



# IQ-Net Conference

*EU Cohesion Policy and  
New Financial Instruments*

*Aachen, 7-9 December 2011*



EUROPEAN UNION  
Investing in our Future  
European Regional  
Development Fund

Ministry for Economic Affairs,  
Energy, Building, Housing and  
Transport of the State of  
North Rhine-Westphalia – Germany





# Welcome to Aachen

Dear IQ-Net Partners

The next IQ-Net conference will be held in Aachen from 7 to 9 December 2011. As head of the Managing Authority for the Objective 2 Programme (ERDF) 2007-2013 in North Rhine-Westphalia (NRW) in the Ministry for Economic Affairs, Energy, Building, Housing and Transport, I am pleased to welcome you to our *Land*, and thus to the heart of Europe.

EU Cohesion policy, including new financial instruments, is an important topic. Some of these instruments are already being implemented in North Rhine-Westphalia, including, for example, investment grants and micro-loans. And since our experiences with these have been entirely positive so far, we will pursue this path further, refining our measures and in this way striving for a more sustainable and forward-looking use of funding.

You will be able to get an impression of the results achieved so far, when visiting the most populous of the German *Länder*. Living and working in NRW is characterised by diversity and openness, and structural change is well advanced. North Rhine-Westphalia has always been an economic pillar of the country as a whole and a region of formative cultural importance. The mix of locals and newcomers creates a population that is both conscious of its tradition and future-oriented. This makes our *Land* a driver of innovation and lets us face upcoming challenges with confidence and optimism.

The city of Aachen is a thriving example of this. Significant as a historical site, which Charlemagne made the capital of his empire, and as a modern technology region, where excellent and interdisciplinary basic research is transformed into commercial applications. The high-tech location Aachen has a high development potential thanks to the excellent cooperation between science and the business sector. It is firmly anchored in the border triangle Germany-Netherlands-Belgium and exemplifies the use of cross-border synergies and the necessary openness within the European Union.

In other words, we find in Aachen the ideal breeding ground for a creative economy, which we are supporting with the Objective 2 Programme 2007-2013. In this respect, the conference location is also ideal to discuss not only the progress of the current programmes, but also the proposals for the new Structural Funds Regulations and their implementation in partner regions and countries in the next funding period.

I am looking forward to a stimulating meeting with you in December in Aachen, where we should take the opportunity to discuss and exchange experiences in order to jointly pave a successful way forward for funding opportunities through the Structural Funds.



Dr. Bernhard Roth-Harting  
*Head of Department, Ministry for Economy, Energy, Construction, Housing and Transport  
of North Rhine-Westphalia*





*EU Cohesion Policy and  
New Financial Instruments*

**IQ-Net Conference**

**Hotel Pullman Aachen Quellenhof, 7-9 December 2011**

Wednesday 7 December	Arrival and start of conference Welcome drink and buffet supper Presentation by Dr. Bernhard Roth-Harting, <i>Head of the Objective 2 Managing Authority of North Rhine-Westphalia</i>
Thursday 8 December	Main conference day
Friday 9 December	Study tour and departure



## *EU Cohesion Policy and New Financial Instruments*

### IQ-Net Conference

Hotel Pullman Aachen Quellenhof, 7-9 December 2011

Wednesday 7 December 2011

Afternoon

Check-in available from 15.00 at the Hotel Pullman Aachen Quellenhof. Delegates arriving earlier can leave their luggage.

19.00 - 22.00

Welcome drink in the Kamin-Halle followed by a buffet supper to be held in Room Lissabon, both situated on the ground floor of the hotel.

Presentation by Dr. Bernhard Roth-Harting, *Head of the Objective 2 Managing Authority of North Rhine-Westphalia*

# Thursday 8 December 2011

## Main Conference Agenda

The meeting will take place in Room Berlin (2 & 3) situated on the ground floor of the Hotel Pullman Aachen Quellenhof. Workshop discussions will be held in rooms Amsterdam, Paris and Madrid, situated in the left wing of the hotel.

