Synthesis

2011 Report on Negotiated Programming: Programme Contracts, Territorial Pacts, and Area Contracts
The 2011 Report on Negotiated Programming: Programme Contracts, Territorial Pacts, and Area Contracts

is produced by

promuovItalia

Drawn up by: Claudio Carpineti, Micaela De Luca, Melania Logripppo, Mary Ragazzo

Contributed by: Matteo Antonelli, Daniele Attaccalite, Dario Benedetto, Francesco Camerata, Leonardo Caputo, Carlo Cimmino, Angela Corbo, Daniele Del Guercio, Gianluca Di Marzio, Saverio Massari, Anna Giulia Miele, Maria Teresa Raggi, Principia Salvatore, Giuseppe Stancanelli, Giuseppe Trimini

Translated by: Rosetta Epifani
FOREWORD

The 2001 Negotiated Programming Report is the result of the work carried out by Promuovi Italia within the Convention undersigned with the Directorate General for National Unitary Regional Policy at the Department for Development and Economic Cohesion of Italy’s Ministry for Economic Development.

The activity performed aimed at updating data on the implementation of State aid instruments to entrepreneurial activities within the so-called Accordi di Programma Quadro – APQ (namely, Framework Programme Agreements), as the old monitoring system, designed to collect information on infrastructure works, was not well tailored for aid to enterprises.

Data were thus collected, processed and transmitted to the new project management system to monitor the progress of resources from the Fund for Underutilised Areas (FAS), currently Development and Cohesion Fund, assigned to Regions and allocated to such instruments.

The general objective was to collect and organise information on Negotiated Programming, highlighting the peculiarities and interconnections of its component instruments, notably with regard to public works and aid to enterprises.

In detail, the objective pursued was to improve, through the overall knowledge of the instruments used by Regions, the multi-level decision-making process for management of FAS-funded instruments, also aiming to programme or re-programme resources strategically.

The Report, therefore, offers an updated overview of the financial resources utilised through instruments such as Programme Contracts, Territorial Pacts and Area Contracts in favour of territories’ local development, comparing aggregated values both at instrument and Region level.

Vincenzo DONATO - Director General

Directorate General for National Unitary Regional Policy
Department for Development and Economic Cohesion
Italy’s Ministry for Economic Development
**PREMISE**

Economic development unbalances between territories are one of the main features of industrialised economies. Ho enberg and Lees (1985) described how the birth of the first industrial phenomena in Central Europe promptly entailed per-capita income gaps at regional level, thus even increasing pre-existing disparities.

As economic theory\(^1\) has long highlighted, efficiency-equity trade-off\(^2\) underlies economic activities’ spatial distribution. As a matter of fact, productive activities’ concentration enhances the efficiency of both allocations and subsequent use of resources in the presence of increasing yields; on the other hand, inequality is thus enhanced within countries, hence causing policy-makers to be faced with serious redistribution problems.

As a consequence, all industrialised countries have available and implement territorial rebalancing programmes. Italy’s long-lasting tradition is very rich in experiences of multiple and heterogeneous programmes adopted over time. Following the termination of the “Mezzogiorno\(^3\) Extraordinary Intervention” (Cassa del Mezzogiomo\(^4\)) in the early 1990s, public interventions in favour of disadvantaged areas entered the so-called “Negotiated Programming” phase, based upon principles such as concertation and public-private partnership\(^5\).

The innovative feature of the new programming phase of development policies lies in the fact that, unlike the past, State aid is no longer aimed at attracting external parties to compensate the difficulties affecting the Country’s underutilised areas; rather, local development policy aims to produce collective services, both at single territory and territories’ network level, and impact on private investment productivity.

In that, State aid, as well as its management and private subjects’ involvement represent the main instruments to implement economic policy aimed at generating collective services.

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2. In short, “trade-off” economic theory (cost-opportunity) states that, between two or more options, the reduced value of one option results in the increased value of the other.
3. Italy’s Mezzogiomo Area is composed of eight Regions, namely: Abruzzo, Basilicata, Calabria, Campania, Molise, Apulia, Sardinia and Sicily.
4. The so-called “Cassa del Mezzogiomo” was a public body established by Italy’s Law n. 646 of 10 August 1950 to finance industrial initiatives aimed at economic development of Italy’s Southern Regions, filling the gaps with respect to Northern Regions. Initially established for 10 years, the Action Plan was then extended through subsequent laws until 1984, when the “Cassa del Mezzogiomo” was suppressed and liquidated.
5. Partnerships between Public Administrations and private entrepreneurs to implement and manage public/public-interest services date back end-1980s, within provisions aimed at: curbing public expenditure, reducing tax transfers, and setting up Regional/Local Authorities’ responsibility process in the field of public finance. In general, the concept of Public-Private Partnership (PPP) refers to a wide array of cooperation models between public authorities and enterprises, in order to ensure funding, building, renovating, and managing of public/public-utility works related services.
6. Such a policy results in creating groups of entrepreneurs that enrich pre-existing entrepreneurial associations with the sole objective of applying for higher funding, to then quit the territory a few years after State aid use has terminated.
That said, this Report represents an attempt to trace back, from a historical and regulatory point of view, the process leading to the birth and spreading of the Negotiated Programming (Chapters 2-3).

The Synthesis focuses on the description of implementing instruments, such as Programme Contracts, Territorial Pacts and Area Contracts (Chapter 4), and on current governance systems (Chapter 5), elaborating a technical analysis of the related economic-financial progress (Chapter 6) based upon a precise methodology for data collection and analysis, and national/regional cartographic images of the above implementing instruments.

The Report pursues a twofold objective: on one side, outlining, at theoretical level, the context in which Negotiated Programming instruments operate; on the other, presenting reference data at technical analysis level.

