**KLAIPĖDA REGION LITHUANIA**

**GOVERNANCE MODELS AND SCHEMES OF THE EFFECTED REGION**

**FINANCIAL AND NON FINANCIAL SUPPORT SCHEMES FOR SMEs INTERNATIONALIZATION**

Situation analysis report

Klaipėda region have some local measures for SME support. Most of them are quite general and not targeted specifically to SME internationalization.

**MAIN DIRECTIONS AND TARGET SECTORS OF FINANCIAL SUPPORT IN KLAIPĖDA REGION**

- New SMEs creating new jobs.
- Youth initiatives, culture, health and social projects.
- Development of service center’s in Klaipėda.
- New start-ups creating innovative services for Klaipėda city (planned competition in 2021).

**MAIN DIRECTIONS AND TARGET SECTORS OF NON-FINANCIAL SUPPORT IN KLAIPĖDA REGION**

- International Partnership for public-private networking developing, such as: tourism, maritime economy, creative industries, etc.
- Establishment of local partnership networks and organization of trainings for SMEs, such as marketing specialists from various companies (LIMA).
- Consulting by stakeholder’s.

**MAIN SERVICES AND MEASURES PROVIDED BY REGIONAL STAKEHOLDERS**

- Searches for foreign partners.
- Providing information about exhibitions, trade fairs and conferences held in Lithuania and abroad.
- Organizing seminars, training courses, conferences, presentations.
- Technology business & creative industries business incubation services and other infrastructure services.
- Dissemination of scientific and technical information, innovation promotion services.

**BARRIERS AND DRIVERS FOR SME’S INTERNATIONALIZATION**

**BARRIERS (INTERNAL AND EXTERNAL)**

- Adequate production capacities (internal)
- Lack of managerial time (internal)
- Ability to contact potential customers (external)
- Ability to overcome strong local competitors (external)

**DRIVERS**

- To reach new fast growing markets
- Additional profit and revenue
- Getting more clients/customers
- Higher prices

**SMEs CAPACITIES FOR INTERNATIONALIZATION**

**QUALIFICATION SKILLS AND ACTUAL PLAN FOR INTERNATIONALIZATION OF SME’S IN THE REGION (%)**

**GOOD PRACTICE FROM OTHER PROJECT PARTNER REGION**

PÉCS AND BARANYA COUNTY (HUNGARY) INDUSTRIAL DEVELOPMENT PROGRAMME:

- Dedicated to provide a coordinative framework for local economic actors that encourages cooperation;
- Emphasis is put on the development of the companies capabilities as well as the universities and local governments to cooperate with each other and create horizontal and vertical cooperation processes.

**PROJECT PARTNERS**