**Feasibility study: market assessment for financial instruments under ERDF 2021-2027 in South Muntenia[[1]](#footnote-1)**

**Interview guide for potential final beneficiaries**

**Sector: tourism and business infrastructure (local authorities / project promoters)**

**Q.1- Could you please describe the current situation with tourism and business infrastructure in your place/territory? Please focus on untapped or underutilised local resources and the main reasons that did not allow their use and development.**

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**Q.2 Is the private market (at local, regional, or national level) able to satisfy the financial needs? Has the situation improved or worsened in recent years?**

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**Q.3 - Which are the financial needs of the local actors in the two sectors? Have these improved or worsened in recent years?**

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**Q.4 - Which are the main challenges in accessing finance to support tourism and business infrastructure projects (i.e., bureaucracy, regulatory framework, lack of financial intermediaries, lack of administrative capacity, …)?**

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**Q.5 - Were/are there any form of public support (including non-financial services) at local level for the financial needs of the local actors in the two sectors?**

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**Q.6 - In your place/territory, do you think that the market demand for financing for tourism and business infrastructure projects is higher than the supply provided? If yes, can you provide any quantification?**

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**Q.7 - Looking at the next years, do you see an increase/decrease of demand for finance for tourism and business infrastructure projects in your place/territory?**

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**Q.8 - The Regional Development Agency in South Muntenia is considering providing a combination of grant and loan support for tourism and business infrastructure projects under the ERDF programme 2021-2027.**

**Q.8a - Would you consider this type of support for any projects that you are developing / intend to develop?**

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**Q.8b - What proportion of grant support would you consider to be necessary given the expected profitability of your project(s)?**

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**Q.8c - To what extent would you be able to contribute your own resources to complement the grant and loan provided?**

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**Q.9 - Regarding previous question, please describe the projects you are developing or intend to develop that could be financed by the ERDF grant and loan combination using the template below.**

*In addition to project data, we would like to kindly ask you to provide any additional inputs which you consider valuable for the preparation of the market assessment, specifically:*

* *Stakeholders and contact persons*
* *Documents, data, action plans, etc.*
* *Any other information relevant to the study*

***Thank you in advance!***

**Investment project(s) template**

|  |  |  |
| --- | --- | --- |
| Section | Data | Guidance |
| GENERAL INFORMATION | 1 Project title  | Title of the project (indicative).  |
| 2 Sector | Relevant sector i.e., business or tourism infrastructure.  |
| 3 Project promoter(s) | Information on the Project Promoter(s), including the type of organisation, their activities and financial conditions for local authorities level of public debt, level of revenues, use of external finance.  |
| 4 Type of project | Indicate whether the project is a continuation of an existing/ongoing project. |
| 5 Expected cost | Indicate a specific cost or a cost range: Up to €1m; €1–5m; €5–10m; €10–20m; Above €20m |
| RATIONALE | 6 Project idea | Broad description of the project idea, including: (1) the identified need(s) and what benefits are expected from the project in relation to the need(s); (2) alignment with local/national/EU and sectoral strategies and policies; (3) stakeholders likely to influence or be affected by the project (negatively and positively). |
| TECHNICAL INFORMATION | 7 Technical description | Short technical description of the project i.e., main characteristics and components. |
| FINANCIAL PLAN | 8 Expected net revenue generation | Whether the project is expected to generate net revenues. In this case, please specify how the revenues will be generated (tariffs, concession fees, charges…) and to what extent this could be expected to cover the investment and maintenance costs.Please clarify what assumptions justify such expectations and how those were developed.  |
| PREPARATION | 9 Planning | Short description of progress with design (preliminary, executive), implementation schedule |
| 10 Permits  | Whether property ownerships issues were clarified and/or any component of the project requires a planning or environment permit and whether these have been obtained or are pending. |
| RISKS | 11 Risks | Any adverse event which may impede the smooth and efficient implementation of the project e.g., legal, organisational, and any envisaged mitigation and/or prevention measures. |

1. South Muntenia includes the seven counties of Arges, Calarasi, Dambovita, Giurgiu, Ialomita, Prahova and Teleorman, [↑](#footnote-ref-1)