7 The cartographic images of the instruments analysed in this Report Synthesis are elaborated through Geographic Information System (GIS) software (ArcMap 10) and rely on a database itemising geo-referencing initiatives at municipality level. The dots indicating initiatives with the same municipality thus overlap.
DATA COLLECTION AND ANALYSIS - METHODOLOGY

The data illustrated, processed and analysed to draw up this Report Synthesis were collected through data banks managed by Promuovi Italia SpA, and namely:

- MO.I.CON. (Monitoraggio Integrato Contratti) – Database providing information on Programme Contracts and “Localisation Contracts”;

- Patti Web – Database providing information on Territorial Pacts and Area Contracts.

Based on the above data-sets, tables and graphs were drawn up consistently with the typologies of considerations underlying the Report Synthesis. The aim is to assess the efficiency\(^8\) of the accomplishment process of the Negotiated Programming implementing instruments herein selected and analysed.

Analyses performed

- **INVESTMENTS: AVERAGE SIZE**
  (Ratio between investments and on-going/concluded initiatives)

- **INITIATIVES: AVERAGE STATE AID RATE**
  (Ratio between State aid granted and on-going/concluded initiatives)

- **INITIATIVES: AVERAGE ISSUANCE RATE**
  (Ratio between State aid issued and on-going/concluded initiatives)

- **AVERAGE STATE AID PER NEW STAFF UNIT**
  (Ratio between State aid granted to on-going/concluded initiatives and estimated staff units increase)

- **IMPLEMENTATION DEGREE**
  (Ratio between State aid granted to on-going/concluded initiatives and State aid actually issued)

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\(^8\) Efficiency analysis aims to verify whether the ratio between the expected results and the resources utilised meets optimisation criteria. Therefore “efficiency” is to be intended in the neo-classical sense of economic disciplines and as “the capacity to attain a given level of output while minimising the use of resources” or, in a specular manner, as “the capacity to maximise the output based on a given level of inputs employed”.

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DEVELOPMENT AND SOCIO-ECONOMIC COHESION POLICIES

This document is inspired by the current European context, from which the whole Report on development and socio-economic cohesion policies stems and develops.

Chapter 1 illustrates the 2000/2006 and 2007/2013 economic programming cycles, focusing on the elements differentiating the two periods.

The overview is then followed by a more detailed and punctual description of both Italy’s second programming cycle and Regional Unitary Policy. Indeed, Italy’s 2007/2013 National Strategic Reference Framework macro-objectives and priorities lead the reader along the illustration of Italy’s regional unitary policy implementation instruments, such as Operational Programmes and Implementation Programmes. Regional unitary policy is a pivotal theme and a leitmotiv to introduce the financing, via additional resources, of instruments adopted through European Structural Funds (i.e. European Social Fund – ESF, and European Regional Development Fund – ERDF), and national funds (i.e. national fund for Structural Funds co-financing; and Fund for Underutilised Areas - FAS, currently “Development and Cohesion Fund”).

The whole Chapter revolves around the belief that programming and implementing a unitary development policy – so as to pursue its specific priorities and objectives – shall necessarily conceive available financial resources as “a single set”, to be utilised in an integrated manner compatible with regional, national, and EU rules and regulations that discipline use thereof.

Two macro-groups encompass the projects thus funded:

- On one side: public investments for material/immaterial infrastructural endowments for completion of works falling within the “Mezzogiomo Extraordinary Intervention” scope; public investments in material/immaterial infrastructures implemented by Regional/Central Administrations through Framework Programme Agreements and other tools; and expenditure acceleration programmes;

- On the other: State aid to private subjects concerning, inter alia, Programme Contracts, Area Contracts, and Territorial Pacts. A detailed description of the mentioned former Fund for Underutilised Areas (FAS) is also provided, illustrating its aims and reference legislation.

Chapter 2 eventually focuses on the description of the local development system and its State aid patterns. The local development system is based on coordinating the use of different resources so as to create a favourable environment to enhance and capitalise on local factors. Indeed the local development system is one of
regional policy pillars, aiming to match, on one side, human resources, environment and enterprises enhancement, and, on the other, training and attraction of external resources and activities.

State aid to enterprises or productions (i.e. to private subjects) is instead strictly regulated by State aid legislation and rules. As it can fake competition, State aid is banned by the Treaty establishing the European Community, with the exception of specific cases involving instruments analysed in this Report Synthesis, namely Programme Contracts, Territorial Pacts, and Area Contracts.
NEGOTIATED PROGRAMMING

Following this overview, Chapter 3 focuses on Negotiated Programming. Starting from the reference context and a list of most significant Negotiated Programming definitions, Chapter 3 describes the Negotiated Programming historical-regulatory evolution and the characteristics of its specific interventions, granting wide space to Institutional Programme Understandings, Framework Programme Agreements (so-called APQs), and introducing Programme Contracts (PCs), Territorial Pacts (TPs), and Area Contracts (ACs), more thoroughly analysed in the subsequent Chapter.

Specifically, “Institutional Programme Understanding” stands for an agreement between/among central, regional and/or autonomous provinces’ Administrations, through which the above subjects engage to collaborate – on the basis of programmatic recognition of the available financial resources, subjects involved, and administrative procedures required – to implement a multi-year plan of common interest or functionally inter-related interventions. The Institutional Programme Understanding enables sharing regional unitary policy strategies, identifying the priorities to be pursued within the State-Region institutional cooperation and/or between/among Regions, as well as defining the patterns and regulations through which such cooperation is to be implemented.

The Institutional Programme Understanding envisages, for each intervention sector, the stipulation of a so-called Framework Programme Agreement (Accordo di Programma Quadro - APQ), entrusted with a punctual definition of works and financing operations, as well as with the identification of procedures for monitoring and implementing investments. As a matter of fact, APQs are the Institutional Programme Understanding implementing instruments, through which central, regional and local Administrations, as well as other public subjects and private operators define and implement works, single interventions or complex programmes of interventions whose implementation requires integrated and coordinated action by signatory parties.

It is furthermore worth recalling that APQs can be deemed as sort of “super-instruments”, as they can encompass other typical Negotiated Programming instruments for State aid to entrepreneurial activities.

