MODULE IV
From Cosmos to Earth – Financing Opportunities

Speaker: Simon Bogaard
Strategist within The Regional Development Agency Utrecht Region active on subjects like research, lobby and funding strategies on local, regional, national and European level.
Actions and focus areas

**Innovation**
A regional development agency is a corporation with public shareholders whose aim is to strengthen a region’s economy and bolster employment. As an RDA, we are a neutral player in a region and have no profit motive.

**Investment**
We invest in innovative, fast-growing companies from our own funds and funds under our management. We do this by providing subordinated loans and/or share capital.

**Internationalisation**
We are responsible for attracting international companies to the regions and for retaining them. This means that we strengthen the economic ecosystem and ensure a robust supply chain. We also support companies to access foreign markets.
RDA's the Netherlands: Your gateway to cooperation with NL

- 9 RDA's in The Netherlands
- Biggest investor in startups: More than 60% of Dutch companies who attracts VC, realises it with RDA funding
- Realised in 2022 810 innovation projects with a total amount of € 220 mln with more than 1.000 entrepreneurs.
- In 2022 invested with RDA funds € 194 mln in 309 startups, scale-ups en innovative SMEs
- The RDA acquisition resulted in 180 international companies to The Netherlands. We organised 196 Trade events together for 4.000 participants in 2022.
RIV experiences & learnings

- Submitted proposal in EIE: 24 mln. 12 mln. own contribution (50% EFRO)
- Project SPR-I-NG: three content WPs and two learning WPs. Utrecht Region lead partner.
- Project summary:
  - 1. Deep tech health adoption (Lissabon)
  - 2. Health in built environment (Utrecht)
  - 3. Healthy aging (Castilla y Leon) + Romania (managing open calls) + Saarland (life long learning practise)
- Learnings:
  - Learning 1: RIV is new. Regions had cold feet.
  - Learning 2: managing external writing capacity was crucial
  - Learning 3: the NCPs were not good informed and connected
  - Learning 4: the networks EDIH and European Enterprise Network (EEN) were crucial
  - Learning 5: Integration of existing HORIZON budget was too complicated
  - Learning 6: SME involvement in RIV call (via Horizon) is complex
RIV experiences & learnings

• Cascade funding opportunities are important for SMEs
  o Learning 7: budget responsibility/accountability for SMEs at regional level (RDA) instead of European level (culture and proximity do matter)
  o Learning 8: national governments were not involved and had no financial interest in RIV
  o Learning 9: be open for connections with other regions via consortium regions

• Other experience within I3 route of RIV-call: Digital Health for Prevention
  o (Brabant and Oost NL)

Closing remark: Hopefully RIV is a door to new funding instruments for regional innovation. EURADA can be a helping hand in this. We hope to be one of the proposals that will be selected 😊