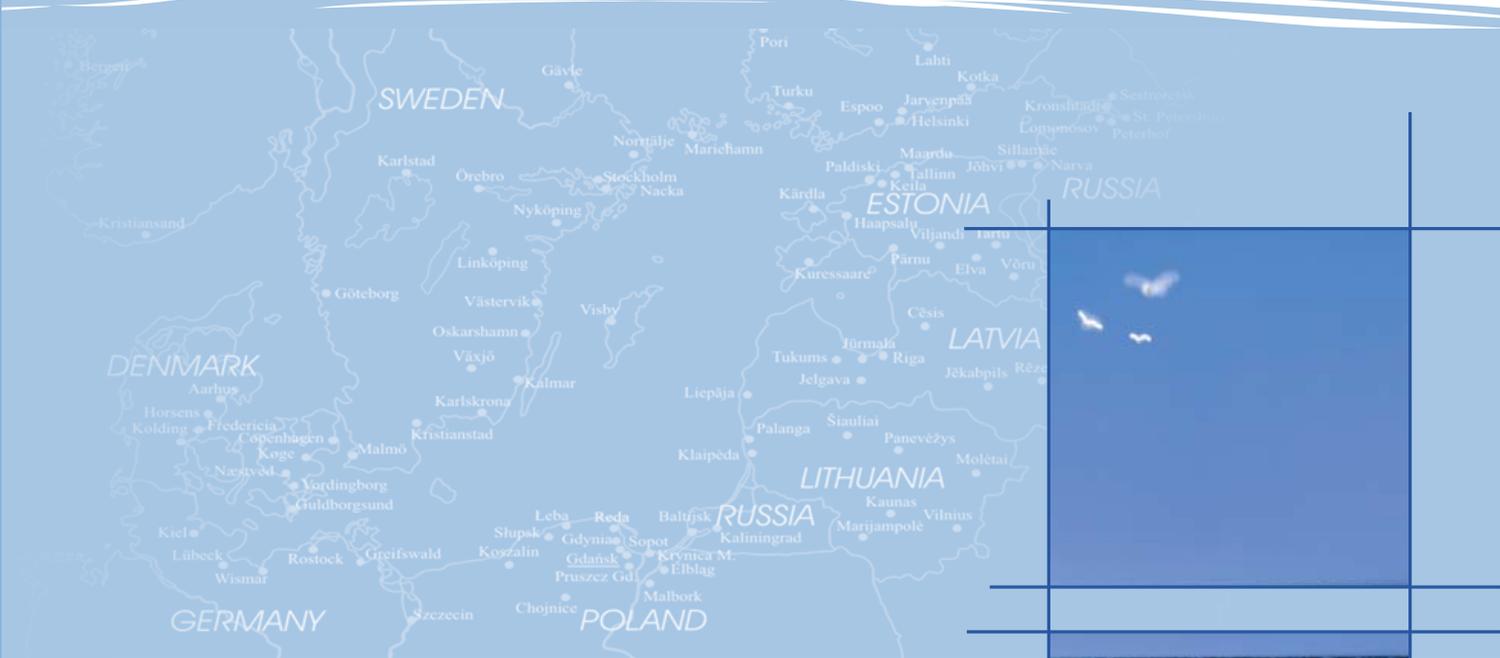
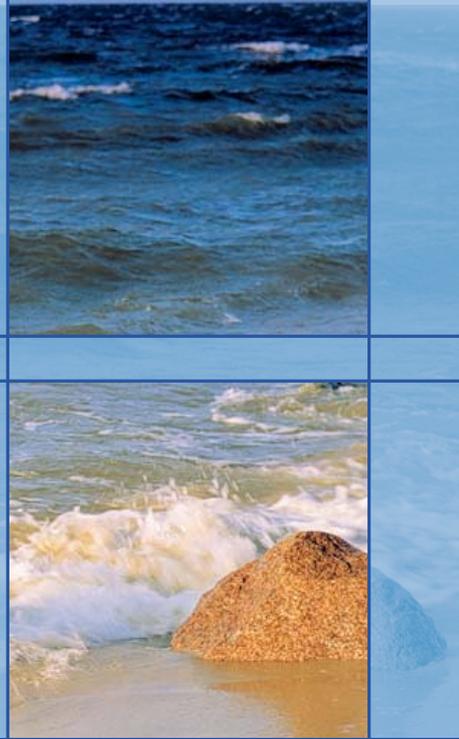


UBC Business Mixer



UBC Business Mixer



UBC Business Mixer



Dear UBC Friends,

Since its beginning, the Union of the Baltic Cities has been striving for a better mutual understanding and more beneficial cooperation among the Baltic Sea cities. All UBC undertakings have been aimed at increasing the effectiveness of solving common and similar problems of the local societies. Meeting, discussing, exchanging experiences and opinions as well as implementing common projects have become the most helpful devices in achieving the UBC's goals.

Currently, as the geo-political and economic situation in our region and Europe brings us the new challenges, the UBC is trying to follow it up and adapt its policy and actions to the new conditions. As a result, the UBC focuses now on how to transform political and financial potential connected with the European Union into reality for benefit of the cities. Furthermore, knowing that the greater competitiveness of the EU is now at the top of its priorities, which has been clearly expressed in the Lisbon Strategy and in the new EU Cohesion Policy for 2007-2013, the UBC would like to contribute more actively to the economic development of our region. How can we do that?

The economic growth of our members is becoming more and more dynamic. We decided to make the business cooperation easier. Hereby, the "UBC Business Mixer" is on hand to be used as a helpful directory of what our cities have to offer in terms of investment opportunities.

The aim of the new UBC publication is to encourage the business environment of the UBC members to treat the Union as an economic forum of making new contacts, establishing partnerships, initiating common undertakings and projects. We would like the business circles to "mix" with the local authorities to enhance the cooperation between them making it more effective. The "UBC Business Mixer" will hopefully provide you with new and interesting information and possibility of easy-finding of investments areas, partners and contacts.

Wishing you a fruitful and extensive cooperation,



A handwritten signature in blue ink that reads "Per Bødker Andersen".

Per Bødker Andersen - President of UBC

UBC Business Mixer



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AARHUS

The highlight areas in Aarhus are life science, IT, architecture and design, energy and environment and the media and food industry.



Let's do business

HUMAN RESOURCES

- a highly educated workforce.
- 27 schools, including Aarhus University, Aarhus School of Business, Aarhus School of Architecture and the Danish School of Journalism.
- 40.000 students out of 300.000 citizens – making Aarhus the city with the highest percentage of students compared to number of citizens in Denmark.



ees in the IT-sector.

- IT-city Katrinebjerg is a research and innovation campus with a number of institutions:
 - o IT - House Katrinebjerg
 - o Alexandra Institute A/S: Denmark's number one bridge builder between the research and business life
 - o Science Park Aarhus, IT-Ramp
 - o Innovation Lab



INVESTMENT PROFILE

Life sciences:

- Aarhus University has 9 various life science institutes.
- Science Park Skejby – the first dedicated biomedical park in Denmark.
- iNANO - Interdisciplinary Nanoscience Centre, founded in 2002 at Aarhus University. The centre constitutes an interdisciplinary research and educational effort with the long-term goal of merging nanoscale biology, chemistry and physics into a new scientific discipline: Nanoscience.

IT:

Aarhus has the largest concentration of well educated employ-

Architecture and design:

- Every year almost 150 students graduate at the Aarhus School of Architecture
- Aarhus is home to a number of Denmark's best and most well-reputed architect and design companies.

Energy and environment:



- Aarhus has a high number of well educated employees within wind energy.
- The companies represented in Aarhus form 70% of the world market.

Media:

- Aarhus offers media education at all levels.
- About 8-10 educational institutions offer education and courses in collaboration with the media industry.
- About 1.000 communication students graduate at Aarhus School of Business every year.
- Movie city Aarhus (Filmby Århus) offers studio and production facilities to companies within the media industry.
- The media cluster in Aarhus has a strong profile within the use of IT, advertisement and communication.

Food industry:

- In 2005 the NanoFOOD Consortium was established to ensure collaboration between public research institutions and private industry within the areas of food, nanotechnology, nutrition, and information and communication technology.



The measures used to assist business

- Personal advice and coaching;
- Training courses: Business start-up, business plan, marketing, business development, innovation;
- Establishment of networks groups as Plato-groups. Plato is a development program aimed at helping SMEs owners to develop the broad range of management skills;
- Establishment of mentorships between business owners and experienced business mentors. Typically the mentorships last for 16-18 months;
- Writing of relevant guidance-books;
- Website www.startogvaekst.dk with many tools and checklists available including guidelines on how to start up different businesses, a scheme for the writing of a business plan, a SWOT-analysis, employment guides, etc.;
- The website "100 svar" (100 answers) www.100svar.dk provides answers to 100 typical questions asked by entrepreneurs. Most answers have been translated into English and Arabic.

What the city does for entrepreneurs

The municipality of Aarhus supports vocational guidance for entrepreneurial businesses and SMEs. From 2007, vocational guidance is divided into basic local vocational guidance provided by the non-profit organisation Start and Growth (Start & Vækst), and specialised vocational guidance provided by the non-profit organisation Growth House Mid Jutland which offers specialised guidance for entrepreneurial businesses and SMEs with large growth potential.

A special vocational guidance service at the Entrepreneurship-center Nyvirk is provided mainly for entrepreneurs with a non-Danish background in suburbs of Aarhus with a high percentage of refugees and immigrants.

The service is operated by the private company Nyvirk. The initiative is partly financed through EU social funds. Co-financing through the EU Equal project has enlarged the geographical scope of the project and enabled extended emphasis on vocational guidance for women with a non-Danish background.

Further information

AARHUS BUSINESS CARE

Phone: +45 89 40 22 05

E-mail: erhv@aarhus.dk

Business support & Meeting Forums

Center for Entrepreneurship

www.au.dk/da/cfe/forside

CONNECT Denmark

www.connectdenmark.com

To help entrepreneurs unfold their business idea and create a network among both national and international companies

DANISH IT

www.dansk-it.dk

To strengthen the personal and professional competencies amongst those who work with information technology.

Dansk Erhvervs-Fremme

www.danskerhvervsfremme.dk

The union represents organisations and individuals, who work with business promoting activities and policies.

Danish Management Society

www.dsv-vl.dk

To create a network among corporate leaders within trade, industry

and service and leaders from public administrations, institutions and organisations.

Eksportklubben Østjylland

www.eksportklubben.dk

To create a network for business with interest in export activities.

Business Contact, Aarhus University

www.au.dk

To create a bridge between the university and the corporate world.

Business Aarhus

www.erhvervaarhus.dk

An organisation representing all parties of the corporate world.

Innovation Lab

www.innovationlab.net

Sited in IT City Katrinebjerg, the newest Danish hub for IT research and development.

The Alexandra Institute

www.alexandra.dk

The Institute is a research-based

limited company that bridges the gap between the IT corporate sector, research and education.

IT-forum Mid Jutland

www.itforum.dk

The main objective is to strengthen the knowledge and use of information technology.

Rotary

www.rotarynyt.dk

Rotary is a local and international network for active businessmen and leaders.

Start & Growth

www.startogvaekst.dk

Start & Growth is active in offering basic vocational guidance for the growth of businesses and SMEs.

Growth House Mid Jutland

(Website not yet launched)

From late spring 2007 it offers specialised vocational guidance for entrepreneurial businesses and SMEs with large growth potential.



NÆSTVED

Næstved offers a variety of greenfield investment possibilities for all kind of

business close to the city or in the surrounding cities – all locations are less than 15 minutes from the motorway to Copenhagen or Germany.



Let's do business

Næstved is located less than an hour from Copenhagen. At the harbour, close to the city centre, the Næstved Area Business Association together with Tourist Office are located.

The city is attractive for inves-



tors due to:

- Tax levels below the national average, but with the same or better level of service than the

rest of the country and better than average buildings and building sites, as it offers a variety of well situated locations.

- A comprehensive local and regional infrastructure.

- Best possible environment to encourage people to move into the area, including commuters.

- Large and varied choice of building sites for both business and residential.

- Quick case administration.

- Flexible town planning.

- Wide selection of further education available.

- Healthy living environment.

- Good, accessible information.

- Creation of the right

environment to encourage businesses into the area and cooperation with them.

- Increased cooperation with other local and regional authorities in the area.

- Emphasis on IT and communication in society as a whole; Vision and Targets have been worked out in all political areas.

Need for support?

Næstved-Egnens Udviklingselskab A/S

Det Gule Pakhus, Havnen 1
4700 Næstved

DENMARK

Phone: +45 55 73 66 99

Fax: +45 55 77 22 15

E-mail:

erhvervskontor@naestved-erhverv.dk

www.naestved-erhverv.dk

**Please contact Uffe Nielsen
or Hans Henrik Enger**

What the city does for entrepreneurs

Næstved has been for many years an active Danish municipality – in recent years with attractive tax rates below the national average. Unemployment has

been declining drastically for a long time. However, the Næstved Town Council has also a wish for the municipality to be able to offer the best possible service

to both trade and industry and entrepreneurs. Advice is provided to all entrepreneurs. The Business Park Maglemølle Erhvervspark A/S offers plenty of opportunities for those wishing to set up their own business: premises, equipment and consultancy are available on attractive terms. Within a number of areas, the municipality cooperates with its neighbours, even across country borders.

If you want to establish a company in the Næstved region

The Business Development Company offers consultancy and assists with information search, localisation and establishing contact with the public authorities, identifying suppliers, financing, etc. If you need subsidies or financial support, Næstved-Egnens Udviklingselskab A/S has databases with information about the various subsidy and support schemes in the EU and in Denmark as well as the regional subsidy schemes. The office provides assistance in identifying relevant support and subsidy schemes, and assists you with preparing applications.



KÄRDĽA

Kärđla is investing a lot in the city infrastructure. In 2004-2005 water and canalization systems were renovated. In 2007 the main connection roads will be rebuilt and street lighting is planned to be renovated. Furthermore, the building permits and the certificates of occupancy will be issued.



Let's do business

Kärđla, located on Hiiumaa Island, with 3,800 inhabitants, is a small city with well developed enterprises and infrastructure. Every year new enterprises are coming, enriching local economy. The enterprises are created by inhabitants but the number of investors is increasing too.

The biggest branch of economy on Hiiumaa Island is industry. The biggest branch of industry is plastic, which has increased in last years more than 40%. At the same time food and forest industry are decreasing. For many years, one of the strongest industry areas has been fishery but today the fish preserve factory is waiting for new investors.

Tourism is constantly developing. There are many new stylish lodging houses and possibilities to spend a free time on Hiiumaa. Both Estonians and foreigners are discovering how good it is to have a vacation on Hiiumaa. You don't need to fly to the islands of Mediterranean, because Hiiumaa is almost the same.

Building on Hiiumaa has increased in last years over 10%. The standard of life of inhabitants has been improved and they

can spend money for renovating their homes. Municipality is restoring the city buildings. Kärđla has made in recent years many investments for youth. For instance, in 2005 and 2006 nursery schools and centre for disabled youth were renovated. In 2005-2007 the renovation of Kärđla General Gymnasium



buildings and building of consultancy centre for youth has been made. The municipality is trying to provide the young people with the safe environment and to encourage them to stay or come back to Kärđla. At the same time the youth can get inspiration and learn how to create their own enterprise and how to find a business idea.

For tourists Kärđla wants to build in the next years a tourism centre.

The greatest challenge for the city is to build a yacht

harbour. Kärđla used to have a merchant harbour which was mainly used by a textile factory before the 2nd World War. The main article for textile factory was a high quality manufactured woollen cloth - broadcloth. In 1941 retreating Soviet troops destroyed the factory's main building and the harbour. Hopefully, in next years the harbour will be reconditioned.

The environmental analysis and analysis of value and practicability related to the harbour re-construction have been led during 2005-2006. Afterwards, the design work will start. Whereas the harbour building is a great undertaking, Kärđla is waiting for investors who are interested in development of the harbour area. There will be also a place for a hotel and a restaurant.

Need for support?

**Kärđla Town Government
Department of Development
and Planning**

Anton Kaljula

Head of Department

Phone: +372 463 6088

Fax: +372 463 6080

E-mail: anton.kaljula@kardla.ee



KEILA

Keila is a small city with population of 9,500, situated 25 kilometres south-west from Tallinn – the capital of Estonia. The area of the city is 10.46 km². The city has a railway connection and remains within easy reach of international roads, ports and major airports.



The city is attractive to entrepreneurs and investors. There are residential and recreational areas which are not yet fully exploited. In the north-western part of Keila an industrial park is situated. Having a good location and infrastructure, the park comprises more than 20 enterprises employing around 1,500 people. Among them, there are such enterprises like ABB, AGA, GLAMOX, ENSTO, as well as several Harju Group enterprises. The industrial village also accommodates companies offering transport, customs and warehouses services. In order

Let's do business

to foster further development of the park, Harju Group obtained a production plant in the southern part of Keila.

Keila has been known for its very poor quality of drinking water. The authorities decided to upgrade or build a new water and sewage system for the whole city – a new water plant and water treatment plant. Today, two thirds of town has been upgraded. Ca 5,7 million EUR has been spent on the project that is co-financed by Finland, Denmark, PHARE, the budget of Estonia, NEFCO loan and Keila own resources. The water system upgrading project is continued. Keila will be probably the first town in Estonia to be wholly covered by a common water and sewage system.