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9 Art. 2(203) of Law n. 662 of 23 December 1996
10 Point 2.2 of CIPE Decision n. 166/07 – CIPE is Italy’s Interministerial Committee for Economic Planning
Chapter 4 is broken down in three macro-paragraphs, each thoroughly analysing the three key instruments described in this Report. The analysis starts with the general definition of each single instrument and the description of its reference regulation, to then move onto the analysis of its economic-financial implementation degree.

Programme Contracts

“Programme Contracts” were envisaged by national legislation ahead of the discipline introduced by Law No 662/1996 in the field of Negotiated Programming. Programme Contracts turn out to be a proper undersigned contract (following ad-hoc Decisions issued by CIPE) between a public party (i.e. Ministry of the Economy and Finance, subsequently Ministry for Economic Development) and a private party (i.e. beneficiary enterprises). The Contract shall indicate all the essential elements of the planned investments – also through more than one enterprise – capable of generating remarkable effects on the relevant socio-economic and productive system.

Programme Contracts distributed throughout Italy amount to 108, encompassing as many as 1,219 initiatives (of which 658 on-going/concluded), with overall potentially activable investments equal to €12,017,659,332 and estimated employment increase equal to 32,675 working units. Versus such investments, €4,596,755,685 State aid has been allocated (of which €730,653,989 assigned to Regions).

With regard to geographic concentration, Campania records the highest number of Programme Contracts (i.e. 27 – 25% of the total), followed by Sicily (i.e. 18 – 16.7% of the total) and Sardinia (i.e. 13 – 11.1% of the total). The lowest number of Programme Contracts, instead, are recorded in Lazio, Liguria and Veneto Regions (i.e. 1 Programme Contract each), all located in Italy’s Centre-North.

At economic-financial level, the overall amount of Programme Contract resources inserted in APQs is higher than non-APQ Programme Contracts. At percentage level, instead, the economic-financial progress resulting from the difference between State aid issued and State aid granted is equal to 49.74% for APQ Programme Contracts and to 68.44% for non-APQ Programme Contracts.

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11 Following the notification of the transfer of competences in the field of negotiated programming (25 October 2001).
12 Plus 10 further multi-regional Programme Contracts (see Annex 1) for a total of 118 Programme Contracts.
13 Out of the grand total indicated, data related to initiatives under on-going/concluded Programme Contracts (excluding de-funded, withdrawn, waived, and non-stipulated initiatives) indicate: on-going/concluded initiatives: 657; potentially activable investments: €8,319,700,652; expected employment increase: 19,272 working units; overall State aid: €2,999,327,304 (of which €428,606,290 assigned to Regions).
**Territorial Pacts**

A Territorial Pact is “the agreement, promoted by local bodies, social parties, or other public or private subjects (...) for implementation of a programme of interventions specifically aimed at local development promotion” (Article 2(203) Law-Decree No 662/96) in inter-integrated sectors such as industry, agri-industry, services, tourism, and infrastructure.

Territorial Pacts are primarily aimed at two objectives, and namely:

1. Promoting cooperation between and among public/private subjects in a given territory, so as to enable them to design and implement projects aimed at local context enhancement;

2. Favouring, through such projects and territorial and thematic concentration, private investment volume capable of producing externalities, namely advantages also for other enterprises and new investments.

Territorial Pacts throughout Italy amount to **220** and encompass **12,858 overall initiatives** (of which 8,490 on-going/concluded) for overall **€ 7,356,103,904** potentially activable investments and expected **employment increase** equal to **68,758 working units**. **€ 3,692,640,810 State aid** has been granted to such investments.

**Sicily** is the Mezzogiorno Region recording the highest number of Territorial Pacts (i.e. 50 - 23% of the total), followed by Campania (i.e. 36 - 16% of the total) and Apulia (i.e. 26 -12% of the total). The highest number of Territorial Pacts in the Centre-North is instead recorded in the Piedmont Region (i.e. 17 - 8% of the total), followed by Veneto (i.e. 14 - 6% of the total) and Tuscany (i.e. 13 - 6% of the total). The Regions recording the lowest number of Territorial Pacts are: Molise (i.e. 2 - 0.9% of the total) for the Mezzogiomo Area, and Lombardy and Friuli Venezia Giulia for Italy’s Centre-North, both with 1 Territorial Pact each (0.4% of the total).
Cartographic Image 2
Territorial Pacts Initiatives:
Spatial Distribution and Investment Sectors

Legend
- First Generation Territorial Pacts Initiatives - General
- Second Generation Territorial Pacts Initiatives
- Second Generation Territorial Pacts Initiatives - Farming
- Territorial Pacts Initiatives being or been waived
Area Contracts

“Area Contracts” are operational instruments promoted by representations of workers and employers within significant employment crisis situations (in areas identified by Italy’s President of the Council of Ministers). Area Contracts objective is to recover economic-productive environments that prove “favourable to activation of new entrepreneurial initiatives and creation of employment”, by granting State aid to favour investments, encourage the necessary conditions to curb labour costs and foster administrative streamlining and flexibility.

Area Contracts specifically aim to recover, reclaim and reconvert wide dismissed industrial areas by promoting new production and requalification activities, as well as re-employment of most workers expelled by restructuring and corporate dismissal processes. The areas concerned are characterised by serious employment and/or industrial crises (including the ones identified by Law No 219/81) and fall within Objective 1-2 Areas, ESF 5b Areas, and/or the areas identified by Art.1 of Law No 236/93.

To date 16 Area Contracts are distributed throughout Italy, encompassing overall 594 initiatives (of which 356 on-going/concluded), with overall € 1,632,325,501 potentially activable investments and expected employment increase equal to 8,234 working units. € 1,110,369,875 State aid has been granted to such investments.

