espandere l'attività produttiva	1	2	3
Carenza di spazio	1	2	3
Difficile reperimento licenza per costruire	1	2	3
Elevati costi del suolo e degli immobili	1	2	3
Sede non rappresentativa	1	2	3
<b><u>Mercato</u></b>	<b>1</b>	<b>2</b>	<b>3</b>
Mercato saturo	1	2	3
Ricerca di nuovi mercati	1	2	3
<b><u>Lavoro</u></b>	<b>1</b>	<b>2</b>	<b>3</b>
Costo del lavoro elevato	1	2	3
Carenza di risorse umane	1	2	3
Scarsa qualificazione di risorse umane	1	2	3
Rigidità delle regole contrattuali	1	2	3
Condizioni contrattuali non vantaggiose	1	2	3
<b><u>Accessibilità e dotazione infrastrutturale</u></b>	<b>1</b>	<b>2</b>	<b>3</b>
Alti livelli di congestione degli insediamenti umani e produttivi	1	2	3
Infrastrutture di trasporto congestionate (strade, porti e aeroporti)	1	2	3
<b><u>Accesso al credito e rapporti con le istituzioni finanziarie</u></b>	<b>1</b>	<b>2</b>	<b>3</b>
Costo del credito elevato	1	2	3
<b><u>Regolamentazione Pubblica Locale e ruolo della Pubblica Amministrazione</u></b>	<b>1</b>	<b>2</b>	<b>3</b>
Vincoli ambientali	1	2	3
Leggi e norme fiscali	1	2	3
Inefficienza della Pubblica Amministrazione	1	2	3

Rigidità interpretativa delle norme	1	2	3
Rapporti difficili con le istituzioni pubbliche locali	1	2	3
<b>Qualità della vita</b>	<b>1</b>	<b>2</b>	<b>3</b>
Alto costo della vita	1	2	3
Sicurezza e controllo del territorio insufficienti	1	2	3
Clima e rapporti sociali non soddisfacenti	1	2	3
<b>Altro (specificare)</b>	<b>1</b>	<b>2</b>	<b>3</b>

28. Quali dei seguenti fattori hanno favorito la scelta di localizzare a ..... il nuovo impianto?

	Importante	Abbastanza Importante	Non Importante
<b>Area industriale</b>	<b>1</b>	<b>2</b>	<b>3</b>
Disponibilità di terreni per l'industria	1	2	3
Costo del suolo contenuto	1	2	3
Facilitazioni nella localizzazione (autorizzazioni e concessioni)	1	2	3
<b>Mercato</b>	<b>1</b>	<b>2</b>	<b>3</b>
Crescenti opportunità di mercato	1	2	3
Vicinanza ai fornitori	1	2	3
<b>Lavoro</b>	<b>1</b>	<b>2</b>	<b>3</b>
Competitività del costo del lavoro	1	2	3
Condizioni contrattuali vantaggiose	1	2	3
Disponibilità di risorse umane	1	2	3
Risorse umane qualificate	1	2	3
Cultura lavorativa nel settore	1	2	3
Buon clima nei rapporti sindacali	1	2	3
<b>Accessibilità</b>	<b>1</b>	<b>2</b>	<b>3</b>
Buona accessibilità alla rete autostradale e stradale	1	2	3
Buona accessibilità alla rete ferroviaria	1	2	3
Buona accessibilità all'aeroporto/i e al porto	1	2	3
Bassi livelli di congestione degli insediamenti umani e produttivi	1	2	3
<b>Dotazione infrastrutturale- servizi</b>	<b>1</b>	<b>2</b>	<b>3</b>
Infrastrutture di trasporto ( <input type="checkbox"/> aeroporti <input type="checkbox"/> ferrovie <input type="checkbox"/> porti <input type="checkbox"/> interporti)	1	2	3
Infrastrutture di base (elettricità, acqua)	1	2	3
Scuole- centri di formazione	1	2	3
Servizi sanitari	1	2	3
Servizi sportivi, tempo libero e culturali	1	2	3
<b>Accesso al credito e rapporti con le istituzioni finanziarie</b>	<b>1</b>	<b>2</b>	<b>3</b>
Costo del credito contenuto	1	2	3

