Brandenburg Business Development Navigator
Development programmes and advisory/support services
Overview
Dear Sir or Madam,

Brandenburg is in the starting blocks to become a real winning region in the years to come. This is demonstrated by current trends in the number of companies locating here, with such examples as the construction of the European Gigafactory of electric car manufacturer Tesla in Gruenheide and the investment of US battery manufacturer Microvast in Ludwigsfelde. The success of many small and medium-sized enterprises here is still another indication.

While the coronavirus crisis has not left Brandenburg unscathed, we continue to have a solid economic basis to build on. This circumstance will help us in overcoming the impacts of the pandemic. The same is true of the support programmes worth billions that the federal and state governments have launched to stabilise the economy and the labour market during the crisis - from the extensive short-time work programme to the economic and new business-starting aid for the sole proprietors and all the way through to immediate and bridging funding for businesses.

We are now benefitting from the fact that the Brandenburg economy been undergoing dynamic development in recent years, giving the region a stable foundation to build on going forward. Today, the state is presenting itself as a modern, attractive and innovative business location. Companies that until recently didn’t even know where Brandenburg was located have now found us on the map - as a region that features everything you need for innovation and pioneering technologies.

The foundation for this success has been laid by the commitment to this state on the part of workers, entrepreneurs, partners in social service organisations, chamber organisations and associations. However, the targeted development policy of the State of Brandenburg has also contributed to this positive trend. From guarantees to loans and venture capital for start-ups to grants from the state, the federal government and the European Union, companies receive tailor-made funding.

However, it is not just those who are starting new businesses who can rely on our support but also established entrepreneurs who want to expand or modernise their operations or better equip their undertakings for the challenges of the digital age. And we also support those who are looking to invest in Brandenburg and set up new businesses here, of course.

This brochure - in conjunction with our internet portal foerdernavigator-brandenburg.de - provides an overview of the wide range of funding and support available from the State of Brandenburg, the federal government and the European Union. We want to help you find the right programme and the right people to talk to - whether you need to secure skilled labour or require help with the digital transformation, innovations or any other topic. However, this publication is no replacement for in-depth advice. The Investment Bank of the State of Brandenburg, the Brandenburg Economic Development Corporation (WFBB) and the chamber organisations are primarily available to provide these advisory services. I appeal to all entrepreneurs to make use of these extensive support services - so that their company can successfully compete and advance Brandenburg as a business location.

Priority is given to support for small and medium-sized enterprises as an important growth engine in the state. Take the area of start-ups and business successions, for example. For the skilled crafts sector, funding includes the master craftsperson business-starting bonus, with which we support new businesses and business takeovers by master craftspersons - and which we once again significantly increased in Autumn 2020.

Joerg Steinbach
Minister for Economic Affairs, Labour and Energy for the State of Brandenburg
A significant source of start-up aid – our targeted business location development

The State of Brandenburg has focused its economic development on regional and sectoral priorities, giving them support through a variety of economic policy measures. It was further developed and improved under the slogan of “Joining forces – Strong for the future”.

In the state’s regional centres of growth (RWK), projects to improve the quality of the location and measures to increase the impact of the centres of growth on their surrounding communities are supported on the basis of integrated location development concepts.

Stronger together – the innovation policy of the states of Berlin and Brandenburg

The joint innovation strategy of the states of Berlin and Brandenburg (InnoBBl) defines the goals of a successful innovation policy for both states to promote innovation and to bring companies even more closely together with the science and research landscape of the capital region. Five cross-border clusters, characterised by expertise, close-knit value chains and geographical proximity of the companies to research institutions, create excellent conditions for further growth:

- Energy technology
- The health economy
- ICT, media and creative industries
- Optics and photonics
- Transport, mobility and logistics

Brandenburg supports four other state-specific clusters:

- Food industry
- Plastics and chemistry
- Metal
- Tourism

Strong development policy for growth and employment

Further promoting growth and employment remains the primary goal of the state’s economic policy, which is being pursued with precisely tailored measures and instruments – particularly to help strengthen small and medium-sized enterprises. Brandenburg provides support above all in securing skilled labour, in bringing about the digital transformation and in shaping the energy transition. With 5588 commitments amounting to approximately €1.7 billion and a resulting investment volume of some €2.4 billion in 2020, commercial investment support through state and federal funds is the key pillar of the economic development taking place in the state. It is worth making investments here.

The ICT sector as a driver of innovation

More than 266,000 people work in 49,830 companies in the industries of plastics processing and chemicals. At locations such as Schwarzheide, Schwerin, and Neuruppin, turnover of €3.73 billion was generated last year. In 2018, 113 companies with more than 20 employees subject to social security contributions were listed in Brandenburg, including:

- 32 companies from the chemicals sector
- 81 companies producing plastic and rubber products

Excellent R&D potential with renowned institutes

Non-university research institutions of the Fraunhofer Society, Max Planck Society, Helmholtz Association and the Leibniz Association are located in Brandenburg, providing important R&D capacities together with the

Business development in the State of Brandenburg

Introduction

Regional centres of growth that include several cities and municipalities:

- Brandenburg an der Havel
- Luckenwalde
- Gorek
- Perleberg
- Neuruppin
- Cottbus-Senftenberg
- Hennigsdorf-Velten
- Oranienburg

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universities and colleges in the state. Reliable partners are the Fraunhofer Institutes for Energy Infrastructures and Geothermal Energy (IEG), as well as the Applied Polymer Research (APR) in Potsdam-Golm with the institutional branches of Polymeric Materials and Composites PVKO in Teltow and Wildau, the Leibniz Institute for Agricultural Engineering and Bioeconomy (ATB) in Bornim, the Max Planck Institute of Colloids and Interfaces in Potsdam-Golm and the German Aerospace Centre with its associated institutes.

Investments are made here

The establishment of well-known companies such as Tesla, dm-drogerie markt GmbH & Co. KG (logistics centre), Oxford PV and DHL contribute to the good reputation of Brandenburg as an investment location.

The economy is benefiting from the new Berlin Brandenburg Airport (BER) being put into operation. Large companies such as Lufthansa, MTU and Rolls-Royce, as well as cleantech and life science company service providers, are operating in the area near BER.

The airport region is increasingly developing into a booming location for research and development, ideas and innovations, new beginnings and new locations for existing enterprises. The most prominent example is certainly the Gigafactory of e-mobility pioneer Tesla in Grünheide, which is currently under construction. In addition, the airport region is attracting other exciting companies.

An example of additional businesses setting up operations in the area is DHL’s logistics hub with 600 new jobs in Industrial Park 4.0 in Ludwigsfelde. Xain AG, which specialises in blockchain technologies, has set up shop at the Aerospace Centre in Wildau. MTU Maintenance, a specialist in servicing aircraft turbines, just put its new logistics centre into commission. All of this provides an indication of how BER is drawing additional businesses into its orbit.

Excellent infrastructure as a key locational advantage

Brandenburg has outstanding infrastructure with optimal road, rail, water and air transport connections, which is why logistics and aeronautical engineering are established competence sectors located in the state. Brandenburg hosts the ILA – Innovation and Leadership in Aerospace exhibition, one of the leading trade fairs relating to innovation in the aerospace industry.

At the forefront of fibreoptic expansion

Before most other German states, the State of Brandenburg was already promoting the expansion of high-speed internet with the development concept “Brandenburg – Fibre Optics 2020” in 2012. Nearly 80% of all households now have a broadband connection that operates at a speed of 50 Mbit/s or more. In addition, gigabit-capable networks are currently being expanded in all districts and three independent cities with the federal government’s “Funding to support broadband expansion in the Federal Republic of Germany” directive, an initiative that is providing service to all areas that were previously poorly served by broadband.

Inexpensive land

Particularly when a home is being sought for space-intensive investments, Brandenburg is able to offer more than 700 sites for commercial, industrial and office development at low prices in every location.

Destination Brandenburg

Numerous enterprises of the tourism sector, which are also entitled to receive support through the funding assistance named here, offer opportunities for rest and relaxation in unsullied natural areas in close proximity to commercial, industrial and office locations – as well as the chance to work surrounded by nature if desired.

Many thousands of kilometres of rivers and streams, 3000 lakes, vast landscapes, forests and nature reserves and an extensive network of cycle paths make Brandenburg one of the most attractive capital regions in Europe. At the same time, Brandenburg and Berlin offer one of the most interesting and diverse art and cultural scenes in the world with the Potsdam UNESCO World Heritage Site, numerous festivals, more than 500 historic castles and parks, 170 museums and over 150 venues for stage productions.

Science and industry in the Brandenburg research environment

The Berlin-Brandenburg capital region has a research and science landscape that is unique in Europe, with 57 institutions of higher education, including eight universities and some 200 public and private research institutions, training young scientists and promoting the transformation of technological innovation. The “Advanced Competence Centre” in Cottbus supports small and medium-sized enterprises in the digital transformation, such as with training and educational measures in order to train employees to take advantage of digital innovations.

Digitalwerk, which is funded by the European Regional Development Fund (ERDF), provides free support for the digital transformation of small and medium-sized enterprises in Brandenburg. In workshops, digital technologies become tangible for those working in the skilled crafts and trades and SMEs. Interested companies can try out the latest technical solutions at experience stations.

The Digitalwerk is supported by the Institute for Innovation and Information Management (IIM) at the Brandenburg University of Applied Sciences.

дріділ-вєкір.org

Brandenburg’s institutions of higher education are strong in research

The Brandenburg University of Technology (BTU) and the University of Potdam are cooperating with the private Brandenburg Medical School (BBM) on the establishment of the “Brandenburg Health Campus”.

The states of Berlin and Brandenburg have a density of scientific institutions that is unrivalled in Europe, which makes well-trained, highly flexible professionals who are willing to undertake continuing education named here, as well as companies that locate here. Among the 16 German states, Brandenburg has one of the highest propensity rates of students and employees and universities who have completed a vocational training programme.

Located in the locality of Brandenburg, the University of Potsdam is home to two collaborative research centres funded by the German Research Foundation. The largest university in Germany, the state also offers a range of disciplines for study that is as comprehensive as it is attractive. The Digital Engineering Faculty, founded jointly by the university and the Hasso Plattner Institute, is the first privately funded department at a public university in Germany.

An unparalleled research landscape

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The digital transformation is coming along well

The state government supports companies in increasing their levels of digitalisation and automation through extensive cooperation with Brandenburg colleges and universities.

The Innovation Centre Modern Industry (IMI) of the Brandenburg University of Technology Cottbus-Senftenberg (BTU) supports companies in integrating innovations developed in universities and scientific institutions into production processes, thereby increasing the companies’ ability to take advantage of automation and the digital transformation. The “Advanced Competence Centre” in Cottbus supports small and medium-sized enterprises in the digital transformation, such as with training and educational measures in order to train employees to take advantage of digital innovations.

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Measured by third-party funding, Brandenburg’s four technical universities are among the top research universities in Germany. They have also significantly increased the number of cooperative study programmes, expanding the options for obtaining both academic and professional qualifications.

All major German research communities are represented by several institutes and centres in the State of Brandenburg, which cooperate closely with the universities.

Among the best known are the Geo Research Centre Potsdam, the Institute for Innovations for High Performance Microelectronics in Frankfurt (Oder), the German Institute of Human Nutrition, and the Potsdam Institute for Climate Impact Research.

For innovative and internationally oriented companies, the dense academic infrastructure is an invaluable advantage of the location, offering optimal opportunities for cooperation in R&D areas and the vast potential of the scientifically trained personnel.
Introduction

Brandenburg is a pioneer in technology transfer

Brandenburg is the first German state to have developed a state-wide strategy for technology transfer. The transfer offices at the universities offer small and medium-sized enterprises in particular gain cost advantages and market opportunities that would otherwise be difficult for them to access.

The federal government and the State of Brandenburg are promoting the expansion of Brandenburg’s networking landscape as part of the joint task “Improving Regional Economic Structures” (GRW). The 30 existing GRW networks are open to Berlin and Brandenburg companies and institutions as well as potential cooperation partners from other German states. The goal is to ensure a comprehensive network of the regions and clusters in the service section.

Brandenburg is an exemplary model for successful networking

In the competition between regions and loca-
tions, Brandenburg holds its own. For example, the Brandenburg Lightweight Metal Network initiates and supports innovative individual and joint projects for the application of metal and hybrid lightweight construction solutions for Brandenburg companies.

The CURPAS cooperative network is making a crucial contribution to embedding the topic of “civil use of unmanned aerial systems” in the capital region and helping to drive economic development of this young, up-and-coming industry.

Already in 2007, diagnostics and equipment manufacturers, suppliers and users from hospitals, routine laboratories and research insti-
tutions in the Berlin-Brandenburg region joined forces to form a powerful network that covers the entire value chain of intravital diagnostics: DiagnostikNet-BB.

The federal government supports network fund-
ing within the framework of the Central Innovation Programme for SMEs (CINPM).

Europe promotes Brandenburg - Innovation and growth through ESIF funds

To reduce disparities in development between regions and cities in Europe, from 2014 to 2020 the European Union invested some €532 billion in the European Structural and Investment funds (ESIF funds), corresponding to about one third of the EU budget. This will contribute to sustainable development and improve the quality of life for EU citizens. In the funding period ending in 2020, European regional policy supported:

- **Smart growth**
  - Increasing investment in research and development
  - Raising the employment rate
  - Improving educational standards and better use of information and communication technologies

- **Sustainable growth**
  - Promoting a more resource-efficient and environmentally friendly economy
  - Increasing the share of renewable energies

- **Inclusive growth**
  - Increasing the employment rate, especially of women, young people and older workers
  - Investments in general education and professional/vocational training
  - Reducing poverty

The ESF is not the State of Brandenburg

The European Social Fund (ESF) supports employment policies and social cohesion in EU member states. Education, good jobs for all, securing of skilled labour and integrating the long-term unemployed back into employment are the central concerns of Brandenburg’s labour policy with the ESF. Originally, some €362 million was made available for Brandenburg from ESF funds in the 2014–2020 funding pe-
riod. After a transfer of funds from the state’s European Regional Development Fund (ERDF), funds were available to combat the coronavirus pandemic in 2020, the figure is now almost €382 million. Priorities for the use of these funds are:

- Improving participation in education and support for transitioning into working life
- Enabling lifelong learning and improvement of skills/qualifications
- Fostering innovation and entrepreneurship
- Promoting the integration of disadvantaged groups into employment and society

The ESF plays a key role in the State of Brandenburg: As of 30 September 2020, more than 110,000 people have been supported in this funding period, with one third of them in measures lasting several days and two thirds in short-term measures. Likewise, more than 22,500 companies were supported. Up-to-date information is available online:

- esf.brandenburg.de

Brandenburg Single Point of Contact – the service provider for the service providers

Anyone who wants to go into business for themselves, to open a new branch or to work across borders in Brandenburg from another EU member state can get help from the Single Point of Contact for the State of Brandenburg (EAPBbg) in dealing with the authorities and administrative procedures. Service providers can take care of any necessary administrative procedures online and on a centralised basis. A comprehensive range of information is available to provide quick and easy support with the basic formalities of an authorisation procedure. This means that it is no longer necessary to visit a variety of different authorities in person. The EAPBbg accepts all necessary documents and forwards them to the responsible authorities, who then process the information.