Campania records the highest number of Area Contracts in the Mezzogiorno Area (i.e. 4 – 25% of the total), followed by Sicily and Sardinia (i.e. 3 each – 19% of the total). As to Centre-North Regions, only Liguria and Umbria record Area Contracts (i.e. 1 each, namely 6% of the national total); all the other Regions involved (Basilicata, Calabria, Molise and Apulia) record 1 Area Contract each.

Breaking down Area Contracts into the following categories

- Crater Areas - CRAT(3),
- Large dismissed industrial areas - GAIDs (10), and
- Industrial development conglomerates - ASIs (3),

reveals that:

- CRATs are located in Basilicata (1) and Campania (2), within 1980 earthquaked areas;14
- GAIDs are distributed across Umbria (1), Campania (2), Apulia (1), Calabria (1), Sicily (2), and Sardinia (3); and
- ASIs, eventually, are located in Liguria (1), Molise (1), and Sicily (1).

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14 On 23 November 1980 an earthquake struck Irpinia, namely Central Campania and Centre-North Basilicata (approx. 6.9 magnitude momentum - epicentre amongst the municipalities of Teora, Castelnuovo di Conza, and Conza della Campania) and caused approx. 280,000 evacuated, 8,848 injured, and 2,914 deaths.
GAID Area Contracts account for 62.5% of total Area Contracts, while CRAT and ASI Area Contracts account for 18.75% thereof.
Comparing Instruments

The following graphs illustrate the results emerging from the comparative analysis of the three above Negotiated Programming instruments from the point of view of factors such as: encompassed initiatives, pursued investments, granted State aid, issued State aid, and resulting employment increase.

Graph 1 - Distribution of on-going/ concluded initiatives per instrument
Graph 2 – Average investment per on-going/concluded initiative – Comparison of instruments

Graph 3 – Average State aid per on-going/concluded initiative – Comparison of instruments
Graph 4 – Average State aid per on-going/ concluded initiative – Comparison of instruments

Graph 5 – Average estimated employment increase per on-going/ concluded initiative – Comparison of instruments
The above graphs clearly indicate Territorial Pacts encompass the highest number of on-going/concluded smaller size initiatives, as revealed by lowest average values in terms of investments, State aid allocated/granted and issued, and employment increase per initiative. Programme Contracts, instead, activate on an average, both top investments in the relevant territory and the highest number of expectedly increased working units. The remarkable average of State aid funds issued to Area Contract initiatives indicates the latter reveal a remarkable economic-financial progress versus the other two implementing instruments hereby analysed. Furthermore, on-going/concluded initiatives within Programme Contracts employ, on an average, the same resources utilised for Area Contracts initiatives.

**Governance Systems within Negotiated Programming Instruments**

Chapter 5 describes the governance systems adopted by Negotiated Programming instruments, starting from the definition of “governance”, across the historical reconstruction and analysis of its origin and development context. Table 1 illustrates the key issue of Chapter 5, namely Negotiated Programming instruments regionalisation, essential to accelerate territorial development processes by favouring interaction between central/peripheral public bodies and private subjects.

Eventually, Chapter 5 focuses on the new structure of Italy’s Ministry for Economic Development, which performs a primary role within Negotiated Programming management.

**Regional Situations**

Chapter 6 analyses the economic-financial progress of Programme Contracts, Territorial Pacts and Area Contracts on a region-by-region basis. Individual regional situations are analysed both through cartographic images indicating the specific Negotiated Programming instruments utilised by Regions, and through recap tables illustrating all data on: number of initiatives encompassed by instruments; estimated resulting employment increase; eligible investments, allocated/granted State aid and related issuance; implementation progress percentage; and average State aid per newly hired working unit.
Cartographic Image 4
Spatial Distribution of Territorial Pacts and Programme Contracts on-going/concluded initiatives in Abruzzo

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to “On-going / concluded Initiatives”, “Estimated Employment Increase”, “Investments”, “Granted State Aid”, “Issued State Aid”, “Implementation Degree”, and “Average State Aid / New Hired” only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic Image 5
Spatial Distribution of Territorial Pacts, Area Contracts and Programme Contracts on-going/concluded initiatives in Lucania

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to “On-going / concluded Initiatives”, “Estimated Employment Increase”, “Investments”, “Granted State Aid”, “Issued State Aid”, “Implementation Degree”, and “Average State Aid / New Hired” only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic Image 6
Spatial Distribution of Territorial Pacts, Area Contracts and Programme Contracts on-going/concluded initiatives in Calabria

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to “On-going / concluded Initiatives”, “Estimated Employment Increase”, “Investments”, “Granted State Aid”, “Issued State Aid”, “Implementation Degree”, and “Average State Aid / New Hired” only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic image 7
Spatial Distribution of Territorial Pacts, Area Contracts and Programme Contracts on-going/concluded initiatives in Campania

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
EMILIA ROMAGNA

Cartographic Image 8
Spatial Distribution of Territorial Pacts and Programme Contracts on-going/concluded initiatives in Emilia Romagna

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.

<table>
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<th>Programme Contracts</th>
<th>Total Implementation Instruments</th>
<th>On-going / Concluded Initiatives</th>
<th>Estimated Employment Increase (Working Units)</th>
<th>Investments (€)</th>
<th>Granted State Aid (€)</th>
<th>Issued State Aid (€)</th>
<th>Implementation Degree</th>
<th>Average State Aid / New Hired (€)</th>
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<td>4</td>
<td>14</td>
<td>278</td>
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<td>35,046,341</td>
<td>10,323,477</td>
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<td>549</td>
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<td>51,311,079</td>
<td>45,684,756</td>
<td>89%</td>
<td>93,412</td>
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<tr>
<td>Area Contracts</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>8</td>
<td>145</td>
<td>827</td>
<td>278,433,670</td>
<td>86,357,420</td>
<td>56,008,233</td>
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Cartographic Image 9
Spatial Distribution of Territorial Pacts
on-going/concluded initiatives in Friuli Venezia Giulia

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic Image 10
Spatial Distribution of Territorial Pacts and Programme Contracts on-going/concluded initiatives in Lazio