**Regolamentazione Pubblica Locale**

<b>e ruolo della Pubblica Amministrazione</b>	<b>1</b>	<b>2</b>	<b>3</b>
Vincoli ambientali	1	2	3
Leggi e norme fiscali	1	2	3
Efficienza della Pubblica Amministrazione	1	2	3
Elasticità interpretativa delle norme	1	2	3
<b>Incentivi</b>	<b>1</b>	<b>2</b>	<b>3</b>
Agevolazioni agli investimenti	1	2	3
Agevolazioni al lavoro	1	2	3
Agevolazioni tributarie	1	2	3
<b>Condizioni del contesto produttivo</b>	<b>1</b>	<b>2</b>	<b>3</b>
Clima sociale favorevole allo sviluppo	1	2	3
Presenza in loco di un tessuto di piccole-medie imprese	1	2	3
Presenza di società di servizi alle imprese	1	2	3
<b>Qualità della vita</b>	<b>1</b>	<b>2</b>	<b>3</b>
Basso costo della vita	1	2	3
Sicurezza e controllo del territorio	1	2	3
Bassi livelli di criminalità organizzata	1	2	3
Clima e rapporti sociali soddisfacenti	1	2	3
<b>Altro (specificare)</b>	<b>1</b>	<b>2</b>	<b>3</b>

**29. Quali sono stati i maggiori problemi riscontrati dalla sottoscrizione del contratto d'area ad oggi?**

	<b>Importante</b>	<b>Abbastanza</b>	<b>Non</b>
	<b>1</b>	<b>Importante</b>	<b>Importante</b>
<b>Iter burocratico amministrativo</b>	<b>1</b>	<b>2</b>	<b>3</b>
Difficoltà nel reperimento informazioni sul contratto d'area	1	2	3
Insufficiente livello di assistenza nel processo	1	2	3
Farraginosità degli aiuti causata da:	1	2	3
- tempi lunghi per l'erogazione dei finanziamenti	1	2	3
- lentezza burocratica a livello locale	1	2	3
- lentezza burocratica a livello nazionale	1	2	3
Inefficienza dell'amministrazione pubblica locale:	1	2	3
- nel rilascio autorizzazioni	1	2	3
- predisposizione infrastrutture di base (strade, allacciamenti, ecc.)	1	2	3
Inefficienza dell'amministrazione pubblica centrale:	1	2	3
Inadeguatezza del sistema bancario	1	2	3
Conflittualità sindacale	1	2	3
(specificare .....)			

<b>Dotazione infrastrutturale</b>	<b>1</b>	<b>2</b>	<b>3</b>
Diffuse carenze infrastrutturali in termini di:	1	2	3
- infrastrutture di base	1	2	3
- strade	1	2	3
- ferrovie	1	2	3
- porti	1	2	3
- aeroporti	1	2	3
- interporti	1	2	3
- comunicazioni	1	2	3
<b>Servizi</b>	<b>1</b>	<b>2</b>	<b>3</b>
Carenza servizi pubblici locali (energia, acqua, trasporti, ecc.)	1	2	3
Carenza di servizi alle imprese	1	2	3
Scarsità di servizi portuali e commerciali	1	2	3
<b>Lavoro</b>	<b>1</b>	<b>2</b>	<b>3</b>
Forza lavoro non qualificata	1	2	3
Scarsa qualità del livello formativo regionale	1	2	3
Scarsa flessibilità del lavoro	1	2	3
Mancanza di un adeguato livello di cultura imprenditoriale	1	2	3
<b>Condizioni del contesto produttivo</b>	<b>1</b>	<b>2</b>	<b>3</b>
Clima non favorevole ad accogliere i nuovi investimenti	1	2	3
Barriera culturale delle imprese verso la localizzazione al sud (immagine del Mezzogiorno)	1	2	3
Assenza di un tessuto di piccole-medie imprese in loco	1	2	3
<b>Qualità della vita</b>	<b>1</b>	<b>2</b>	<b>3</b>
Presenza di criminalità organizzata	1	2	3
Diffusa illegalità	1	2	3
Marginalità geografica dell'area	1	2	3
<b>Altro (specificare)</b>	<b>1</b>	<b>2</b>	<b>3</b>

**30. Quali, a suo avviso, le azioni da intraprendere e/o da potenziare nel Mezzogiorno anche in relazione alle carenze riscontrate?**

- Investimenti infrastrutturali (indicare quali \_\_\_\_\_)
- Mercato del lavoro (specificare \_\_\_\_\_)
- Formazione (specificare \_\_\_\_\_)
- Pubblica amministrazione (specificare \_\_\_\_\_)
- Altro (specificare \_\_\_\_\_)