Session 1	09.00	<p><b>Opening Session: Welcome and introductions</b>  <i>Welcome given by Dr. Michael Henze, Director General of Structural and SME Policy in North Rhine-Westphalia</i></p>
	09.30	<p><b>Cohesion policy and new financial instruments</b>  <i>Rona Michie, European Policies Research Centre</i></p> <p><b>The regulatory proposals on financial instruments</b>  <i>Commission intervention (tbc)</i></p> <p><b>Presentation of an active revolving financial instrument run by the NRW.Bank</b>  <i>Tabea Strotmann, Product Manager at the NRW.Bank</i></p> <p><b>First experiences with the combined micro-loan fund in Hungary</b>  <i>Ignac Siba, Director General of the National Development Agency</i></p> <p>Plenary discussion</p>
Coffee/Tea	10.45	Served in Berlin 1 adjacent to the meeting room.
Session 2	11.15-13.00	<p><b>Review of programme delivery, regulatory proposals and the preparation of the new programmes</b>  <i>Stefan Kah, European Policies Research Centre</i></p> <p><b>The regulatory proposals for the post-2013 period</b>  <i>Rachel Lancry, DG Regio, Conception Unit</i></p> <p>Plenary discussion</p>
Lunch	13.00	Lunch to be served in Restaurant La Brasserie on the ground floor of the hotel
Session 3	14.00-15.30	<b>Workshop discussions on selected issues relating to financial instruments and the regulatory proposals for the post-2013 period in rooms Amsterdam, Paris and Madrid, situated in the left wing of the hotel</b>
Coffee/Tea	15.30	Served in Foyer Kurmittelhaus
Session 4	16.15-17.30	<p><b>Reporting back from workshop discussions in Room Berlin</b></p> <p><b>Development of IQ-Net</b>  <i>Frederike Gross, European Policies Research Centre</i></p>
Close	17.30	

	18:30	Delegates to meet in the hotel reception area for the City tour "Sweet Aachen"
Conference Dinner	20.00	Dinner is being hosted by the Technology Region Aachen GmbH (AGIT) at the Erholungs-Gesellschaft Aachen.  Speech by Ulrich Schirowski <i>Managing Director, Technology Region Aachen GmbH (AGIT)</i>

## Friday 9 December 2011 Study Tour Itinerary

During the morning of Friday 9 December, delegates will have the opportunity to visit projects, which have benefited from European funding.

06.30-	Breakfast available from 06.30
08.00	Checkout available before 8am or on the evening before
08.00	<b>Project 1: Presentation of NRW/EU.Mikrodarlehen (micro-loan instrument)</b> with interventions by two start-ups in Room Wien of the Pullmann Hotel
08.45	Departure from the Pullman Hotel and travel by a <b>Hybrid Electric Fuel-Cell Bus, co-funded by Structural Funds</b> , to the Helmholtz-Institute
09.00	<b>Project 2: Artificial Heart</b>  Greeted by Prof. Dr.-Ing. Ulrich Steinseifer, Head of Research on Cardiovascular Techniques
09.45	Travel to StreetScooter GmbH, Rhine-Westphalian Technical University (RWTH) Aachen
10.30	<b>Project 3: Innovation platform "StreetScooter"</b>  Greeted by Dipl.-Ing. Fabian Schmitt, Project manager Full Vehicle, StreetScooter GmbH, coffee break included
12.00	Buffet Lunch
13.00	Transfers back to Aachen Station

## Accommodation and Meeting Venue

The Conference will be held at the hotel Pullman Aachen Quellenhof, situated at a walking distance from the old town of Aachen, where delegates will also be accommodated. An all inclusive Conference package price of €350 has been agreed for Partners covering two nights' bed & breakfast (B&B), all meals and use of conference facilities. For those intending to stay for only one night, the price is €135 (B&B). The price of the day delegate rate including soft drinks is €80.00. The hotel operates a cancellation policy of fourteen days prior to arrival. Conference registrations cancelled after this date may be subject to a cancellation charge. A small number of rooms have also been reserved for Tuesday 6 December and Friday 9 December at the B&B rate stated. Wi-Fi is available in the conference room and bedrooms at a cost of €9 per 24 hrs per computer. In addition to this there are 2 computers in the foyer of the hotel which have free internet access.

As usual, EPRC will make reservations on partners' behalf, and bills should be settled with the hotel on departure.