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives

LAZIO
<table>
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<th>Total Implementation Instruments</th>
<th>On-going / Concluded Initiatives</th>
<th>Estimated Employment Increase (Working Units)</th>
<th>Investments (€)</th>
<th>Granted State Aid (€)</th>
<th>Issued State Aid (€)</th>
<th>Implementation Degree</th>
<th>Average State Aid / New Hired (€)</th>
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<tr>
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<td>2</td>
<td>73</td>
<td>274,119,891</td>
<td>45,310,536</td>
<td>0</td>
<td>0%</td>
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<tr>
<td>Territorial Pacts</td>
<td>5</td>
<td>60</td>
<td>577</td>
<td>72,941,602</td>
<td>30,279,879</td>
<td>26,561,029</td>
<td>88%</td>
<td>52,442</td>
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<tr>
<td>Area Contracts</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>6</td>
<td>62</td>
<td>650</td>
<td>347,061,493</td>
<td>75,590,415</td>
<td>26,561,029</td>
<td>35%</td>
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Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Data related to “On-going / concluded Initiatives”, “Estimated Employment Increase”, “Investments”, “Granted State Aid”, “Issued State Aid”, “Implementation Degree”, and “Average State Aid / New Hired” only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Lombardy

Cartographic Image 12
Spatial Distribution of Territorial Facts on-going/concluded initiatives in Lombardy

Legend
- Programme Contracts initiatives
- Territorial Facts initiatives
- Area Contacts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic Image 13
Spatial Distribution of Territorial Pacts on-going/concluded initiatives in the Marche Region

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
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Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic Image 15
Spatial Distribution of Territorial Pacts and Programme Contracts on-going/concluded initiatives in the Piedmont Region.
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Spatial Distribution of Territorial Pacts, Area Contracts and Programme Contracts on-going/ concluded initiatives in Apulia

Legend
- Territorial Pacts initiatives
- Area Contracts initiatives

Carlographic Image 16

APULIA
Data related to “On-going / concluded Initiatives”, “Estimated Employment Increase”, “Investments”, “Granted State Aid”, “Issued State Aid”, “Implementation Degree”, and “Average State Aid / New Hired” only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Spatial Distribution of Territorial Pacts, Area Contracts and Programme Contracts on-going/concluded initiatives in Sardinia
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Sicily

Spatial Distribution of Territorial Pacts, Area Contracts and Programme Contracts on-going/concluded initiatives in Sicily

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic Image 19
Spatial Distribution of Territorial Pacts and Programme Contracts on-going/concluded initiatives in Tuscany

Legend
- Blue: Programme Contracts initiatives
- Red: Territorial Pacts initiatives
- Yellow: Area Contracts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Cartographic Image 20
Spatial Distribution of Territorial Pacts and Area Contracts
on-going/concluded initiatives in Umbria

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to "On-going / concluded Initiatives", "Estimated Employment Increase", "Investments", "Granted State Aid", "Issued State Aid", "Implementation Degree", and "Average State Aid / New Hired" only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
VENETO

Cartographic Image 21
Spatial Distribution of Territorial Pacts and Programme Contracts on-going/concluded initiatives in the Veneto Region

Legend
- Programme Contracts initiatives
- Territorial Pacts initiatives
- Area Contracts initiatives
Data related to “On-going / concluded Initiatives”, “Estimated Employment Increase”, “Investments”, “Granted State Aid”, “Issued State Aid”, “Implementation Degree”, and “Average State Aid / New Hired” only relate to active, suspended, concluded and finalised initiatives within the negotiated Programming instruments analysed.
Comparing Regions

The “Comparative Analysis Synthesis of Aggregated Negotiating Instruments: Programme Contracts, Territorial Pacts, and Area Contracts” Table below illustrates the following results:

Among **Centre-North Regions**, top investments have been activated by **Tuscany and Piedmont** (€ 1,133 million and € 1,085 million, respectively) through a high number of entrepreneurial initiatives either being implemented or concluded (overall 1,081 for Tuscany and 936 for Piedmont, respectively) and expected employment increase equal to 3,982 and 3,629 working units, respectively, for which € 80,589 (Tuscany) and € 81,381 (Piedmont) unitary public resources have been allocated, on an average. The overall economic-financial progress, resulting from the ratio between granted State aid and the amounts actually issued, proves similar also for Tuscany (75%) and Piedmont (72%).

Analogously, among the **Mezzogiorno Regions**, top investments have been activated by **Sicily** and **Campania** (€ 4,287 million and € 2,450 million, respectively), with a remarkable number of entrepreneurial initiatives either on-going or concluded (overall 2,008 for Sicily and 1,331 for Campania, respectively), and an expected employment increase impact on the territory equal to 12,787 and 11,948 working units, respectively, for which public resources averagely equal to € 162,800 (Sicily) and € 123,598 (Campania) have been allocated.

It is worth signalling the overall employment increase expected in Apulia is equal to 14,015 working units and exceeds Sicily’s by slightly over 1,200 units. The overall economic-financial progress, resulting from the ratio between granted State aid and the amounts actually issued, accounts for 59% in Sicily and 75% in Campania.
Comparison of Negotiated Programming (NP) aggregated instruments
Programme Contracts (PCs) Territorial PActs (TPs) and Area Contracts (ACs)