**31. Ha mai preso in considerazione altre aree dove delocalizzare, a parte quella prescelta?**

- Sì
- No

**32. Se sì, quali altre aree ha preso in considerazione?**

- Stessa provincia o regione dove è localizzata l'impresa madre (\_\_\_\_\_)
- Altre regioni del Nord Italia (indicare quali \_\_\_\_\_)
- Altre regioni del Centro Italia (indicare quali \_\_\_\_\_)
- Altre regioni del Mezzogiorno (indicare quali \_\_\_\_\_)

Altri Paesi Europei (indicare quali \_\_\_\_\_)

**33. Perché ha scartato queste altre alternative?**

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**34. Pensa di aprire altri stabilimenti a .....**

Sì  No

**35. In quali altre aree pensa di aprire stabilimenti produttivi?**

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---

**36. Indichi gli incentivi di cui ha beneficiato la sua impresa/stabilimento**

Agevolazioni agli investimenti:

- Incentivi sotto forma di contributo in conto capitale o agevolazioni previste dalla Legge 488/92.
- Incentivi sul costo del denaro (protocollo di intesa fra Governo e Associazione Bancaria Italiana)
- Agevolazione integrativa ENI
- Incentivi in forma automatica (Legge 341/95, art.1)

Agevolazioni al lavoro:

- Promozione e sviluppo di imprenditorialità giovanile (Legge 44/86)
- Agevolazione per l'imprenditoria femminile (Legge 215/92)
- Sgravi contributivi per i nuovi assunti (Legge 448/98, art.3)
- Sgravi previdenziali per le imprese operanti nel Mezzogiorno che assumono lavoratori disoccupati o sospesi in CIGS (Legge 29 dicembre 1990, n.407)
- Contributo a favore delle imprese del Mezzogiorno che assumono iscritti nelle liste di mobilità (legge 23 luglio 1991, n.223)
- Contratti di formazione e lavoro (art.15 Legge 196/97)
- Contratti di apprendistato (art.16 Legge 196/97)
- Borse di lavoro (art.26 Legge 196/97)

Agevolazioni tributarie:

- Credito d'imposta ex art.7, Legge 449/97
- IRAP (D.Lgs 446/97)

## The Netherlands

### 1. Als u verhuisd bent in de afgelopen 5 jaar, geef dan alstublieft u vorige adres:

Vorig Adres \_\_\_\_\_

POSTCODE: \_\_\_\_\_

PLAATS : \_\_\_\_\_

### 2. In welk jaar bent u uiteindelijk helemaal gevestigd in het Noorden van Nederland? \_\_\_\_\_

### 3. Wat is de kernactiviteit van uw bedrijf op de huidige locatie? (Noteert u a.u.b. de producten of diensten waar het om gaat) \_\_\_\_\_

### 4. Geeft u a.u.b. aan welke van de volgende typeringen uw bedrijf op de huidige locatie het beste beschrijft:

- Enkele vestiging, geen andere vestigingen
- Een hoofdkantoor, een regionaal hoofdkantoor of afdelingshoofdkantoor, met vestigingen elders. (noteert u a.u.b. waar \_\_\_\_\_)
- Een vestiging of divisie met een hoofdkantoor elders in Nederland. (noteert u a.u.b. waar \_\_\_\_\_)
- Een vestiging of divisie met een hoofdkantoor elders buiten Nederland. (noteert u a.u.b. waar \_\_\_\_\_)
- Anders, namelijk; \_\_\_\_\_

### 5. Wat is de rechtsvorm van uw bedrijf?

- Eenmanszaak
- Maatschap
- Vennootschap onder firma (VOF)
- Besloten vennootschap (BV)
- Anders, namelijk: \_\_\_\_\_

### 6. Was bij de verhuizing naar het Noorden sprake van.....

- Verhuizing van activiteiten van buiten de regio naar een nieuwe locatie in het Noorden (nieuw filiaal).
- Sluiting van activiteiten elders, verhuizing van overblijvende management en administratieve functies naar het Noorden.
- Sluiting van activiteiten elders, verhuizing van het gehele bedrijf naar een nieuwe vestigingsplaats in het Noorden.