What the city does for entrepreneurs

According to the development plan for 2007-2020 priorities of the city are:

- Creation of modern urban living environment;
- Promotion of attractive and well developed business environment;
- Creation of high-quality infrastructure considering local demands and integration with Harju County and Tallinn;
- Promotion of community;
- Following the principles of sustainable development and protection of environment;
- Permanent growth of administrative capacity

according to strategic goals and demands of population.

City of Keila is acting as a leading partner in the project "One day in Harju County" aimed at promoting tourist industry in the region and participates in INTERREG IIIB project "ASAP - Efficient Administrative Structures as a Prerequisite for Successful Economic and Social Development of Rural Areas in Demographic Transition".

The most important event in Keila are Keila Days at the last weekend of May. On a fair local small businesses and self-employed can sell their products.

Need for support?

As the City Administration is a member of **Harju Economic and Development Centre** all Keila's entrepreneurs can use their services.

Please contact a business consultant:

Ms Silja Sorgus

Phone: + 372 6566 641

E-mail: silja@hedc.ee



KURESSAARE

Kuressaare is a popular place for business development, both among Estonian and international investors. Any new business initiative is welcome to Kuressaare!



Let's do business

Kuressaare is located on the southern coast of the biggest Estonian island Saaremaa that is 8 km away from the mainland. The population is 37,000 of which 15,000 live in Kuressaare, that is considered one of the best developed medium-sized cities in Estonia.



In Kuressaare, there is an airport (www.eeke.ee) open for domestic and international

flights. Four kilometers from the city centre there is the Roomassaare port (www.saarteliinid.ee) operating as a cargo, passenger and yacht harbour. On the northern part of the island there is a newly built Saaremaa harbour (www.ts.ee). Kuressaare is connected to all transport infrastructure units by high-quality roads.

Kuressaare and Saaremaa are among the major tourist destinations in Estonia and

tourism is the key industry in the city. There are a number of hotels, spa-hotels, catering and other businesses providing services and products.

Small and medium-sized enterprises prevail in Kuressaare. The major industries represented are: electronics, food processing, construction, boat-building, distribution sector.

What the city does for entrepreneurs

Clear development directions have been established in Kuressaare Development Plan up to 2013. The main goal of the city is to sustain viable environment, convivial community and adequate economy.

To support entrepreneurs, Kuressaare is:

- Securing safe business environment by long term

development directions (City Development Plan, Comprehensive Plan);

- Improving the business climate by developing infrastructure and logistics;
- Providing a support system for starting and developing businesses;
- Supporting the provision of well-educated and skilled workforce.

Kuressaare Town Government

Tallinna 10, 93813 Kuressaare, Estonia
 Phone: +372 45 33 680 Fax: +372 45 33 590
 E-mail: linn@kuressaare.ee www.kuressaare.ee
 Mrs Urve Tiidus, Mayor
 Phone: +372 45 33 680 E-mail: urve.tiidus@kuressaare.ee
 Mr Kalle Koov, Deputy Mayor on Development and Economy
 Phone: +372 45 33 677 E-mail: kalle.koov@kuressaare.ee

Need for support?

Saaremaa Enterprise Centre

Mr Marek Lepamets, Manager
 Lossi 1, 93816 Kuressaare, Estonia
 Phone: +372 45 20 570
 Fax: +372 45 20 571
 E-mail: marek.lepamets@saare.ee
www.sees.ee

Estonian Chamber of Commerce and Industry,

Kuressaare Office
 Tallinna 16, 93813 Kuressaare, Estonia
 Phone: +372 45 33 144
 Fax: +372 45 33 122
 E-mail: saare@koda.ee
www.koda.ee

Saare Tootjate Liit (Union of Saare Producers)

Tallinna 16, 93813 Kuressaare, Estonia
 Phone: +372 45 24 760

Rotary Club Saaremaa

Pargi 15, 93813 Kuressaare, Estonia
 E-mail: rotary@saaremaa.ee



TALLINN

Tallinn is the driving force of Estonia's economy. In 2005, Tallinn received 68 %

of Estonia's foreign investments, amounting to 1,500 million EUR, i.e. 3,761 EUR per capita. The most attractive economic sectors in Estonia were: finance (47%), real estate and business services (16%), and manufacturing (14%).



Tallinn is home to about half of all Estonian companies, which are responsible for ca 60% of GDP and nearly 3/4 of total business profit. More than half of the companies operating in Estonia on foreign capital are located in Tallinn. The economy is closely connected with the neighbouring Scandinavian countries.

Tallinn is an important junction for international

Let's do business

traffic, a crossroads between technologically rich Scandinavia and resource-rich Russia. With seven ports, a modern airport and rail connections, Tallinn can be considered as the "central station" for its Scandinavian, Baltic, and Russian neighbours.

A favourable geographic location has helped Tallinn to develop into a port and an industrial and commercial city. Tallinn is an IT-driven city and its residents embrace the advantages of new technology.

An excellent business environment and conditions for production, a liberal economic policy, and low taxes have already attracted numerous companies and continue to make Estonia an exceptional location for foreign direct investments. Establishing a company is straightforward and easy; foreign companies enjoy equal rights with local ones.

A hard-working and highly qualified labour pool with superior IT and multi-lingual skills provides for a rich human resource. 39% of the population in Tallinn has a higher education and 53% have a secondary education.

MAIN INDUSTRIES

1. Tourism – the number of



foreign overnight tourists in Tallinn is triple and the number of foreign visitors is sevenfold compare to the number of residents in Tallinn in 2004.

2. Transport and Logistics – Almost 40 million tons of freight passes through the Port of Tallinn.
3. Commercial Services.
4. Industry:
 - Information Technology & Communications
 - Electronics Assembly & Manufacturing
 - Machinery & Mechanical Engineering
 - Automation & Precision Engineering.

Need for support?

Tallinn City Enterprise Board

Vabaduse väljak 7,
15199 Tallinn
Phone: +372 640 4218
Fax: +372 640 4208
E-mail: invest@tallinnlv.ee
www.investor.tallinn.ee

Enterprise Estonia

Liivalaia 13/15, 10118 Tallinn
Phone: +372 627 9700
Fax: +372 627 9427
E-mail: invest@eas.ee
www.investinestonia.com

Estonian Chamber of Commerce and Industry

Toom-Kooli 17, 10130
Phone: +372 646 0244
Fax: +372 646 0245
E-mail: koda@koda.ee
www.koda.ee



INCENTIVES

There is currently no law establishing special incentives for foreign investments. Instead, there is a highly favourable environment for everyone:

- Relative closeness to European markets (Helsinki, Stockholm, St. Petersburg, and Riga are all within 500 km, Oslo, Warsaw, Vilnius, and Copenhagen are within 1000 km);
- Cost-effective labour;
- Favourable taxation and trade regulations;
- Well-developed infrastructure;
- Strong and stable financial structure;
- Liberal economic environment;
- Economic and political stability.
- Foreign citizens and companies may purchase property (apartments, houses, buildings) without any restrictions;
- Foreign investments are protected by law and bilateral agreements;
- Foreign investors are guaranteed a level playing field with local firms, incl. unrestricted repatriation of profits and the right to own land.

THE EUROPEAN DAY OF THE ENTREPRENEUR IN TALLINN, AUTUMN 2007

The main purpose of the event is to acknowledge and value entrepreneurs, raise awareness of the role of the entrepreneurs in the development of the city, improve the cooperation between the city and the

Meeting forums

What the city does for entrepreneurs

Tallinn City Enterprise Board is a department of the Tallinn City Government for developing business environment and attracting investments. The Business Development Unit of Tallinn City Enterprise Board is responsible for a marketing strategy aimed at investors and entrepreneurs. Main aims of the strategy is to develop and promote high-technology and knowledge-intensive entrepreneurship; better use of the potential of universities; promoting cooperation between companies and research institutions; developing SME; favouring the establishment of university spin-off companies; favouring additional training and retaining of the workforce.

★

entrepreneurs, introduce support measures for small and medium size enterprises, and to encourage citizens to become entrepreneurs.

Different seminars, forums, conferences, exhibitions, company visits and other events are held for different target groups, among them both active and potential

entrepreneurs, but also students.

The European Day of the Entrepreneur is open also for international guests and provides opportunities for mutual learning.

Business Information Centre

Vabaduse väljak 7, Tallinn, Estonia

Phone: +372 640 4219,

E-mail: invest@tallinnlv.ee

www.tallinn.ee, www.investor.tallinn.ee

- Information and consulting

- Trainings and information seminars

- State and city support measures

- Information about city administration

Projects

- Mentoring programme

Coordinator: Jaanus Vahesalu

E-mail: jaanus.vahesalu@tallinnlv.ee

- The European Day of the Entrepreneur

Coordinator: Kärt Kübarsepp

E-mail: kart.kybasepp@tallinnlv.ee

- Development and cooperation projects

Manager of development projects:

Ingrid Hindrikson

E-mail: ingrid.hindrikson@tallinnlv.ee

Manager of international projects

Jaanus Vahesalu

E-mail: jaanus.vahesalu@tallinnlv.ee

Business Incubators

Tallinn Business Incubators Foundation

Anu Lõhmus

E-mail: anu@inkubaator.ee,

www.inkubaator.ee

Kopli Business Incubator

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Manager Peeter Mõistlik

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Lasnamäe Business Incubator

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Phone: +372 68 37 940

Manager Jüri Saar

E-mail: jyri@inkubaator.ee

www.inkubaator.ee



NARVA

Narva is one of the most ancient cities in Estonia, located on the border of Estonia and European Union with Russia. Due to its geographical position, Narva has always played an important role in the European history and has been recognised as a foreign trade centre.



Let's do business

After Estonia's accession to the EU, new possibilities have arisen for Narva to develop as an industrial, commercial and transit city. Narva is the second largest industrial centre in the country. Main industrial branches are textile, industry, leather processing and manufacturing of leather articles, power engineering, woodworking industry and furniture production, etc. SMEs work along with large-scale industry. In the recent years service, transit and logistic companies have been developing actively. 1,907 entrepreneurs from Narva were registered in the Business Register as of January 1, 2006. About 99% of working people are employed by micro, small and medium-size companies. According to the research on the entrepreneurship situation in Narva, carried out in 2005, over 40% of the businesses are trading companies; 14% of Narva companies render services to the public, business-services and training; and only 11% of Narva companies are industrial enterprises.

The major export goods are:

- textile and textile products – 60 %
- mineral products – 13 %
- metal and metal products – 11 %

For creation of favourable investment conditions and enlivening the investment climate, two e-projects have been implemented in Narva: the Investment Passport of Narva (www.investinnarva.ee) with all relevant information for investors, and an information portal for tourists and travel agencies/tour operators (<http://tourism.narva.ee>). The purpose of the investment passport is to

provide information on all investment options and attract foreign investments. Business data on the Narva enterprises, cooperation proposals, interactive maps indicating free plots of land and vacant premises for commercial lease, prices and rates for immovable property – this is by far not a full list of information presented.

More information:

Narva Municipality
Department for Development and Economy
Peetri plats 3-7, Narva 20308
Phone: +372 359 9040
Fax: +372 359 9042
E-mail: areng@narva.ee

Non-profit association Intec-Nakro Industrial Park was founded at the end of 2004. The co-founder of the industrial park was the local municipality. The main idea was to promote entrepreneurial initiative in Narva and enhance its competitiveness, thus providing new jobs by developing existing companies and creating new ones. The total area of the industrial park is 18 ha. 70% of the area is being used by AS Nakro, the rest 30% by the

companies-lessees. There are about 30 SMEs operating in the industrial park today, employing around 700 people. The main branches - food processing, sewing industry, manufacturing of footwear, processing of fabric, metals and wood. The proximity of different manufacturers enables to provide efficient and cost-effective services to the lessees. Rental services of machinery and equipment are being rendered. New companies are subject to more favourable lease terms. The future perspectives include implementing new investment projects that will facilitate the development of labour market.

to the lessees. Rental services of machinery and equipment are being rendered. New companies are subject to more favourable lease terms. The future perspectives include implementing new investment projects that will facilitate the development of labour market.

Need for support?

Intec-Nakro Industrial Park
Kadastiku 57, 21004 Narva
Phone: +372 357 6701
Fax: +372 357 6700
E-mail: nakro@nakro.ee



TARTU

There are many reasons why it is worth investing in Tartu. Well-educated society, ICT and infrastructure development and high science potential attract domestic and international investors.



Let's do business

High level of ICT development

All professional and technical services are available in Tartu, including international operators. About 98% of business transactions are non-cash. Mobile network coverage is 100% throughout the county. Several innovative technical solutions and applications have been developed locally, for instance MPS (mobile positioning system).

completed and the airport is expected to be open with regular airlines by the year 2012.

Estonian research potential is concentrated in Tartu.

Educated workforce

It is the human capital that has served as the driving growth force of the city over the centuries. The extensive educational system and the high standard of R&D institutes have paved the city's way to Europe.



High science potential

Tartu is a university town and known as a centre of education in Estonia. In addition to Tartu University, founded in 1632, two more large institutions of higher education are located here: the Estonian University of Life Sciences and the Baltic Defence College. Tartu has a total of 16 institutions of higher education . Tartu Vocational Education Centre offers vocational training in the following fields – IT and construction fields, electricity, food technology, metal works, sewing etc. The majority of Estonian life sciences and medicine R&D activities are concentrated in Tartu. Also, more than 60% of the total

Fast development of infrastructure

Tartu City Government is actively developing it's industrial parks to make them available to entrepreneurs as soon as possible. Industrial parks are mainly targeted to production companies with higher level of added value. The lots in Ravila industrial park are available from December 2006 with total space of 31,3 ha. Ropka industrial park is still being developed and the lots will be available for purchase approximately in 2010. The feasibility study for opening regular lines in Tartu airport is

Need for support?

Tartu City Government
Department of Business Development
www.business.tartu.ee

Tartu Business Advisory Services Foundation
www.tartu.ee/arinouandla/

Tartu Science Park Foundation
www.park.tartu.ee

Archimedes Foundation
www.archimedes.ee

University of Tartu Institute of Technology
www.tuit.ut.ee

Tartu County Tourism Foundation
www.visittartu.com

Estonian Chamber of Commerce and Industry
www.koda.ee



VILJANDI

Viljandi is a town with a stable and pleasant business environment. Brand new watersupply and sewer systems. Good electricity supply. Location in the middle of Estonia makes logistics easier for enterprizes and businesses. People have good qualifications.



Viljandi is responsible for promoting and creating entrepreneur-friendly environment. Collaboration between the state, local governments, third sector, citizens and entrepreneurs is led under motto – *Creating ongoing exchange of information and best environment for entrepreneurs.*

Viljandi has a large number of enterprises in different fields. According to the commercial

register data in January 2006, there were 965 enterprises and businesses: joint-stock companies – 86, limited-liability companies – 723, self-employed entrepreneurs - 144.

Businesses are divided as follows: service branch - 50%, commercial - 45%, manufacturing - 5%.

Wood and textile industries production is mostly exported. Food-industry produces for local market and for export.

Development perspectives are attractive in industrial-, business-, in accommodation- and in catering branches. There is a demand for entertainment attractions and free

Let's do business

time centers.

Viljandi has launched two projects for industrial parks. There



is already functioning infrastructure with water- and sewer system service, electricity, new streets with connections to railway and main roads.

Need for support?

Viljandimaa Arenduskeskus SA

– Development centre of Viljandi town and county

Contact person: Urmas Tuuleveski

Phone: +372 43 30 591

Address: Vabaduse plats 6, Viljandi 71020

www.viljandimaa.ee

E-mail: save@viljandimaa.ee

MTÜ Viljandimaa Turism

– unites tourism entrepreneurs in town and county. Main goal is to promote, acquaint and develop Viljandi area.

Address: Vabaduse pl 6, 71020

Phone: +372 43 30 442, +372 43 30 443

Fax: +372 43 30 442

MTÜ Viljandimaa Ametiõpe

– vocational education support

Address: Vana-Võidu küla, Viiratsi vald, 70101 Viljandimaa

Phone: +372 43 51 021

Fax: +372 43 51 022

What the city does for entrepreneurs

Viljandi model for development:

- Evolving and multifarious entrepreneurship – to provide favourable business-environment,
- Competitive and diversified education system
- Rich, attractive and well presented cultural and historical heritage and natural environment
- Multifarious possibilities for sports and leisure time – traditional culture and sports events, skilful town market-

ing to implement the tourism potential of the town.

The main project started by Viljandi town Government for investors is industrial park. Its main goal is to create more workplaces, innovative and science based enterprises.

Further information

Chief-specialist of entrepreneurship

Ljudmila Nugis

Viljandi Town Government

Phone: +372 43 54 735

ljudmila.nugis@viljandi.ee



JÄRVENPÄÄ

Järvenpää is a rational choice to investors. The sites planned for enterprises are inexpensive and the rents for premises are affordable. The location is logistically excellent.

Let's do business

Järvenpää is a commercial and administrative centre in the Central Uusimaa. It offers also comfortable living environment, dwelling places for small houses in wide, green areas at the lake Tuusulanjärvi. The city offers multiple services for leisure, especially in culture and sport activities.