<table>
<thead>
<tr>
<th>Regions</th>
<th>Adapated Instruments - Total (PCs, TPs, ACs)</th>
<th>Adapated Instruments Initiatives - Total</th>
<th>On going/Concluded Initiatives</th>
<th>On going/Concluded Initiatives Increase 1 (Working Units)</th>
<th>Investments Total 1 (€)</th>
<th>State Aid - Total 1 (€)</th>
<th>State Aid Issue - Total 1 (€)</th>
<th>Physical/Financial Advancement</th>
<th>Average State Aid/New Hired (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Centre - North</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sicily</td>
<td>21</td>
<td>1.849</td>
<td>936</td>
<td>3.629</td>
<td>1.085.188.336</td>
<td>295.322.239</td>
<td>211.720.137</td>
<td>72%</td>
<td>31.378</td>
</tr>
<tr>
<td>Lombardy</td>
<td>1</td>
<td>84</td>
<td>42</td>
<td>114</td>
<td>64.932.892</td>
<td>22.099.372</td>
<td>16.866.287</td>
<td>76%</td>
<td>19.314</td>
</tr>
<tr>
<td>Veneto</td>
<td>15</td>
<td>816</td>
<td>486</td>
<td>1.581</td>
<td>1.146.953.994</td>
<td>237.246.270</td>
<td>192.857.503</td>
<td>61%</td>
<td>150.062</td>
</tr>
<tr>
<td>Friuli Venezia Giulia</td>
<td>1</td>
<td>29</td>
<td>10</td>
<td>42</td>
<td>24.804.980</td>
<td>14.821.799</td>
<td>12.420.879</td>
<td>71%</td>
<td>271.318</td>
</tr>
<tr>
<td>Liguria</td>
<td>6</td>
<td>338</td>
<td>237</td>
<td>1.057</td>
<td>412.121.048</td>
<td>96.796.937</td>
<td>62.475.537</td>
<td>65%</td>
<td>90.693</td>
</tr>
<tr>
<td>Umbria Remagna</td>
<td>6</td>
<td>207</td>
<td>145</td>
<td>827</td>
<td>278.453.670</td>
<td>86.357.420</td>
<td>56.608.235</td>
<td>65%</td>
<td>104.385</td>
</tr>
<tr>
<td>Toscana</td>
<td>16</td>
<td>1.547</td>
<td>1.081</td>
<td>3.992</td>
<td>1.132.840.813</td>
<td>320.925.792</td>
<td>241.937.977</td>
<td>75%</td>
<td>20.401</td>
</tr>
<tr>
<td>Umbria</td>
<td>3</td>
<td>142</td>
<td>109</td>
<td>447</td>
<td>97.326.312</td>
<td>26.859.466</td>
<td>17.136.641</td>
<td>65%</td>
<td>58.418</td>
</tr>
<tr>
<td>Marche</td>
<td>7</td>
<td>402</td>
<td>196</td>
<td>704</td>
<td>167.923.174</td>
<td>50.816.241</td>
<td>46.497.791</td>
<td>86%</td>
<td>76.452</td>
</tr>
<tr>
<td>Lazio</td>
<td>6</td>
<td>130</td>
<td>62</td>
<td>630</td>
<td>347.064.493</td>
<td>75.890.415</td>
<td>26.561.029</td>
<td>35%</td>
<td>116.221</td>
</tr>
<tr>
<td>Centre - North Total</td>
<td>86</td>
<td>5.246</td>
<td>3.302</td>
<td>13.063</td>
<td>4.759.736.510</td>
<td>1.231.039.911</td>
<td>884.721.672</td>
<td>71%</td>
<td>94.238</td>
</tr>
<tr>
<td>Mezzogiorno</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Abruzzo</td>
<td>9</td>
<td>398</td>
<td>251</td>
<td>2.707</td>
<td>830.919.496</td>
<td>182.852.668</td>
<td>151.204.912</td>
<td>63%</td>
<td>67.548</td>
</tr>
<tr>
<td>Molise</td>
<td>3</td>
<td>157</td>
<td>107</td>
<td>533</td>
<td>129.035.085</td>
<td>71.737.935</td>
<td>40.369.056</td>
<td>40%</td>
<td>134.668</td>
</tr>
<tr>
<td>Campania</td>
<td>47</td>
<td>2.099</td>
<td>1.331</td>
<td>11.966</td>
<td>2.491.010.872</td>
<td>1.476.768.281</td>
<td>1.104.338.116</td>
<td>75%</td>
<td>132.988</td>
</tr>
<tr>
<td>Apulia</td>
<td>37</td>
<td>1.750</td>
<td>1.046</td>
<td>14.015</td>
<td>2.218.673.988</td>
<td>1.239.705.701</td>
<td>1.088.790.860</td>
<td>85%</td>
<td>88.459</td>
</tr>
<tr>
<td>Basilicata</td>
<td>15</td>
<td>309</td>
<td>206</td>
<td>2.284</td>
<td>412.073.468</td>
<td>265.113.005</td>
<td>202.642.044</td>
<td>77%</td>
<td>115.208</td>
</tr>
<tr>
<td>Calabria</td>
<td>28</td>
<td>906</td>
<td>604</td>
<td>5.361</td>
<td>922.416.635</td>
<td>576.555.929</td>
<td>463.791.649</td>
<td>81%</td>
<td>108.522</td>
</tr>
<tr>
<td>Sicily</td>
<td>71</td>
<td>2.957</td>
<td>2.008</td>
<td>12.787</td>
<td>4.267.209.547</td>
<td>2.081.694.048</td>
<td>1.328.470.486</td>
<td>59%</td>
<td>162.798</td>
</tr>
<tr>
<td>Sardegna</td>
<td>30</td>
<td>918</td>
<td>645</td>
<td>3.882</td>
<td>1.255.797.516</td>
<td>677.555.879</td>
<td>575.337.715</td>
<td>65%</td>
<td>174.553</td>
</tr>
<tr>
<td>Mezzogiorno Total</td>
<td>258</td>
<td>9.425</td>
<td>6.201</td>
<td>53.471</td>
<td>12.537.958.549</td>
<td>6.570.244.239</td>
<td>4.858.121.678</td>
<td>74%</td>
<td>122.876</td>
</tr>
</tbody>
</table>

1. Data in these columns relate to PC, TP, AC active/suspended/finalised/concluded initiatives.
CONCLUSIONS

As follows the conclusions drawn from our analysis, focusing on the results obtained and highlighted in the previous chapters and itemising the overall impact on the territory exerted by the Negotiated Programming instruments insofar analysed. The economic-financial information presented, firstly at macro-area and then at regional levels, concerns programmed investments, granted State aid, and issued State aid. Such data are then elaborated both at absolute level and in relation to the overall population of each regional territory.