### 7. Is het bedrijf op dit bedrijf onderdeel van een grotere groep?

- Ja (verder gaan met vraag 8)
- Nee (verder gaan met vraag 9)

### 8. a) Wat is de nationaliteit van het moederbedrijf?

- Nederlands
- Ander EU-lid
- Amerikaans (V.S.)
- Japans
- Anders, namelijk \_\_\_\_\_

### 8. b) Wat is de naam van het moederbedrijf? \_\_\_\_\_

**9. Hoeveel mensen werken in totaal op dit adres? Met inbegrip van alle directeuren, partners en overige personeelsleden, die hier of vanuit hier werken. (Noteert u a.u.b. de totale werkgelegenheid en verdeel deze A.U.B in categorieën).**

<b>Totaal werknemers</b>	<b>Fulltime (30 uren per week of meer)</b>	<b>Parttime (minder dan 30 uur per week)</b>
#.	#.	#.

**10. Welk deel van de werknemers is mee gegaan tijdens de verhuizing ?**

- |  |  |
|--|--|
| <input type="checkbox"/> Allen, of bijna allen | <input type="checkbox"/> Tussen 25% en 50% |
| <input type="checkbox"/> Meer dan 75%          | <input type="checkbox"/> Minder dan 25%    |
| <input type="checkbox"/> Tussen 50% en 75%     | <input type="checkbox"/> Geen gegevens     |

**11. Wat is het voornaamste afzetgebied van uw producten? (Meerdere antwoorden mogelijk, noteert u a.u.n. percentages bij de gebieden)**

- |  |   |
|--|---|
| <input type="checkbox"/> Locale markt ( %) | <input type="checkbox"/> Europa ( %)        |
| <input type="checkbox"/> Het Noorden ( %)  | <input type="checkbox"/> Buiten Europa ( %) |
| <input type="checkbox"/> Nederland ( %)    |   |

**12. a) Onderhoudt uw bedrijf regelmatig contact met andere bedrijven?**

- |  |   |
|--|---|
| <input type="checkbox"/> Ja (verder gaan met vraag 12 b) | <input type="checkbox"/> Nee (verder gaan met vraag 14) |
|--|---|

**12. b) Wat voor soort contacten onderhoudt u bedrijf met andere bedrijven?**

- |                                    |  |
|------------------------------------|--|
| <input type="checkbox"/> Productie | <input type="checkbox"/> Technologisch |
| <input type="checkbox"/> Handel    | <input type="checkbox"/> Financieel    |

**13. Waar zijn deze contacten gevestigd?**

- |                                       |   |
|---------------------------------------|---|
| <input type="checkbox"/> Lokale markt | <input type="checkbox"/> Buitenlandse bedrijven |
| <input type="checkbox"/> Nederland    | (noteert u A.U.B. welke _____)                  |

**14. Speelden (economische) ontwikkelingsorganisaties in het Noorden een rol bij het maken van een keuze van de nieuwe locatie?**

- |  |   |
|--|---|
| <input type="checkbox"/> Ja (verder gaan met vraag 15) | <input type="checkbox"/> Nee (verder gaan met vraag 16) |
|--|---|

**15. Wat voor organisaties of instanties speelden een rol?**

- |  |  |
|--|--|
| <input type="checkbox"/> Noordelijke Ontwikkeling Maatschappij (NOM) | <input type="checkbox"/> Anderen, namelijk _____ |
| <input type="checkbox"/> Noordelijke Kamers van Koophandel           |  |
| <input type="checkbox"/> Commerciële Adviesbureaus                   |  |

**16. Heeft uw bedrijf van enige vestigingsfaciliteiten (premies, subsidies, e.d.) kunnen profiteren in het Noorden?**

- |                             |   |
|-----------------------------|---|
| <input type="checkbox"/> Ja | <input type="checkbox"/> Nee (verder gaan met vraag 19) |
|-----------------------------|---|

**17. Heeft uw bedrijf een IPR premie (Investerings Premie Regeling) ontvangen?**

- |   |  |
|---|--|
| <input type="checkbox"/> Ja   |  |
| <input type="checkbox"/> Nee  |  |
| <input type="checkbox"/> Nee, wel een andere vestigings / uitbreidings subsidie, namelijk _____ |  |

**18. In welke mate hebben deze vestigingsfaciliteiten uw keuze voor verhuizing naar het Noorden beïnvloed?**

- |  |
|--|
| <input type="checkbox"/> Zonder deze vestigingsfaciliteiten zou ik nooit verhuisd zijn                         |
| <input type="checkbox"/> Ze hebben een belangrijke rol gespeeld in het nemen van de beslissing om te verhuizen |
| <input type="checkbox"/> Ze waren niet doorslaggevend  |