There are approx. 1,800 enterprises operating in Järvenpää. The strengths of the business life are high-tech metal industry and enhancing cultural industry.

The Business Development Services gives advice in different questions related to

Järvenpää's vision is to be a viable cultural city.

The prerequisites for increasing viability exist and they will be confirmed by strategic choices. Järvenpää's cultural life has a strong historical background, but it exists intensively in the present as well. Continuous cultural renewal is considered Järvenpää's strength also in the future. Both viability and culture are perceived extensively in the vision, so that all the strategic choices can be genuinely aimed at fulfilling the vision.

The fulfilment of the vision is analysed through strategic viewpoints:

1. Effectiveness and service ability - based on the city's social responsibility and measured by the rate at which the customers' needs have been fulfilled
2. Economy and resources - the city uses its resources economically and productively to ensure an even better effectiveness
3. Processes and structures - cover all processes, operations and structures that are owned or managed by the city and the capacity of which has a crucial significance in the realisation of effectiveness, economic efficiency and productivity.
4. Competence and renewal - directed at developing the city's work community and its competences.



entrepreneurship, information on free office spaces and business sites, contact information of enterprises and offices, helps to find business partners, suppliers and hints for marketing. In questions concerning the EU and international issues the services are given by the export advisor of the Central Uusimaa Business Development Center Forum, and by the manager of International Affairs.



Business support

Business Development Services

Adress: Hallintokatu 2, 04400
 Contact person: Pirjo Latva-aho
 Business Development Manager
 Phone: +358 (09) 2719 2221
 Fax: +358 (09) 2711 199
pirjo.latva-aho@jarvenpaa.fi

Keski-Uudenmaan

Uusyrittäjäkeskus ry STARTTI

-advisory for new enterprises
 Contact: Pertti Salovaara

Phone: +358 (09) 2709 2554

Pia Backman

Phone: +358 (09) 2709 2550

E-mail: startti@dlc.fi

www.uusyrittäjäkeskus.fi/startti

Keski-Uudenmaan

Kehittämiskeskus Oy

FORUM

-enterprise incubator services

-export advisory services

-enterprise consultation

Contact persons:

Man.Dir. Totti Salko

Phone: +358 400 708 472

Export Advisor Henri Molander

Phone: +358 10 6021 464

Fax: +358 (09) 2705 1430

E-mail: totti.salko@keuke.fi

www.keuke.fi

Central Uusimaa Partnership Association

- promotion of employment

Contact: Erja Lindberg

Phone: + 358 40 592 1357

Phone: +358 (09) 2719 2845

Fax: +358 (09) 2719 2846

E-mail: erja.lindberg@dlc.fi

www.kumppanuusyhdistys.net



KOTKA

Kotka is the biggest city in Kymenlaakso County. It is located on the coast of the Baltic Sea, the Gulf of Finland, at the estuary of Kymi River. Kotka is known by its port, industry and maritime festivals. Kotka is also known as a multifaceted city of educational institutions and culture.



Let's do business

The twinports of the region, Kotka and Hamina, are the biggest in the field of export in Finland. The main traffic consists of timber, paper, metal and stone; nowadays also more and more cars, which are an important part of transit traffic. The port of Kotka is the biggest transit port in Finland. It provides an excellent sea route to all parts of the world, and the E18 highway offers good road transport options, especially to Russia. There are several industrial parks in the region with top-rate



Need for support?

Cursor Oy, Kotka-Hamina
Regional Development Company
Mr Harri A. Holopainen
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harri.holopainen@cursor.fi
www.cursor.fi

Kymenlaakso Chamber of Commerce
Mr Jouko Lehtoranta
Phone: +358 5 229 6100
Fax: +358 5 214 219
jouko.lehtoranta@chamber.fi
www.kymichamber.fi

Regional Council of Kymenlaakso
Ms Pia Hurttä
Phone: +358 5 230 8900
Fax: +358 5 230 8910
pia.hurttä@kymenlaakso.fi
www.kymenlaakso.fi

Straightway Southeast Finland
Ms Elina Petro
Phone: +358 5 215 810
Fax: +358 5 215 812
elina.petro@straightway.fi
www.straightway.fi

enterprises, including Ahlstrom Glassfibre Ltd, Andritz Ltd, BASF Ltd, Sonoco Alcore Ltd, etc. There are also business premises available ranging from office space to production facilities suited for a wide variety of industries - at reasonable prices.

Kotka - Hamina region is far away from traffic jams, high prices of housing and business facilities, and shortage of manpower. The region offers comfortable and flexible conditions for business and housing.

What the city does for entrepreneurs

Business and entrepreneurship development and support is taken care by Cursor Oy, Kotka-Hamina Regional Development Company. The company focuses on generating business growth, creating new products and larger markets for companies, applying ICT into businesses, marketing the region and actively participating in Russian opportunities. It also leads projects, like "Gateway Office Partners Tacis Cross-Border Co-operation Small Project Facility" project. It aims to assist and promote local economic development and integration of the two economic regions of Russia and Finland by

creating a cross border partner network of service organisations and authorities able to provide professional and high quality business services for international SME operations between East and West.

Further information

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Fax +358 5 234 4047
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www.kotka.fi



PORI

Pori region is an economic entity of 140.000 inhabitants. It has long industrial traditions which are now combining with recent developments and rapid growth in ICT, welfare, magnet technology and related branches.



Let's do business

The most important lines of business (both in terms of turnover and number of employees) are the offshore industry, metal industry and the manufacture of machinery and equipment.

Pori region offers great educational opportunities, which also support the development of business life. Pori University Consortium, Satakunta University of Applied Sciences and the other colleges train the professionals in close cooperation with local business and industry. These institutions also carry out top-level research.



Excellent transport connec-

tions, one of Finland's most efficient ports, railway line and airport within 2 km of the city centre guarantee good logistics in area.

Green areas reach almost to the heart of the centre and there are many choices for those looking for a place to live. The quality and atmosphere of the residential environment is indeed one of the region's main assets.

Pori region has altogether 9 interesting investment concepts to fit the various needs of investors. For

example Port of Pori, Science Park, "Cotton Factory" (including ICT, universities, research etc.), municipal investment

The Centre of Expertise program is one of our leading development programs. Its main fields are in offshore technology, ubiquitous computing and energy solutions for future. Applying new technology in those branches and delivering the knowledge further in our development network will enhance more competitiveness to Pori region. On practical level this work is done by offering technology transfer services and new know-how for the companies. Dozens of detailed projects are going on at the moment - all of them striving for better competitiveness and growth for the companies and associations involved.

areas, Avia-Pori in airport area, etc. Our main incentive is the entire investment package, which comprises an ideal match of cost-effectiveness, quality and interesting possibilities.

Pori region has updated its priorities in business policy. We are putting effort in adapting new technologies and knowledge. Main focus is in innovation, business development, partnership, future anticipation, lobbying and marketing.

Need for support?

POSEK

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FI-28100 Pori
FINLAND

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Fax: +358 2 621 7509
www.posek.fi

Prizztech Ltd

Technology Centre Pripoli

Tiedepuisto 4
FI-28600 Pori
FINLAND

Phone: +358 2 620 5300
Fax: +358 2 620 5399
www.prizz.fi

ENTER

Business start-up services

Pohjoisranta 11 D
FI-28100 PORI
FINLAND

Phone: +358 2 620 4630
Fax: +358 2 620 4640
www.ypenter.fi



TURKU

Turku's location by the sea at the tip of Southwest Finland made it an international meeting place right from the start. Over the centuries, seafarers and traders from dozens of countries found the region as favourable for business.

Today Turku is the most international city in Finland outside the capital region.



Need for support?

Turku Region Development Centre

Phone: +358 22627777

Fax: +358 22627 458

region@turku.fi; www.turkuregion.fi

TE Centre of Southwest Finland

Export consultant Turkka Ristimäki

Phone: +358 10 6022 551

E-mail: turkka.ristimaki@te-keskus.fi

Expert on internalisation

Markku Kauneela

Phone: +358 10 6022 543

markku.kauneela@te-keskus.fi

St. Petersburg Business Contact Centre

Manager Heidi Saario

Phone: +358 2 262 7642

forename.surname@turku.fi

Potkuri

Turku Region Business Service Centre

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Fax: +358 2 469 9399

E-mail: potkuri@kyyhky.turku.fi

www.potkuri.fi

World Trade Center Turku

Mirja Kärkäs-Lainio

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E-mail: mirja.lainio@wtc-turku.fi

Turku Science Park Ltd

Phone: +358 2 8803 100

Fax: +358 2 4101 830

www.turkusciencepark.com

ICT Turku Ltd

Phone: +358 2 8803 110

Fax: +358 2 4101 830

Let's do business

The outstanding logistical location of Turku Region and quick connections along the growth corridor between Stockholm, Helsinki and St. Petersburg offers unique transport accessibility. Our particular strength is the ability to combine various modes of transport. Turku is a crossroads, where maritime and air transport routes meet road and rail networks.

The maritime cluster is the industrial flagship of the Turku economic area. The Turku Shipyard has specialised in building the largest luxury cruise ships in the world. Competent personnel, a high level of technology and the seamless work of an extensive co-operation network is a prerequisite for



sustainable success. Turku is internationally recognised and respected as a centre of biotechnological research, product development and business. The applied information and

communications technology cluster focuses on improving the competitiveness of other sectors and testing new technology solutions. The open co-operation between the region's universities, enterprises and public sector is a major reason for the success of cutting edge knowledge-intensive sectors. Southwest Finland's annual investment in research and development totals more than half a billion euros.

The tourism cluster operates in a modern manner, utilising the nautical location of Turku and its historical traditions. The archipelago, culture and a diverse range of events form the foundation of this cluster. Turku's selection as Finland's official candidate for the European Capital of Culture 2011 will open up new growth opportunities for tourism.



What the city does for entrepreneurs

Turku is an attractive national and international centre of culture and knowledge with an excellent quality of life and an innovative environment. Roughly 300.000 people live in the metropolitan Turku area and that number is growing by about 2.000 people annually.

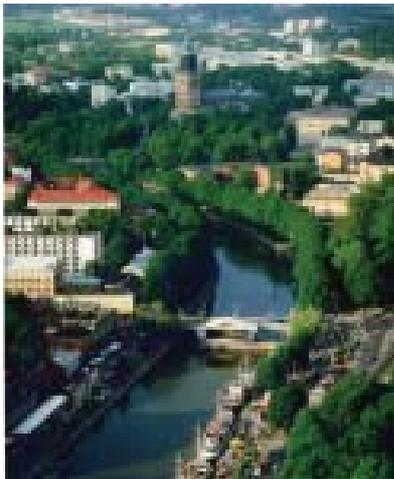
The employment development in Turku has clearly exceeded that in other Finnish metropolitan areas. The good economic outlook for the export-oriented technology industry, construction, trade and service sectors provide reason to expect the favourable development to continue in the future as well.

European Day of the Entrepreneur – Promoting Entrepreneurship

The objective of the European Day of the Entrepreneur (EDE) is to promote and encourage entrepreneurship locally and

European wide. Turku has extremely good experiences of organizing EDE. It has increased both public-private and international co-operation between cities and participating companies.

The EDE event in Turku was organized 2006 for the fourth time. Over 1.000 entrepreneurs, stake-holders and decision-makers representing both private and public sectors participated.



EDE is an important part of regional business development activities and the most remarkable event annually arranged by the City of Turku and

Turku Region Development Centre. The main theme chosen for EDE 2006 was "Entrepreneurship in transition". Special sessions addressing international participants were organized on cultural entrepreneurship,

Consultation service for entrepreneurs

Turku Region Business Service Centre Potkuri was established in 2005 in order to give entrepreneurs support and answers to their questions from one single place. The Business Service Centre is providing services for both start-up entrepreneurs and already operating companies. Evaluating and developing business ideas, business plans, financing, training programmes, developing sales and marketing, expert services etc. are the most common services offered.

environmental protection and technology, maritime technology and EDE co-operation in Baltic Sea Region.

Encouraged by the good experiences Turku has made a proposal to form a network of EDE cities in Europe. The fifth EDE meeting in Turku will be held on 12 June 2007. It is going to be more international than ever; it serves as a pre-conference for ICSB (International Council for Small Business) World Conference and it is an official part of Eurocities' Economic Development Forum (EDF) meeting.

For more information see: www.edeturku.fi or e-mail: markku.aholainen@turku.fi. For information about the city please see www.turku.fi

Meetings in Turku

12 June 2007
European Day of the Entrepreneur
Proposed themes:
-Young Entrepreneurship
-From Turning Points to New Opportunities
Venue: Turku School of Economics

12-15 June 2007
ICSB World Conference
"At the Crossroads of East and West: New Opportunities for Entrepreneurship and Small Business".
www.icsb2007.org/

12-14 June 2007
Economic Development Forum (Eurocities)

June 2007
Mare Balticum – Mare Europaeum
International seminar on seafaring.
More information: Päivi Söderholm +358 2281 3328
paivi.soderholm@utu.fi and Marja Luomanen +358-2- 281 3360, marja.luomanen@utu.fi

26-31 August 2007
Europacat 8
Conference for the catalysis community
www.abo.fi/fak/ktf/tek/europacat8/

4-8 September 2007
48th International Conference on the Bioscience of Lipids
www.icbl2007.abo.fi



VAASA

Vaasa has been having trade and industrial contacts with the rest of the world for many centuries. Today the contacts have been made easier thanks to effective connections over land, sea and air, as well as through IT-technology.



The industries in Vaasa are highly specialised. The most important branches are the electronics industry, IT technology, the energy, the motor and the plastics industry. Good examples of modern technology and expertise are found at SBB, Wärtsilä Finland, Vaasa Group, KWH and Kemiras Vaasa factories, all of which are working internationally. The development centre for technology, Merinova, provides rooms and services for high-tech companies.

The Ostrobothnian enterprising spirit can also be found in the large amount of small- and medium-sized companies located here. The enterprise centres in the region provide modern facilities for innovative companies in former industrial buildings.

Vaasa has many challenging employment opportunities on offer for post-graduate students. The city, companies and different associations support research and development within the scope of

high-technology. This combined policy helps to support the success of the Vaasa business region, both in an integrated Europe and globally.

General information

Total area - 397 sq km

Population - 57,700

The labour force - 32,500 total

Education - 7 higher education

units exceeds 10,000 students

Connections:

- railway traffic

- ferry traffic: daily connections to Umeå

- Air traffic: 65 domestic flights and 36 international flights a week

More information:

Vaasa Region Development Company

Man. Director Pekka Haapanen

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Fax: +359 6 2828 328

pekka.haapanen@vasek.fi

www.vasek.fi

City of Vaasa

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City Planning

Business development

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Need for support?

Vaasa Parks Oy

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Ostrobothnia Chamber of Commerce

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The Congress Office

Meeting and Congress Manager

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http://congress.vaasa.fi



KIEL

The Baltic Sea area is one of the regions with the greatest development potential on the entire continent. Kiel is playing a significant role in this development.



Kiel is Schleswig-Holstein's business metropolis. Our unique network between business, science and academic institutions, traditional and innovative industrial sectors, production and modern services, plus high technology and craftsmanship, put us in an ideal position. Excellent and fast transport connections via motorway, airport, fast train and port with the Kiel Canal guarantee mobility beyond the region. With its attractive location by the sea, good ferry connections with the Scandinavian countries, Kiel is the most important hub in the Baltic Sea transport system.



Kiel is pursuing a programme of becoming involved with future technologies such as medical technology or biotechnology and is actively promoting the close networking of business and academia. With 30.000 students, Kiel is a modern location for business and innovation. According to the current company ranking in Germany, Kiel got a good rating in being very entrepreneur-friendly and having high qualified employees.

The city's low prices for building land and real estate, moderate levels of taxation and a public administration make the ideal environment for business. In addition to the industrial areas, there is a city project: Kai-City is an undeveloped area of 25 ha. About 30.000 m² have been made available for construction.

What the city does for entrepreneurs

Kiel offers a fast and demand-driven service for companies, having an interest in investment, looking for new areas. In general, Kiel sets its priorities in providing new jobs, strengthen science, becoming a children and family-friendly city and improving the infrastructure.

This service is completed by KiWi, Kiel's Business Development Corporation. It is a connecting link between business and the city administration. It advises and looks after companies with regard to questions concerning the business environment, innovation and finance. KiWi supports regional businesses both in creating and safeguarding jobs and in developing potential for the future. Its aim is to secure the success of the companies in our city. To achieve this, KiWi concentrates on innovation, business start-ups and company service.

Need for support?

WTSH (Business Development and Technology Transfer

Schleswig-Holstein)
Phone: +49 (0) 431 66666 0
Fax: +49 (0) 431 66666 767
info@wtsh.de www.wtsh.de

IHK Schleswig-Holstein

Phone: +49 (0)431 5194 0
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www.ihk-schleswig-holstein.de

Der Kieler Kaufmann eV

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sekretariat@der-kieler-kaufmann.de
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Wirtschaftsjunioren

(Junior Chamber)
Phone: +49 (0) 431 5194 228
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www.wj-kiel.de

Kreishandwerkerschaft

Phone: +49 (0) 431 71015-50
Fax: +49 (0) 431 71015-99
handwerk-kiel@t-online.de
www.handwerk-sh.de

Mentoren für Unternehmen in Schleswig-Holstein e.V.