- eap.brandenburg.de
Quick and easy access to investment funding

Brandenburg attaches great importance to making it easier for those who are starting businesses to find appropriate investors and therefore offers competent help in finding the right programme or the optimal combination of funding sources. Cooperation partners Brandenburg Economic Development Corporation (WFBB) and the Investment Bank of the State of Brandenburg (ILB) work closely together to make this possible.

Cooperation partners WFBB and ILB, along with BFB Brandenburg Kapital GmbH, offer all business development services from a single source. The WFBB supports and advises interested parties at the Potsdam headquarters and five regional centres on setting up and expanding, on innovations and on internationalisation and networking. It also provides assistance in the recruitment of skilled workers and continuing education of employees, advises on financing and grant issues and serves as a guide in dealings with administrative offices. As energy-saving agency Brandenburg Energy Agency, it is also closely involved in the implementation of the state’s energy strategy. WFBB has actively supported more than 8000 business projects – including more than 1800 business relocations – involving some 67,000 jobs and an investment volume of around €13.4 billion.

As the development bank of the State of Brandenburg, the ILB provides support by promoting public and private investments in the areas of business, employment, infrastructure and housing. At almost 40 locations throughout the state, it provides free advice on all funding questions. In 2020, the Brandenburg development bank ILB committed funding of €2.27 billion for a total of 69,684 projects. It was also the case for ILB that 2020 was a year in which nearly everything revolved around the coronavirus pandemic. Through the special coronavirus programmes alone, €6,000 enterprises and freelancers were supported with €579 million in funds.

Adjusted for the special coronavirus programmes, approximately €1.7 billion was committed for 5588 projects. This was the third-best funding result of the past 20 years and was achieved through high demand for innovation and technology funding, the funding of business-related infrastructure, high funding activities in the construction of new rental housing and surprisingly strong start-up activity despite the pandemic.

Not counting the special coronavirus programmes, investments amounting to €2.4 billion will be initiated in the State of Brandenburg in the next few years, and 6144 new jobs will be created and secured.

BFB Brandenburg Kapital GmbH is a wholly owned subsidiary of ILB for the funding of equity capitalisation of small and medium-sized enterprises (SMEs) in the State of Brandenburg. To this end, it acquires, manages, holds and sells open-ended and silent investments in high-growth early-stage and growth-stage technology companies. The funds for investment activities come from the European Regional Development Fund (ERDF), from the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) and from ILB’s own funds.

Companies in the start-up phase – ask questions, get answers

There are a wide range of motivations for starting a business. Whether you want to make a living on your own, to market an invention yourself, to take over a business or get involved with an existing business – those who start businesses are one of the key drivers of growth and employment. For this reason, those willing to start a business in Brandenburg will find optimal support and funding tailored to their needs.

Brandenburg promotes growth and employment

The state, the federal government and the EU provide funding to companies investing in Brandenburg and new businesses in the growth phase. A particular focus is on small and medium-sized enterprises.

Essentially, investment support has two pillars:

- Measures that reduce the investor’s equity requirement such as:
  - Grants (such as from GRW funding)
  - Public loan programmes and equity aid
  - State and federal loan guarantees
- Measures to reduce operating costs, including:
  - Wage subsidies
  - Support for obtaining qualifications and initial training
  - Support for research and development

Brandenburg offers a wide range of development programmes. Whether a business already exists or entrepreneurs are investing in a new enterprise, the development programmes address a very wide range of needs.

GRW funding for the commercial sector

One of the key development programmes is the joint task “Improving Regional Economic Structures” (GRW). It provides funding from the state and federal government to help companies to create and safeguard permanent jobs that are competitive and highly skilled. It also helps companies to remain competitive in regions that are economically weak. Investments are funded if they are intended for production, service or craft enterprises or tourism projects.

Start-ups with supra-regional sales are also funded as long as they are not excluded from support due to their industry.

GRW funding is staggered in terms of amount. Depending on the fulfilment of structural effects criteria, eligible investments may be funded in the amount of up to 10%, or up to 20% in the eastern border region. For small and medium-sized enterprises, the amount of funding is increased by 20% or 10%.

According to the secondary GRW-G guideline, small enterprises can receive the maximum funding possible at that location for eligible investments up to €2 million, regardless of cluster association or fulfilment of structural effects criteria.

Which development programmes are eligible?

The development programmes listed in the “Brandenburg Business Development Navigator” are a selection of the most important funding opportunities. The development programmes are sorted according to the funding type, from subsidies/grants to loans and investments through to guarantees and equity financing. This allows you to easily find your way in the list depending on your financing needs. The best way to find out whether other development programmes are suitable for a project is to seek a personal consultation from one of the points of contact mentioned above.

Seeking advice before applying for funding is important

This brochure only presents a selection of development programmes. Additional information is available in a personal consultation.

Neither this brochure nor the information available on the internet can replace expert, personal advice.

It is always necessary to submit an application for funding before the project starts. Retroactive funding is not possible.

The registered office of the company or the business premises must be located in the State of Brandenburg.

The financial resources of the individual development programmes are limited, so it is possible that they may be used up before the end of the year.

We therefore advise you to start planning a project in good time and to seek competent advice from the service institutions mentioned.

The development programmes are described using the key framework data. It is therefore important to obtain information about the precise conditions and any special features (such as certain projects that are excluded from funding).

The following checklist provides you with valuable information on applying for funding.
Funding of new business projects

The State of Brandenburg, the federal government and the European Union support start-ups with a variety of development programmes. In addition to these programmes, the following chapter contains contact persons, network initiatives and institutions that will provide you with advice and support as you go through the process of starting your business. You can also access all programmes online at www.foerdernavigator-brandenburg.de

Checklist

- If you are looking for or want to use a business development programme for your project, be sure to:
- Carefully consider what you bring to the project in terms of your professional and personal qualifications and abilities
- Evaluate your business idea
- Develop a business plan
- Choose the type of business to be founded or incorporated and an appropriate legal form for it
- Plan your financing: from the financial plan to determination of the initial capital required, to examination of the various funding programmes in Brandenburg and the application for funding
- Learn what insurance policies are indispensable for your business activity and
- Seek out assistance in taking care of the necessary formalities, ranging from registration of your commercial undertaking to applying for any special permits required

Important:
Do not start your project until your grant or other development aid has been approved. If you start the project before then, you will no longer be eligible for funding.
Starting a business

Brandenburg provides attractive advice and funding to entrepreneurs interested in starting businesses or taking over existing businesses. The ILB, the KW and the Bürgschaftsbank des Landes Brandenburg provide advice on financing new business projects. You are well advised to take advantage of these advisory services. You can find information and assistance by checking out the "Starting a business in Brandenburg" initiative of the ILB and WFFB. Additional support services, such as from the Regional Pilot Services, services for starting a business at colleges and universities or Germany’s Federal Labour Office can be found in this brochure or online at gnuendung.wfbb.de.

"Starting a business in Brandenburg" provides support for traditional new businesses in the skilled crafts and trades and innovative start-ups from science and research. Since MWA, MWF, the Brandenburg Chambers of Commerce and Industry and the Chambers of Crafts and Trades, WFFB, ILB, Bürgschaftsbank Brandenburg and both ILRK and LAUFI pool their expertise within the initiative, those willing to start a business in Brandenburg will find optimal framework conditions also if they are looking to attract partners and potential financiers. At the same time, the state government is committed to raising young people’s awareness in regard to the topic of starting a business and entrepreneurship. This is being accomplished through initiatives like “young companies”, one of three workshops for young people on starting a business. These workshops offer free help with evaluating business ideas and starting a business. Support is provided for the implementation of business ideas, and practical workshops as well as women-specific advisory services are offered. There are also business-starting workshops and support outposts in the state districts for personal consultations on site. You can find contact persons in this brochure or online at foerdernavigator-brandenburg.de.

What grants are available for new business projects?

Those starting a business can also apply for grants and subsidies made possible through GRW funding. The employment agencies also offer special subsidies such as hiring subsidies for hiring jobseekers. When you are starting or taking over a craft enterprise, you can apply for a master craftsperson business-starting bonus. You can find more information in this brochure. Investments are intended to strengthen a company’s equity base and facilitate borrowing on the open market. More information is available at ilb.de/existenzgruendung.

Bürgschaftsbank Brandenburg GmbH grants deficiency guarantees and guarantees specifically for those starting businesses, for freelancers and for small enterprises. Large investment projects with a guarantee commitment of €1 million or more are supported by the state (and jointly with the federal government starting from loan volumes of €10 million) with deficiency guarantees for loans and sureties. Film productions and projects in the media sector can also be secured by guarantees. mdf.brandenburg.de/Landesbuergschaften

Development programmes for new business projects

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<tr>
<td>Early-stage and growth fund – Early-stage financing</td>
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<td>Micromezzanine investment for small and micro enterprises</td>
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What are Brandenburg’s most important industries and employees?

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<thead>
<tr>
<th>Industry</th>
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<tbody>
<tr>
<td>Tourism</td>
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<td>Plastics</td>
<td>13,620</td>
</tr>
<tr>
<td>Chemistry</td>
<td>38,200</td>
</tr>
</tbody>
</table>

What support does Bürgschaftbank Brandenburg provide?

Bürgschaftsbank Brandenburg GmbH offers deficiencies guarantees and guarantees specifically for those starting businesses, for freelancers and for small enterprises. Large investment projects with a guarantee commitment of €1 million or more are supported by the state (and jointly with the federal government starting from loan volumes of €10 million) with deficiency guarantees for loans and sureties. Film productions and projects in the media sector can also be secured by guarantees. mdf.brandenburg.de/Landesbuergschaften

What are the national agencies for women entrepreneurs (bga) offers competent advice and support?

The national agency for women entrepreneurs (bga) offers competent advice and support. existenzgruenderinnen.de

What benefits do those starting a business have?

Those starting a business can also apply for grants and subsidies made possible through GRW funding. The employment agencies also offer special subsidies such as hiring subsidies for hiring jobseekers. When you are starting or taking over a craft enterprise, you can apply for a master crafts-person business-starting bonus. You can find more information in this brochure. Investments are intended to strengthen a company’s equity base and facilitate borrowing on the open market. More information is available at ilb.de/existenzgruendung.

Development programmes for new business projects

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How does the State of Brandenburg support those who are starting businesses or taking over existing businesses?

Brandenburg provides attractive advice and funding to entrepreneurs interested in starting businesses or taking over existing businesses. The ILB, the KW and the Bürgschaftsbank des Landes Brandenburg provide advice on financing new business projects. You are well advised to take advantage of these advisory services. You can find information and assistance by checking out the “Starting a business in Brandenburg” initiative of the ILB and WFFB. Additional support services, such as from the Regional Pilot Services, services for starting a business at colleges and universities or Germany’s Federal Labour Office can be found in this brochure or online at gnuendung.wfbb.de.

What are the most important industries in Brandenburg?

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What support does the Brandenburg Chambers of Commerce and Industry provide?

The Brandenburg Chambers of Commerce and Industry provide advice and support to entrepreneurs. These chambers can be found in this brochure or online at gruendung.wfbb.de.

What is the plan competition Berlin-Brandenburg (BPW)?

The Plan Competition Berlin-Brandenburg (BPW) provides you with a great introduction to networking. plan.competition.de

Which development programmes are specifically suitable for your project?

You will find subsidies/grants, loans, investments, loan guarantees and equity financing in the development programmes listed in this brochure and at foerdernavigator-brandenburg.de, allowing you to find the guidance you need in the list depending on your financing needs. The best way to find out whether other development programmes are suitable for your project is to take advantage of a personal consultation offered at one of the points of contact mentioned. You can find an overview of the development programmes for investors and those looking to start a business at foerdernavigator-brandenburg.de.

Do networks and competitions make sense for you?

Yes, because participation in trade fairs and start-up and idea competitions such as the Business Plan Competition Berlin-Brandenburg (BPW) provides you with a great introduction to networking. b-p-w.de
Starting a business

GRANTS and ADVISORY SERVICES

Career advancement training assistance

Who receives support?
- Employed individuals (no age limit) who have completed their professional training. The legal basis is the “Act on the Promotion of Professional Career Advancement Training (AFBG)”.
- University and technical college graduates with a bachelor’s or comparable degree
- Study programme dropouts and high school graduates (with higher education entrance qualification) without any further education but with the required professional experience stipulated by the advanced training regulations for their further training
- Foreigners who have their permanent residence in Germany and hold certain residence permits or a permanent residence permit who have already resided legally in Germany for 15 months and have been gainfully employed during this time. This also includes the time of their vocational training.

What is supported?
Further training provided by public and private institutions on a full or part-time basis that prepares participants for specific examinations under public law in accordance with the Vocational Training Act or the Crafts Code or equivalent qualifications under federal or state law.

Funding is available for:
- Full-time coursework
- Part-time coursework
- Distance learning and media-based coursework

The intended professional qualification must be beyond the level of a skilled worker, journeymen or qualified assistant or a leaving certificate from a vocational school/technical college.