**19. Ging u bedrijf na de verhuizing volgens plan van start?**

- |   |                              |
|---|------------------------------|
| <input type="checkbox"/> Ja (u kunt verder gaan met vraag 21) | <input type="checkbox"/> Nee |
|---|------------------------------|

**20. Wat zijn de belangrijkste oorzaken daarvoor?**

- Vertraging in toekenning van premies en subsidies, e.d.
- Inefficiëntie van centrale overheid
- Inefficiëntie van lokale overheid
- Anders, namelijk \_\_\_\_\_

**21. In welke mate waren de volgende redenen van belang om met uw bedrijf weg te gaan uit uw vorige thuisbasis (zogenoemde Push-factoren)?***Omcirkel één antwoord per rij*

Van veel belang    Van enig belang    Niet van belang

<b>Locatie en bedrijfsruimte</b>	<b>1</b>	<b>2</b>	<b>3</b>
Bedrijfsruimte te klein	1	2	3
Bedrijfsruimte te duur	1	2	3
Huurperiode van de ruimte afgelopen	1	2	3
Bedrijfsruimte verouderd/niet meer functioneel	1	2	3
Uitbreiding op huidige locatie beperkt door ruimtelijke ordeningsplannen	1	2	3
Gebrek aan keuze van alternatieven	1	2	3
Gebrek aan ruimte	1	2	3
<b>Markten</b>	<b>1</b>	<b>2</b>	<b>3</b>
Aanboren van nieuwe geografische marktgebieden	1	2	3
Aanboren van nieuwe productenmarkten	1	2	3
Te ver weg van klanten	1	2	3
Te ver weg van leveranciers	1	2	3
<b>Personeel</b>	<b>1</b>	<b>2</b>	<b>3</b>
Gebrek aan personeel	1	2	3
Gebrek aan hoogopgeleid personeel	1	2	3
Arbeid is te duur	1	2	3
Slechte werkmentaliteit of werkcultuur	1	2	3
Werkgelegenheidsbeleid	1	2	3
<b>Transport en infrastructuur</b>	<b>1</b>	<b>2</b>	<b>3</b>
Transport/ file problemen	1	2	3
Gebrek aan parkeerruimte	1	2	3
Kosten van diensten van derden (o.a. water, elektriciteit, gas)	1	2	3
Kosten van lokale bedrijfsondersteunende diensten	1	2	3
<b>Beschikbaarheid van financiële diensten</b>	<b>1</b>	<b>2</b>	<b>3</b>
Kosten van krediet	1	2	3
<b>Locale en Nationale Overheden</b>	<b>1</b>	<b>2</b>	<b>3</b>
Milieubescherming en Milieubesef	1	2	3
Belastingklimaat	1	2	3
Inefficiëntie van de Overheden	1	2	3

<b>Vestigingsfaciliteiten</b>	<b>1</b>	<b>2</b>	<b>3</b>
Gebrek aan financiële of andere vestigingsvoordelen (subsidies, premies, e.d.)	1	2	3

<b>Omgevingskwaliteit</b>	<b>1</b>	<b>2</b>	<b>3</b>
Hoge kosten van levensonderhoud	1	2	3
Hoge Woonlasten	1	2	3

**Andere namelijk.** (Noteert U a.u.b. een beschrijving)

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**22. In welke mate waren de volgende redenen van belang om met uw bedrijf te kiezen voor vestiging in het Noorden van Nederland (zogenoemde Pull-factoren)?**

*mcirkel één antwoord per rij*

Van veel belang    Van enig belang    Niet van belang

<b>Locatie en bedrijfsruimte</b>	<b>1</b>	<b>2</b>	<b>3</b>
Beschikbaarheid van bedrijfsruimte	1	2	3
Kosten van locatie/bedrijfsruimte	1	2	3
De aard van de bedrijfsruimte (huur/koop)	1	2	3
De flexibiliteit van de bedrijfsruimte	1	2	3

<b>Markten</b>	<b>1</b>	<b>2</b>	<b>3</b>
Aanboren van nieuwe geografische marktgebieden	1	2	3
Nabijheid van klanten	1	2	3
Nabijheid van leveranciers	1	2	3
Afgenomen levertijd	1	2	3

<b>Personeel</b>	<b>1</b>	<b>2</b>	<b>3</b>
Beschikbaarheid van nieuw personeel	1	2	3
Opleidingsniveau personeel	1	2	3
Kosten van arbeid	1	2	3
Werkmentaliteit of werkcultuur	1	2	3
De beschikbaarheid en geschiktheid van opleidingen	1	2	3