Results obtained

The results obtained and highlighted in the previous chapters enable elaborating some overall considerations as to the impact exerted on the territory by the Negotiated Programming Instruments adopted and hereby analysed (i.e. Programme Contracts, Territorial Pacts, and Area Contracts).

The data presented indicate that overall eligible investments for Programme Contracts, Territorial Pacts, and Area Contracts amount to €17,297,675,059, of which 28% in Centre-North Regions and 72% in the Mezzogiorno Area, respectively (Graph 6).

Graph 6 – Overall investments of Programme Contracts, Territorial Pacts and Area Contracts / macro-areas
Throughout Italy, Sicily is the Region performing the highest investments by means of the Negotiated Programming instruments insofar analysed, followed by Campania. On the other hand, if we consider Italy’s two macro-areas, among Centre-North Regions Veneto (24%) and Tuscany (24%) record the highest investment percentages, namely € 1,146,953,994 and € 1,132,890,813 respectively. Conversely, lowest investments in the area have been made through the above Negotiated Programming instruments in Lombardy (€ 64,532,592 – 1%) and Friuli Venezia Giulia (€ 26,805,080 – 1%). As to the Mezzogiomo Area, Sicily (34%) records top investments (€ 4,287,209,597), followed by Campania (€ 2,499,810,572) and Apulia (€ 2,218,673,988). Lowest overall investments through the above instruments are instead recorded in Basilicata (€ 412,073,468 – 3%) and Molise (€ 129,035.085 – 1%).

Graphs 7 and 8 illustrate the ratio between investments and population on the territory\textsuperscript{15}, then itemised by Centre-North and Mezzogiomo macro-areas.

\textbf{Graph 7 - Average per-capita investment in Centre-North Regions (€)}

\textsuperscript{15} Source: Istat website - Data at 01.01.2011.
Graph 8 – Average per-capita investment in the Mezzogiomo Area (€)

Among Centre-North Regions, Tuscany records highest average per-capita investments (€ 302.12 - 3,749,813 inhabitants), followed by Liguria (€ 254.91 - 1,616,788 inhabitants) and Piedmont (€ 243.45 - 4,457,335 inhabitants). Lombardy, conversely, records the lowest per-capita investment average (€ 6.51 - 9,917,714 inhabitants).

As to the Mezzogiomo Area, Sicily records the highest average per-capita investments (€ 848.77 - 5,051,075 inhabitants), followed by Sardinia (€ 749.55 - 1,675,411 inhabitants) and Basilicata (€ 701.38 - 587,517 inhabitants). The lowest per-capita investments are recorded in Molise (€ 403.51 - 319,780 inhabitants).

The overall State aid granted to Programme Contracts, Territorial Pacts and Area Contracts amounts to € 7,801,334,150, of which 15% in Italy’s Centre-North and 85% in the Mezzogiomo Area, respectively, as per EU distribution rules (Graph 9).
The in-depth analysis of the two national macro-areas reveals that Centre-North records the highest State aid amounts in Regions such as Tuscany (€ 320,925,792 – 26% of Centre-North total) and Piedmont (€ 295,322,239 - 24% of Centre-North total).

Friuli Venezia Giulia (1%), Umbria (2%) and Lombardy (2%), conversely, have received the lowest State aid amounts.

As to the Mezzogiorno Area (likewise for investments), Sicily records the highest amounts in terms of granted State aid (€ 2,081,694,408), followed by Campania (€ 1,476,768,251) and Apulia (€ 1,239,706,705). The Abruzzo Region, instead, has absorbed lowest State aid amounts for the mentioned Negotiated Programming instruments (€ 182,852,668).

The ratio between granted State aid and the population on the territory (Graphs 10-11) reveals that, amongst Centre-North Regions, Tuscany records the highest per-capita State aid (€ 85.58 - 3,749,813 inhabitants), followed by Piedmont (€ 66.26 - 4,457,335 inhabitants) and Liguria (€ 59.85 - 1,616,788 inhabitants). Lombardy, conversely, records lowest granted State aid versus its population (€ 2.23 - 9,917,714 inhabitants).

As to the Mezzogiorno Area, Abruzzo records lowest granted per-capita State aid (€136.22 - 1,342,366 inhabitants, while Basilicata, records average per-capita State aid equal to €447.84 (587,517 inhabitants).
Graph 10 – Average per-capita State aid in Centre-North Regions (€)

Graph 11 – Average per-capita State aid in the Mezzogiomo Area (€)

Versus granted State aid, overall € 5,772,843,550 has been issued, of which € 884,721,872 to Italy’s Centre-North Regions (15%) and € 4,888,121,678 to the
Mezzogiorno Area (85% – Graph 12). The percentage ratio remains the same as per overall granted State aid.

Graph 12 - Overall State aid issued to Programme Contracts, Territorial Pacts and Area Contracts/macro-areas

The percentages of issued State aid per macro-areas perfectly reflect the percentages of granted State aid.

In Centre-North Italy, Tuscany records top issuance (€ 241,937,397), followed by the Piedmont Region (€ 211,720,137). Lombardy, conversely, records the lowest State aid issuance (€ 16,886,287).

In the Mezzogiorno Area, Sicily occupies the first ranking in terms of issued State aid (€ 1,238,470,486), followed by Campania (€ 1,104,238,118) and Apulia (€ 1,056,790,860). The Abruzzo Region, instead, records lowest State aid issuance to Negotiated Programming instruments (€ 151,204,912).

Graphs 13 and 14 illustrate the ratio between State aid issued and population on the territory.

As to Italy’s Centre-North, Tuscany records the highest per-capita State aid issuance (€ 64.52 – 3,749,813 inhabitants), followed by Piedmont (€ 47.50 – 4,457,335 inhabitants) and Veneto (€ 39.08 – 4,937,854 inhabitants).