This means a completed qualification from an initial training programme is often a prerequisite for admission to the continuing education/advanced training examination. Programmes eligible for funding include master craftsman coursework or comparable coursework (a total of more than 700 continuing education/advanced training certifications are offered).

What are the conditions of the support?
Grant combined with loan.
Partial funding up to a maximum of €15,000 for course and examination fees.

- 50% provided as a grant
- Remaining amount as a loan at reduced rates of interest
- 50% of the loan amount is forgiven if the exam is passed
- 100% of the loan amount is forgiven when a company is founded
- Grants and loans for living expenses are paid depending on the familial status of the participant.
- Single parents receive an additional childcare grant.

This programme is suitable for the development objectives:
- Starting a business
- Work/skill development

Contact person/application
Federal Ministry of Education and Research (BMBF)
Professional Education Department; Career Advancement Funding
Tel.: +49 (0) 800 622 36 34 (the call is free of charge)
E-mail: information@bmbf.bund.de

For more information, please visit
http://fnb.works/101

LOANS

Brandenburg loan for starting a business

Who receives support?
- Those going into business for themselves as a livelihood
- Small and medium-sized enterprises (SMEs) in the commercial sector
- Commercial enterprises with group turnover of no more than €500 million and a registered office or business premises in Brandenburg

What is supported?
- Starting a new business, acquisition of an existing business or taking an active stake in a business
- Going into business for yourself as a second job
- Consolidation measures within 5 years after starting a business
- Financing of operating equipment and investments

What are the conditions of the support?
Loan up to €25 million per project, 100% financing possible

- Term of loan: up to 5, 10 or 20 years with no more than 1 to 3 years in which the loan is repayment-free
- Up to 5 years for equipment

The programme is based on KfW’s ERP universal business-starting loan and includes an additional interest rate subsidy provided by the ILB.

This programme is suitable for the development objectives:
- Starting a business
- Growth/expand/invest

Contact person/application
Via the principal bank to the Investment Bank of the State of Brandenburg
Tel.: +49 (0) 331 660 2211
E-mail: kundencenter@ilb.de

For more information, please visit
https://fnb.works/403

Berlin-Brandenburg (BPW)

What are the conditions of the support?
Free consultation.

This programme is suitable for the development objectives:
- Starting a business
- Succession/taking over an existing business

Contact person/application
Business Plan Competition Berlin-Brandenburg (BPW)
Office at Investitionsbank Berlin
Tel.: +49 (0) 30 2125-2121
E-mail: info@b-p-w.de

For more information, please visit
https://fnb.works/209

Development programmes
Starting a business

GRANTS and ADVISORY SERVICES

Business-launch allowance (Section 16b Social Security Code II)

Who receives support?

Recipients of unemployment benefit II who become self-employed and whose activity is of a full-time nature or who take up low-paid employment subject to social security contributions for at least 15 hours per week.

What is supported?

Cost of living support, provided that the recipient is classified as in need of such assistance.

What are the conditions of the support?

Grant (discretionary benefit).

Depending on the previous duration of unemployment and the size of the joint household in which the employable person in need of assistance lives.

- For 12 months
- An extension for a maximum of another 12 months is possible, usually in the amount of 50% of the standard benefit (up to 100%) plus 10% for each additional person in the joint household.

This programme is suitable for the support objective:

- Starting a business

Contact person/application

Federal Employment Agency

For more information, please visit

https://fnb.works/z11

GRANTS and ADVISORY SERVICES

Erasmus for Young Entrepreneurs

Who receives support?

- New entrepreneurs who are committed to starting their own business or whose new business is no more than 5 years old
- Experienced entrepreneurs who own or manage a small or medium-sized enterprise in another participating state

What is supported?

The general objective of “Erasmus for Young Entrepreneurs” is to promote the exchange of experience, mutual learning and networking between new entrepreneurs in the EU by having them work together with an experienced entrepreneur in another EU Member State.

The specific programme objectives are:

- Practical training for new entrepreneurs in small and medium-sized enterprises (SMEs) in another state in the EU to enable a successful start and further development of their business ideas
- Exchange of experiences and information between entrepreneurs on the obstacles and challenges of starting and developing their businesses
- Improving market access and finding potential partners for new businesses and established companies in other EU countries
- Networking through the use of knowledge and experience from other European countries

This programme is suitable for the development objectives:

- Starting a business
- Work/skill development
- Market development/export

Contact person/application

Centrum fuer Innovation und Technologie GmbH
Tel.: +49 (0) 3562 69 24 10

STIC Wirtschaftsfordergesellschaft MOL mbH
Tel.: +49 (0) 3341 53 51 15

For more information, please visit

https://fnb.works/z17

LOANS

ERP business-starting loan start money (KfW product number 067)

Who receives support?

Natural persons (entrepreneurs) with their primary residence in Germany with the required commercial qualification and sufficient entrepreneurial decision-making freedom (management authority and at least 10% shareholding share).

Freelancers and small and commercial enterprises with fewer than 50 employees that have been active in the market for less than 5 years. A shareholder must meet the requirements for natural persons.

Company successor

What is supported?

Actions to start and consolidate a business, including a second job that is geared toward becoming a full-time job in the medium term, and new foundings of companies, investments, takeovers of existing companies or the acquisition of an active stake

Initial provision and replenishment of the inventory of goods, materials or spare parts, equipment requirements (including replenishment of the inventory of goods up to €50,000).

Debt rescheduling or refinancing of projects that are already complete is not permitted.

What are the conditions of the support?

Loans up to 100% of the borrowing requirement, not to exceed €125,000

- Term: no more than 5 years with 1 year in which the loan is repayment-free, no more than 10 years with up to 2 years in which the loan is repayment-free
- Early repayment with early prepayment fees
- 80% Indemnification via KfW
- Disbursement 100%
- No equity capital required

You do not receive your loan directly from KfW but from a financing partner such as your bank.

This programme is suitable for the support objective:

- Starting a business

Contact person/application

Via principal bank to KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit

https://fnb.works/608

LOANS

ERP capital for starting a business (KfW product number 058)

Who receives support?

Those going into business for themselves as a livelihood (including freelancers), those taking over a business as company successors, young entrepreneurs who are starting a business or consolidating a young company (up to 3 years after taking up the business activity), those who take a stake in a company as managing directors, those who are taking over a company within the scope of a business succession.

What is supported?

Support for investments such as:

- Land and buildings, construction costs, fixtures and fittings
- Company vehicles, operating and office equipment
- Intangible investments (licences and patents)
- Materials and inventory of goods (usually only initial provision of inventory)
- First participation in a trade fair
- Purchase of a company or share in a company

What are the conditions of the support?

- Loan of equity character, at least 10% own funds, increase to up to 50% of the total financing requirement, not to exceed €500,000.
- Interest rate: 0.40% in the first to third year, 2.82% from the fourth year of the term of the loan onwards
- Term: 15 years, 10 years of that with fixed interest
- Repayment: 7 years repayment-free, during this time only interest and the guarantee fee must be paid, thereafter repayment in quarterly instalments with interest on the outstanding loan amount
- Unscheduled repayment possible, but an early prepayment fee must be paid
- Disbursement 100%, 100% indemnification for the bank

You do not receive your loan directly from KfW but from a financing partner such as your bank.

This programme is suitable for the development objectives:

- Starting a business
- Succession/taking over an existing business

Contact person/application

Via principal bank to KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit

https://fnb.works/d10
Starting a business

Development programmes

GRANTS and ADVISORY SERVICES

EXIST business-starting grant

(valid until 31 December 2023)

Who receives support?

- Scientists from public, non-profit, non-university research and higher education institutions
- University graduates and former academic staff up to 5 years after leaving the research/educational institution
- Students who have completed at least half of their programme of study
- Founder teams up to a maximum of three people

What is supported?

- Innovative technology-oriented start-up projects
- Innovative knowledge-based services based on scientific findings

What are the conditions of the support?

- Grant.
- For more information, please visit https://fnb.works/z20

GRANTS and ADVISORY SERVICES

Guidelines on going into business for yourself as a livelihood

(valid until 31 December 2023)

Who receives support?

- Up to €10,000 for an individual who is starting a business
- Up to €30,000 for a team starting a business
- Up to €5000 for coaching

Universities receive €10,000 as a bonus for approved new business projects in the EXIST business-starting grant.

This programme is suitable for the development objectives:

- Starting a business
- Research/innovation/technology

Contact person/application

Federal Ministry for Economic Affairs and Energy (BMWi)
Tel.: +49 (0) 30 18 615 6141
E-mail: info@bmi.bund.de
For more information, please visit
- https://fnb.works/z21

GRANTS and ADVISORY SERVICES

Advisory service relating to "Research and innovation" funding of the federal government

(valid until 30 June 2022)

Who receives support?

- Companies
- Universities
- Research institutions,
- particularly those that have not been previously funded

What is supported?

Information on all issues relating to research and innovation funding is provided.

What are the conditions of the support?

- Free consultation.
- Searching for suitable development programmes
- Help with finding where project ideas belong
- Getting participants in touch with professional and regional contact persons
- Information on the procedures for obtaining funding
- Advice on the research and funding structure of the federal government, the states and the EU
- Information on the funding provided to young scientists
- Information on preparing international projects

This programme is suitable for the development objectives:

- Starting a business
- Advisory services
- Research/innovation/technology

Contact person/application

Advisory service relating to "research and innovation" funding of the federal government and pilot service for companies
Tel.: +49 (0) 800 262 30 08 (research funding)
Tel.: +49 (0) 800 262 30 09 (pilot service for companies)
E-mail: beratung@foerderinfo.bund.de
For more information, please visit
- https://fnb.works/z25

GRANTS and ADVISORY SERVICES

Funding for continuing education (ESF continuing education guideline)

(valid until 30 June 2022)

Who receives support?

- Freelancers and sole proprietors who are subject to income tax in the State of Brandenburg or who maintain business premises on a permanent basis in Brandenburg with at least one employee.
- Companies with business premises in the State of Brandenburg within the meaning of Section 22 of the Tax Code.
- Associations with legal capacity with their registered office or a branch office or umbrella organisations of these associations in the State of Brandenburg
- Public and private child and youth welfare organisations with headquarters or a branch office in the State of Brandenburg

What is supported?

- Participation of employees in professional continuing education programmes for development of expertise in companies and associations and public and private child and youth welfare organisations.
- Participation of employees in professional continuing education programmes when setting up a new location or expanding and restructuring companies (Brandenburg service package)

What are the conditions of the support?

Continuing education measures can be subsidised with up to 50% of the eligible expenditure. A grant of at least €1000 must be applied for. The grant per participant may not exceed €5000 in each application. Each grant recipient may receive funding once per calendar year. With the Brandenburg service package, special conditions are available for setting up new locations, expanding and restructuring. Before submitting an application, please contact Markus Hoehne at Brandenburg Economic Development Corporation, tel.: 0331 704457-2914, markus.hoehne@wbb.de. De minimis limits and maximum funding rates can be found in the guidelines. All continuing education measures of Continuing Education Guideline 2020 must be completed by 30/06/2022. Continuing education measures running beyond 30/06/2022 are not eligible for funding.

This programme is suitable for the development objectives:

- Starting a business
- Advisory services
- Research/innovation/technology

Contact person/application

Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 351 660 22 00
E-mail: kundencenter@ilb.de
For more information, please visit
- https://fnb.works/z30

GRANTS and ADVISORY SERVICES

Information on all issues relating to research and innovation funding is provided.

What are the conditions of the support?

- Information on the procedures for obtaining funding
- Advice on the research and funding structure of the federal government, the states and the EU
- Information on the funding provided to young scientists
- Information on preparing international projects

This programme is suitable for the development objectives:

- Starting a business
- Advisory services
- Research/innovation/technology

Contact person/application

Advisory service relating to "research and innovation" funding of the federal government and pilot service for companies
Tel.: +49 (0) 800 262 30 08 (research funding)
Tel.: +49 (0) 800 262 30 09 (pilot service for companies)
E-mail: beratung@foerderinfo.bund.de
For more information, please visit
- https://fnb.works/z25

GRANTS and ADVISORY SERVICES

Guidelines on going into business for yourself as a livelihood

(valid until 31 December 2023)

Who receives support?

- Up to €10,000 for an individual who is starting a business
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This programme is suitable for the development objectives:

- Starting a business
- Research/innovation/technology

Contact person/application

Federal Ministry for Economic Affairs and Energy (BMWi)
Tel.: +49 (0) 30 18 615 6141
E-mail: info@bmi.bund.de
For more information, please visit
- https://fnb.works/z21

GRANTS and ADVISORY SERVICES

EXIST business-starting grant

(valid until 31 December 2023)

Who receives support?

- Scientists from public, non-profit, non-university research and higher education institutions
- University graduates and former academic staff up to 5 years after leaving the research/educational institution
- Students who have completed at least half of their programme of study
- Founder teams up to a maximum of three people

What is supported?

- Innovative technology-oriented start-up projects
- Innovative knowledge-based services based on scientific findings

What are the conditions of the support?

- Grant.
- For more information, please visit https://fnb.works/z20

GRANTS and ADVISORY SERVICES

Advisory service relating to "Research and innovation" funding of the federal government

(valid until 30 June 2022)

Who receives support?

- Companies
- Universities
- Research institutions,
- particularly those that have not been previously funded

What is supported?

Information on all issues relating to research and innovation funding is provided.

What are the conditions of the support?

- Free consultation.
- Searching for suitable development programmes
- Help with finding where project ideas belong
- Getting participants in touch with professional and regional contact persons
- Information on the procedures for obtaining funding
- Advice on the research and funding structure of the federal government, the states and the EU
- Information on the funding provided to young scientists
- Information on preparing international projects

This programme is suitable for the development objectives:

- Starting a business
- Advisory services
- Research/innovation/technology

Contact person/application

Advisory service relating to "research and innovation" funding of the federal government and pilot service for companies
Tel.: +49 (0) 800 262 30 08 (research funding)
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- https://fnb.works/z25

GRANTS and ADVISORY SERVICES

Funding for continuing education (ESF continuing education guideline)

(valid until 30 June 2022)

Who receives support?