<b>Transport en infrastructuur</b>	<b>1</b>	<b>2</b>	<b>3</b>
Goed wegennet	1	2	3
Goed spoorwegennet	1	2	3
Goed luchtwegennet / nabijheid van luchtenhavens	1	2	3
Nabijheid van (zee) havens	1	2	3
Minder congestie in de buurt van nieuwe locatie	1	2	3
Meer en betere parkeerplaatsen	1	2	3
Kosten van diensten van derden (o.a. water, elektriciteit, gas)	1	2	3
Beschikbaarheid van lokale bedrijfsondersteunende diensten	1	2	3
Kosten van bedrijfsondersteunende diensten	1	2	3
Telecommunicatie infrastructuur	1	2	3

<b>Beschikbaarheid van financiële diensten</b>	<b>1</b>	<b>2</b>	<b>3</b>
Kosten van krediet	1	2	3

<b>Locale en nationale Overheden</b>	<b>1</b>	<b>2</b>	<b>3</b>
Advies en medewerking van instanties op uw nieuwe locatie	1	2	3
Medewerking van lokale overheid	1	2	3
Efficiëntie van de Overheden	1	2	3

<b>Vestigingsfaciliteiten</b>	<b>1</b>	<b>2</b>	<b>3</b>
Beschikbaarheid van financiële vestigingsvoordelen (subsidies, premies, e.d.)	1	2	3

<b>Omgevingskwaliteit</b>	<b>1</b>	<b>2</b>	<b>3</b>
Kwaliteit van lokale omgeving	1	2	3
Kwaliteit van het woonklimaat	1	2	3
Woonlasten	1	2	3
Veiligheid (criminaliteit)	1	2	3

**Andere namelijk.** *(Noteert U a.u.b. een beschrijving)*

.....

**23. Heeft u enige andere locaties in overweging genomen, voordat u definitief voor naar de huidige locatie koos?**

- Ja  Nee (graag verder gaan met vraag 26)

**24. Welke van de volgende locaties nam u in overweging? (Zou u a.u.b. de plaatsnaam willen noteren)**

- Ergens anders in het Noorden ( \_\_\_\_\_ )
- Ergens anders in Nederland ( \_\_\_\_\_ )
- Ergens in de Europese Unie ( \_\_\_\_\_ )
- Ergens anders in Europa (geen E.U.-lid) ( \_\_\_\_\_ )
- Anders (buiten Europa) ( \_\_\_\_\_ )

**25. Waarom bent u niet verhuisd naar de andere mogelijke locaties?**

\_\_\_\_\_

\_\_\_\_\_

**26. Bent u van plan om nog meer in te investeren in nieuwe vestigingen in het Noorden?**

- Ja  Nee (graag verder gaan met vraag 28)

**27. Zo, ja waar bent u van plan om nog meer te investeren in nieuwe vestigingen?**

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**28. Was uw beeld van het Noorden positief of negatief (voordat u verhuisde)?**

- Positief (graag verder gaan met vraag 30)
- Negatief

**29. Waarom had u een negatief beeld van het Noorden?**

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## The United Kingdom

**1. If you have moved premises in the last 5 years, please give your previous address:**

Previous Address \_\_\_\_\_

\_\_\_\_\_  
POSTCODE

**2. What year did you originally become established in .....?** \_\_\_\_\_

**3. What is the nature of your main business at this address? (Please state products/service involved)**

**4. Please indicate which of the following categories describe the business at this address:**

- Single site location with no other establishments
- A Head office, main, regional or divisional office, with branches elsewhere  
(please describe where \_\_\_\_\_)
- A branch, subsidiary or division with a headquarter elsewhere in the UK (please describe where \_\_\_\_\_)
- A branch, subsidiary or division with a headquarter outside in the UK  
(please describe where \_\_\_\_\_)
- Other (please describe \_\_\_\_\_)

**5. What is the legal status of the company?**

- Single Proprietor
- Partnership
- Private Limited Company
- Public Limited Company
- Other \_\_\_\_\_

**6. Did the move into ..... involve:**

- Transfer of operations from outside the region to a new location in ....
- Closure of operations elsewhere, transferring residual management/administrative functions to ....
- Closure of operations elsewhere, transferring company legal entity to a registered office in ...

**7. Is the business at this address owned by a larger group?**

- Yes
- No

**8. If yes to 5, what is the nationality of the parent Co?**

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**9. How many people are employed at this address?** (Please include Proprietor(s), partners, directors, etc. who are based here. Please show total employment and provide a breakdown into the categories shown).