Hotel Pullman Aachen Quellenhof  
Monheimsallee 52,  
52062 Aachen  
Germany

Tel : (+49) 241/91320

Email : [h3257-sb1@accor.com](mailto:h3257-sb1@accor.com)

<http://www.pullmanhotels.com/gb/hotel-5327-pullman-aachen-quellenhof/index.shtml>



For delegates wishing to stay elsewhere in Aachen for additional nights, the following website provides useful information on alternative options:

[http://aachen.de/DE/tourismus\\_stadtinfo/130\\_onlinebuchen/index.asp](http://aachen.de/DE/tourismus_stadtinfo/130_onlinebuchen/index.asp)

## Travel Details

Partners are advised, where possible, to travel to Cologne/Bonn airport <http://www.koeln-bonn-airport.de/index.php>, from where you can travel to Aachen by taxi or by train via Cologne Main Station.

### From Cologne/Bonn Airport to Aachen

Taxis are available outside the terminal building. The hour long journey from the airport to the Hotel Pullman Aachen Quellenhof will cost approximately €140. Alternatively, there is a railway station in the basement of the airport. A frequent service operates to Cologne Main station. The journey takes 15 minutes and costs €2.50. From there, the connection to Aachen main station takes 1 hour 20 minutes and costs between €15 and €27. At Aachen station, a taxi to the hotel will cost €7.50.

### Frankfurt or Düsseldorf Airports to Aachen

Rail travel to Aachen is also possible from both Frankfurt and Düsseldorf airports. From Frankfurt, the journey takes 1 hour 50 minutes and costs between €30 and €75. From Düsseldorf the journey takes 1 hour 40 minutes and costs €19.



### Rail links from Brussels and Paris to Aachen

The THALYS, which operates every 2 hours between Paris and Cologne, stops at Aachen. The journey takes 2 hours 30 minutes and costs €100. The journey between Brussels and Aachen takes 1 hour 10 minutes and costs €32. Alternatively, the journey from Cologne to Brussels takes 2 hours and costs €46.

A useful website for all rail travel is: <http://www.bahn.de/i/view/GBR/en/index.shtml>

*Following the Study Tour on Friday 9 December, delegates will be taken to Aachen train station for approximately 13.00.*

# Facts and Figures about North Rhine-Westphalia

## North Rhine-Westphalia (NRW)

NRW lies at the centre of Europe and borders on the Netherlands and Belgium. It is the most populous and the most densely populated of the 16 federal states in Germany. 17.8 million people live here - almost exactly as many as in Australia, and the state is more densely populated than Japan. NRW has 29 cities with more than 100,000 inhabitants. The largest cities are Cologne, Dortmund, Düsseldorf, Essen and Duisburg. The most important metropolitan areas are the Ruhr region with approximately 5.2 million inhabitants and the Rhineland with 3.5 million inhabitants.



Source: Wikipedia

## Aachen

Aachen is situated directly on the border with Belgium and the Netherlands. It is Germany's most westerly city, with a population of nearly 260,000.

Nearly 40,000 students attend Aachen's four major colleges and universities (RWTH Aachen University, University of Applied Sciences, Catholic University of Applied Sciences and Academy of Music).

Aachen unites tradition with progress. Charlemagne has left his mark throughout the city. The cathedral - the first monument in Germany to be included in the UNESCO Cultural Heritage list - and the gothic City Hall, in which 32 German kings celebrated their coronations, still form the heart of Aachen's old city centre. But Aachen is by no means just a museum; it is a modern city, open to the world, with political, economic and cultural contacts that reach far beyond Germany's borders.



The city has a flair and atmosphere of its own. The attractive layout of the old city centre, the important historic monuments, the wells and baths over the hottest natural springs in Europe, the bustling activity in the streets and squares, the cultural diversity and quality (Ludwig Forum for International Art, Suermondt-Ludwig Museum, Couven Museum, Burg

Frankenberg Museum, International Newspaper Museum) and the many recreational and leisure activities make Aachen an exciting and pleasing whole. Every year before Christmas, the squares and streets around the Cathedral and the Aachen Town Hall are transformed into a paradise of lights and colours, festive sounds and seductive smells. The glorious fair in the Christmas City, which has been erected with great care and sentiment, fascinates both the young and the old.