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- Companies with business premises in the State of Brandenburg within the meaning of Section 22 of the Tax Code.
- Associations with legal capacity with their registered office or a branch office or umbrella organisations of these associations in the State of Brandenburg
- Public and private child and youth welfare organisations with headquarters or a branch office in the State of Brandenburg

What is supported?

- Participation of employees in professional continuing education programmes for development of expertise in companies and associations and public and private child and youth welfare organisations.
- Participation of employees in professional continuing education programmes when setting up a new location or expanding and restructuring companies (Brandenburg service package)

What are the conditions of the support?

Continuing education measures can be subsidised with up to 50% of the eligible expenditure. A grant of at least €1000 must be applied for. The grant per participant may not exceed €5000 in each application. Each grant recipient may receive funding once per calendar year. With the Brandenburg service package, special conditions are available for setting up new locations, expanding and restructuring. Before submitting an application, please contact Markus Hoehne at Brandenburg Economic Development Corporation, tel.: 0331 704457-2914, markus.hoehne@wbb.de. De minimis limits and maximum funding rates can be found in the guidelines. All continuing education measures of Continuing Education Guideline 2020 must be completed by 30/06/2022. Continuing education measures running beyond 30/06/2022 are not eligible for funding.

This programme is suitable for the development objectives:

- Starting a business
- Advisory services
- Research/innovation/technology

Contact person/application

Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 351 660 22 00
E-mail: kundencenter@ilb.de
For more information, please visit
- https://fnb.works/z30
Starting a business

Who receives support?
- Natural persons
- Legal entities under public and private law
- Partnerships with legal capacity, irrespective of their legal form

What is supported?
Funding is provided for development projects and model projects that develop new employment policy ideas in the form of innovative concepts and test innovative approaches to action. The funding is aimed at all players in the labour market (chamber organisations, management and labour, employment promotion agencies, educational institutions, independent providers, associations, local initiatives, etc.) who want to develop and test new innovative approaches.

What are the conditions of the support?
Grant.
- For development projects: lump-sum personnel and material expenses of the grant recipient based on a detailed application calculation of up to €50,000. Applications can be submitted online through the ILB customer portal.
- With model projects: the direct personnel expenses of the grant recipient and any remaining expenses, which are assessed at a flat rate amounting to 40% of direct personnel expenses.

Applications that meet certain deadlines can be submitted online through the ILB customer portal.

This programme is suitable for the development objectives:
- Grow, expand, invest
- Starting a business

Contact person/application
Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 00
E-mail: kundencenter@ilb.de

For more information, please visit
- https://fnb.works/234

GRANTS and ADVISORY SERVICES
Funding for social service innovations
(Valid until 31 July 2022)

Who receives support?
Unlisted small and medium-sized enterprises (SMEs) with an innovative, technological orientation in the founding and launch phase with registered office in the State of Brandenburg. The entry in the commercial register of the enterprise may not date back more than 5 years.

What is supported?
The early stage and growth fund is a programme with two financing components:
- Early-stage financing
- Growth financing (see follow-up programme)

Support for investments in:
- Property, plant and equipment
- Intangible fixed assets
- Operating equipment
- Technology development
- Product development
- Market launch

What are the conditions of the support?
Open-ended investment in combination with a subordinated loan depending on capital requirements and the liquidity and balance sheet situation.
- Minority stake in the amount of 15% of the share capital without company valuation
- Subordinated loan (up to €1.2 million, including open-ended investment)
- No co-investor required, but a contribution from the founders, shareholders or third parties is desired.

This programme is suitable for the development objectives:
- Starting a business
- Grow, expand, invest
- Research/innovation/technology

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: brandenburg-kapital@ilb.de

For more information, please visit
- https://fnb.works/209

GRANTS and ADVISORY SERVICES
Starting an innovative business
(Valid until 31 December 2021)

Who receives support?
Innovative starters of businesses, freelancers and SMEs in the first 3 years after the business is established with a registered office or place of business in the State of Brandenburg or being taken over that can be assigned to one of these clusters:
- Energy technology
- The health economy
- ICT, media- and creative industries
- Transport, mobility, logistics
- Optics, photonics
- Food industry
- Plastics, chemicals
- Metal and tourism
- Tourism
Or the following cross-sectoral items supporting the aforementioned clusters:
- Materials
- Production and automation technology
- Clean technologies
- Security

What is supported?
Procurement and production costs for goods of property, plant and equipment
- Personnel expenses for new jobs
- Consulting services of external consultants that serve product, process or technology development
- Technical development services, provided that these are not available or not available within the company itself
- One-time expenses for the procurement of licences

What are the conditions of the support?
Grant from €25,000 to no more than €100,000.
- Personnel expenses are funded up to a maximum of €50,000 (employee gross per year and person).
- The grant recipient’s own contribution is at least 50%.

This programme is suitable for the development objectives:
- Starting a business
- Research/innovation/technology

Contact person/application
Federal Employment Agency
For more information, please visit
- https://fnb.works/236

Development programmes

Business-starting grant (according to Section 92 Social Security Code III)

Who receives support?
Those who want to go into business for themselves as a livelihood to end their unemployment by working on a self-employed basis and who are still entitled to unemployment benefit I for at least 150 days. Excluded from this opportunity are those who have reached the age of 65 or if 24 months have not yet elapsed after the end of a grant to work on a self-employed basis under Social Security Code III.

What is supported?
Starting work on a self-employed basis.

What are the conditions of the support?
- Six months of entitlement to individual unemployment benefits plus a lump sum to cover other life expenses in the amount of €300, with payment of the additional lump sum based on the assessment/discretion of the office providing the grant. The grant requires proof of intensive, full-time entrepreneurial activity.
- A grant of €300 may be granted for an additional nine months.
- The maximum funding period is 15 months.
- Evaluation of the stability of the business idea by an expert body is required.

This programme is suitable for the support objective:
- Starting a business

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 16 98
E-mail: brandenburg-kapital@ilb.de

For more information, please visit
- https://fnb.works/235

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Starting a business

GRANTS and ADVISORY SERVICES

GRW funding for improvement of the regional economic structure – Major directive (GRW-G)
(valid until 31 December 2021)

Who receives support?
Projects implemented by large and medium-sized enterprises and projects by small enterprises of €2 million or more.

What is supported?
- Establishment of business premises
- Expansion of business premises
- Takeover of business premises that have been closed or are threatened with closure
- Diversification of business premises (new, additional products) into new business activities
- Fundamental change in the overall production process
- Environmental investment aid for large companies

Priority is given to tourism projects in the areas of health tourism in state-recognised spa and recreation resorts, cycling and water tourism, and projects that contribute to the development of innovative tourism products or that add to those that are already available.

What are the conditions of the support?
Grant covering material costs or wage costs (only projects with eligible expenses of at least €100,000 are funded):
- Funding covering up to 10% of costs can be provided.
- The maximum grant rate is granted upon fulfilment of criteria relating to structural effects, establishing a new business, taking over an existing business and creating at least 10% new jobs.
- Additional amounts of 10% may be granted for medium-sized enterprises and 20% for small enterprises.
- Near the border with Poland, an additional amount of 10% may be granted.

This programme is suitable for the development objectives:
- Starting a business
- Grow/expand/invest

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit
- https://fnb.works/z38

GRANTS and ADVISORY SERVICES

GRW funding for the growth programme for small enterprises
(valid until 31 December 2021)

Who receives support?
Small commercial enterprises.

What is supported?
- Establishment of business premises
- Expansion of business premises
- Takeover of business premises that have been closed or are threatened with closure
- Diversification of business premises (new, additional products)
- A fundamental change in the overall production process

As a rule, tourism projects are only funded in the areas of health tourism in state-recognised spa and recreation resorts and cycling and water tourism.

What are the conditions of the support?
Subsidy for material costs or wage costs (only projects with expenses of at least €60,000 and no more than €2 million are eligible for funding).
- Funding may be granted up to a maximum of 30% and up to 40% when the activity is located on the border to Poland.
- Other aid for the investment will be counted towards the funding rate.

This programme is suitable for the development objectives:
- Starting a business
- Grow/expand/invest

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit
- https://fnb.works/z39

GRANTS and ADVISORY SERVICES

Integration support for the long-term unemployed and joint households
(valid until 31 July 2022)

Who receives support?
Legal entities under public and private law and partnerships with legal capacity.

What is supported?
Funding is provided for projects in the districts and independent cities of the State of Brandenburg with the aim of gradually introducing project participants to work and integrating them into gainful employment or education, as well as strengthening social participation and communal life in the participating families. To this end, the combination of intensive individual counselling by integration counsellors (socio-educational accompaniment) with needs-oriented support modules is funded.

What are the conditions of the support?
Grant.

The personnel and material costs required to implement the measure are eligible for funding. Wage subsidies to participants are not eligible for funding. The grant from the European Social Fund (ESF) may amount to up to 60% of the total eligible expenditure. The necessary co-financing of the ESF funds comes in the form of a lump sum from benefits to cover living expenses according to Section 20 of Social Security Code II. The grant in relation to the total eligible expenditure may not exceed an average of €5000 per participant.

This programme is suitable for the development objectives:
- Starting a business
- Grow/expand/invest

Contact person/application
Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 00
E-mail: kundencenter@ilb.de

For more information, please visit
- https://fnb.works/z40

GRANTS and ADVISORY SERVICES

Benefits for integration of the self-employed
(valid until 19 July 2022)

Who receives support?
Employable persons in need of assistance who take up or pursue a self-employed, full-time activity, provided that there is an expectation that the self-employed activity will permanently overcome or reduce the need for assistance within a reasonable period of time.

What is supported?
Funding for procurement of material resources that are necessary for self-employed activity and appropriate, taking into account the need for assistance, such as:
- Furnishings and office equipment
- Vehicles
- Machines and tools
- Marketing and sales support investments

What are the conditions of the support?
Grant of up to €5000 or a loan that can exceed the maximum amount of €5000. In exceptional cases, loans and grants can be combined when larger funding amounts are involved. The money can be granted all at once or in instalments. The time frame of the funding/evaluation of success is up to 12 months for those who are already self-employed and up to 24 months when businesses are started by those who were previously unemployed. The support can be granted in addition to the receipt of ALG II and the business-launch allowance. The application must be submitted via the responsible basic income support institution before work begins.

This programme is suitable for the support objective:
- Starting a business

Contact person/application
Federal Employment Agency

For more information, please visit
- https://fnb.works/z43
Who receives support? SMEs in the commercial sector, those taking over existing businesses and natural persons under the following conditions:
- Business was established no more than 10 years ago
- Commercial or freelance activity as a primary or second job
- Existing or future business premises or headquarters in the State of Brandenburg

What is supported? Financing of operational investments and operating equipment.

What are the conditions of the support? Loans of at least €2000 up to a maximum of €25,000 per project.
- Term: up to 5 years, with up to 6 repayment-free months
- Repayment: early repayment without early repayment penalty possible at any time with prior written notice (at least 1 month)
- 100% financing possible
- Provision of collateral not required

The application will be processed after all documents have been submitted. Expert opinion (IHK, HWK, MEALE) required.

This programme is suitable for the support objective:
- Starting a business
- Growth/expand/invest
- Succession/taking over an existing business

Contact person/application
Mittelstaendische Beteiligungsgesellschaft Berlin-Brandenburg GmbH, Brandenburg Office
Tel.: +49 (0) 331 649 63 0
E-mail: brandenburg@mbg-bb.de

For more information, please visit
- https://fnb.works/b13
Starting a business

**Advisory and support services**

**Brandenburg Innovation Services (BIG)**

**Explanation**
Programme to strengthen competitiveness and innovation, funded by the Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAE) from the European Regional Development Fund (ERDF).

**Target group**
Small and medium-sized enterprises (SMEs) in the commercial sector, including craft enterprises in Brandenburg.

**Services**
The aim of BIG is to facilitate access to science and research and thus strengthen competitiveness and innovative potential, to involve external research and development institutions in the innovation process and to support the development or qualitative improvement of new products, processes, procedures or services. BIG also focuses on supporting business and process innovations through digital transformation and in the application process for participation in EU funding measures.

**Contact**
Investment Bank of the State of Brandenburg (ILB)
Babelsberger Strasse 21, 14473 Potsdam
ILB Funding Advisory Services
Tel.: +49 (0) 331 660 22 11
E-mail: beratung@ilb.de
Internet: ilb.de

**Brandenburg Single Point of Contact (EAPBbg)**

**Explanation**
First port of call for businesses that provide services.

**Target group**
Those who are starting businesses that provide services or cross-border services.

**Services**
The Single Point of Contact for the State of Brandenburg provides support in navigating the necessary administrative procedures for starting or modifying a service project. Here, the EAPBbg receives all necessary documents and forwards them to the competent authorities, who then take care of the rest of the process.

**Contact**
Single Point of Contact for the State of Brandenburg (EAP) at the Ministry of Economic Affairs, Labour and Energy (MWAE)
Heinrich-Mann-Allee 107, 14473 Potsdam
Tel.: +49 (0) 331 866 18 06 or 0331 866 18 18
E-mail: eap@mwae.brandenburg.de
Internet: eap.brandenburg.de

**Chamber of Crafts and Trades (HWK) Potsdam**

**Explanation**
Business management advisory services from the Chamber of Crafts and Trades.

**Contact**
Chamber of Crafts and Trades (HWK) Potsdam
Charlottenstraße 34–36, 14467 Potsdam
Internet: hwk-potsdam.de
Contact person: Corinna Grafe
Tel.: +49 (0) 351 370 31 21
E-mail: corinna.grafe@hwk-potsdam.de
Contact person: Heike Kaunath
Tel.: +49 (0) 351 370 31 22
E-mail: heike.kaunath@hwk-potsdam.de

**Chamber of Crafts and Trades (HWK) Frankfurt (Oder)**

**Explanation**
Management, technical and legal advice on corporate governance.

**Target group**
Founders of craft enterprises.

**Services**
- Personal advice that is tailored and practical
- Free short seminars for those going into business for themselves as a livelihood
- Consultation days held on a regular basis in the advisory service centres of the Chamber of Crafts and Trades

**Contact**
Chamber of Crafts and Trades (HWK) Frankfurt (Oder)
Bahnhofstrasse 12, 15230 Frankfurt (Oder)
Internet: hwk-ff.de
Contact person: Ramona Melchert
Tel.: +49 (0) 335 561 91 21
E-mail: ramona.melchert@hwk-ff.de
Contact person: Martin Stadie
Tel.: +49 (0) 33434 439 27
E-mail: martin.stadie@hwk-ff.de

**Chamber of Commerce and Industry (IHK) Potsdam**

**Explanation**
Department of Business Development.

**Target group**
Those who are starting a business.

**Services**
The staff specialising in business development and helping those who are going into business for themselves as a livelihood would be happy to advise you on funding opportunities.