Total employees	Part-time (30 hours per week or more)	Full-time (less than 30 hours per week)
N.	N.	N.

**10. What proportion of your employees moved with the company at the time or relocation?**

- All or nearly all
- More than 75%
- Between 50% and 75%
- Between 25% and 50%
- Less than 25%
- Don't know

**11. What is the main market for your goods?** (Please indicate the percentage)

- Local area ( %)
- ..... ( %)
- UK ( %)
- Europe ( %)
- International ( %)

**12. Does the company keep regular contacts with other companies?**

- Local firms
- UK firms
- Foreign firms (please describe \_\_\_\_\_)
- No

**13. Which kind of relations?**

- Production
- Trade
- Technological
- Financial

**14. Did economic development agencies in .... play any part in your choice of a new location?**

- Yes
- No

**15. Which agencies or organisations?**

- .....Business Link .....
- Chamber of Commerce & Industry
- Training and Enterprise Council
- Commercial Property Agents
- Other \_\_\_\_\_

**16. Did you get any incentives to locate in .....?**

- Yes
- No

**17. If 'Yes' to 16, which incentives did you benefit?**

- RSA (regional Selective Assistance)
- SMART
- SPUR
- SPURPLUS
- Invest For Growth
- Other \_\_\_\_\_

**18. To what extent have incentives influenced your decision to relocate in .....?**

- Without incentives I would never have relocated
- They played an important role in the decision to relocate
- They were not determinant

**19. Did the operation start according to your business planes?**

- Yes
- No

**20. If 'No' to 26, what were the main causes?**

- Delays in endowment (incentives)
- Inefficiency of central Public Administration
- Inefficiency of local Public Administration
- Other \_\_\_\_\_

**21. Which of the following reasons prompted you to move your operations away from your former site?**

*Read out and cross one per row*

	Important	Rather Important	Not Important
	1	2	3
<b>Site and premises</b>	<b>1</b>	<b>2</b>	<b>3</b>
Premises too small	1	2	3
Premises too costly	1	2	3
Premises' lease expired	1	2	3
Premises old/outdate/obsolete	1	2	3
Existing site or premises constrained by planning regulations	1	2	3
Lack of choice of alternative sites or premises	1	2	3
Lack of space	1	2	3
<b>Markets</b>	<b>1</b>	<b>2</b>	<b>3</b>
Entering new geographical markets	1	2	3
Entering new product markets	1	2	3
Too far away from customers	1	2	3
Too far away from suppliers	1	2	3
<b>Labour Force</b>	<b>1</b>	<b>2</b>	<b>3</b>
Shortage of workers	1	2	3
Shortage of suitability skilled workers	1	2	3
Labour too costly	1	2	3
Poor workforce attitude or culture	1	2	3
Employment policies	1	2	3
<b>Transport and infrastructures</b>	<b>1</b>	<b>2</b>	<b>3</b>
Transport/ congestion problems	1	2	3
Lack of car parking	1	2	3
Services cost (i.e. water, electricity, gas)	1	2	3
Local business support services cost	1	2	3
<b>Availability of financial assistance</b>	<b>1</b>	<b>2</b>	<b>3</b>
Cost of credit	1	2	3
<b>Local and National Government</b>	<b>1</b>	<b>2</b>	<b>3</b>
Environmental awareness and protection	1	2	3
Tax treatment not favourable to the firm	1	2	3
Inefficiency of Public Administration	1	2	3

<b>Incentives</b>	<b>1</b>	<b>2</b>	<b>3</b>
Lack of financial or other incentives	1	2	3
<b>Quality of life</b>	<b>1</b>	<b>2</b>	<b>3</b>
High cost of living	1	2	3
High cost of housing	1	2	3
<b>Other (please describe)</b>	<b>1</b>	<b>2</b>	<b>3</b>

22. Could you tell me, how important was each of these factors in your choice of a ..... location? (Read out and cross one per row)