Phone: +49 (0) 431 8002567
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KiWi, Kieler Wirtschaftsförderungs- und Strukturentwicklungs GmbH

Phone: +49 (0) 43124 84 - 0
Fax: +49 (0) 431 24 84 - 111
info@kiwi-kiel.de www.kiwi-kiel.de



LÜBECK

Lübeck is a transport hub

for the major cities of western and central Europe, and the emerging Baltic economies. From a logistics point of view, this location makes a perfect sense.



Let's do business

Old and new are combined here creating symbioses, which stimulate economic and cultural development, and give the city its identity and confidence. Lübeck is as cosmopolitan today as in the heyday of the Hanseatic League. With a long history of a transport hub, and in its role as logistics centre for northern and eastern Europe, Lübeck remains both open to the new and devoted to its history and tradition. Lübeck brings together education, science and the economy through creativity, innovation and impetus-creating synergies at the city's important educational and research facilities. Over 5.000 students attend the university, colleges and the International School of New Media where there is a particular focus on media & PR, medicine, biotechnology & health, and trade & logistics.

Lübeck's two main distin-

guishing factors are its unique position as Europe's most southwestern Baltic Sea port, in close proximity to Hamburg, and the trilateral land, sea and air infrastructure. Over 400 logistics companies with more than 7.000 employees are the greatest evidence for that. With network logistics, Lübeck can offer an unbeatable environment for intermodal transport. At Lübeck docks, 27 million tonnes of goods are turned over every year — forecast to increase to 40 million tonnes over the next ten years. Business benefits from 125 sailings per week to 25 Baltic ports, direct access to the European inland waterway network and from highly efficient truck and combined loading facilities. Numerous block trains link Lübeck with Europe's economic centres. Lübeck's railway system links the rail network of the German rail operator, Deutsche Bahn AG, with an industrial and docks network,

integrating the city's industrial and business parks. Lübeck is the only Baltic Sea port which has docks directly by the motorway, railway and Europe's inland waterway network (via the Elbe-Lübeck Canal).

Between 1995 and 2010, a total of 560 million euros will be invested in dock extensions, the most up to date equipment, storage, and dockside business parks. The Airport Business Park is a technology oriented business and logistics centre.

Need for support?

Wirtschaftsförderung Lübeck GmbH (Business Development Corporation of Lübeck)

Dr. Olaf Krüer

Phone: +49 (0) 451 706 55-24

Fax: + 49 (0) 451 706 55-20

E-mail: info@luebeck.org

www.luebeck.org

City of Lübeck

Business, harbour and real estates

Ms Conja Grau

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Fax: + 49 (0)451 122-59 21

E-mail: conja.grau@luebeck.de

www.luebeck.de

Chamber of commerce

Mr Martin Krause

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Fax: + 49 (0) 451 6006--41 63

www.ihk-schleswig-holstein.de

Lübeck disposes about 80 hectares of trade and industrial areas nearby the A1 and A20 motorway and, especially for logistic aims, by the Skandinavienkai with the trade area North and South and by the airport. Because of special aid programme of the European Union it is possible for some locations and some companies to get support. In 2000 – 2006 Lübeck got about 56,3 Mio Eur for a lot of investments. With these grants the companies were able to invest about 120 Mio Eur in their development.



ROSTOCK

Rostock stands for Hanseatic tradition, seaports and high-

technology. This historical city is in a process of transformation and is open to new ideas. Rostock is not only the largest city, but also the economic and cultural centre of the state of Mecklenburg-Vorpommern.



The oldest university in northern Europe as well as numerous highly innovative companies in fields such as life sciences and maritime technologies have contributed to Rostock's development into one of the most dynamic locations in the Baltic Sea Region.

The Rostock Region, with its seaport, motorway junction A 19 / A 20 and airport, provides

excellent logistical conditions and opens up new possibilities for cooperation with partners in northern and eastern European



countries.

The city's seaport means that it is a major logistics hub in the Baltic region and offers you an enormous potential for growth and optimal conditions, particularly as a maritime location, with traditional fortes in the port/cargo and shipbuilding industries. Today, these fortes also include the offshore wind energy industry.

Rostock also has competences in the fields of future technologies and industrial processing. Some of the key sectors of local

Let's do business

business include the life science and food processing industries as well as applied and basic research. Moreover, the city's proximity to Hamburg makes it an important secondary location for companies operating in the aerospace industry. Rostock's significance as a business location is underlined by its success in attracting companies such as Liebherr, Diehl Aerospace, AIDA Cruises, IKEA, HanseNet and Lidl Logistik.

Traditionally, Rostock's strengths have been in the tourism industry and the service sector. This comes as no surprise, with one of the world's most attractive sailing waters lies just off the coast and the cruise port as one of the gateways to the city.

What the city does for entrepreneurs

We support you in a "one-stop-shop", assisting you in the settlement of your business and beyond. We can help you in recruiting employees, we will assist in obtaining necessary permits as well as in finding the perfect location. We can also provide contacts to research institutions, distributors and other cooperation partners. We will tie your company into our national and international networks. With our know-how we promote the development of technology, as well as the trans-

fer and application of technology. Our comprehensive support and consultation as a "One Stop Agency" for investors is aimed at helping enterprises in implementing their growth strategy. Cooperation with partners and the creation of strategic alliances have always been major aspects of our success. Regardless of what your question is, we are prepared to answer and perform to our greatest ability.

Please visit our homepage www.rostock-business.de.

Need for support?

Rostock Business and Technology Development GmbH

Michael Sturm
Managing Director
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JĒKABPILS



Jēkabpils city council has elaborated and approved the City Development Plan for 2004-2011, which includes several priorities. The first one is the promotion and diversification of entrepreneurship in the city.

What the city does for entrepreneurs

Jēkabpils city council has elaborated and approved City Development Plan for 2004-2011, including several priorities. The promotion and diversification of entrepreneurship in city territory is the first priority. Taking into account this aim, the local

government supports all kinds of business activities and investments, which bring along the increase of economic growth and development of the city.

Using PHARE financial aid, Jēkabpils city government together with partners implemented project "Jēkabpils forest industry business park" (6 million EUR), providing the entrepreneurs with production area

and office facilities to develop the business and increase the competitiveness in the forest industry.

The city has elaborated territorial development plan as well, where the large territories (approximately 40 hectares) are foreseen as industrial ones thus providing the possibility for future investors to initiate their business in



More information

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Latvian Chamber of Commerce and Industry (LCCI) is a non-governmental, voluntary organisation uniting Latvian companies of different sectors. The aim of the organisation is to create favourable business environment, represent economic interests of Latvia's enterprises and offer business promotion services. LCCI represents business interests through a dialogue with national and local governments and participates in the drafting of commercial legislation in Latvia. LCCI Jekabpils regional office also organizes business exhibitions where the entrepreneurs from city and region as well as foreign partners participate in order to make contacts, promote their business activities and products to the city inhabitants and guests.

Jēkabpils.

Need for support?

**Latvian Chamber of Commerce
and Industry (LCCI)**

Jēkabpils Regional Office

Director

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JŪRMALA

According to City Development Plan of Jūrmala, its aim is to promote diverse

economic development, making use of city's natural opportunities and traditions, to secure city's economic self-dependency, as well as to increase standards of living, taking into consideration efficient use of natural resources.



Let's do business

Historically, economics of Jūrmala is based on development of tourism and resort industry. It is determined by geographical location of city, as well as by accessibility of natural resources. Rapid development of tourism industry has a good impact on operation activity of service sector enterprises. Last year the number of tourists in Jūrmala that stay over 4 nights were 101,447. Currently economic spheres experiencing the most rapid development are those requiring small investments, like trade, real estate, health and



social care.

The economic situation of Jūrmala is affected by its close location to the capital of Latvia – only 20 km distance. The location and a good transport infrastructure makes city to be one of the most attractive places of residence in Latvia. The city offers wide programme of cultural events, diverse nature and different possibilities for entertainment. Also rapid and stable increase of real estate prices indicates about the popularity of Jūrmala. Large scale investments in construction of private houses, as well as positive migration balance are characteristic for Jūrmala now.

The main work with entrepreneurs is done by Department of Economics and Development, as well as by Department of Tourism and Foreign Affairs. The main tasks of Department of Eco-

nomics and Development are:

- attraction of investments to city;
- implementation of municipal investment projects;
- attraction of EU funds, as well as investments of state support programmes;
- cooperation with entrepreneurs

The main tasks of Department of Tourism and Foreign Affairs are:

- working out tourism development strategy and action plan, and implementation of them;
- educational work in tourism and tourism entrepreneurship spheres;

Need for support?

Consultative Advisory Board of Entrepreneurs

The aim: promoting entrepreneurship in Jūrmala and activating dialog between entrepreneurs of the city and local municipality

Jānis Drulle

Head of Consultative Board

Jomas iela 1/5

Jūrmala, LV-2015

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Entrepreneur Protection Society

The aim: constructing an open dialogue between municipality and entrepreneurs

Māris Dzenītis

Head of Society

Atbalss iela 1

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More information

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LIEPĀJA

We call ourselves the City of Changes. Indeed, we have set far reaching goals for ourselves in industry, tourism, culture, infrastructure, education and other spheres.



The city of Liepāja is located in the west of Latvia, closer to the west coast of the Baltic Sea than any other city in the Baltic States. As the closest port city to the Scandinavia and Western Europe, Liepāja provides a solid base for logistics connections with the rest of Europe. At the same time port is well connected with the state railway system and motor roads, ensuring speedy and effective cargo exchange with Russia and other markets of CIS countries. Liepāja is one of the few ice free ports on the East coast of the Baltic Sea that ensures maintaining regular traffic in almost any weather conditions. As the third largest port in Latvia, Liepāja port is truly multifunctional able to serve various type of cargo.



Liepāja is also a major manufacturing centre possessing Latvia's largest enterprises in two of the top three export industries. Furthermore, Liepāja's manufacturing productivity exceeds that of any other Latvian city by 20%. The city has based its

steady pace of development around its own advantages, which are particularly attractive to industry and trade in tangible commodities. To make Liepāja even more attractive to business, a Special Economic Zone has been established, guaranteeing one of the most favourable tax environments in the Baltic Sea region for a minimum of 20 years.

If you are considering expanding your business, wishing to re-locate your business to stable, safe and prospective location, Liepāja will always be place for you. Thus, the city provides an advantageous manufacturing location with direct access to the EU's 500 million strong market together with local experience and capabilities in dealing with the Russian Federation and other emerging markets to the east of Latvia's EU border.

Let's do business

Briefly about the city

Area: 6.037 ha
 Population (2005): 85.915
 Industrial output (2005): 366.5 mio EUR
 Industrial output for export: 285.1 mio EUR
 Unemployment rate (October 2006): 6.8 %

Main sectors of economy

Manufacturing - 40%
 Trade and repairs - 34%
 Transport, storage and communications - 10%
 Construction - 7%
 Electricity, gas and water supply - 1%
 Fishing and fish processing - 1%
 Hotels and restaurants - 1%
 Other sectors - 6%

Incentives

Special Economic Zone first and foremost enables its customers to take full advantages of ice-free port, different industrial areas, because the city can offer highly beneficial fiscal incentives, for example:

- 80% discount on corporate income tax
- 80% discount on real-estate tax
- 0% rate of VAT of great part of supplies and services
- exemptions from excise tax and custom duties.

What the city does for entrepreneurs

In order to facilitate rapid and targeted development, the City Council has approved Liepāja City Social and Economic Development Plan consisting of three documents:

City Development Priorities

Overview of the Current Situation

City Development Strategy (2002 - 2010)

The overall objectives of Liepāja City Development Strategy facilitate the prosperity of the city and its inhabitants. The main goals of the city are: to provide preconditions for sustainable and balanced development of the city, to ensure city's competitiveness and European integration, to achieve diversified economic development and to provide a welcoming and secure environment for business and community.

Three development directions

have been identified for reaching these objectives:

Development of productive sector



Development of city infrastructure

Development of human resources

Liepāja City Council Development Department is the institution which directly works with local and foreign entrepreneurs and investors providing all the necessary information and giving the guidelines of setting up the company in Liepāja. This is our policy to give a comfort feeling for all guests coming to our city

and it doesn't matter whether they are tourists or business people.

Another tool for promoting and supporting entrepreneurship is Liepāja Special Economic Zone.

It was established in 1997 with the aim of developing trade, industry and shipping and international freight flow via Latvia. Today companies which are working in Liepāja and are interested in acquiring the status of Liepāja SEZ or

Free Zone enterprise can enjoy the rights to direct and indirect tax reductions.

Liepāja is open for all new and innovative ideas. and we are ready to assist everyone who visit the city of changes.

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Liepāja City Council

Development Department

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Need for support?

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(advisory services for international and local companies)

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RIGA



The rapid economic growth of Riga has created favourable preconditions to increased amounts of both non-financial and foreign investments in the city. A major part of foreign investments in Latvia concentrates in Riga.

Let's do business

Historically, the development of Riga has been largely determined by geographical location of the city. The fact that Riga is situated in the centre of both Latvia and the whole Baltic region, and on crossroads between the markets of European Union and the Eastern regions, contributes nowadays to improvement of both social as well as the economic situation of the city. Therefore, Riga has become the basic driving force of the development of Latvia.

Riga has the highest employment and the lowest unemployment level. The number of employed persons from 1996 to 2004 has increased by 36,1 thousand - 11%. In 2004, commerce was the prevailing sector with 67,9 thousands employed persons, followed by industry with 66,7 thousand employed persons. The total number of employed persons in Riga amounts to 361.8 thousand. Employment forecast in Riga foresees the increase of the proportion of the employed individuals being at the prime of life by 2020. In 2005, unemployment made only 4.5% of the economically active population.

Riga is an important transport and communication centre both on domestic and international scale. Location on the crossroads of international railways and highways and availability of international airport and seaport are essential factors determining the economic competitiveness of Riga in the international context. The city is well accessible both locally and internationally. Riga is the second largest seaport in Latvia and the fourth largest port on the eastern shore of the Baltic Sea by its cargo turnover. The volume of cargo received and dispatched from Riga Seaport trends to increase.

Along with the development of the cooperation between EU and Russia, Riga may operate as an ideal administrative centre.

Both local and foreign (EU, WB, IMF) experts consider there are several branches of economy that provide a comparative advantage not only in the Baltics. There are ten most prospective sectors for foreign investment. These are:

Food processing – local companies have started to produce goods for export by expanding competitiveness in both domestic and external markets.

Information technologies – most rapidly developing sector in Latvia, qualified, relatively cheap workforce, local IT companies, innovation centres – technoparks and science parks are being established on the basis of research and academic institutes.

Manufacture of electrical machinery – traditionally most advanced branches of industry in Latvia, all largest enterprises are privatised, skilled specialists are available.

Manufacture of fabricated metal products and machinery – about 90% of all produced materials are in equal volumes exported to EU and CIS countries are strengths of the sector.

Wood processing and paper production – In recent years a strong trend to export processed wood, for instance, furniture, rather than raw materials has emerged.

Manufacture of chemicals and chemical products: pharmaceuticals – sub-sectors as artificial fibre and technical rubber as well as plastics production have been developing particular fast.

Manufacture of textiles – there are opportunities for investment in several sub-sectors, particularly in production of ready-made clothes, knitted garments and woollen fabrics.

Transport and transit – recent activities include – planning of two new crossings of the Dāvaga river, development of car parking system and re-construction of both Riga Railway and SeaPassenger terminals; the Riga airport is growing and developing fast.

Financial sector – the share of non-residents fixed capital in credit institutions of Latvia is around 65%, with a tendency to increase.

Tourism and Hotels – the city's unique architectural heritage is the main pre-condition for tourism development.

What the city does for entrepreneurs

Competitive Costs

The cost of starting a business in Latvia is much lower compared to many other EU members. Also, the average salary in Riga is approximately EUR 350 a month, much less than most other countries in Europe. An educated labour force is one of the many competitive advantages of Riga. The city has 135,8 students per 1.000 inhabitants; this figure is one of the highest in Europe. Most graduates are fluent in at least three languages, a skill that allows seeking employment with foreign companies.



Businesses in Latvia take advantage of the low cost communications, public utilities and transportation services that help entrepreneurs stay ahead of the competition. The Latvian tax system is simple, with low rates and business friendly as long as tax reports are submitted in a timely manner, as required.

The City Development Department manages the construction and city development within the territory supervised by the Riga City Council. The Department creates economic conditions that promote entrepreneurship in Riga, organises activities and measures that stimulate entrepreneurship,

publishes informative materials. The City Development Department participates in the elaboration of proposals for the management and development of the Riga City land and real estate. It organises conferences, seminars and other events.

The long-term development strategy of Riga till 2025 grounds for making decisions on the following matters:

- Development and planning of the urban environment;
- Formation of development budget of the city;
- Attracting investments to the development of the city
- Drafting and implementing

various projects related to the development of the urban environment;

- Optimising the city management activities on the basis of priorities and goals set in the strategy;
- Integrating the common urban development interests, priorities, goals and objectives in the development strategies, concepts, plans, programmes and action plans of individual industries;
- Informing, educating the community and increasing the social activities and consciousness in the field of urban development.

