

# MONITORING INDICATORS ON FDI IN KOPRIVNICA KRIŽEVCI COUNTY



Koprivnica, May 2011

## MONITORING INDICATORS ON FDI IN KOPRIVNICA KRIŽEVCI COUNTY

Within past few years, one of the biggest realised direct foreign investment in Koprivnica Križevci County was in Križevci in year 2010 – Italian company MEP Ltd. and Križevci company named Strojorem Ltd. together established new company called Stroj-metal Križevci Ltd.

This Greenfield investment Company is producing metal products and until now has employed 48 people. Total investment is 4,5 million Euros, while until now they have realised half of planned investment or 2,2 million Euros. Also, they are planning to employ altogether 100 people.

Following FDI indicators will be monitored on County level in the future:

**Table A. FDI indicators**

INDICATOR	2011	2012	2013	2014	2015	.....
<b>No. of new FDI companies</b>						
<b>Total realised investments in EUR</b>						
<b>Total number of created jobs</b>						
<b>Number of realised greenfield projects</b>						
<b>Number of realised brownfield projects</b>						
<b>Total revenues realised from FDI</b>						

Supporting institutions for FDI in KKC will form an *Investment team* set up from their representatives who will continuously work on monitoring FDI indicators and provide an *aftercare programme* for FDI companies in KKC.

Investment team will continuously communicate with FDI companies and organise regular meetings on all relevant issues important for FDI companies.

Methodology of FDI indicators monitoring will be following:

ACTIVITY	PURPOSE	ACTORS INVOLVED (SUPPORTING INSTITUTIONS)	TIMEFRAME
<b>MEETINGS WITH EXISTING FDI COMPANIES</b>	Continuous communication with existing FDI companies in order to be informed on their activities, problems as well as possible future new investments	PORA Regional Development Agency as ONE STOP SHOP FOR INVESTORS  Koprivnica Križevci County  Croatian Chamber of Commerce – County Chamber Koprivnica  .....	Every 3 months

Outlines of meeting themes:

MEETING THEMES:	
FROM FDI POINT OF VIEW	FROM SUPPORTING INSTITUTIONS POINT OF VIEW
- current activities of FDI company	- expert help and assistance in communication with local and regional authorities on issues regarding necessary procedures, permits etc.
- planned activities of FDI company	- supplying FDI companies with all necessary information crucial for their further development (EU funding possibilities, regional, national and international promotion)
- problems that FDI companies are facing with	- mediation between FDI companies and other crucial actors (e.g. consultants, local, regional and national level)
- coordination with involved actors on possible solutions of encountered problems	

Sample of a Questionnaire filled during meeting:

GENERAL INFORMATION			
PEOPLE PRESENT			
From supporting institution:		From FDI company:	
COMPANY NAME:		PARENT COMPANY NAME:	
Address:		Headquarters address:	
Telephone:		Telephone:	
Website:		Website:	
Director:		General director:	
Contact names:		Contact names:	
Main activity:			
Facilities in other locations/countries:			
Short company outlook:			
Main product/process:			
Other products/processes:			
Fixed asset investment:	Buildings:	Machinery:	Other:
	Training:	R&D:	
Current number of employees:		Projected employment:	
Total year balance:	Net profit:	Average wages:	Profitability (%):
Sectoral outlook:			
Main local issues:			
Main national issues:			
Potential company advocacy role:			
Designated supporting institutions advocacy role:			
Date:			
Signature of supporting institution representative:		Signature of FDI company representative:	