## **Culture**

With more than 42.1 million overnight stays per year, NRW is one of Germany's most attractive destinations. Cologne Cathedral remains the no. 1 tourist attraction. 52 cultural monuments of a completely different kind are to be found in the Ruhr region along the 'Route Industriekultur' designed in the 1990s. These include industrial sites of national importance such as the Zeche Zollverein mining monument, which is also a UNESCO World Heritage Site. Representing the Ruhr Metropolitan Region, the city of Essen was awarded the title 'European Capital of Culture 2010'. For the first time, not just a city but an entire region has been selected. A network of 53 cities has set itself the task of illustrating change in the industrial region with art and culture. Renowned theatres and museums, four UNESCO World Heritage Sites, sports events and cultural festivals in NRW are known internationally. Two of the nine 3-star-restaurants in Germany are to be found in NRW. The Eifel national park is just one of many popular leisure destinations.

## **Education, Research and Development**

Educational opportunities in NRW are diverse, easily accessible, and excellent. Public schools are free, teachers highly qualified, and student qualifications internationally recognised. At the secondary level, different types of schools are available to meet the child's individual abilities and interests (such as music, natural sciences, languages, and sports). NRW has 68 universities and technical colleges and more than 528,000 students. 6 of the 12 largest universities in Germany are located here. 60,800 foreigners study at institutes of higher education in North Rhine-Westphalia. Nearly 50 technology centres and 49 non-university research facilities form the densest research network in Europe and provide ideal conditions for technology transfer.

## **Government**

The British Military Government's 'Operation Marriage' created the State of North Rhine-Westphalia on 23 August 1946, by merging the northern part of the former Prussian Rhine Province with Westphalia, another province of the now defunct state of Prussia. On 21 January 1947, the new state was joined by the territory of Lippe. Karl Arnold, a Christian Democrat, became the first democratically elected State Premier. The values embraced by the people of North Rhine-Westphalia were very neatly summarised when he said, 'We are Germany's social conscience'.

Since 14 July 2010, Hannelore Kraft, the Leader of the Social Democratic Party (SPD) is the Premier of the State of North Rhine-Westphalia. The Premier heads the State Government.

She is in charge of government business and provides strategic policy leadership. Her Cabinet comprises eleven Ministers working for several different Ministries.

## **Economy**

North Rhine-Westphalia's economic structure is characterised by a well-balanced mix of 'classic' and future-oriented sectors. The represented sectors range from advertising to yarn production, the range of products from abrasives to zoom lenses.

The economic centre of Germany: In 2010, NRW earned €543 billion, 21.7 percent of the German GDP, putting it clearly at the top of all German federal states. Internationally, NRW takes the 18<sup>th</sup> rank, just after Turkey. NRW generates 4.4 percent of the European GDP (EU27). 19 of the 50 largest companies in Germany are based here (e.g. E.ON, Metro, Deutsche Telekom, Rewe, RWE, Deutsche Post DHL, ThyssenKrupp, Bayer). NRW is home to large industrial corporations of world standing as well as dozens of smaller companies, which are leaders in their respective business fields. In 2010, NRW-based industries generated sales of €315.4 billion, equalling 20 percent of industrial sales in Germany. 18.4 percent of the employed population of NRW work in the industrial sector. 16.9 percent of German exports are 'Made in NRW'. 22 percent of all German imports go to NRW. 18 of the 50 largest German trading companies are based here (Metro, Rewe, Aldi). NRW is the world's number one trade fair location. More than 60 internationally leading trade fairs such as Anuga, Photokina, MEDICA, Drupa and boot attract approximately 6 million visitors every year.

## **Structural Funds Programmes**

On 19 July 2007, the European Commission approved the regional development programme for the German Land of North Rhine-Westphalia for the 2007-2013 period, the 'Operational Programme ERDF North Rhine-Westphalia 2007-2013' under the 'Regional Competitiveness and Employment' objective. The total budget of the programme is around €2.57 billion and ERDF funding amounts to around €1.28 billion (approximately 5 percent of total EU funding invested in Germany under Cohesion policy in 2007-2013).

### ***The purpose and aim of EU funding***

The overall objective of the programme is the improvement of the competitiveness and adaptability of the economy and job creation. On the one hand, this shall be achieved by promoting innovation and by tapping the specific strengths in the whole region. On the other hand, structurally disadvantaged areas are to be specifically supported to attain convergence.

The strategic objectives of the Operational Programme are to strengthen the entrepreneurial basis, to promote innovation and the development of a knowledge-based economy and to support sustainable urban and regional development. 'Equal opportunities for women and men and non-discrimination' and 'Sustainable and ecologically-friendly development' are integrated as horizontal objectives.