The strategy identifies the long-term goals most essential to the city and it sets three priorities expected to have most rapid and positive effect on each inhabitant of Riga and to facilitate improvement of the quality of life:

- 1st priority: To develop a well-educated, skilful, culture-respecting society.
- 2nd priority: To promote the development of economy based on East-to-West link.
- 3rd priority: To promote living in high-quality urban neighbourhoods.

Need for support?

Latvian Chamber of Commerce and Industry
www.chamber.lv

Latvian Investment and Development Agency
www.liaa.gov.lv

Riga Region Projects' Data base
<http://projekti.latreg.lv>

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TUKUMS



Tukums is located 65 km from the capital of Latvia, Riga. The nearest airport is Riga – 55 km. Tukums is crossed by railway Riga – Ventspils. Near by city there is a trunk-road Riga – Ventspils. The local airport, 7 km from city, is under reconstruction.

Let's do business

There is a great number of registered small and medium-sized companies in the city. The main employers by number of staff over 100 are working in the following economic sectors: processing of agriculture products, industry, building, wood-working, services, trade enterprises and public catering. Level of unemployment is 4,35 %. At the same time skilled workforce comes short in whole branches. For the last time more investments have been put in metal-fabricating industry, working clothes production, dairy industry, woodworking industry.

The well-developed infrastructure is an incentive for local, national and foreign investors. For last years, water cleaning station, two local and one central iron removal plants, woodchips fired power plant have been built. Every year the streets and pavements have been reconstructed.

What the city does for entrepreneurs

Tukums City Council Development Department is responsible for business and entrepreneurship development and support.

The City Council has adopted Development Programme of Tukums for years 2005 – 2012.

There are 8 priorities in the Development Programme (content of the article at www.tukums.lv):

Priority 1 - Development of technical infrastructure

Priority 2 - Providing progressive and available education,

culture, and sport

Priority 3 - Promoting tourism in town and improving its infrastructure

Priority 4 - Provision of environmentally friendly habitations

Priority 5 - Implementation of effective administrative system

Priority 6 - Providing high quality habitat environment

Priority 7 - Development of social infrastructure and

qualitative services

Priority 8 – Competitive na-

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Need for support?

Tukums Businessmen Club

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The goal is to promote mutual cooperation of entrepreneurs and to maintain dialogue with state institutions and local government. At present 39 entrepreneurs are active members.

The main undertakings for successful business activities:

- Creation of data base on diverse objects available for economic activities in the city
- Support to development of state and private partnership in the city
- Development of industrial areas in the production zones provided in planning,
- Informative support to the city's entrepreneurs on co-financing opportunities of EU structural funds;

tional economy, varied and active entrepreneurship.

The City Council and Tukums Region Council with support of European Social Fund had worked out the program "Assessment of the Current Market Situation and the Planned Necessity of Human Resources till 2010".



KAUNAS

Kaunas, Lithuania's second largest city, is one of the best places for investment in the region.

The city combines an attractive location, convenient for transport and logistics, impressive resources of highly qualified professionals, flourishing knowledge-economy-based businesses and modern industry.



The location of Kaunas is unique. It is easy to notice that the territory of the EU forms a strait on the Lithuanian-Polish border. It is impossible to bypass Kaunas when travelling from the EU "mainland" to Lithuania, Latvia, Estonia and Finland. It is an important precondition for Kaunas to become much more significant as a transport node and a centre of logistics.

Kaunas is the city where all modes of transport meet. It is a node of railways and highways. The construction of the

European-gauge railway from Warsaw to Kaunas is about to start in 2008. The final destination of this railway line is Tallinn via Riga.

In our city, this new line will intersect with the West-East railway corridor from Russia and from the other CIS countries to the Baltic sea-ports.

On the outskirts of Kaunas, the Via Baltica motorway, connecting Warsaw and Helsinki, crosses with the Vilnius-Klaipėda highway, which is the direct way from Lithuania's capital to its only sea-port.

Kaunas International Airport is suitable for the landing of all

Let's do business

existing types of aircraft. The Nemunas river inland waterway connects the city with Klaipėda, the Lithuanian sea-port on the Baltics.

Kaunas traditionally has been an industrial city and a city of universities. Such a combination creates opportunities for the development of high-tech industries and services. A lot of IT and electronics enterprises work here in close partnership with prominent Western companies.

This situation is a sign that knowledge economy is becoming another very important dimension of economic growth in Kaunas.



Efforts of Kau-

nas City Municipality are aimed at assisting business in the field of efficient use of the advantages of the city.

The Municipality's strategic priority is contribution to creating an infrastructure necessary for an improvement of general living and working standards in the city.

Need for support?

City Development Department of Kaunas City Municipal Administration

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Chamber of Commerce, Industry and Crafts

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KLAIPĖDA

Klaipėda is a rapidly developing harbour city of Lithuania. It is the northernmost ice-free port on the eastern coast of the Baltic Sea, the main transport junction between East and West. The city network of roads as well as the railway is under development.



Let's do business

The port annually receives approx. 7,000 vessels from 45 countries. It is striving to become a dynamic logistics centre. Competition in the Baltic area



is fierce and, while other ports have attempted to specialise, Klaipėda has followed its own lead by creating a wide-ranging

stevedoring facility. This has resulted in becoming the leader in container handling on the eastern Baltic. In 2005, the port moved 214,000 TEUs (twenty foot equivalent units) of containers. Klaipėda has facilities for handling dry and liquid fertilizers, grain, petro-chemicals and refrigerated cargo. There are plans for expansion, including adding another 200,000 TEU of container capacity, and these will require further foreign input.

Klaipėda is the economic and cultural centre of Western Lithuania. The city, with 190,000 inhabitants, generates almost one-fifth of the country's GDP. 70 % of the labour force is employed in the service sector. One-fifth of the city and region residents work in port-related companies. 30% work in various branches of industry.

The Klaipėda University established a science and technology park (non-profit company rendering strategic, technical and administrative assistance to companies and

Klaipėda's GDP in 2005 was 6,7%. Having only 5.47% of the country's population, Klaipėda produces about a tenth of the country's industrial production, while the input of the city into the national budget amounts to 12%.

In terms of foreign direct investments per capita, Klaipėda is second following Vilnius and is well ahead of the country average. In 2005 foreign direct investment in Klaipėda was 1326,5 mln. LTL. Main investors are from Denmark, Switzerland, Germany, Estonia and USA. Klaipėda hosts 20 of the 100 largest foreign investors in Lithuania.

projects related to development of new technologies and innovations). Training people to work is an educational focus. The Klaipėda University boasts Lithuania's only graduate-level programme for tourism and recreation specialists.

The Klaipėda Municipality has prepared the Old Town regeneration feasibility study. Tourism in Klaipėda region has jumped 70% since Lithuania joined the EU in 2004. Newly arranged embankments of the Dane River would allow small ships to



dock. Hotels, restaurants and entertainment zones would be accommodated in the rebuilt or restored premises of the quay.

Need for support?

Klaipėda Economic Development Agency (KEDA/OSS)

KEDA/OSS aims at: providing informational, consultancy and training services and practical assistance for SME's and start up's in the Western Lithuania region. Provision of services is based on one-stop-shop (OSS) principle.

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PALANGA

Palanga is an international seacoast resort and home to the active recreation and rehabilitation, and oriented towards a wide range of entertainment services with a developed modern infrastructure. Around 900 thousand tourists visit Palanga annually.

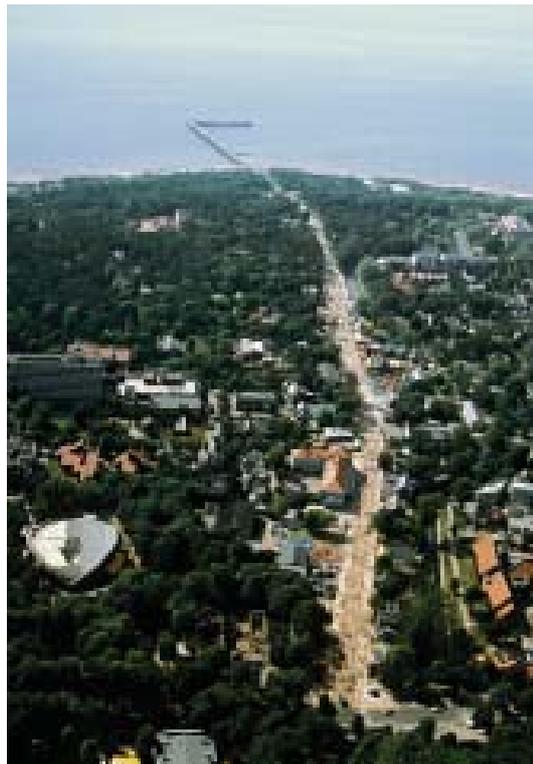


The geographic location of the resort, as well as its infrastructure and natural cultural potential, are favourable for the development of tourism business. The area is rich in natural recreational resources: the water area, beaches, original natural non-urbanized zone of the seacoast, recreational forests, clean ionized air and resources of mineral water and healing mud.

Tourism and recreation-oriented service and commercial sectors are the most developed areas in the town of Palanga. 40 percent of economic entities operate in the catering and lodging sector. There have been 34 hotels, 66 rest-houses, over 100 recreational institutions, 6 convalescent homes and rehabilitation centres in the area of the municipality as of the beginning of 2006.

In 2005 the employment ratio in hospitality sector reached 32.2%. Hotels in Palanga resort have excellent conditions for conference services.

Conference halls can receive up to 700 visitors at a time.



Let's do business

The growth of physical investment in Palanga is a sign that the town is not only an important town in the district of Klaipėda but also the most attractive resort of Lithuania investor-wise. In 2004 tangible investment to the Municipality of

Palanga reached 68.9 million Litas. In the first half of 2006 direct foreign investment amounted to 23.7 million Litas. Investment was the most active in the areas of construction, real estate, and tenement. 4 modern SPA centres, sports and entertainment centre, and holiday camp are planned in Palanga in the nearest future.

Priorities for Resort Development

The priorities for development of the Municipality of Palanga have been outlined in the Strategic Development Plan to the year 2015 and the Town's Master Plan.

The priorities include the following:

1. Increase of human resources potential of the resort;
2. Development of harmonious living environment;
3. Creation of a competitive system of recreation, sports, tourism and rehabilitation treatment, as well as improvement of the quality of services.

Need for support?

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of the Administration of the Municipality of Palanga**

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PANEVĖŽYS

Panevėžys is a metropolitan city integrated into the world, European

and Lithuanian progress. The city is the main north-eastern gate of Lithuania, a strategic node of logistics, the centre of national advanced technologies and industry.



Let's do business

The fifth largest city of Lithuania is located in the North East of Lithuania, by the river Nevezis, in the midway between Vilnius and Riga. A favourable geographical position and well developed transport infrastructure make good conditions for industry development and becoming a strategic logistics centre in the North East of Lithuania. VIA BALTICA highway passes the city and connects it with the countries of Western Europe and Scandinavia. The development of industry is also promoted by the possibility to reach the sea ports of Klaipėda and Kaliningrad by railway.

The area of the city is 50 sq. km. The population is 115,3 thousand, the majority of whom (96 per cent) are Lithuanians. The rest are Russian, Ukrainian, Polish, Byelorussian, Jewish and Karaite people.

Modern infrastructure, high competence of workers of different fields, favourable legal environment for business make perfect conditions for investing in Panevėžys.

At present there is over 53 thousand able-bodied population in Panevėžys. Local labour market is characterized by decrease of unemployment which is about 5 per cent at present. The majority of inhabitants work in industry, service, public and trade sector as well as in the construction sector.

The advantage of Panevėžys Labour Exchange is well educated and highly skilled employees who can adapt to the needs of dynamic market. Every year graduates from different city schools join the party of qualified specialists. Panevėžys Institute of Kaunas Technological University, Panevėžys College, Centre of Professional Education, School of Technologies, Trade and Business School are functioning successfully in the city. Skilled specialists of different spheres: mechanic technologies, construction, engineering, light industry, services, management and administration, medical care, etc. are educated here. Labour Exchange Centre of Training helps the citizens to flexibly adapt to the changing needs of labour market and provide the possibilities of training or studying new specialities.

Small and medium enterprises prevail in Panevėžys. There are 3,300 enterprises functioning in the city. Joint ventures with Germany, USA, Russian, Sweden Denmark, Poland and Norway prevail. Dominant industries are textile, motor vehicles and trailers, non-metal mineral products, food and beverages, wood and furniture, metal and metal products, rubber and plastic products. Panevėžys County creates more than 7% of the total state GDP. More than half of the enterprises of the county are functioning in Panevėžys. The sold products produced in these companies make 70 per cent of total goods sold in the city.

Foreign direct investments increased and reached 195 mln € in the end of 2005. It is 3,6 per cent of the total foreign capital invested in Lithuania. Panevėžys is the only city in Lithuania that hosts a Norwegian Industrial Park. The biggest investors are Denmark (95 mln €), Switzerland (10 mln €), Germany (9 mln €), Norway (6,7 mln €), Estonia (4 mln €).

Need for support?

Chamber of Commerce, Industry and Crafts (CCIC)

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Panevėžys City Administration, Investment Department

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230, +370 45 501 354
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What the city does for entrepreneurs

The main priorities, according to The Panevėžys City Development Strategic Plan in 2004-2013, are the following:

1. Enhanced competitiveness of Panevėžys as a regional centre.
2. Job creation with the preserved industrial potential and promoted business development.
3. Creation of quality living environment.
4. Formation of Panevėžys as an educational, scientific, sports and cultural centre of Aukštaitija.



Advantages offered by the municipality for investors:

- The tax of rent of state land, the tax of land and real estate can be reduced up to 100 per cent for the companies starting their activities in the first year from the date of company registration.
- The tax of rent of state land, the tax of land and real estate can be reduced from 30 per cent to 80 per cent for the operators of small and medium businesses depending on the number of created and preserved working places.

Advantages offered by the municipality for investors:

- The tax of rent of state land, the tax of land and real estate can be reduced up to 100 per cent for the companies starting their activities in the first year from the date of company registration.
- The tax of rent of state land, the tax of land and real estate can be reduced from

The main investment projects in Panevezys:

- "Panevezys Logistics and Industrial Park" (area – 53 ha) project is to increase the role of Panevezys as an important transport hub. The project calls for approximately 180 mln. € in investments. Target sectors are: added value logistics, electronics and mechatronics, automotive components, manufacturing of metal and metal products. The Municipality develops basic infrastructure in 2006-2007 and will propose the investors the plots for rent on favourable conditions.
- "Panevezys Science and Technologies Park (STP)" (area is up to 1 ha) project is aimed to encourage establishment of new small and medium-sized enterprises dealing with high technologies and cooperation of science, industry and business institutions. The project calls for approximately 8-10 mln. € in investments.
- Sports and Entertainment Centre would host a multi-purpose Sports Arena (area is 7 ha), a wellness complex, an ice palace, tennis courts, and an open drill hall. The project calls for 29 mln. € in investments. Implementation period is 2005-2008.
- "Babilonas" project is aimed to bring the conception of Babylon as shopping and entertainment city and centre of attraction into being. Its area is 7 ha. Centre of retail trade, household and interior shops occupying the area of 10 ha will be located next to it. This project calls for more than 100 mln.€ in investments.

The city's information about plots available for investment and buildings available for economic and production activities can be found on the city web site: www.panevezys.lt.

Meeting forums

International Trade Fair "EXPO AUKŠTAITIJA" - the annual Trade Fair is taking place at the first weekend of September in Panevėžys. Participants of the Trade Fair "Expo Aukštaitija" can present their enterprises, advertise, conclude contracts and sell their goods.

Investment Forum of Aukštaitija Region - at first weekend of September in Panevėžys. The purpose of the Forum is to present Aukštaitija Region for investors and to offer a possibility for all Forum participants to get acquainted with business development opportunities. During the Forum, a number of investment projects, proposals, and ideas is presented for the potential investors.



VILNIUS

Vilnius is the country's

administrative, cultural and economic centre. The city is a home to the major companies and key financial institutions. Highly developed infrastructure, high-quality services, and increased spending power of inhabitants all attract large foreign investments.



Let's do business

Vilnius is a city of rich European experience, within which different architectural styles are intertwined, and where the spirit of East and West meets. Vilnius Old Town is included in UNESCO's World Heritage List. Vilnius preserves the old tradition of European culture, reinterpreting it and turning it into a new creative force.

Vilnius is home to 553,000 inhabitants and this number is growing every year. Approx. 1,000,000 tourists visited Vilnius last year – twice as many as two years ago.

In 2009, Vilnius will become the European Capital of Culture. This is an excellent opportunity to enhance the role of culture in Lithuania and European life, to make our culture known in the world. The title of European Capital of Culture 2009 is encouraging intense development of the city. Expansion of cultural and leisure infra-

structure is planned, with a total investment of € 0.5 billion.

One of the largest projects is an international conference



centre and park. They will be located on the right bank of the Neris River, extending the development of the new centre of Vilnius. The hottest spot of modern Vilnius has already attracted € 142 mln. in investments and is expected to attract another € 800

mln. in the future.