**Contact**
Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam
Contact person: Marion E. Ahrendt
Tel.: +49 (0) 351 278 63 06
E-mail: marion.ahrendt@ihk-potsdam.de
Internet: ihk-potsdam.de

**Brandenburg business-starting workshop**

**Target group**
Those who want to start a business and young entrepreneurs.

**Explanation**
The business-starting workshop is an association of Chambers of Commerce and Industry, Chambers of Crafts and Trades and other organisations that help people who want to start a business. They make use of a common technical basis for business plan preparation and providing support to people who are starting businesses. This is an Internet-based information, skill-building and consultation system. It combines the advantages of the digital world and personal advisory services and thus supports those who wish to go into business for themselves as a livelihood and their advisors during this process. Through regionally coordinated resources, it is possible to ensure neutral, competent and local support for those who are starting businesses through business-starting workshops.

**Services**
The business-starting workshop supports the planning and implementation of a business idea and accompanies the entire process of starting a business with an integrated information, learning and advisory service.

**Contact**
Internet: gw-brandenburg.de

**Starting a business**

**Business-Starting Centre Future Lusatia**

**Explanation**
Since 2006, the Business-Starting Centre Future Lusatia has been the first port of call in the Cottbus Chamber district when it comes to going into business for yourself as a livelihood, including representatives from the policy-making sphere and other supporters, Envia, LEAG, the chamber organisations and other supporters, including representatives from the business community.

**Contact**
Internet: Zukunftlausitz.de

**Chamber of Crafts and Trades (HWK) Cottbus**

**Explanation**
Free short seminars for those going into business for themselves as a livelihood.

**Target group**
Founders of craft enterprises.

**Services**
- Further training and coaching for those who start businesses
- Development of business and investment plans
- Extensive research into funding and support during the application process
- Accompaniment of the process of shaping up the business after initial launch is complete
- Networking
- Recruiting skilled workers
- Technology transfer
- Innovation and the digital transformation consultation services

**Contact**
Chamber of Crafts and Trades (HWK) Cottbus
Altermarkt 17, 03046 Cottbus
Internet: hwk-cottbus.de
Contact person: Anja Kappa
Tel.: +49 (0) 355 785 51 68
E-mail: kappa@hwk-cottbus.de
Contact person: Heike Dettmann
Tel.: +49 (0) 3575 782 563
E-mail: dettmann@hwk-cottbus.de
Starting a business

**Chamber of Commerce and Industry (IHK) Cottbus**

**Explanation**
Area of responsibility: assisting members.

**Target group**
Those who are starting a business.

**Services**
The staff at the regional centres of the Chamber of Commerce and Industry Cottbus would be happy to advise you on funding opportunities before and during the business-launch phase.

**Contact**
Chamber of Commerce and Industry (IHK) Cottbus Goethestrasse 1, 03046 Cottbus

Contact person: Stefanie Richter
Tel.: +49 (0) 355 365 33 00
E-mail: stefanie.richter@ihk-ostbrandenburg.de
Internet: www.ihk-ostbrandenburg.de

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**“Starting a business in Brandenburg” Initiative**

**Explanation**
As a competence centre, the “Starting a business in Brandenburg” initiative brings together important information about starting a business in Brandenburg from traditional launching of a business in the skilled crafts and trades to innovative start-ups in the areas of science and research. The following are involved in the initiative: the MWAЕ, the MWRK, the Brandenburg Chambers of Commerce and Industry and the Chambers of Crafts and Trades, the WFB, the ILB, Buergschaftsbank Brandenburg, BLRK and LAUF.

**Target group**
Those who want to start a business or take over an existing business.

**Services**
The focus of the cooperation is on consolidating and communicating information about starting a business in Brandenburg, improving conditions for new businesses and attracting partners and potential financiers.

**Contact**
“Starting a business in Brandenburg” initiative c/o Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAЕ) Heinrich-Mann-Allee 107, 14473 Potsdam
Tel.: +49 (0) 331 866 17 70

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**Innovations require courage (IbM)**

**Explanation**
Funded by resources provided by the European Union and the European Regional Development Fund (ERDF), IMI Brandenburg acts as a first port of call for small and medium-sized enterprises in Brandenburg to help them understand and take advantage of the potential of digital technologies and to launch process innovations in the area of automation and digital transformation.

**Target group**
Small and medium-sized enterprises (SMEs) in the commercial sector in Brandenburg.

**Services**
The provider-neutral and free service portfolio serves the areas of innovation, technology and knowledge.

The services include:
- Maturity determination - degree of technological sophistication and comparison with competitors
- Analysis of potential - comparison of relevance and prioritisation and specification of topic
- Project support - systematic and coordinated preparation for execution
- Partner acquisition - search for and networking with potential implementation partners
- Specialist and networking event - imparting methodological and technological expertise
- Tours of a model factory - illustration of functional principles and possibilities of various technologies

**Contact**
IMI Brandenburg Siemens-Halske-Ring 14, 03046 Cottbus
Tel.: +49 (0) 355 356 30
E-mail: info@imi-brandenburg.de
Internet: imi4bb.de

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**Chamber of Commerce and Industry (IHK) East Brandenburg**

**Explanation**
Service division.

**Target group**
Those who are starting a business.

**Services**
The staff at the regional centres of the Chamber of Commerce and Industry East Brandenburg would be happy to advise you on funding opportunities before and during the business-launch phase.

**Contact**
Chamber of Commerce and Industry (IHK) East Brandenburg Puschkinstrasse 12 b, 15236 Frankfurt (Oder)

Contact person: Annett Schubert
Tel.: +49 (0) 335 5621 1515
E-mail: annett.schubert@ihk-ostbrandenburg.de
Internet: ihk-ostbrandenburg.de

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**Investment Bank of the State of Brandenburg (ILB)**

**Services**
Precisely tailored advice for those who are starting a business and companies – support in terms of grants, low-interest loans, indemnification, loan guarantees, and venture and equity capital.

**Contact**
Investment Bank of the State of Brandenburg (ILB) Babelsberger Strasse 21, 14473 Potsdam
ILB Customer Service Centre
Tel.: +49 (0) 351 660 22 11
E-mail: beratung@ilb.de
Internet: ilb.de

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**Competence Centre for SMEs 4.0 Cottbus**

**Services**
The Competence Centre for SMEs 4.0 Cottbus supports small and medium-sized enterprises in Brandenburg in facing the challenges of increasing changes in the world of work and the resulting training and skill development measures that become necessary. Small and medium-sized enterprises (SMEs) in the commercial sector in Brandenburg.

**Contact**
Competence Centre for SMEs 4.0 Cottbus Siemens-Halske-Ring 14, 03046 Cottbus
Tel.: +49 (0) 355 693 144
E-mail: info@mittelstand-cottbus.de
Internet: kompetenzzentrum-cottbus.de

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Starting a business

NEOpreneurs

Explanation
The network in South Brandenburg for the young self-employed and part-time self-employed.

Target group
New and young entrepreneurs working in the trades and elsewhere.

Services
The NEOpreneurs network was established in January 2017. It brings new and young entrepreneurs into contact and gets them talking, creating synergies in the trades as well as for the region. In meet-ups taking place on a regular basis at a NEOpreneur’s company, entrepreneurs present their ideas, their businesses and their careers. On the NEOpreneurs Facebook page, entrepreneurs can exchange ideas, clarify questions and share information.

Contact
Internet: neopreneurs.de

Regional Pilot Services

Explanation
Advisory network supported by the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) in all districts and independent cities. Supported with funds from the European Social Fund (ESF) and the State of Brandenburg.

Services
Free advice, coaching and training in the pre-launch phase. In addition, business-starting workshops for young people are available to support people up to the age of 30 who are unemployed or threatened by unemployment and interested in starting a business.

Individual advice, coaching and skill development geared to the specific new business project. Support with financing planning and submitting an application for public development programmes, industry information, referral of potential cooperation partners, support in recruiting skilled workers and tailored training measures for the employees.

Contact
Brandenburg Economic Development Corporation (WFBB)
Babelsberger Strasse 21, 14475 Potsdam
Investment and Innovation Area
Contact person: Peter Effenberger
Tel.: +49 (0) 331 730 612 01
E-mail: peter.effenberger@wfbb.de
Internet: wfbb.de

Social Impact Lab Potsdam

Target group
Social service entrepreneurs, self-employed people with a migration background and those who are starting a business and still in the launch and founding phase.

Services
Professional support in the form of coaching, individual consultations, workshops, webinars, networking events and public relations work.

Contact
Internet: potsdam.socialimpactlab.eu

Lusatia Business Initiative (WIL)

Explanation
Regional action and networking platform that spans industries and crosses state borders and includes companies, institutions, chamber organisations and municipalities in Brandenburg’s and Saxony’s Lusatia. The primary concern is consolidating the strengths of the business location on a lasting basis on the basis of the “Lusatia Pact for the Future”.

Services
WIL has three thematic focuses that are implemented in specific projects and events: ► Consolidating and marketing the region’s economic power ► Training and recruiting junior staff and skilled workers ► Bringing together and expanding research and business relations

Contact
Lusatia Business Initiative (WIL), Brandenburg Office
Almamarkt 17, 03046 Cottbus
Tel.: +49 (0) 355 289 130 90
E-mail: info@wil-eue.de
Internet: wil-eue.de

“young companies”

Explanation
The STIC Wirtschaftsfoerdergesellschaft Maerkisch-Oderland mbH “young companies” project is funded by the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) using resources from the European Social Fund (ESF) and the State of Brandenburg. “young companies” is only responsible for the chamber district of East Brandenburg.

Target group
Those who are starting a business.

Services
“young companies” helps with first steps (registrations, permits, funding, grants, etc.), offers a network of experienced entrepreneurs, economic development specialists, associations, institutions and press representatives and organises regular exchanges of experience and network meetings. “young companies” offers the following support:
► Evaluation of your business idea and what you bring to the table
► Support in the development of a business idea
► Verification of marketability
► Professional help with the creation of a business concept
► Individual coaching
► Practical workshops (taxes, marketing, sales, social media, communication, sustainability, etc.)
► Advisory services geared toward women

Contact
STIC Wirtschaftsfoerdergesellschaft Maerkisch-Oderland mbH
Garzauer Chaussee 1a, 15344 Strausberg
Strausberg | Ekeren
Contact person: Claudia Rosenstengel
Tel.: +49 (0) 3541 335 213
E-mail: info@young-companies.de
Frankfurt (Oder) | Fuerstenwalde | Letschin
Contact person: Rebekka Schween
Tel.: +49 (0) 157 36 66 48 91
E-mail: r.schween@young-companies.de
Bernau | Prenzlau | Schwedt | Eberswalde
Contact person: Bjoern Baugatz
Tel.: +49 (0) 3334 826 04 01
E-mail: b.baugatz@young-companies.de
Internet: young-companies.de

Central Innovation Programme for SMEs (ZIM)

Explanation
Network promotion within the framework of the Central Innovation Programme for SMEs (ZIM) through network management and support for R&D projects without restriction to specific technology fields and sectors. Networks of at least six small and medium-sized enterprises (SMEs), with other partners also being able to participate. Funded by the Federal Ministry for Economic Affairs and Energy (BMWi).

Target group
Small and medium-sized enterprises (SMEs), with research institutions, university institutes, large companies and other institutions participating as additional partners.

Services
Network management services and promotion of network-designed R&D projects based on shared ideas for development and exploitation of innovative products, processes or technical services in a technologically or regionally oriented network or along a value chain.

Contact
VDI/VOE Innovation + Technik GmbH
Project sponsor of the ZIM networks and their RD projects, Steinteplatz 1, 10623 Berlin
Tel.: +49 (0) 30 310 07 80
Support for national ZIM innovation networks and their R&D projects
Tel.: +49 (0) 30 310 078 380
Support for international ZIM innovation networks and their R&D projects
Tel.: +49 (0) 30 310 078 492
E-mail: zim@vdive-de.it.de
Internet: zim.de
Starting a business

**Advisory and support services**

**Business Plan Competition Berlin-Brandenburg (BPW)**

**Explanation**
Germany’s largest regional competition for people who are starting businesses. The Business Plan Competition is jointly supported by the Berlin Senate Department for Economic Affairs, Energy and Enterprises and the Brandenburg Ministry for Economic Affairs, Labour and Energy (MWEA) and funded by the European Social Fund (ESF).

**Target group**
Those who have a good business idea and plan to start a related business in Berlin or Brandenburg.

**Services**
The Berlin-Brandenburg Business Plan Competition (BPW) offers a wide range of support for interested business-starters. In addition to the chance to win prize money, participants can attend seminars, take advantage of individual consultations, meet people in the large network and get feedback on how to optimise their business concepts. Participants can get in touch with potential investors, partners or even customers.

**Contact**
Business Plan Competition Berlin-Brandenburg Office at the Investment Bank of the State of Brandenburg (ILB) Babelsberger Strasse 21, 14473 Potsdam
Tel.: +49 (0) 351 660 22 22
E-mail: info@bpw.de
Internet: b-pw.de

**German Founders’ and Entrepreneurs’ Days (deGUT)**

**Explanation**
Held once a year in October, Germany’s largest start-up and business fair, sponsored by the Ministry of Economic Affairs, Labour and Energy (MWEA) of the State of Brandenburg and the Senate Department for Economic Affairs, Energy and Enterprises of the state of Brandenburg with funds from the German states and the European Social Fund (ESF).