## *The expected impact of the investment*

The programme will ensure the creation of 80,000-100,000 new jobs, of which 32,000-44,000 will be created for women. The programme will also trigger a total investment of €5 billion (which is almost four times the EU funding allocation).

## *Priority axes*

The Programme is composed of the following priority axes:

### **Priority 1: Strengthening the entrepreneurial basis**

This first priority supports business promotion by making it easier for start-ups and small and medium-sized enterprises (SMEs) to obtain financial support (with special focus on innovative financing instruments like revolving funds), providing consultancy services for start-ups and SMEs and encouraging support networks and services.

### **Priority 2: Innovation and knowledge-based economy**

The second priority focuses on supporting innovation processes and improving the ability for innovation of businesses and in the regions of North Rhine-Westphalia. In this context, innovation is seen as a complex process that affects the whole society and involves innovation in the areas of technology, organisation, logistics, finance, human resources, marketing and design. Here, the transformation of innovative knowledge and new technologies into marketable products and services is of central importance. Therefore, the cooperation of partners from science and business in internationally competitive clusters and in regional networks with specific potentials is supported as well as Research and Development (R&D) activities. The idea is to improve the energy efficiency, technology transfer, pilot projects developing innovative services and to develop technology and research infrastructure.

### **Priority 3: Sustainable urban and regional development**

Developing a knowledge-based economy and improving entrepreneurial and innovative potential requires good location and investment qualities. With a view to improving such location factors in less favoured regions, the State Government has already spent some funding on the modernisation of infrastructure and the decontamination of derelict industrial sites. Nevertheless, there are still disadvantaged regions, cities and urban quarters where an impetus from the Structural Funds remains necessary. Therefore, structurally disadvantaged parts of North Rhine-Westphalia are supported in upgrading economy-related infrastructures, improving ecological conditions and upgrading brownfield sites. The second most important element of this priority axis is formed by the integrated development of less-favoured city areas, building on the experience of the URBAN programme and the promotion of local economic development.

## Study Tour Information

Financial Instrument for the Creation of Micro-Firms - NRW/EU.Mikrodarlehen

Project cost: €20,500,000

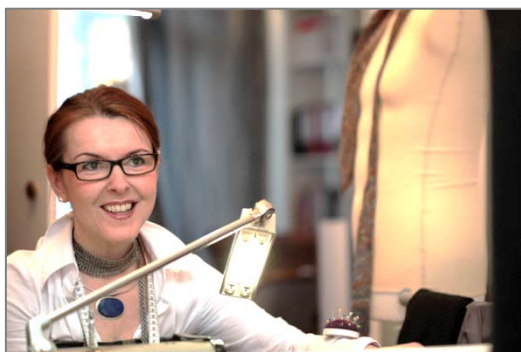
ERDF: €10,250,000

Project lifecycle: 2008-2015

Company founders with limited finance needs often face problems with obtaining finance from their house bank. The finance instrument offered by the government of Nordrhein-Westfalen and its bank (NRW.BANK) considerably alleviates the difficult financial framework conditions for founders of small businesses during the critical stage of firm creation. Founders can apply for start-up micro-loans in the 'starter centres' of the *Land*. The centres provide advice and transmit the completed start-up concept to the NRW.BANK at the end of the process. Individual loans typically amount to between €5,000 and €25,000.

The NRW/EU.Mikrodarlehen was set up as a revolving fund, i.e. repaid funds can be reused as micro-loans for the founders of micro-firms. So far, around 430 micro-loans have been allocated worth €8.7 million. With their help, 525 jobs have been created. The start-up businesses are very diverse, ranging from traditional catering firms, to retail businesses, to online shops, photographers or crafts enterprises.

Experiences made by two start-ups, which are benefiting from the micro-loan in order to receive support on their way to self-employment, will be presented.