In 2005, Vilnius accumulated € 2.815 billion in foreign direct investments (FDI). For several years in a row, Vilnius has been the hot spot in Eastern Europe in terms of investments attracted. The city's huge economic potential is being acknowledged. Vilnius has seen rapid growth of modern commercial and business centres known throughout Baltic Region; a new city centre is being formed. Prices of real estate are rising. Demand for new residential areas exceeds supply. Foreign Direct Investment magazine of the Financial Times Group has named Vilnius the "City of Eastern European future" and the "Baltic city of the future".

Vilnius' credit rating was established in 2002 and is now annually updated by Standard & Poor's. On June 27, 2005 the long-term issuer credit rating on Vilnius was set at BBB+, stable outlook.



Need for support?

The Business Employers' Confederation of Vilnius City and Vilnius

Phone: +370 5 2 159584,
Fax: +370 5 2 1595 5
info@vvdck.lt www.vvdck.lt

Vilnius Chamber of Commerce, Industry and Crafts

Phone: +370 (5) 213 55 50
Fax: + 370 (5) 213 55 42
vilnius@chambers.lt www.cci.lt

Lithuanian Development Agency for Small and Medium Enterprises

Phone: +370 5 205 12 35
Fax: +370 5 205 12 46
info@svv.lt www.svv.lt

Confederation of Lithuanian Industrialists

Phone: +370 5 2125217
Fax: +370 5 2125209
sekretoriatas@lpk.lt www.lpk.lt

Association "Infobalt"

Phone: +370 52 62 26 23,
Fax: +370 52 62 26 29
office@infobalt.lt www.infobalt.lt

The International Chamber of Commerce ICC Lithuania

Phone: +370 5 212 1111
Fax: +370 5 212 2621
info@tpri.lt www.tpri.lt

Vilnius Industry and Business Association

www.svv.lt
President Antanas Kovas
Phone: +370 5 2493261,
Fax: +370 5 2493522,
E-mail: kovas@vae-lgt.lt;

Non-profit institution "Vilnija business incubator"

Phone: +370 5 2660660
Fax: +370 5 2660661
E-mail: info@vvi.lt www.vvi.lt
Director – Eduardas Potašinskas
eduardas.potasinskas@vvi.lt

Principally, there are no substantial restrictions to the acquisition of buildings, flats or other premises by Lithuanians or foreigners. Foreign investors have the right to buy or lease buildings for their commercial activities. Procedures for issuance of planning permissions, building permits and commissioning are simplified and based on a one-stop-shop principle. Special preservation requirements apply to cultural heritage.

The main requirement for foreigners wishing to acquire land in Lithuania is meeting the criteria of origin – citizenship, permanent residency or establishment in a European Union Member State, or a member state of the OECD or of the NATO, or a state which is a party to the European Economic Area Agreement. Foreigners that do not comply with the established criteria may lease land plots.

The Real Property Register contains all actual information on buildings and land plots. Any agreement for the rent of real estate is to be concluded in written form and no further approval by a notary public is required. Such agreement may also be invoked in respect to third parties only upon its registration with the Real Property Register. With the exception of certain lease conditions specified by law, provisions of the lease of real estate are negotiable. One of the lease conditions regulated by law is that terms of state-owned land leases may not exceed 99 years (25 years for agricultural land) and other real estate may not exceed 100 years. Commercial real estate leases typically have terms of three or more years.

What the city does for entrepreneurs

Vilnius City Municipality Contacts

Konstitucijos Ave 3 LT-09601 Vilnius, Lithuania
www.vilnius.lt

Mr Arturas Zuokas, Mayor

Phone: +370 5 211 2889
Fax: +370 5 211 2890
E-mail: meras@vilnius.lt

For information on economic development and investment projects

Department of Economics
Deputy Director
Edmundas Kackus
Phone: +370 5 211 2207
Fax: +370 5 211 2420
edmundas.kackus@vilnius.lt
Head Danute Maksimaviciene
Phone: +370 5 211 2210
Fax: +370 5 211 2253
danute.maksimaviciene@vilnius.lt

For information on municipal real estate privatisation Property Management and Privatisation Division

Phone: +370 5 211 2247
Fax: +370 5 211 2247
vytautas.grinius@vilnius.lt

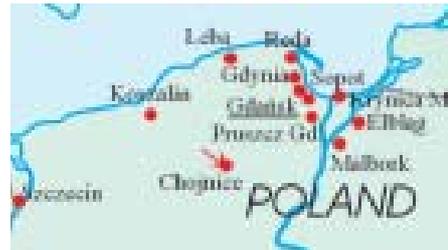
For information on city urban development and investment projects

Department of Urban Development
Deputy Head Linas Sinkevicius
Phone: +370 5 211 2536
Fax: +370 5 211 2527
linas.sinkevicius@vilnius.lt



CHOJNICE

The town is situated nearby "Bory Tucholskie" National Park, one of the biggest forest areas in Europe. The superb neighborhood of Chojnice helps tourism to constantly grow and expand. The natural heritage of the region is also a good base for a development of eco-friendly investments.



Let's do business

In order to attract new investors, a branch of the Pomeranian Special Economic Zone was created near Chojnice. It is an area of about 37 acres. The strong point of the zone is its location and easy connection with other parts of the Province via the 22 international road from Kaliningrad in Russia to Berlin. The zone is situated 2,5 miles from the Customs Office and the railroad station. The main Polish ports – Gdańsk and Gdynia, and the Lech Walesa International Airport are just 120 kilometres away. Beside the zone, the region offers a variety of other real estates. Investors also have quite large resources of highly qualified labour force to choose from. A well-developed system of vocational training in schools and two universities offer a possibility of getting proper skills, depending on the investors' needs. The leading branches of economy in Chojnice are steel construction, wood and furniture and food processing industries. Chojnice has attracted capital from Germany, Sweden, Denmark and Finland.



Need for support?

Pomorska Specjalna Strefa Ekonomiczna sp. z o.o.

9, Władysława IV St.
81-703 Sopot, Poland

Phone:

+48 58 555 97 00

Fax:

+48 58 555 97 11

E-mail: headoffice

@strefa.gda.pl

www.strefa.gda.pl

Marketing

Department:

Phone:

+48 58 555 97 17

E-mail:

marketing@strefa.gda.pl

Few years ago local authorities of the region created the company, which aims at development of tourism and new investments.

The address of the company is:

Promocja Regionu Chojnickiego

Stary Rynek 4

89- 600 Chojnice

Phone: +48 52 397-05-97

Fax: +48 52 397 36 75

E-mail: promocja@chojnice.pl

<http://promocja.chojnice.pl/>

Contact persons: Joanna Piekarska, Alicja Polom

Information about the real estates owned by the town can be found on: <http://nieruchomosci.chojnice.pl/>

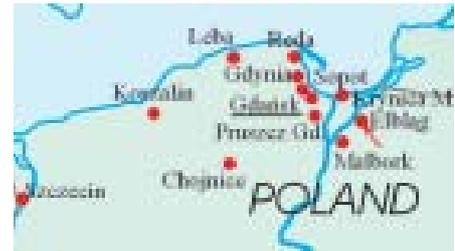
What the city does for entrepreneurs

Chojnice's Town Council has passed a packet of resolutions called "Preferences for Industry, Trade and Service". These resolutions favour active entrepreneurs who already run successful businesses in our town, or are about to do so, thus creating new jobs. Similar resolutions were adopted in neighbouring Rural Commune of Chojnice. All development-oriented activities of local authorities, such as modernization of the town centre, sewage treatment plant, reconstruction of main roads, construction of the Water Park and the soccer stadium, are aimed toward further social and economic growth of the town. The main investment which is taking place now is a construction of a ring-road. It will result in better access to industrial zones and railroads. Communal investments also help to develop tourism. Thanks to good cooperation of two separate authorities – the town and the rural commune – a new yacht marina with a promenade will be built in Charzykowy (4 miles from Chojnice), the cradle of Polish lake sailing.



ELBLĄG

Commerce and port trade as well as turbine construction industries have always been predominant branches of Elbląg. Nowadays also brewing, furniture, leather, textiles and food production are present in the city. For the last few years companies of software technologies have been developing rapidly in Elbląg.



There are three main offers for the potential investors: the Technological Park of Elbląg, Granary Island and EuroPark.

The Technological Park of Elbląg is an area of ca. 77 ha of fully equipped plots located in an attractive part of Elbląg Upland. The whole Park consists of 5 subparks joined by terraces. The areas of the subparks are as follows: I: 18.2 ha, II: 10.3 ha, III: 14.9 ha, IV: 12.8 ha. In the highest terrace, which is the central subpark with the area of ca. 5 ha, the Centre of Business, Science and Logistics will be created. The first investors will be able to set their premises in

the Park by the end of 2007.

Granary Island is an area located in the vicinity of the Elbląg river neighbouring directly with the Old Town. The awaited investments in this area should be connected with services for tourist: hotels, restaurants, conference centres and also services for tourists traveling by yachts and boats.



EuroPark is a hilly area of ca. 285 ha with great landscape conditions. The area is planned to become a sport, relaxation and

Let's do business

recreational centre of the city. It includes the beautiful areas of the

valley of the Kumiela river and Gęsia and Chrobry hills. The district will comprise of a complex of swimming pools, indoor

multi-purpose stadium, skiing and sledging routes, mountain biking pathways, paragliding slope, complexes of rest and relaxation facilities, a hotel and a horse-riding sports centre.

Incentives

1. Exemptions from real estate tax which apply to land, buildings, and structures being in possession of entities beginning new business and the unemployed starting their business for the first time.

2. Companies investing in Elbląg may also take advantage of the incentives offered by Warmia and Mazury Special Economic Zone. The Zone offers public assistance to investors in the form of income tax exemption:

- investments – income tax exemption up to 50 % of investment expenses borne in the area of the zone (65 % for small and medium enterprises – except for the transport sector),
- employment - income tax exemption up to 50 % of biannual labour costs of newly created jobs in the area of the zone (65 % for small and medium enterprises – except for the transport sector).

For the motorization sector, the maximum assistance intensity is 30 %. The investor operating in the Zone and using public assistance should:

- obtain a permit for running business activity in the zone,
- bear investment expenses of no less than EUR 100,000,
- run business activity in the Zone for a period of at least 5 years,
- maintain the jobs created for a period of at least 5 years.

For more information please visit: www.wmsse.com.pl

Need for support?

City Promotion Department

Phone: +48 55 239 34 46

Fax: +48 55 233 32 22

www.umelblag.pl/en

Ms Agata Załuska

E-mail: zaluska@elblag.com.pl

Mr Maciej Kubicki

E-mail: kubicki@elblag.com.pl

Elbląg Chamber of Commerce

82-300 Elbląg

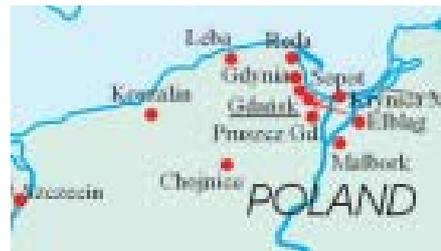
Kosynierów Gdyńskich St. 30

Ph/Fax: +48 55 236 11 10

E-mail: eiph@elblag.net



GDAŃSK



Gdańsk is the capital of the Pomeranian province and one of the major centres of economic and administrative life in Poland. Together with Sopot and Gdynia it forms the Tri-city agglomeration with the population nearing a milion.

Let's do business

Gdańsk is very well prepared for new international investments, with its rich offer, range of attractive incentives and possibilities of investing within the Pomeranian Special Economic Zone (PSEZ). The PSEZ within the area of Gdańsk offers the option of income tax exemptions and access to complete technical investment infrastructure.

Why is it worth investing in Gdańsk?

1. Highly Qualified Workforce – Gdańsk has one of the youngest and best-educated societies in Poland. Every year over 12 thousand graduates join the labour market in Gdańsk. Most of them come from the Gdańsk University of Technology, Medical University of Gdańsk and University of Gdańsk.
2. System of investment incentives is highly appraised by international experts. The city is also, with its own back-up facilities and base, the fourth top centre of fairs and exhibition events in Poland.
3. Gdańsk has the highest factor of coverage of lands by spatial development plans.
4. The biggest in Poland multimodal center with a modern international airport and the biggest container terminal in this part of the Baltic Sea.
5. Gdańsk is one of the major research and development centre in Poland. The abundant scientific and technical resources and experienced academic staff are available to be engaged in implementation studies for the industry.
6. High Quality of Life – wonderful beaches, above the thousand-year-old old town with world-class monuments, numerous cultural, entertainment and sport facilities.



Incentives for local, national and foreign investors:

1. Exemption from the property tax for investors.
2. Possibility to locate an investment in the area of Pomeranian Special Economic Zone (PSEZ) what is connected with a beneficial system of income tax allowances
3. Investment grants provided by the County Labor Office.
4. One-stop-shop assistance provided by the City Hall
5. Possibility of establishing special educational and training programs in partnership with universities designed to fulfill labor needs of investors.
6. Scholarships for future employees of new investments
7. Financing the infrastructure.
8. Recruitment assistance.
9. Assistance in obtaining additional financial aid from the central budget of the Government.
10. PR for the project.

Gdansk in figures

Labour

Number of inhabitants (city)
- 458,1 thousand
Size workforce (city) - 302,6 thousand in working age
Unemployment rate (%) - 7,2 %

Economic situation

Gross regional product in 2005 (city level) - 313 Mio Euro

The main sectors of industry:

- shipbuilding
- petrochemical industry
- chemical industry
- food processing
- electronic
- telecommunication

- IT
- cosmetics
- pharmaceuticals

Infrastructure

- City port
- Airport
- Public transport: bus, tram, train and fast train linking Tri-city

City Hall of Gdańsk

www.gdansk.pl

Economic Policy Department:

Business Services Centre

Phone: +48 58 3236130

Fax: +48 58 3236530

Manager: Alan

Aleksandrowicz

E-mail:

COB@gdansk.gda.pl

Entrepreneurship

Development Unit

Phone:

+48 58 3236224

Manager: Ewa Miłek

e.milek@

gdansk.gda.pl

Entrepreneurship

Service Centre

Contact person:

Mariusz Wiśniewski

Phone:

+48 58 3236970

m.wisniewski@gdansk.gda.pl

Tourism Unit

Phone: +48 58 3237118

Manager: Andrzej Socik

E-mail turystyka@gdansk.gda.pl

Business Registry

Phone: +48 58 3236982

Manager: Halina Suszek

form_pogos@gdansk.gda.pl



What the city does for entrepreneurs

The statutory purpose of the **Business Services Centre** is to support enterprise development in the city. The Centre:

- provides individual services to the investors and entrepreneurs,
- improves the procedures
- accumulates and provides access to information on the investment opportunities
- maintains a bank of the City's investment offers,
- runs missions and conducts commercial presentations of the City at trade fairs, and economy-related seminars and congresses,
- seeks domestic and foreign investors to launch new projects.

Gdańsk Development Strategy (by 2015):

Residents:

1. Development of a knowledge-

based society

2. Improvement of the living conditions
3. Promotion of a healthy life style
4. Counteraction of social exclusion
5. Protection of the natural environment

Economy:

1. Support aimed at the development of a modern economy
2. Development of the maritime economy and logistics
3. Development of tourism, sport and recreation
4. Integration of the Gdańsk Metropolis

Culture:

1. Consolidation of the city's role as a centre of culture

Need for support?

Pomeranian Development Agency

Phone: + 48 58 3233100

Fax: +48 58 3011341

E-mail: sekretariat@arpg.gda.pl

www.arpg.gda.pl

Pomeranian Chamber of Handicrafts for SMEs

Phone: +48 58 3018441, 3013116

Fax: +48 58 3017931

biuro@pomorskaizba.com.pl

www.pomorskaizba.com.pl

Gdańsk Employers Union

Ph./Fax: +48 58 3013321

E-mail: sekretariat@gzp.gda.pl

www.gzp.gda.pl

Gdańsk Business Club

Ph/Fax: +48 58 3458373

E-mail: e.probierz@gkb.pl,

biuro@gkb.pl

www.gkb.pl

The Gdańsk Institute for Market Economics

Phone: +48 58 3411535, 3413977

E-mail: ibngr@ibngr.edu.pl

www.ibngr.edu.pl

Business Centre Club

Phone: +48 58 3403881

fax +48 58 3451336

E-mail: loza.gdanska@bcc.org.pl

www.bcc.org.pl

Gdańsk International Fair

Phone: +48 58 5549200

Fax: +48 58 5522168

sekretariat@mtgsa.com.pl

www.mtgsa.pl

Science and Technology Park

Ph./Fax: +48 58 3063531

E-mail: office@gpnt.pl

w.wandalowski@strefa.gda.pl

Gdańsk Entrepreneurship Foundation

Phone: +48 58 6907296

Fax: + 48 58 305 85 35

E-mail: gfp@gdansk.gda.pl

www.gfp.com.pl



KOSZALIN

Koszalin with 107,000 inhabitants

is the second largest economic centre in the West Pomeranian province. Considering its potential, the city constitutes the 'pole' of the balanced economic growth in the region maintaining at the same time its cultural heritage and environmental consciousness.



Let's do business

The dominating sectors of the economy are the food and farming industry, trade, catering, construction industry, tourism. Moreover, branches of industry such as electromechanics, wood and light industry are also developing swiftly.