**Target group**
Founders, young companies.

**Services**
The deGUT (German Founders’ and Entrepreneurs’ Days) is the longest-running supra-regional trade fair for self-employment and entrepreneurship in Germany. Over the course of two days, young entrepreneurs and those who want to start a business receive all important information, valuable contact opportunities and individual advice all in one place. In addition to a comprehensive seminar programme, information is provided by business development agencies, employment agencies, banks and ministries, colleges and universities, technology and start-up centres, chambers of commerce, professional associations and business consultancies, among other organisations. The organisers are ILB and IBB.

**Contact**
deGUT Project Office Brandenburg c/o Investment Bank of the State of Brandenburg (ILB) Babelsberger Strasse 21, 14473 Potsdam
Tel.: +49 (0) 351 660 14 50
E-mail: christina.arend@ilb.de
Internet: deGUT.de

**Founders’ Week**

**Explanation**
The objectives of Start-up Week Germany are to provide impetus for a new culture that encourages people to start businesses and a friendlier climate for start-ups.

**Target group**
Those who are starting a business.

**Services**
During this nationwide action week that takes place annually in mid-November, the partners of Start-up Week offer more than 1500 workshops, seminars, business games, competitions and many other events on the topic of professional self-employment.

**Contact**
Federal Ministry for Economic Affairs and Energy (BMWWI) Public Relations Scharnhorststrasse 34-37, 10115 Berlin
Tel.: +49 (0) 30 186 156 141
E-mail: kontakt@gruenderwoche.de
Internet: gruenderwoche.de

**Lusatian Start-up Competition LEX**

**Explanation**
Lectures for founders and young companies

**Target group**
Students, college and university graduates, scientific staff, employees, business founders, inventors, developers and entrepreneurs from all sectors.

**Services**
Whether skilled craftsperson or professor – anyone with an innovative product or service idea can take part in LEX. Business plans for starting a company, for taking over an existing enterprise or for expanding a business into a new area can be submitted. The business must be started, taken over or expanded in Lusatia, and the related activity must have taken place no more than four years ago. Companies founded before this date can only participate if they want to expand into a new business area. If a particular case is not clear-cut, the competition organisers will decide whether entry is permitted.

**Contact**
Founders’ Forum Potsdam, c/o State Capital Potsdam Business Development Office Friedrich-Ebert-Strasse 79/81, 14467 Potsdam
Tel.: +49 (0) 351 289-2845
E-mail: gruenderforum@raehaus.potsdam.de
Internet: gruender-in-potsdam.de

**Start-up Day Potsdam**

**Explanation**
This day offers a comprehensive and diverse programme related to topics of interest to those going into business for themselves as a livelihood and the development of young companies.

Participants can expect lectures filled with practical tips, topic-specific workshops, panel discussions and stories told by courageous entrepreneurs.

**Target group**
Founders and young companies.

**Services**
The partners of Start-up Day Potsdam who are relevant to the subject of starting a business will be available for personal consultations and to respond to your questions at an informal fair taking place as part of the supporting programme. Potsdam Economic Development Corporation, the chamber organisations, the colleges and universities, Buergschaftsbank Brandenburg GmbH, Berliner Volksbank eG, Mittelbrandenburgische Sparkasse, Brandenburg Economic Development Corporation, Investment Bank of the State of Brandenburg (ILB), the Potsdam Tax Office, the Technology and Start-up Centres, Enterprise business-starting workshop, the German Patent and Trademark Office and many more will be there.

**Programme:**
- Panel discussion on the topic of “Success Stories”
- Keynote on a current topic
- FounderTalk with founders from Potsdam
- Lectures for founders and young companies
- Partners on site: More than 25 partners of the Founders’ Forum Potsdam are available to answer your questions on the topics of “initial information and getting your bearings”, “advice, coaching and mentoring”, “financing and funding”, “science, creative industries, innovations”, “starting a business with a migration background”, “young people” and “locations and premises for start-ups.”
- Networking: exchange and getting to know each other on site

**Contact**
Founders’ Forum Potsdam, c/o State Capital Potsdam Business Development Office Friedrich-Ebert-Strasse 79/81, 14467 Potsdam
Tel.: +49 (0) 351 289-2845
E-mail: gruenderforum@raehaus.potsdam.de
Internet: gruender-in-potsdam.de

**Brandenburg Women’s Entrepreneurship and Founder’s Competition**

**Explanation**
This day offers a comprehensive and diverse programme related to topics of interest to those going into business for themselves as a livelihood and the development of young companies.

Participants can expect lectures filled with practical tips, topic-specific workshops, panel discussions and stories told by courageous entrepreneurs.

**Target group**
Founders and young companies.

**Services**
The partners of Start-up Day Potsdam who are relevant to the subject of starting a business will be available for personal consultations and to respond to your questions at an informal fair taking place as part of the supporting programme. Potsdam Economic Development Corporation, the chamber organisations, the colleges and universities, Buergschaftsbank Brandenburg GmbH, Berliner Volksbank eG, Mittelbrandenburgische Sparkasse, Brandenburg Economic Development Corporation, Investment Bank of the State of Brandenburg (ILB), the Potsdam Tax Office, the Technology and Start-up Centres, Enterprise business-starting workshop, the German Patent and Trademark Office and many more will be there.

**Programme:**
- Panel discussion on the topic of “Success Stories”
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- Lectures for founders and young companies
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Tel.: +49 (0) 351 289-2845
E-mail: gruenderforum@raehaus.potsdam.de
Internet: gruender-in-potsdam.de

**“How to start a business” brochure of the Chambers of Commerce and Industry**

In the brochure (which is also available in English), the Brandenburg Chambers of Commerce and Industry provide practical advice on everything from your initial idea for a business and a business plan to investment, financing and profitability planning. Questions and checklists ensure that you keep everything in mind. You can also learn about the variety of options for starting a business: Starting a new business, taking over an existing business, and franchising.

**“Setting up a business in the State of Brandenburg” – a guide to setting up your business**

The guidebook “Setting up a business in the State of Brandenburg” published by the Chamber of Commerce and Industry (IHK) East Brandenburg in Cottbus offers information and services for starting a business on a step-by-step basis to those who want to go into business for themselves as a livelihood. The brochure provides practical advice on everything from the initial business idea and the business plan to investment, financing and profitability planning. Questions and checklists ensure that you keep everything in mind. Across a total of 75 pages, people interested in setting up a business learn about the things they need to pay attention to and where they can get help. The brochure is available in printed form or can be downloaded as a PDF.

**Contact**
- [ihk.potsdam.de](http://ihk.potsdam.de) | Setting up a business
- [Basics of starting a business](http://brochure.onstarting-a-business.de) | Brochure on starting a business

**What COMPETITIONS exist?**

<table>
<thead>
<tr>
<th>Competition</th>
<th>Description</th>
<th>Contact Information</th>
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</thead>
<tbody>
<tr>
<td>Business Plan Competition Berlin-Brandenburg (BPW)</td>
<td>Offers a wide range of support for interested business-starters.</td>
<td>Tel.: +49 (0) 351 660 22 22</td>
</tr>
<tr>
<td>German Founders’ and Entrepreneurs’ Days (deGUT)</td>
<td>Held once a year in October, Germany’s largest start-up and business fair.</td>
<td>Tel.: +49 (0) 30 186 156 141</td>
</tr>
<tr>
<td>Lusatian Start-up Competition LEX</td>
<td>Focuses on students, college and university graduates.</td>
<td>Tel.: +49 (0) 351 289-2845</td>
</tr>
<tr>
<td>Start-up Day Potsdam</td>
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</tr>
</tbody>
</table>

**Contact**
- [ugt-brandenburg.de](http://ugt-brandenburg.de) | E-mail: info@ugt-brandenburg.de |

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**Contact**
- [LEX](http://lex.de) | E-mail: kontakt@lex.de |

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**Contact**
- [Tel.: +49 (0) 30 186 156 141](http://kontakt@gruenderwoche.de) | E-mail: kontakt@gruenderwoche.de |
In the tourism industry, fresh ideas are often needed to attract new guests as well as keep regular guests coming back. However, it is difficult for small and medium-sized enterprises to implement a great idea or further develop their range of products and services using their own financial resources. For this reason, this funding guide was compiled especially for companies in the tourism industry, allowing them to be provided with a better overview of the many different opportunities for obtaining funding. The brochure can be downloaded as a PDF.

- tourismusnetzwerk-brandenburg.de | Continuing education | Primer on funding for those who host tourists in holiday destination Brandenburg

Online portal of the Karlsruhe University of Applied Sciences for women who are starting businesses

Online course for women who are going into business for themselves as a livelihood.

- gruenderinnen.de

Founders’ portal of the Federal Ministry of Economic Affairs and Technology

Information, advice and services relating to the subject of going into business for yourself as a livelihood.

- existenzgruender.de

EXIST online portal

EXIST is a development programme of the Federal Ministry for Economic Affairs and Energy (BMWi) to improve the start-up climate at universities and non-university research institutions. In addition, the number and success of technology-oriented and knowledge-based start-ups is to be increased. To bring this about, the BMWi supports university graduates, scientists and students in preparing their technology-oriented and knowledge-based start-ups.

- exist.de

Online portal of the Start-up Competition – Digital Innovations

With the “Start-up Competition – Digital Innovations”, the BMWi recognises and rewards ideas for innovative start-ups based on digital technologies.

- gruenderwettbewerb.de

Online portal of JUNIOR programmes / Experience business

The nationwide JUNIOR programmes offer young people who have not yet graduated from high school the opportunity to start their own business while there are still in school.

- junior-programme.de

Online portals for Technology and Start-up Centres in the State of Brandenburg

Information on all locations and focus areas of the TSC in the State of Brandenburg.

- tgbew.de
- innovationszentren.de

Online portal for the promotion of entrepreneurial know-how

- bafa.de | Business and SME support | Advisory services and financing | Business advisory services

ILB online portal on support programmes for those going into business for themselves as a livelihood

- ilb.de | Economy | Going into business for yourself as a livelihood
- ilb.de | FundingFinder

Newsletter of the ILB – Information service of the ILB on funding offers

- ilb.de Service: ILB Newsletter

Additional contact persons and addresses can be found in the service section of this brochure.
GROW | EXPAND | INVEST

The State of Brandenburg is among the most economically successful regions in Europe.

Brandenburg has been on a sustainable path of growth for many years. After the difficult and far-reaching transformational processes of the 1990s, the economic and promotional policies of the state government have led to the state now being among the top five German states – with the trend in this direction further accelerating. Another indicator of success for the economic policy of the German capital region is growth in terms of value added by Brandenburg companies.

How does the State of Brandenburg provide funding for investments in growth and expansion?

Companies that invest in Brandenburg can benefit from a variety of different support mechanisms that include funding from the state, the federal government and the EU. Measures to reduce investors’ equity requirements can take the form of grants, public loan programmes and equity contributions or state and federal loan guarantee schemes. Operating costs can be reduced using wage subsidies, training and onboarding support, as well as support for research and development. You can obtain expert advice and support for your investment from the Investment Bank of the State of Brandenburg (ILB) as well as the Brandenburg Economic Development Corporation (WFBB).

Who supports you in making investments in growth and expansion?

The ILB and the WFBB are important contacts for companies looking to invest and expand. Brandenburg’s Chambers of Commerce and Industry and Chambers of Crafts and Trades also offer a wide range of advice and support options, such as for when you are applying for funding. Other contacts are the municipal and regional economic development agencies. The Single Point of Contact for the Land of Brandenburg (EAPBbg) is available as a procedural intermediary and can help you find information. It can also help you take care of all relevant procedures and formalities online, along with any work that is necessary to get recognition of a professional qualification acquired abroad in professions whose exercise in Germany is dependent on special requirements due to legal provisions to this effect. For further assistance, you will find contact details for the relevant advisory service centres, for central points of contact and for offices offering advice on special issues and the respective reference to the websites.

Which development programmes are specifically suitable for your project?

The development programmes listed in this brochure and at foerdernavigator-brandenburg.de are a selection of the most important funding opportunities. The development programmes are sorted according to the funding type, from subsidies/grants to loans and investments through to loan guarantees and equity financing. This allows you to easily find your way in the list depending on your financing needs. The best way to find out whether other development programmes are suitable for your project is to take advantage of a personal consultation offered at one of the points of contact mentioned.

Online you will find an overview of all current development programmes for growth and expansion investments in Brandenburg, each geared to specific target groups and funding purposes. ► foerdernavigator-brandenburg.de

### Development programmes

<table>
<thead>
<tr>
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- Brandenburg loan for small and medium-sized enterprises  
- Brandenburg loan mezzanine II  
- ERP regional development programme  
- Craftsperson instant loan  
- ILB syndicated financing for SMEs  
- KfW energy-efficiency programme for production facilities/processes (KfW product number 292)  
- KfW environmental protection programme (KfW product number 240)  
- KfW entrepreneur loan with SME window (KfW product number 037/047)  
- Microloan Brandenburg  
- Instant loan for entrepreneurs  
- Investments of Mittelstaedtische Beteiligungsgesellschaft Berlin-Brandenburg GmbH  
- Loan guarantee of the federal government and the State of Brandenburg  
- Loan guarantees of the State of Brandenburg for businesses and the liberal professions  
- Classic loan guarantee (assumption of deficiency guarantees by Buergschaftsbank Brandenburg)  
- Loan guarantees without a bank – special programme of Buergschaftsbank Brandenburg  
- ERP investment programme (KfW product number 104)  
- ERP/EIF mezzanine umbrella fund, European Angels fund, ERP/EIF umbrella fund for Germany, ERP/EIF growth facility  
- Early-stage and growth fund – Early-stage financing  
- Early-stage and growth fund – Growth financing  
- State loan guarantee programme for small and medium-sized enterprises  |

| GRANTS and ADVISORY SERVICES |  
- Getting-started grants – support for unemployed young adults and those at risk of unemployment  
- Funding of qualified training in the integrated system (PAV) in the State of Brandenburg  
- Funding of social service innovations (model for promotion of employment and reduction of poverty)  
- GRW funding of business-related municipal infrastructure  
- GRW funding for the growth programme for small enterprises  
- Sustainable development of urban and surrounding areas (NESUR-SMEs)  
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- Brandenburg loan mezzanine II  
- ERP regional development programme  
- Craftsperson instant loan  
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Loans

Brandenburg loan for small and medium-sized enterprises

Who receives support?
- Companies (SMEs) in the commercial sector and freelancers who have been active in the market for at least 5 years.
- Natural persons who rent or lease commercial real estate – irrespective of when the business activity was started
- Enterprises in agriculture, forestry, fisheries and aquaculture are excluded

What is supported?
- Investments including acquisition of other undertakings and acquisition of an active stake under certain conditions as well as procurement of operating equipment.
  - The following are excluded from receiving support:
    - Installations for the use of renewable energies
    - Recapitalisation loans and enterprises experiencing economic difficulties
    - Debt rescheduling (except for equipment financing)
    - Follow-up financing of existing loans and refinancing of projects that already started
    - Second jobs
    - Sole takeover of company shares within the meaning of a financial investment (share deals)
    - Investments in sectors excluded under EU aid law

What are the conditions of the support?
- Loan, no more than €25 million per project
- Disbursement 100%
- Term: up to 5 or 10 years, up to 5 years for operating equipment
- Interest rate determination according to credit rating and collateralisation classes
- Combinations with other development programmes are possible
- The programme is based on KfW’s ERP universal business-starting loan and includes an additional interest rate subsidy provided by the ILB.