Tailoring Stichprobe, Gesina Pfau



Joinery J. Geiser

## Fully Transplantable Artificial Heart - Hope for Hundreds of Thousands of Heart Patients

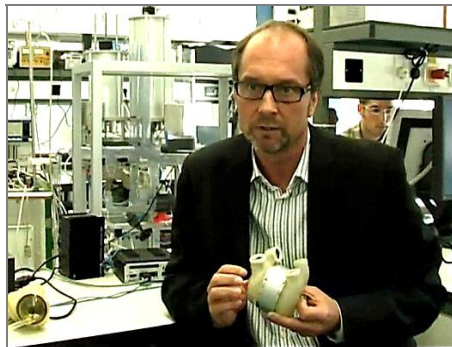
Project cost: €4,786,275

ERDF: €2,393,137.50

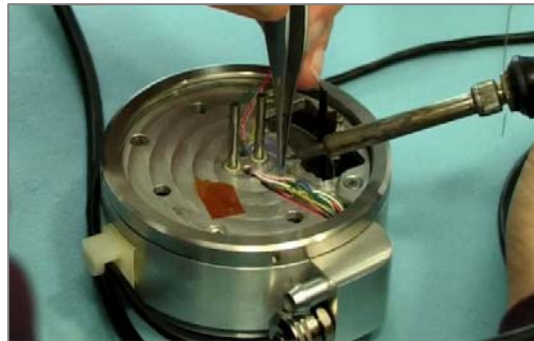
Project lifecycle: 2009-2012

Every year, around 4,000 donor hearts are made available around the world. At the same time, there are between 150,000 and 200,000 patients in need of a new heart. Now there is hope for people with a diagnosed cardiac insufficiency in order to prolong their life. Work on the development of a fully transplantable artificial heart for use in hospitals is under way at the Institute for Applied Medical Engineering located in the Helmholtz Institute of the Rhine-Westphalian Technical University (RWTH) of Aachen. In cooperation with the mecora Medizintechnik GmbH, scientists have developed an artificial heart, which works under laboratory conditions and is delivering optimal test results.

The main achievement has been to create a system, for which the driving mechanism is (a) quite small and (b) an integral part of the artificial heart. With previous systems, the drive had to be outside the body. The artificial heart of Aachen can therefore be entirely transplanted into the thorax. Moreover, its size is comparable with a human heart and is fully compatible, so that patients can carry it in their body for several years. The consortium of scientists and medical technicians has therefore made an important step towards changing existing solutions.



Project Manager  
Prof. Dr.-Ing. U. Steinseifer  
AME - Institute for Applied Medical Engineering,  
Helmholtz Institute, Aachen



Fully transplantable miniature artificial heart

## Ensure Future Mobility - Promoting Affordable Electric Mobility

Project cost: €6,283,992

ERDF/State Funding: 80%

Project lifecycle: 2012-2013

The mobility of the future poses great challenges to our society: the flexibility of private transport is to be maintained and made available to an increasing number of people, while our environment and resources must be conserved. To meet these challenges, electric mobility plays a crucial role. The state of North Rhine-Westphalia wants to promote a solution to these future challenges and aims to position itself as a model region for electric mobility in Germany and in Europe. By 2020, at least 250,000 electric vehicles should be brought to the market. The required development work at the level of the supplier company and the application-oriented research facilities are as extensive as complex.

A consortium of industry partners around the Rhine-Westphalian Technical University (RWTH) Aachen has developed an affordable electric car for urban mobility. The innovation platform 'StreetScooter' has recently developed a prototype that offers the opportunity to test innovative technologies, components, systems and modules in order to qualify for serial production.



Future-oriented modules being put to the test: Innovation platform 'StreetScooter'

## The Hybrid Electric Fuel-Cell Bus - An Innovative Approach to Tomorrow's Local Public Transport

Project cost: €3,049,150,00

ERDF: €1,256,650,00

Project lifecycle: 2009 - 2011

Clean and quiet, ample passenger capacity, low energy consumption and zero emissions, this sounds like a description of the bus of tomorrow. The special feature of the 'hydrogen bus': fuel cells powered by hydrogen (H<sub>2</sub>). Emitted from the exhaust pipe is simply steam and nothing more. The worldwide first 18m fuel cell bus was developed under the overall control of APTS and Vossloh Kiepe.

The bus is part of a series of test vehicles destined for local public transport services in Amsterdam and Cologne. On the way to a hydrogen HyWay and a zero emission future for public transport, the Cologne and Amsterdam public transport services are giving their support to the technological development of these innovative zero-emission vehicles. These vehicles shall be a solution and part of a clean urban transport system. The project is also designed to help the regions get closer together and act as a step towards the goal of a joint hydrogen pipeline extending up to Amsterdam.



Innovative City Bus with Hybrid Drive Including Fuel Cell