Among the most important investment trumps of Koszalin are:

Transit location, closeness of the sea and tourist attraction

The international E-28 Berlin-Kaliningrad route leads through the city as well as the S-11 national route connecting Koszalin with the south of the country. Steps have been taken to reactivate the airport in Zegrze Pomorskie near Koszalin. The city is situated 6 km from the Baltic Sea. It is estimated that during the

summer season over 1 million visitors on average arrive to Koszalin and the adjacent seaside resorts.

Attractive investment grounds and investor preferences

The most attractive investment area for construction of production plants is the special economic zone of 31ha. The efforts have been made to broaden the area of the zone up to 60ha. The city has at its disposal numerous other attractive



investment grounds with infrastructure to be used for various business purposes as well as built-up real estates for sale or lease, designed for business activity. The investors are granted full property tax exemption as well as income tax up to 65%. On the remaining city grounds investors are

granted real estate tax exemption for the period of 3 years depending on the magnitude of capital spending and number of created work places.

Infrastructure accessibility, natural environment care

Water is one of the cleanest and cheapest in the country. Right on the outskirts of the city there is a modern sewage treatment plant which meets all European standards. Selective waste management scheme is being conducted.

Low employment costs and well educated staff

There are several higher schools in the city with their 22.000 students. 56.2% of the city's inhabitants have higher and secondary education (42.8% in the country). An average salary is approximately 30% lower than in other parts of Poland. Koszalin is a young city with the average age of 36.

Multiple prizes

Koszalin received numerous prizes, certificates awarded to the city for participating in all-Polish competitions among which there are: "Environment-friendly Commune" (2003), "Golden Business Location" (2006), "Fair Play Commune" (2004-2006), 6th place in the local government ranking (2006), 8th place in the local government investment ranking 2003-2005, quality management ISO certificate 9001:2000, anti-corruption public action certificate "Transparent Poland". Koszalin was also placed on the list of the 50 best investment-friendly foreign cities to be invested in by Chinese investors. The list was published by the Chinese International Multinational Corporation Institute and Koszalin was the only city from Poland that found its place on the list.

Need for support?

Innovation and Entrepreneurship Centre Foundation

Phone: +48 94 3412317, 3464706

Fax: +48 94 3412317

biuro@fundacja.koszalin.pl

www.fundacja.koszalin.pl

Within the framework of the foundation's activities there are:

Business Centre

Phone: +48 94 3477127

Fax: +48 94 3412317

info@cb.koszalin.pl

www.cb.koszalin.pl

Entrepreneurship Support Centre

Phone: +48 94 3412317

Fax: +48 94 3412317

www.fundacja.koszalin.pl

Entrepreneurship Development Foundation

Phone: +48 94 3412317

Fax: +48 94 3412317

www.fundacja.koszalin.pl

Entrepreneurship Incubator

Phone: +48 94 3411486, 3411589

Fax: +48 94 3411486

akinkubator@poczta.onet.pl

www.fundacja.koszalin.pl

Koszalin Regional Development Agency Inc.

Phone: +48 94 3416330

Fax: +48 94 3416088

E-mail: karr@karr.koszalin.pl

www.karr.koszalin.pl

Koszalin Chamber of Commerce and Industry

Phone: +48 94 3488645

Fax: +48 94 3423103

E-mail: kiph@kiph.com.pl

www.msp.org.pl/ksu

www.kiph.com.pl

Merchants and Entrepreneurs Association

Phone/Fax: +48 94 3422770

E-mail: zkip@icmax.com.pl



What the city does for entrepreneurs

The investment policy of Koszalin is an investor-oriented one. The strategic goal defined as no.1 in the "Koszalin Development Strategy" is functioning of Koszalin as a fast developing economic centre. The Department of Development and Foreign Cooperation is responsible for economic development, entrepreneurship support and contacts with investors.

Among the city's most salient undertakings and projects aiming at supporting entrepreneurship in the past 4 years there are:

- launching of the "Business Centre" providing services for business people and investors.

- Appointing advisory and consultative body to the Mayor grouping the representatives of business organisations, entrepreneurs and scientists.

- Intensive economic promotion of the city: investment offers, internet and CD publishings, participation in fairs, exhibitions, conferences, contacts with embassies and chambers of commerce and industry.

- Introduction of investment incentives and investor preferences: creating the special economic zone, implementation of property tax exemptions and reducing its rate, registry fee exemption for natural persons beginning their economic activity.

- Free multilingual publications and launching the internet websites for the purpose of entrepreneurship popularisation: "Entrepreneur's Vade-mecum" for persons starting economic activity, "Investor's Guide", the "Koszalin Economic Service" www.biznes.koszalin.pl containing cooperation offers and economic update, "The Koszalin Catalogue of Polish-German Services" www.uslugi.koszalin.pl containing the database of services provided by business people from Koszalin and the German partner cities.

Koszalin Municipal Office

Rynek Staromiejski St. 6-7

75-007 Koszalin Poland

Phone: +48 94 3488600 Fax: +48 94 3488625

um.koszalin@um.man.koszalin.pl www.koszalin.pl

The Department of Development and Foreign Cooperation

Mr Ryszard Zdrojewski

Director

Phone: +48 94 3488791

Fax: +48 94 3488766

ryszard.zdrojewski@um.man.koszalin.pl

Ms Hanna Rasmus

- the Director of the City
Development Department

Phone: +48 94 3488770

hanna.rasmus@um.man.koszalin.pl



SZCZECIN

The city is an important economic, industrial, scientific and cultural centre. This favourable location at the crossroads of all means of transportation, its easy access to sea ports, predestine Szczecin to the role of transport and logistics centre.



Szczecin, the capital of West Pomerania and Euroregion Pomerania, has the area of 301 km², and the population of 411,119. With the unemployment rate 14,1%, the average gross monthly salary is 2,327,10 PLN. A registered number of businesses with domestic and foreign capital is 64,037. The city has a large intellectual potential and scientific and research back-up centres, namely 19 higher learning schools with ca. 75 thousand students. The city is an important centre of political, social and cultural co-operation among Polish, German and Scandinavian local authorities. The Szczecin-Goleniow Airport, located 45 km away from the city centre services domestic and foreign flights. In 2005 the airport serviced over 100 thousand passengers and these numbers are likely to grow.

Let's do business

That Szczecin is an attractive city for investors is proved by the high rates of the international rating company Fitch Ratings Ltd., which confirmed a stable economic situation of the city and its positive development perspectives. Currently, projects improving the city's transportation system and wastewater management, or harbour area development projects are being developed. There are also plans to build a Dispatch-Logistics Centre.

The investment possibilities include manufacturing land development, services, hotels and housing development. The city's offer includes the drafts of a modern exhibition-sports centre or the speed tramway, lakefront development and a whole-year Centre of Water Sports. The city has signed the Letters of Intent with investors interested in developing the area around Dabie Lake and Airport.

Szczecin is worth investing

As an ideal place for new investments, the city has been awarded:

- 1) the title and certificate „**A Municipality Fair Play 2006**” in the competition organized by the „Institute of Research on Democracy and Private Enterprise” and affiliated by the Polish Economic Chamber „Municipality Fair Play. A certified Investment Localization”. The jury evaluated the applied ethical standards and the level of work of clerks servicing investors.
- 2) A honourable mention „**Land for a medal 2005**” in the competition organised by the Polish Information and Foreign Investment Agency. Under the patronage of Ministry of Economy and Labour, the city of Szczecin received a honourable mention for preparing an investment offer of the plot of land situated at Kniewska-Lubczyńska Street in Szczecin.
- 3) The West Pomeranian Region and Szczecin were qualified as:
 - Class „B” in terms of regions actively attracting investors
 - Class „B” in terms of high level of social infrastructure development (well developed tourist infrastructure in the publication prepared by the Institute of Research on Market Economy titled „Investment attractiveness of Polish regions and sub-regions 2005”.

Need for support?

Northern Chamber of Commerce

Phone: + 48 91 486 07 65

Fax: + 48 91 486 07 68

biuro@izba.info; www.izba.info

Economic Development Support Fund, Szczecin Loan Fund

Ph/Fax: + 48 91 488 28 01

E-mail: fundusz@um.szczecin.pl

www.um.szczecin.pl/fundusz/

Business Centre Club-Szczecin Lodge

Phone: + 48 91 480 61 00

Fax: + 48 91 448 05 23

firma@calbud.com.pl; www.bcc.org.pl

West Pomeranian Association

- Szczecin Entrepreneurship Centre

Phone: + 48 91 489 22 74

Fax: + 48 91 489 20 51

zsrg@pro.onet.pl; www.zsrg.szczecin.pl

West Pomeranian Regional Development Agency

Phone: + 48 91 488 24 88

Fax: + 48 91 488 26 26

cwb@zarr.com.pl; www.zarr.com.pl

Scientific-Technological Park Ltd.

Phone: + 48 91 489 20 50

Fax: + 48 91 433 60 53

biuro@spnt.pl; www.spnt.pl

What the city does for entrepreneurs

Basing on the City Development Strategy, in June 2006 the city council adopted the city marketing policy, which assumptions have been focused on creating the city's trademark, and developing short-term marketing objectives on social events, leisure and cultural projects. To promote the city and its investment opportunities and conditions the already existing promotional materials are updated on a regular basis and new ones are produced. To give a kick to local business activity and entrepreneurship of citizens, the city leads inward promotion campaign. The city organizes numerous events, conferences or informative meetings with representatives of local financial market, producers, buyers or restaurant owners.



Within the business promotion campaign the city holds contacts with business organizations such as: Polish Information and Foreign Investment Agency, Northern Chamber of Commerce or West Pomeranian Economic Development Association – Szczecin Entrepreneurship Centre. Besides, Szczecin is a member of 8 local organizations, associations and inter municipal unions.

Municipal Development Strategies – priorities

1. **Economic sphere:** attracting investors; technologically advanced industry and well developed services; developed sectors of SME;
2. **Social sphere:** Szczecin as scientific and academic centre of supra-regional impact; Szczecin as centre of Baltic and European integration; upgrading the quality of work in schools and skills and qualifications of teachers; efficient health protection system; effective social welfare and social work system;
3. **Spatial and environmental sphere:** efficient road transport system in the domestic and international systems; free access to modern telecommunications infrastructure by citizens; efficient and effective waste water system, collection and disposal; efficient and effective waste management system; developed and properly managed system of green spaces in the city;

More information:

www.szczecin.pl

Mr Krzysztof Nowak
Deputy Mayor
(responsible for

business development);
Phone: +48 91 4245209
Fax: +48 91 4245207

Ms Urszula Berlińska
Director, Department of
Strategy Development &
Marketing

Phone: +48 91 4245819
Fax: +48 91 4245820
investor@um.szczecin.pl

Mr Roman
Walaskowski
Director, Department
of Business Activity and
Entrepreneurship

Phone: +48 91 4245608
rwalasz@um.szczecin.pl

Incentives for local, domestic and foreign investors:

The city authorities support entrepreneurs through:

- easing the procedures of establishing and running own business through the business Service Centre
- granting credit guarantees and credits for entrepreneurs through the Fund in Support of City Economic Development Ltd and Szczecin Credit Fund (100% city-owned)
- supporting implementation and innovation programmes of Szczecin entrepreneurs – Szczecin Scientific-Technological Park Ltd– (100% city owned company).
- granting tax exemption – Szczecin Entrepreneurial Support Programme and four aid programmes within the minimal assistance.

Meeting forums

- Economic forums with entrepreneurs and representatives of scientific, business and administrative circles.
 - Business Prize of the Mayor of Szczecin awarded on the request of business and scientific communities.
 - Seminars and conferences organized by Szczecin Business Centre Club.
 - Meetings organized by the Polish-German Business House.
 - Conferences organized by the University of Szczecin.
- The events calendar is available at www.szczecin.pl and on web-pages of business organizations and branch unions.



KALININGRAD

Kaliningrad is the administrative, economic and cultural centre of the Kaliningrad Region, a large transportation junction, where 7 railway tracks meet and fuse into a European gauge. There are a well-developed network of highways, all-the-year-round navigable sea ports and also an airport of an international status.



Let's do business

The city has accumulated over 80% of the industrial potential of the region. For the past 5 years, there has been the clear-cut tendency for the rapid growth of production (by far exceeding the average Russian indices). The traditional city industry branches are being restored, and now they are in the process of increasing their yield volumes, namely: shipbuilding and ship repairs, the construction materials manufacture.

The dynamics of the foreign economic relations promotion speaks for the gradual conversion of the region into a large centre of export-import operations. The export volume is up to 1.7 billion US dollars. The principal trading partners are Germany (26%), France (13%) and Finland (9%). The fuel-energy production (72%) is conspicuous for its largest share within the total throughput. The volume of import operations is worth of 4 billion US dollars (Germany (20%), Poland (13%) and China (8%). The larg-



est share of the import structure of commodities belongs to the products of machine-building branch (49%) and food products (23%).

Investments into the basic capital of large and medium-sized enterprises of the city amounted to 16 billion roubles in 2005. The volume of the obtained foreign investments exceeded 45 million US dollars. There

are 2.5 thousand organisations having foreign capital. The leaders in terms of setting up joint ventures are Lithuania, Poland and Germany. In April 2006 Federal Law "On the Special Economic Zone in the Kaliningrad region and on making amendments into some legislative acts of the Russian Federation" entered into force. The Law is aimed at spiriting up the competitive high-tech industries, embracing both import and

export needs.

Encouraging the potential partners to co-operation, Kaliningrad guarantees its investors the most favourable regime of the utmost preferential treatment while settling the matters of administrative character. The City Hall provides the administrative accompaniment and protection, as well as the information provision of investment activities. The information relevant for the investors is available on www.klkd.ru in the section entitled "Business".

Kaliningrad in figures:

- The city area is 223 km², the population density is 1.944 people per km²
- The total population of the city is 425.6 thousand (45% of the regional population); among them 276.2 thousand people (65%) are able-bodied.
- The number of employed persons - 227.7 thousand (53%). 849 unemployed were registered on 1 April 2006.

In Kaliningrad there are 72% of all economic entities of the region. The majority of them is engaged in such spheres as:

- wholesale and retail sale - 41%;
- processing industries - 14%;
- operations with real estate, leasing and rendering services - 13%;
- construction - 10%.

Industry is the focal point of the Kaliningrad economics (45% of the budget revenues of all levels), wholesale and retail sale - 19%, transport and communications - 14%, financial activities - 11%.



Since 1 April 2006 the new Federal Law "**On the Special Economic Zone in the Kaliningrad Region**" has come into force. The special economic zone is to be set up on the whole territory of the Kaliningrad Region for 25 years. The SEZ residents can be only the legal entities registered in the Kaliningrad Region after the new law comes into force, and that make their investments implicitly on the territory of the region. The law stipulates the regime of the free customs zone. Besides, the zone residents, that have already implemented their investments in the amount equalling or exceeding 150 million roubles during three years' period, are granted the taxation holidays for 12 years as to the two principal taxes: tax on profits and tax on property of organizations. For the first 6 years, the investors are entirely exempt from paying these taxes, and during the subsequent six year period, they are to pay 50% of the current tax rate.

For more information on the SEZ, please see: www.gov.kaliningrad.ru

What the city does for entrepreneurs

Kaliningrad deals more and more often with such types of entrepreneurship which are peculiar for European countries. In this sense Kaliningrad seems to be the pilot region, picking up its experience through the involvement in the international cooperation. One of our priorities is to back up the small and medium-sized enterprises and entrepreneurship.

The Committee for Economic Development of the City Hall was established for promoting economic development of the city. Among other tasks it is in charge of the administrative control and monitoring as well as of the informational provision of the investment activities. Encouraging



and inviting the prospect investors for co-operation, Kaliningrad guarantees the special utmost favourable treatment regime while making decisions of the administrative character. Being aimed at the city economy development, the City Hall is exerting every effort to assist the domestic and foreign companies in preparing their business-plans and investment projects, and later on, in seeking the partners and resources for implementing those projects and plans. To promote economic contacts the special unit has been set up within the Foreign Relations Department, i.e. the unit for foreign economic relations. The specialists of this unit are ready to present the information on any matters our partners could be concerned about.

More information:

Vice Mayor
Head of Committee for
Economic Development
Mr Yuri Galagoursky
Phone/Fax: +7 4012 21 14 76
E-mail: econ@klgd.ru
www.klgd.ru

Head of Foreign Relations
Department
Mr Nina Vyshnyakova
Phone/Fax: +7 4012 21 53 95
E-mail: ums@klgd.ru
www.klgd.ru

Need for support?