As to the Mezzogiorno Area, conversely, Basilicata records highest per-capita State aid issuance (€ 345.50 – 587,517 inhabitants) followed by Sardinia (€ 343.41 – 1,675,411 inhabitants).
Eventually, the Regions recording the lowest levels of per-capita State aid issuance are Lombardy for the Centre-North (€ 1.70 – 9,917,714 inhabitants) and Abruzzo for the Mezzogiorno Area (€ 112.64 – 1,342,366 inhabitants), respectively.

**Graph 13 – Average per-capita State aid issuance in Centre-North Regions (€)**
The ratio between the aid granted and the aid issued indicates the economic-financial progress degree of the initiatives considered. The overall Negotiated Programming instruments here analysed have attained, throughout Italy, an economic-financial advancement degree exceeding 50% (Graph 15), except for Lazio (35%)\textsuperscript{16}.

As to Centre-North Regions, Marche has attained the highest economic-financial progress (86%), followed by Veneto and Lombardy. In the Mezzogiorno Area, Apulia and Sardinia (both 85%), followed by Abruzzo and Calabria, have attained the highest percentage of economic-financial progress of the Negotiated Programming instruments adopted.

\textsuperscript{16} Economic-financial progress at the level of single instruments per region is illustrated in the synthetic tables in Chapter 6.
Graph 15 - Economic/financial advancement degree for PCs, TPs and ACs through the national territory.
Graph 16 illustrates the comparative values of Centre-North and Mezzogiorno Regions, taking into account the employment increase variable estimated by the Negotiated Programming instruments in single Regions.

Graph 16 - Overall estimated employment increase for Programme Contracts, Territorial Pacts and Area Contracts/ macro-areas

Among Centre-North Regions, Tuscany has estimated the highest employment increase through the Negotiated Programming instruments adopted (3,982 working units), while Lombardy and Friuli Venezia Giulia have estimated the lowest employment increase (114 and 62 working units, respectively) through overall Negotiated Programming instruments. For the Mezzogiorno Area, on the contrary, Apulia has estimated the highest employment increase (14,015 working units), followed by Sicily (12,791 working units) and Campania (11,948 working units). Molise, conversely, has expected the lowest employment increase (533 working units).

Graph 17 illustrates the comparative values of Centre-North and Mezzogiorno Area Regions as to the same variable.

Conversely, the Regions recording the lowest average State aid per new working unit are Umbria (€ 58,418 – 447 working units) for Italy’s Centre-North, and Abruzzo (€ 67,663 – 2,702 working units) for the Mezzogiorno Area.
Graph 17 – Average State aid per new hired unit expected from employment increase by CP, TP and AC on the national territory (€)
**APPENDICES**

The final section collects the thematic focuses deemed as relevant to exhaustively draw the profile of the Negotiated Programming issue.

In particular, **Appendix 1 lays down multiregional Programme Contracts**, which amount to 10, for overall 92 initiatives, of which 32% within APQs and 68% outside APQs. From an economic-financial point of view, Graph 18 reveals that:

- The overall amount of **eligible investments** of on-going/concluded initiatives within non-APQ Programme Contracts exceeds € 2 billion. Overall aggregates do not exceed € 320,000,000;

- The economic-financial progress of multiregional Programme Contracts (i.e. the percentage of issued State aid versus granted State aid) is equal to 21.80% for the aggregate of APQ initiatives and 49.52% for non-APQ initiatives, respectively.
Appendix 2 focuses on Localisation Contracts, namely the instrument created to attract foreign private investments in Italy’s underutilised areas through pre-existing Negotiated Programming instruments (notably Programme Contracts and APQs). To date 19 Localisation Contracts have been approved through ad-hoc decrees issued by the Ministry for Economic Development, of which:

- 11 already stipulated and currently being managed;
- 2 attained the stipulation phase and were then waived;
- 5 annulled or waived prior to the stipulation;
- 1 shortly going to be stipulated.
Non-stipulated Programme Contracts (Appendix 3) encompass 307 initiatives, of which 45% in APQs and 55% outside APQs.

At territorial level, 21% of non-stipulated initiatives are recorded in Centre-North Regions, and 79% in the Mezzogiomo Area. Specifically, the highest number of non-stipulated initiatives is recorded in Marche (39 initiatives), followed by Liguria and Piedmont (as to Italy’s Centre-North Regions) and by Sicily (117 initiatives), followed by Calabria and Campania (as to the Mezzogiomo Area).

In conclusion Appendix 4 focuses on Development Contracts, namely the future of Negotiated Programming. Development Contracts were introduced in Italy’s legislation by Article 43 of Decree-Law No 112 of 25 June 2008, converted, with amendments, into Law No 133 of 6 August 2008, and represent the evolution of previous Negotiated Programming instruments (i.e. Programme Contracts and Localisation Contracts), which they will be replacing. Developing Contracts are State aid instruments aimed at favouring remarkable size investments (Development Programmes) to reinforce Italy’s production system, notably in the Mezzogiomo Area. State aid may be granted to investment programmes within sectors such as industry, tourism, and processing and marketing of agricultural products. Appendix 5 collects Synthetic Templates containing most relevant data on Programme Contracts, Territorial Pacts, and Area Contracts. The Synthetic Templates illustrate, for each instrument, information on the conditions and intervention sectors of initiatives and, only for those currently being implemented, on their economic-financial progress.

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17 Regulation of criteria and terms for State Aid granting was introduced through the Decree issued by Italy’s Ministry for Economic Development on 24 September 2010, in joint agreement with the Ministry of Economy and Finance, Ministry of Agriculture, Food and Forestry, Ministry of Regulatory Streamlining, and Ministry of Tourism. The subsequent implementing provisions (Ministerial Decree dated 11 May 2011 and Circular dated 16 June 2011) introduced further provisions, mainly operational, in order to streamline the instrument management and overcome possible interpretation obstacles.