	<b>Important</b>	<b>Rather Important</b>	<b>Not Important</b>
	<b>1</b>	<b>2</b>	<b>3</b>
<b>Site and premises</b>	<b>1</b>	<b>2</b>	<b>3</b>
Availability of site or premises	1	2	3
Cost of site/premises	1	2	3
The tenure of premises (leasehold/freehold)	1	2	3
The flexibility of the premises or site package offered	1	2	3
<b>Markets</b>	<b>1</b>	<b>2</b>	<b>3</b>
To try and exploit new or wider markets	1	2	3
Proximity to customers	1	2	3
Proximity to suppliers	1	2	3
Reduced delivery times	1	2	3
<b>Labour Force</b>	<b>1</b>	<b>2</b>	<b>3</b>
Availability of labour	1	2	3
Skills of labour	1	2	3
Cost of labour	1	2	3
Employment culture and attitudes	1	2	3
The availability and suitability of training	1	2	3
<b>Transport and infrastructures</b>	<b>1</b>	<b>2</b>	<b>3</b>
Good road links	1	2	3
Good rail links	1	2	3
Good air links	1	2	3
Proximity to sea ports	1	2	3
Less transport congestion in new location	1	2	3
More or better car parking	1	2	3
Services cost (i.e. water, electricity, gas)	1	2	3
Local business support services	1	2	3
Cost of services	1	2	3
Telecommunication infrastructures	1	2	3
<b>Availability of financial assistance</b>	<b>1</b>	<b>2</b>	<b>3</b>
Cost of credit	1	2	3
<b>Local and national Government</b>	<b>1</b>	<b>2</b>	<b>3</b>
Advice and assistance of local agencies in your new location	1	2	3
Co-operative attitude of local government	1	2	3
Efficiency of Public Administration	1	2	3
<b>Incentives</b>	<b>1</b>	<b>2</b>	<b>3</b>
Availability of financial incentives	1	2	3

<b>Quality of life</b>	<b>1</b>	<b>2</b>	<b>3</b>
Quality of local environment	1	2	3
Quality of housing	1	2	3
Cost of housing	1	2	3
Security (from crime)	1	2	3
<b>Other (please describe)</b>	<b>1</b>	<b>2</b>	<b>3</b>

**23. Did you consider any other locations, before you moved to your present site?**

- Yes  No

**24. If 'Yes' to 18, which of these other locations did you consider?**

- Elsewhere in ..... (\_\_\_\_\_)
- Elsewhere in UK (\_\_\_\_\_)
- European Union (\_\_\_\_\_)
- Europe – Non EU (\_\_\_\_\_)
- Other (outside Europe) (\_\_\_\_\_)

**25. Why did you not choose these other locations?**

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**26. Are you going to make any further investment in new plants in .....?**

- Yes  No

**27. If 'no' to 26, which other locations are you going to consider?**

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**28. Which was your 'image' of .....?**

- Positive  Negative  Neutral

**29. If 'negative' why?**

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**30. How important is for your company's 'image' to be located in ....**

	Very important	Rather important	Not important
Greater London	1	2	3
Elsewhere in the South East	1	2	3
Elsewhere in UK	1	2	3
.....	1	2	3

## Appendix 4

Table 7.1: Geographical distribution of the AC-granted projects

Area Contract	Total firms	Firms that replied	Response rate %
Agrigento	66	30	46%
Airola	5	2	40%
Avellino	25	16	64%
Crotone	55	20	36%
Gela	47	15	32%
Gioia Tauro	18	10	55%
Manfredonia	74	31	42%
Messina	27	17	63%
Molise Interno	37	9	24%
Ottana	33	17	51%
Potenza	23	13	56%
Salerno	11	10	91%
Sassari Alghero	68	40	59%
Sulcis Iglesiente	25	16	64%
Torrese Stabiese	14	8	57%
Total	528	254	52%

Source: data Dipartimento per lo sviluppo delle economie territoriali – SVIMEZ (2004)

Table 7.3: Investment size (by Area Contract)

No. of jobs	AG	AI	AV	GE	GT	KR	MA	ME	MI	OT	PO	SA	SI	SS	TS	Total	%
1-5	2		1	1		1				1		1	1	9		17	6.7
6-10	8		1	2	3	4			1		2	2	3	14		40	15.7
11-20	12		3	3	4	6	8	6	4	4	2	2	2	4		60	23.6
21-30	4			4	2	5	8	3		3		3	3	5	2	42	16.5
31-40	1		6	1		1	6	4	2	4	2	1	1	3		32	12.6
41-50	1		2	1	1		4			1	2			3		15	5.9
> 51		2	2	3		3	5	2	2	3	5	1	6	2	5	41	16.1
N.a.	2		1					2		1					1	7	2.7
Total	30	2	16	15	10	20	31	17	9	17	13	10	16	40	8	254	100

Source: Dipartimento per lo sviluppo delle economie territoriali – SVIMEZ (2004)