Union of industrialists and employers of the Kaliningrad Region (UIEKR)

Komsomolskaya str., 2 Kaliningrad
Contact person: Mrs Mila Fomitcheva
Phone: +7 4012 226479;
Fax: +7 4012 274063
E-mail: spp@kaliningrad.ru
www.226479.4012.ru

Association of industrialists in the city and Region of Kaliningrad

Kommunalnaya str. 4, Kaliningrad
Phone: +7 4012 916734

Association of enterprises for tourism in the Kaliningrad Region

Kirov str., 7 Kaliningrad
Contact person: Mrs Tamara Toropova
Phone: +7 4012 228485;
+7 4012 228079

Baltic Business Club

Leningradskiy av. 13a
Mr Andrey Bykov, President
Phone/ Fax: +7 4012 728086
E-mail: club@bdk.ru
www.bdk.ru

Chamber of Commerce and Industry

Vatutin str., 20 Kaliningrad
Mr Igor Tzarkov, President
Mrs Svetlana Ovtchinnikova,
Congress-Manager
Phone: +7 4012 954788
E-mail: kaliningrad_cci@baltnet.ru;
tpp@baltnet.ru

Association of foreign investors in the Kaliningrad Region

Smelykh av. 31a, Kaliningrad
Mr Oleg Skvortzov, Executive Director
Phone: +7 4012 733678
Fax: +7 4012 733679
office@fiak.biz

Kaliningrad Union of Entrepreneurs

Schiller str., 20 Kaliningrad
Mr. Sergey Pasko, President
Phone: +7 4012 934623; (...) 272623



LULEÅ

The Luleå region enjoys a strong industry-led growth phase, much thanks to investments in wood, paper and pulp industry, steel industry, mining industry, and retail as well as in housing.



Let's do business

Luleå has a growing population with for the moment 73,300 inhabitants in the city and 170,000 in the Luleå region. The transport infrastructure is excellent with all modes of transportation (road, railway, port and airport). The Port of Luleå is one of the five biggest ports and the airport is the fourth airport in Sweden in terms of passengers. There are 15 flights a day to and from Stockholm and the flying time is one hour.

There are good conditions for all kind of investments in terms of to land, workforce and facilitating structures. Luleå Business Agency is coordinating service to investors and is ready to assist. For technology companies the Aurorum tion that provides for example ser-



with other companies and the Luleå Science Park is an excellent solvice packages as well as contact University of Technology.

What the city does for entrepreneurs

On the strategic level there is the Development Department responsible for e. g. strategies, funding and international collaboration. For direct contacts with companies there is the Luleå Business Agency. All kind of business is important and supported, especially all kinds of SMEs. When it comes to funding of development projects the following sectors are prioritised:

- Test activities (e. g. ICT, components, military)
- Process IT (ICT in basic industry)
- E-health
- Basic industry
- Experience industry (e. g. film, tourism, events).

More information:

City of Luleå
 Development Department
 SE-97185 Luleå
 International Coordinator: Håkan Wiklund
 Phone: +46 920 45 50 14
 Mobile: +46 70 332 70 30
 E-mail: hakan.wiklund@komled.lulea.se
 www.lulea.se

Need for support?

Luleå Business Agency

Managing Director:
 Thomas Nilsson
 Phone: +46 920 45 53 64
 Mobile: +46 70 687 52 01
 thomas.nilsson@lnab.se
 www.lnab.se
 Luleå Näringsliv AB
 Kyrkogatan 11, SE-97232 Luleå

Aurorum Science Park

Managing Director:
 Susanne Jangdal
 Phone: +46 920 75 004
 Mobile: +46 70 567 55 31
 susanne.jangdal@aurorum.se
 www.aurorum.se
 Aurorum Science Park 2
 SE-97775 Luleå

Norrbotten Chamber of Commerce

Managing Director:
 Jonas Lundström
 Phone: +46 920 45 56 61
 Mobile: +46 70 549 33 38
 lundstrom@norrbottenshandelskammare.se; www.north.cci.se
 Kyrkogatan 11
 SE-97232 Luleå Kommun



City of Malmö

MALMÖ

Malmö is an excellent place to live, work and do business. It is the economic centre of south Sweden and gives access to 3.6 million consumers. It is a world-class business and investment location with all the benefits and attractions of a vibrant, modern metropolis.



Let's do business

Malmö is an international city that has 270,000 residents who speak 100 languages and represent 169 different nationalities.

The major sectors in Malmö are retail and wholesale trade, logistics, construction and property. There are numbers of well-known companies within biotechnology and medical technology, IT and digital media. Co-operation between colleges, science parks and companies provides a sound basis for entrepreneurs and creative development in Malmö.

This highly innovative region provides fertile ground to companies within ICT, food, life sciences and logistics.

The area is also known as Medicon Valley, one of the world's leading biotech clusters employing 41,000 people and 5,000 researchers.

AstraZeneca, Duni, Epsilon, Findus, Oriflame, Sony Ericsson, Tetra Pak and Thule all have their headquarters of research centres in or near Malmö.

Malmö Trade and Industry Agency is the city department that provides free help and advice to companies planning to establish, expand or relocate their businesses in the Malmö area. Our goal is to give you the best possible guidance to ensure success for your business in our region in the following areas:

- Introductions to relevant contacts among Swedish authorities, utility providers and professional service companies.
- Tailor-made information and practical advice on how to proceed when setting up a business in Malmö and Sweden. We distribute up-dated, relevant and diversified information about Malmö's business community.
- Networking - we support, develop and actively participate in city's business network.
- Marketing & promotion.
- Research on the Swedish and international economy.
- Analysis of business opportunities in Malmö.
- Development - a database of current development projects.

Why investing in Malmö?

- Excellent market potential
- A natural gateway to the Baltic Region - a dynamic, open and creative environment
- A dynamic, diversified business structure
- Competitive business costs and corporate taxes, low cost of living
- A multi lingual setting where almost everyone speaks English
- A beautiful environment with captivating culture, beaches and parks
- An area used to hosting world-class events such as the European Football Championships, major athletics championships, etc.

City of Malmö, Trade and Industry

SE 205 80 Malmö

Phone +46 40 34 17 00

E-mail: tradeindustry@malmo.se

Agneta Möller,

Business Development

E-mail: agneta.moller@malmo.se

Phone +46 40 34 17 51

Stefan Mansson

stefan.m.mansson@malmo.se

Phone +46 709-993 994



NORRTÄLJE

Norrtälje is a business area located north-east of Stockholm in the wonderful archipelago of Roslagen. Norrtälje is a location offering an environment that is relaxing but also stimulating for both work and living.



Let's do business

Norrtälje, surrounded by the beautiful archipelago, is a good location for business, trading and investments and is a gateway to the Baltic and to Russia via Kapellskär, a fast growing port in the region.

Norrtälje is well situated close to Sweden's most industrialised region. The municipality accounts for one-third (2,000 km²) of the area of Stockholm county with a population of 54,000. There are four major centres: the city of Norrtälje, together with Rimbo, Hallstavik and Älmsta. In addition, about a dozen smaller towns and villages are spread through the municipality. In the municipality and archipelago there are 30,000 summer cottages, which increases the population by 100,000 during the summer season.

Norrtälje is one of the most business intensive municipalities in Sweden, with over 2,000 companies. The business community includes artisans, small businesses and manufacturers. Tourism is one of the largest industries, with annual turnover of SEK 900 million. The municipality is home to a vibrant electronic industry, which has shown strong growth in recent years. A consistent labour market and proximity to Stockholm and the Mälaren region have contributed to the positive trend.

What the city does for entrepreneurs

50% of effort made to support and develop entrepreneurship in Norrtälje comes from the municipality. The city offers:

- Service to new and existing businesses;
- Land for exploitation;
- Marketing activities;
- Business to business meetings and creation of networks groups;
- Infrastructure like roads, housing, education, etc.

For the forthcoming years we will keep up planning for new and extended roads, buildings in attractive areas and development in different education areas.

Contact for establishment

Mr Anders Olander
Business Development Manager
Box 800, 761 28 Norrtälje
Phone: + 46 176 71903
Fax: + 46 176 710 50
anders.olander@norrtalje.se

We have an enormous stock of customers seeking land in our municipality. This, together with the small cities development, among hundreds of projects gives a vision of a society in strong expansion.

Need for support?

Centrum för livslångt lärande, CLL - The center of lifelong learning

Billborgsskolan, Box 816
S- 761 28 Norrtälje
Phone: +46 17671577
Contact: Mats-Ake Svarfvar

Norrtälje Tourist Office

Box 802, S- 761 28 Norrtälje
Phone: +46 17671990
Contact: Annica Norström

Almi Företagspartner

(consultation to businessmen interested in starting their own business)

Hantverkaregatan 18, S - 76130
Phone: +46 176173 50
Contact: Eva Halvarsson

Coompanion, SER Roslagen

(consulting services)
Hantverkaregatan 20, S - 76130
Phone: +46 176176 50
Contact: Bridget Wedberg

Resursnätet

(women's labour market conditions and women in business)
Hantverkaregatan 20, S - 76130
Phone: +46 176131 03
Contact: Ingrid Landin

Eurohouse

Planning and Business Department

Tel +46 176719 03
Contact: Anders Olander

BalticFem

Hantverkaregatan 18, S - 76130
Phone: +46 176198 55
Contact: Margareta Spång



ROBERTSFORS
KOMMUN

ROBERTSFORS

In Robertsfors you will find availability of suitable industrial premises and land, efficient transport facilities, developed social services machinery, an industrial tradition and a skilled workforce.



Let's do business

The municipality of Robertsfors is located between the towns of Skellefteå and Umeå, only 50 min. to an airport. The European road 4 (E4) runs through the municipality from north to south.

In Robertsfors there are about 420 different companies – from one to 250 employees. 25% of them are owned/run by women, and 33% are limited companies. Robertsfors is a strong agriculture area and this branch employs about 8% of the labour market (2% on national level). The engineering/mechanical industry is dominating with about 25% of all employees (compared with 18% on national level). The long tradition of engineering/mechanical industry has generated a solid competence within engineering and led to a wide range of companies like foundry, processing, surface treatment and high-tech engineering. The demand for skilled workforce is provided by the Industrial Program at the secondary school and the universities in Umeå and Luleå.

What the city does for entrepreneurs

The city's Department of Development is responsible for all kind of development issues concerning trade & business, different kind of local development projects etc. The municipality is involved in the co-operation in Umeå Business Region. This co-operation is mainly in question of strategic importance, but also common marketing of the region to businesses and investors.

The department can help you with:

- advice and education if you plan to start up your own business
- information and advice concerning economic and other forms of support to businesses
- to find new contacts, networks, suitable industrial premises and land.

We also arrange network and branch meetings, marketing the municipality, work to bring education into line with the need of the local companies, develop the countryside co-operation with business organisations, chambers of commerce etc.



Ms Carin Elofsson
Head of Department of Development
Phone: +46 (0) 934 141 16
Mobile: +46 (0) 70 323 3427
Fax: +46 (0)934 - 140 14
carin.elfofsson@robertsfors.se
www.robertsfors.se

Need for support?

Företagarna (services within the fields of economy, law, etc.)
Contact person: Haldo Norman
Phone: +46 (0) 934 302 64
Mobile: +46 (0)70 672 62 87
haldonorman@telia.com
www.foreningar.robertsfors.se

ALMI Företagspartner AB
(promotion of SMEs)
Sten-Anders Gustafsson
Phone: +46 (0)90 10 07 71
Mobile: +46 (0) 70 697 79 83
<http://vasterbotten.almi.se>

The Västerbotten Chamber of Commerce
Roger Estefors
Phone: +46 (0) 910 77 08 91
E-mail: roger.estefors@ac.cci.se
www.ac.cci.se

The municipality of Robertsfors has made a long term program for development – “**The sustainable program for development in Robertsfors**”.

The main focus in this program is set on having the three dimensions of sustainability (social/human, economic, ecological) as the guideline for all decisions and activities.

At the moment our aim is increasing the population. The campaign to promote living in Robertsfors was launched in the spring of 2006. An activity to promote selling of house plots (land) has been carried out in co-operation with private landholders and a house building company.



SUNDSVALL



For many years Sundsvall was synonymous with forestry. Today, the city's industry and businesses cover a wide area, with a good mix of growing local companies and major multinationals representing a variety of sectors.

Need for support?

Invest in Sundsvall AB

It is run by some thirty companies in conjunction with the council. It works with relevant decision makers and service providers to ensure optimum conditions for successful business start-ups.

www.investinsundsvall.se

Akroken Science Park AB

The arena for innovation, enterprise and growth, aims to encourage, support and participate in existing and new companies.

Work focuses on the key areas our the local business community. An important

part of this work is the building of bridges between businesses and the university.

www.akroken.se

Företagslotsen

The company strives to make it as easy as possible for company owners to get answers to company-related questions. It provides help with the relevant forms and regulations.

Mid Sweden University

www.miun.se

Chamber of Commerce

www.mid.chamber.cci.se



Among the foremost of those sectors for products and services are paper and pulp technology, digital services, banking, insurance and pensions. Sundsvall is also the biggest and leading retail and services centre in the north of Sweden. The city can boast a thriving business climate and a highly qualified labour force. At the same time there are active measures in place to improve the business climate still further. There is a practical plan of action which is already bringing positive results. Annual national business reports show us climbing steadily up the rankings. We also have a number of companies and organisations, the main objective of which is to strengthen our business and competitiveness.

Sundsvall's population is approaching the 100,000. Both people and companies are moving here, and thanks to the partnership between the local authorities in the region, we are now northern Sweden's biggest labour market. A well-developed infrastructure

and the city's strategic position 350 kilometres north of Stockholm have also produced a growth in business and conference tourism. We have a number of modern conference centres which together have 9,000 conference places and offer overnight accommodation for about 2,200 people.

Sundsvall in figures, 2005

- Number of inhabitants: 94,044
- Number of workplaces: 9,421
- Number of people in work: 47,495
- New enterprises: 498
- Average income: SEK 220,363 (national: SEK 215,971)
- Number of commuters: +2726

More information:

City Hall

851 85 Sundsvall, Sweden

Phone: +46 60 191366

Fax: +46 60 128191

www.sundsvall.se

Contact person:

Elisabeth Engqvist

elisabeth.engqvist@sundsvall.se



UMEÅ

Umeå is the largest and fastest growing region in northern Sweden and the population has increased with approximately 1,000 individuals a year for the last 30 years. There are now 143,000 inhabitants in the Umeå Region.



Let's do business

Industry in the Umeå Region is incredibly diversified, with high-tech IT companies, research-based biotechnological industries and modern forestry. A highly educated and skilled labour force, excellent infrastructure and communications, access to world-class technology and research, low personnel turnover makes Umeå particularly well suited for the production of services. The city

is also the obvious choice for companies and organisations that are changing regions or relocating their head offices. The job growth is mainly in the private sector which increased approx. 25 % between 1995 and 2005– creating some 6,000 new job opportunities.

It is easy to travel to Umeå. On a weekday you have the choice of fourteen flights and three airlines to and from Stockholm. Umeå airport is the sixth largest in Sweden. A new

coastal railway – The Bothnia Line is under construction. It will make commuting quicker and provide even better transportation.

Need for support?

Uminova Innovation AB

(supports the establishing and development of new and already existing companies)

Phone. +46 90 15 48 40

Fax. +46 90 15 48 67

contact@uminovainnovation.se

www.uminovainnovation.se

The Västerbotten Chamber of Commerce

Phone + 48 90 71 53 50

Fax + 46 90 71 53 50

E-mail: jan.bergmark@ac.cci.se

www.ac.cci.se

North Sweden Västerbotten

Phone: +46 90 19 59 29

Fax: +46 90 19 59 29

www.northsweden.org

What the city does for entrepreneurs

If you want to know more about business and entrepreneurship development and support, please contact City of Umeå and its Economic Development and Promotion Office. Our services to national and foreign owned companies are all free of charge and include:

- simplifying contacts with local authorities and other institutions,
- identifying available land and premises,
- dealing with the practical aspects of setting up a business,

- identifying the support that is available for business development.

Our focus is business growth, marketing of Umeå, contacts and cooperation with local industry and commerce, universities, industrial clusters attracting /recruiting new

companies. We cooperate with a lot of organizations providing support, such as incubators, innovation centres, etc. We are active in various EU-projects.

More information:

City of Umeå

Economic Development and Promotion Office

SE-901 84 Umeå, Sweden

Phone + 46 90 163211, 163210

Fax + 46 9016 3209

E-mails of contact persons:

hakan.johansson@umea.se

roland.carlsson@umea.se

www.umea.se

UBC Business Mixer



UBC Business Mixer

Union of the Baltic Cities is a voluntary, proactive network mobilizing the shared potential of 100 member cities for democratic, economic, social, cultural and environmentally sustainable development of the Baltic Sea Region.

Most of the practical co-operation between the members is carried out by 12 UBC Commissions on: Business Cooperation, Culture, Education, Energy, Environment, Health and Social Affairs, Information Society, Sport, Tourism, Transportation, Urban Planning, Youth Issues and Gender Equality Network. The Commissions initiate and implement numerous projects, activities, seminars. Each city is capable to have its own creative input to the Commission's work.

The Union has an observer status with the Parliamentary Conference on Cooperation in the Baltic Sea Area, the Helsinki Commission (HELCOM), the Council of Europe's Congress of Local and Regional Authorities of Europe (CLRAE), the Committee of the Regions. The Union is also a Special Participant in the Council of the Baltic Sea States (CBSS). The UBC cooperates with the European Commission and numerous Baltic and European organisations.

The Union is open for new members. Any coastal city of the Baltic Sea or any other city interested in the development of the Baltic Sea Region may become a member of the Union by making a written declaration of its will to enter UBC.

Please contact the UBC Secretariat for more information.

UBC Business Mixer

UBC Secretariat
Wały Jagiellońskie 1
80-853 Gdańsk, Poland
Tel. + 48 58 301 09 17
301 91 23
Fax + 48 58 301 76 37
e-mail: info@ubc.net
www.ubc.net