This programme is suitable for the development objectives:
- Grow/expand/invest
- Succession/taking over an existing business

Contact person/application
Via the principal bank to the Investment Bank of the State of Brandenburg
Tel.: +49 (0) 331 660 2211
E-mail: kundencenter@ilb.de

For more information, please visit
https://fnb.works/d02

Brandenburg loan for starting a business

Who receives support?
- Those going into business for themselves as a livelihood
- Small and medium-sized enterprises (SMEs) in the commercial sector
- Commercial enterprises with group turnover of no more than €50 million and a registered office or business premises in Brandenburg

What is supported?
- Starting a new business, acquisition of an existing business or taking an active stake in a business
- Going into business for yourself as a second job
- Consolidation measures within 5 years after starting a business
- Financing of operating equipment and investments

What are the conditions of the support?
- Loan of up to €25 million per project
- 100% financing possible
- Term of loan: up to 5, 10 or 20 years with no more than 1 to 3 years in which the loan is repayment-free
- Up to 5 years for equipment

The programme is based on KfW’s ERP universal business-starting loan and includes an additional interest rate subsidy provided by the ILB.

This programme is suitable for the development objectives:
- Grow/expand/invest
- Starting a business

Contact person/application
Via the principal bank to the Investment Bank of the State of Brandenburg
Tel.: +49 (0) 331 660 2211
E-mail: kundencenter@ilb.de

For more information, please visit
https://fnb.works/d03

Brandenburg innovation loan with indemnification

Who receives support?
- Small and medium-sized enterprises (SMEs) in the commercial sector and companies with fewer than 500 employees.
- These are small SMEs and start-ups that meet 1 of a total of 12 innovation criteria, such as production and development of innovative products, applications for patents and receipt of innovation funding.

What is supported?
- Investments
- Operating equipment
- Business transfers
- Digital transformation projects

What are the conditions of the support?
- Loans from €100,000 to €3 million with 70% indemnification by the ILB. In cooperation with Buergschaftsbank Brandenburg, an indemnification of 80% is also possible for SMEs.
- Term: at least 12 months, no more than 5 years for equipment financing, no more than 10 years for investment financing with a fixed repayment schedule
- KfW’s risk-adjusted interest rate system, passing on of the benefit of EIF’s support to the final borrower through reduction of the pro-rata risk margin
- Minimum rating of company: KfW credit rating class 7 or S&P B rating

This programme is suitable for the development objectives:
- Grow/expand/invest
- Succession/taking over an existing business
- Research/innovation/technology

Contact person/application
Via the principal bank to the Investment Bank of the State of Brandenburg
Lajana Foelsche, tel.: +49 (0) 331 660 1191
Thomas Hegner, tel.: +49 (0) 331 660 1561

For more information, please visit
https://fnb.works/d04

Investments

Investments of Mittelstaendischen Beteiligungsgesellschaft Berlin-Brandenburg GmbH

Who receives support?
- Companies (SMEs) with a registered office or investment projects in Berlin or Brandenburg with an annual turnover of up to €50 million and fewer than 250 employees.

What is supported?
- Strengthening of the equity base for investment, innovation and growth.

What are the conditions of the support?
- Silent investment
- From €50,000, also in stages
- Term: up to 10 years
- Investments are repaid at nominal value without participation in growth in the value of the enterprise.
- Early repayment is possible.
- Investments do not require any enterprise-related collateral.

This programme is suitable for the development objectives:
- Grow/expand/invest
- Research/innovation/technology

Contact person/application
Mittelstaedtische Beteiligungsgesellschaft Berlin-Brandenburg GmbH, Brandenburg Office
Tel.: +49 (0) 331 649 63 0
E-mail: brandenburg@mbg-bb.de

For more information, please visit
https://fnb.works/d01

Development programmes
Development programmes

LOANS

Brandenburg loan mezzanine II
(valid until 31 October 2023)

Who receives support?
- Small and medium-sized enterprises (SMEs) in the commercial sector and members of the liberal professions that have been active in the market for at least 3 years and have their registered office or a place of business in the State of Brandenburg.
- Minimum turnover annually: €500,000
- Enterprises in agriculture, forestry, fisheries and aquaculture are excluded

What is supported?
Financing of projects planned in the State of Brandenburg for development or expansion of business activities:
- Investments in fixed assets (except investments in which assets are just being replaced)
- Acquisition of land and buildings (up to 10% of the loan amount)
- Procurement of operating equipment and intangible economic assets
- Operating resources (raw materials, goods and inventories), personnel costs, rents
- Pre-financing of orders
- Development of new business areas

The following are excluded from receiving support:
- Companies experiencing economic difficulties
- Repayment of existing liabilities
- Value-added tax
- Export-related activities

What are the conditions of the support?
Loans in the form of a subordinated loan, at least €200,000, and in line with the EU reference rate communication
- Procurement of operating equipment and intangible economic assets
- Operating resources (raw materials, goods and inventories), personnel costs, rents
- Pre-financing of orders
- Development of new business areas

The following are excluded from receiving support:
- Companies experiencing economic difficulties
- Repayment of existing liabilities
- Value-added tax
- Export-related activities

What are the conditions of the support?
Loans in the form of a subordinated loan, at least €200,000, and in line with the EU reference rate communication

For more information, please visit
https://fnb.works/b02
Grow | Expand | Invest

Development programmes

LOAN GUARANTEES and INVESTMENTS

Buergschaftsbank Brandenburg

Loan guarantees without a bank – special programme of Buergschaftsbank Brandenburg

What is supported?
This is a special programme of Buergschaftsbank Brandenburg that helps enterprises attain access to loans of up to €400,000. The bank assumes responsibility for initial assessment of the project and the financing concept. All forms of credit financing for business projects are guaranteed, such as long-term loans, advances on current account or surety credit lines. Recapitalisation loans and paying off existing loans are excluded from receiving support.

What are the conditions of the support?
- Loan guarantee.
  - Cover for missing collateral up to no more than 80% of the investment amount
  - The entrepreneur takes the guarantee commitment, which remains in place for two months, to the principal bank of their choice, which then grants the loan to be guaranteed.
  - Upon request, the employees of the Buergschaftsbank can assist in finding contact persons at the credit institutions.

This programme is suitable for the support objective:
- Grow/expand/invest

Contact person/application
Buergschaftsbank Brandenburg GmbH
Tel.: +49 (0) 331 660 22 00
E-mail: kundencenter@ilb.de

For more information, please visit
https://fnb.works/b04

Get started grants – support for unemployed young adults and those at risk of unemployment

Who receives support?
- Those who are going into business for themselves as a livelihood
- Enterprises in the commercial economy

What is supported?
This programme is suitable for the support objective:
- Grow/expand/invest
- Work/skill development

Who receives support?
- Legal entities under public and private law
- Partnerships with legal capacity

What is supported?
Support is provided for a state-wide project that addresses both sides of the labour market. At the same time, young adults who have completed vocational training or a university degree are to be supported in their integration into jobs suitable for training and companies are to be supported in filling vacancies with young skilled workers.

What are the conditions of the support?
Grant.
Funding is provided for personnel expenses of the grant recipient, expenses for skill development by external service providers and other expenses of the grant recipient using a flat rate of 22% as the basis.

This programme is suitable for the development objectives:
- Grow/expand/invest
- Work/skill development

Contact person/application
Online via the ILB customer portal Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 00
E-mail: kundencenter@ilb.de

For more information, please visit
https://fnb.works/z12

ERF investment programme (KfW product number 104)

Who receives support?
Small and medium-sized enterprises (SMEs) in the commercial sector (= investees) according to the EU definition of SMEs, privately owned and based in Germany with up to €50 million in group turnover per year (in justified cases up to €75 million).

What is supported?
Expansion of the equity base or consolidation of financial ratios to finance:
- Cooperations
- Innovations
- Conversions due to structural change
- Establishment, expansion, fundamental rationalisations or conversions of facilities
- New businesses that will serve as a person’s livelihood
In exceptional cases, support can also be provided in the event of inheritance disputes or withdrawal of partners.

What are the conditions of the support?
Investment by private equity investors in Germany up to €1.25 million. The investment should not exceed the equity capital available to the investee; in exceptional cases, investments of up to €2.5 million are possible. Investment period of up to 12.5 years.
- Term: up to 15 years
- Independent agreement of the investment fee
- Refinancing loan of up to 100% of the investment amount
- Disbursement 100%
- No commitment fee

This programme is suitable for the support objective:
- Grow/expand/invest

Contact person/application
Via private equity companies or the principal bank to KfW.
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
https://fnb.works/b07

ERP/EIF umbrella fund, European Angels fund, ERP/EIF mezzanine umbrella fund for Germany, ERP/EIF growth facility

Who receives support?
- Innovative growth companies based in Germany
- No sector limitation/preferences
- Venture capital fund managers who plan to launch a co-investment fund are eligible for funding.

What is supported?
Closing the existing gap in funding resources to enable promising enterprises to experience strong growth.

What are the conditions of the support?
Provide venture capital to successful venture capital funds and fund managers to refinance co-investment funds they manage.

The amount of the investment in the respective co-investment fund should be between €20 million and €60 million. The amount invested in a single enterprise in the portfolio should not exceed one third of the capital of the co-investment fund.

Enquiries can be sent directly to the European Investment Fund (EIF).

This programme is suitable for the support objective:
- Grow/expand/invest

Contact person/application
European Investment Fund (EIF)
37B, avenue J.F. Kennedy, L-2968 Luxembourg
Tel.: +352 00352 248 51
E-mail: info@eif.org

For more information, please visit
https://fnb.works/b08

LOAN GUARANTEES and INVESTMENTS

Investment Bank of the State of Brandenburg (ILB)

12.5 years.
- Independent a greement of the investment fee
- Refinancing loan of up to 100% of the investment amount
- Disbursement 100%
- No commitment fee

This programme is suitable for the support objective:
- Grow/expand/invest

Contact person/application
12.5 years.
- Independent agreement of the investment fee
- Refinancing loan of up to 100% of the investment amount
- Disbursement 100%
- No commitment fee

This programme is suitable for the support objective:
- Grow/expand/invest

Contact person/application
Private equity companies or the principal bank to KfW.
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
https://fnb.works/b07

LOAN GUARANTEES and INVESTMENTS

European Investment Fund (EIF)
37B, avenue J.F. Kennedy, L-2968 Luxembourg
Tel.: +352 00352 248 51
E-mail: info@eif.org

For more information, please visit
https://fnb.works/z12

Grants and ADVISORY SERVICES

For more information, please visit
https://fnb.works/b04

Development programmes
**LOANS**

**ERP regional development programme (KfW product number 062)**

Who receives support?
- Companies in the commercial sector in regions that are structurally weak (as defined by the GRW directive), especially manufacturing, trade and other services.
- Domestic and foreign SMEs and freelancers who have been operating for at least 5 years
- For letting and leasing of commercial real estate: private individuals, SMEs and freelancers regardless of the duration of the business activity

It is important that the investment location, not the registered office of the company, is in a regional development area.

What is supported?
- Investments for construction, takeover, expansion or conversion
- Active participation
- Intangible assets
- Machinery and equipment
- Acquisition of land and buildings
- Commercial construction costs
- Management support, training, advisory services
- Measures to tap into new markets or roll out new production methods

What are the conditions of the support?
- Loan, maximum amount of €3 million per project, up to 100% of the investment costs
- Term of up to 10 years, in the case of investments or acquisition of companies and investments up to 20 years
- Effective interest rate of between 1.03% and 7.64%, determined according to the credit rating and collateralisation classes
- Management support, training, advisory services
- Measures to tap into new markets or roll out new production methods

This programme is suitable for the development objectives:
- Grow/expand/invest
- Succession/taking over an existing business

Contact person/application
Via principal bank to KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
https://fnb.works/d11

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**GRANTS and ADVISORY SERVICES**

**Funding of qualified training in the integrated system (PAV) in the State of Brandenburg**

Who receives support?
- Chambers
- Education providers
- Legal entities under private and public law

What is supported?
- Measures to strengthen the willingness of companies to provide training (general integrated system training, inter-company apprenticeship training)
- Measures to improve the quality of training in the company as a place of learning (good learning in the company)
- Measures to increase the placement of those who want to be trained (service points for integrated system training)

What are the conditions of the support?
- Grant (exempt).
  - General integrated system education: Personnel and material expenses per course day and trainee:
  - For "integrated system training", €35.00
  - For "additional qualifications/key skills, exam preparation" for teaching additional qualifications and key competences, €39.00, and for implementing subject-specific courses for exam preparation, €51.50
  - The total expenditure eligible for support is subsidised at a rate of 90%. The minimum funding amount per application is €1,000. You can find additional subsidies/grants online. Up to €50,000 per grant recipient and training year.

This programme is suitable for the development objectives:
- Grow/expand/invest
- Work/skill development

Contact person/application
Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 351 660 22 00
E-mail: kundencenter@ilb.de
For more information, please visit
https://fnb.works/e33

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**GRANTS and ADVISORY SERVICES**

**Funding for social service innovations (Model for promotion of employment and reduction of poverty)**

Who receives support?
- Natural persons
- Legal entities under public and private law
- Partnerships with legal capacity, irrespective of their legal form

What is supported?
- Funding is provided for development projects and model projects that develop new employment policy ideas in the form of innovative concepts and test innovative approaches to action. The funding is aimed at all players in the labour market (chamber organisations, management and labour, employment promotion agencies, educational institutions, independent providers, associations, local initiatives, etc.) who want to develop and test new innovative approaches.

What are the conditions of the support?
- Grant.
  - For development projects: lump-sum personnel and material expenses of the grant recipient are funded up to €50,000 based on a detailed application calculation. Applications can be submitted online through the ILB customer portal.
  - For model projects: up to €300,000 in funding is provided for direct personnel expenses of the grant recipient as well as the remaining expenses as a residual cost lump sum amounting to 40% of direct personnel expenses. Applications that meet certain deadlines can be submitted online through the ILB customer portal.

This programme is suitable for the development objectives:
- Grow/expand/invest
- Starting a business

Contact person/application
Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 351 660 22 00
E-mail: kundencenter@ilb.de
For more information, please visit
https://fnb.works/e34

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**GRANTS and ADVISORY SERVICES**

**Early-stage and growth fund – Early-stage financing**

Who receives support?
- Unlisted small and medium-sized enterprises (SMEs) with an innovative, technological orientation in the founding and launch phase with registered office in the State of Brandenburg. The entry in the commercial register of the enterprise may not date back more than 5 years.

What is supported?
- The early stage and growth fund is a programme with two financing components:
  - Early-stage financing
  - Growth financing (see follow-up programme)

Support for Investments in:
- Property, plant and equipment
- Intangible fixed assets
- Operating equipment
- Technology development
- Product development
- Market launch

What are the conditions of the support?
- Open-ended investment in combination with a subordinated loan depending on capital requirements and the liquidity and balance sheet situation.
  - Minority stake in the amount of 15% of the share capital without company valuation
  - Subordinated loan (up to €1.2 million, including open-ended investment)
  - No co-investor required, but a contribution from the found- ers, shareholders or third parties is desired.

This programme is suitable for the development objectives:
- Starting a business
- Grow/expand/invest
- Research/innovation/technology

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 351 660 16 98
E-mail: brandenburg-kapital@ilb.de
For more information, please visit
https://fnb.works/b09
### LOAN GUARANTEES and INVESTMENTS

#### Early-stage and growth fund – Growth financing
(Valid until 31 December 2023)

**Who receives support?**
- Technology-oriented small and medium-sized commercial enterprises (SMEs) based in the State of Brandenburg in the growth and expansion phase.

**What is supported?**
The early stage and growth fund is a programme with two financing components:
- Early-stage financing
- Growth financing

**Support for investments in:**
- Property, plant and equipment
- Intangible fixed assets
- Operating equipment
- Technology development
- Product development
- Market launch

**What are the conditions of the support?**
Open-ended and/or quasi-participatory investment.

- At least €300,000
- Up to €6.4 million, minority stake
- In conjunction with a private independent co-investor under the same conditions

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business
- Research/innovation/technology

**Contact person/application**
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 311 660 16 98
E-mail: brandenburg-kapital@ilb.de
For more information, please visit: [https://fnb.works/b10](https://fnb.works/b10)

#### GRANTS and ADVISORY SERVICES

**GRW funding of business-related municipal infrastructure**
(Valid until 31 December 2021)

**Who receives support?**
- Regional authorities
- Municipal special purpose associations

**What is supported?**
Projects eligible for funding include those involving development of industrial and commercial sites, construction or expansion of facilities to connect commercial enterprises to the supra-regional road and rail transport networks, the construction or expansion of water supply pipelines and distribution systems, sewage lines, electricity, gas, district heating and other energy lines and distribution facilities to connect commercial enterprises to the regional and national supply network, tourism measures to improve the quality of public infrastructure in state-recognised health resorts and recreation areas, cycle paths and waterways, nature-, health-oriented and barrier-free tourism, construction or expansion of vocational training facilities, construction or expansion of communication links (broadband), regional budget and management projects for regional growth cores, regional development concepts, planning and advisory services, cooperation networks and innovation clusters.

**What are the conditions of the support?**
Grant for material costs (only projects with eligible expenditure of at least €60,000 and no more than €2 million are funded – does not apply to regional development concepts and planning and advisory services).

**This programme is suitable for the support objective:**
- Grow/expand/invest

**Contact person/application**
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 311 660 22 11
E-mail: kundencenter@ilb.de
For more information, please visit: [https://fnb.works/c37](https://fnb.works/c37)

### GRANTS and ADVISORY SERVICES

#### GRW funding for improvement of the regional economic structure – Major directive (GRW-G)
(Valid until 31 December 2021)

**Who receives support?**
Large and medium-sized enterprises as well as small enterprises with projects of €2 million or more.

**What is supported?**
- Establishment of business premises
- Expansion of business premises
- Takeover of business premises that have been closed or are threatened with closure
- Diversification of business premises (new, additional products) into new economic activities
- Fundamental changes to the overall production process
- Environmental investment aid for large companies

Priority is given to tourism projects in the areas of health tourism in state-recognised spa and recreation resorts, cycling and water tourism, and projects that contribute to the development of innovative tourism products or that add to those that are already available.

**What are the conditions of the support?**
Grant covering material costs or wage costs (only projects with eligible expenses of at least €100,000 are funded).

- Funding covering up to 10% of costs can be provided.
- The maximum grant rate is granted upon fulfilment of least 10% new jobs.
- Additional amounts of 10% may be granted for medium-sized enterprises and 20% for small enterprises.
- Near the border with Poland, an additional amount of 10% may be granted.

**This programme is suitable for the development objectives:**
- Grow/expand/invest

**Contact person/application**
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 311 660 22 11
E-mail: kundencenter@ilb.de
For more information, please visit: [https://fnb.works/c39](https://fnb.works/c39)

### GRANTS and ADVISORY SERVICES

#### GRW funding for the growth programme for small enterprises
(Valid until 31 December 2021)

**Who receives support?**
Small commercial enterprises.

**What is supported?**
- Establishment of business premises
- Expansion of business premises
- Takeover of business premises that have been closed or are threatened with closure
- Diversification of an establishment (new additional products)
- Fundamental changes to the overall production process
- Support for material costs or wage costs (only projects with expenses of at least €100,000 and no more than €2 million are eligible for funding).

- Funding may be granted up to a maximum of 30% and up to 40% when the activity is located on the border to Poland.
- Other aid for the investment will be counted towards the funding rate.

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Starting a business

**Contact person/application**
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 311 660 22 11
E-mail: kundencenter@ilb.de
For more information, please visit: [https://fnb.works/c39](https://fnb.works/c39)
Craftsperson instant loan

Who receives support?
Small and medium-sized craft enterprises (SMEs) based in the State of Brandenburg.

What is supported?
For the guaranteed loan, 1% of the remaining loan amount is due for each calendar year begun.

Contact person/application
Henning Franke, tel.:+49 (0) 331 660 15 92
For more information, please visit https://fnb.works/d12

ILB syndicated financing for SMEs

Who receives support?
SMEs and large companies based in Brandenburg or those that invest in Brandenburg and have been active in the market for at least 3 years. To strengthen the Berlin-Brandenburg metropolitan region, companies based in or investing in Berlin may also be eligible to apply in individual cases. They must be able to demonstrate an appropriate connection to Brandenburg and the application must be submitted in agreement with Investitionsbank Berlin.

What is supported?
Co-financing of investments of every kind or to cover operating equipment requirements, including credit lines.

What are the conditions of the support?
Loan up to no more than €125,000
Loan guarantee up to no more than €100,000
The guarantee is limited to a maximum of 80% of the loan amount.
A one-time fee of 1.5% (minimum amount €500) is due for processing the application.
For the guaranteed loan, 1% of the remaining loan amount is due for each calendar year begun.

This programme is suitable for the support objective: Grow/expand/invest

Contact person/application
Via the principal bank to the Investment Bank of the State of Brandenburg
Henning Franke, tel.: +49 (0) 331 660 15 92
Thomas Hegner, tel.: +49 (0) 331 660 15 61
For more information, please visit https://fnb.works/d13

KfW energy-efficiency programme for production facilities/processes (KfW product number 292)

Who receives support?
Majority privately owned domestic and foreign commercial enterprises, Freelancers, Companies that provide (energy) services for a third party on commercial non-residential buildings within the scope of a contracting agreement (without restrictions due to the size of turnover).

What is supported?
Projects in other countries can also be funded. German commercial enterprises and freelance professionals and subsidiaries of the above-mentioned German enterprises based in other countries may apply, along with joint ventures outside Germany with significant German participation.

What are the conditions of the support?
Investments for energy conservation of at least 10%:
- Machines/equipment/process technology
- Compressed air/vacuum/extraction technology
- Electric drives/pumps
- Process cooling and process heat
- Heat recovery/waste heat utilisation
- Measurement and control technology
- ICT, power, heat, cogeneration plants
- In case of projects in other countries or joint ventures and investments, the costs attributable to the German investor/share are funded. For projects in the EU, the share of EU joint venture partners is also eligible. Outside the EU, an environmental and social impact assessment is required.

Contact person/application
Via principal bank to KfW
Henning Franke, tel.: +49 (0) 331 660 15 92
For more information, please visit https://fnb.works/d14

KfW environmental protection programme (KfW product number 240)

Who receives support?
Domestic and foreign commercial enterprises for which the majority is in private ownership, Freelancers, Companies that provide services for a third party and carry out investments within the scope of a contracting agreement.

What is supported?
Increasing resource efficiency/material savings
Reduction/prevention of air pollution, noise and vibration, such as procurement of commercially used vehicles with electric and hybrid drives and fuel cell vehicles as well as construction of charging stations for e-vehicles and refuelling stations for H2
Waste prevention and treatment recycling
Improvement of wastewater treatment
Wastewater reduction and prevention
Efficient energy generation/use
Soil and groundwater protection
Remediation of contaminated sites/areas as a prerequisite for operational investments as well as expenses for planning and implementation support

What are the conditions of the support?
Loans.
- Up to 100% of costs eligible for receiving funding, no more than €25 million per project
- Term: 5/10/20 years
- Interest rate: risk-adjusted interest system
- Disbursement 100%
- Standard bank collateral
You do not receive your loan directly from KfW but from a financing partner such as your bank.

This programme is suitable for the development objectives: Grow/expand/invest, Energy/environment/mobility

Contact person/application
Via principal bank to KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)
For more information, please visit https://fnb.works/d17

Grow | Expand | Invest

Development programmes
Apply now: KfW coronavirus crisis assistance for enterprises.

**Who receives support?**
- Companies that have been active in the market for at least 5 years
- Large companies with no limit on turnover
- Small and medium-sized enterprises (SMEs) in the commercial sector with a maximum of 250 employees and up to €50 million in group turnover per year
- Liberal professions

Apply now: KfW coronavirus crisis assistance for enterprises.

Are you experiencing financial difficulties due to the coronavirus crisis and need a loan? You can take out a loan for investments and operating equipment with your bank or savings bank until 30 June 2021.

**What is supported?**
- Those going into business for themselves as a livelihood
- Small and medium-sized enterprises (SMEs) in the commercial sector
- Freelancers who have their registered office in the State of Brandenburg

**What are the conditions of the support?**
- Proportional assumption of liability of up to 75% in regard to the principal bank for short-, medium- and long-term loans of all kinds (no export loans)
- Recapitalisation loans are excluded from receiving support.

**What is supported?**
- Guarantees for loans and guarantees for loans as a minority holding
- Loans for building loan guarantees for commercial properties

**What are the conditions of the support?**
- 15% one-time processing fee of the loan amount (at least €50, due upon approval of the guarantee, 1.0% per year, guarantee commission of the respective remaining loan)
- Loans of at least €2000 up to a maximum of €25,000 per project.

**What is supported?**
- Loans for building loan guarantees for commercial properties

**What are the conditions of the support?**
- Term: no more than 15 years, for building loans and support loans with extensive terms of up to 23 years
- 1.5% one-time processing fee of the loan amount (at least €50, due upon approval of the guarantee, 1.0% per year, guarantee commission of the respective remaining loan)

**Contact person/application**
- Via principal bank to KfW
- Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
- [https://fnb.works/d18](https://fnb.works/d18)

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**Who receives support?**
- SMEs in the commercial sector, those taking over existing businesses and natural persons under the following conditions:
- Founded no more than 10 years ago
- Commercial or freelance activity as a primary or second job
- Existing or future business premises or headquarters in the State of Brandenburg

**What are the conditions of the support?**
- Loans of at least €2000 up to a maximum of €25,000 per project.
- Term: up to 5 years, with up to 6 repayment-free months
- Interest rate: 1.77%
- Repayment: early repayment without early repayment penalty possible at any time with prior written notice (at least 1 month).
- 100% financing possible
- Provision of collateral not required

The application will be processed after all documents have been submitted. An expert opinion (IHK, HWK, MWAE) is required.

**Contact person/application**
- Investment Bank of the State of Brandenburg (ILB)
- Tel.: +49 (0) 331 660 22 11
- E-mail: kundencenter@ilb.de

For more information, please visit
- [https://fnb.works/b12](https://fnb.works/b12)

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**Who receives support?**
- Companies that have been active in the market for at least 5 years
- Large companies with no limit on turnover
- Small and medium-sized enterprises (SMEs) in the commercial sector with a maximum of 250 employees and up to €50 million in group turnover per year
- Liberal professions

Apply now: KfW coronavirus crisis assistance for enterprises.

Apply now: KfW coronavirus crisis assistance for enterprises.

Are you experiencing financial difficulties due to the coronavirus crisis and need a loan? You can take out a loan for investments and operating equipment with your bank or savings bank until 30 June 2021.

**What is supported?**
- Investment financing up to €100 million per company, up to 100% of costs eligible for receiving funding
- Term: up to 10 years with no more than 2 repayment-free initial years (10/2)
- Interest rate: according to credit rating and collateralisation classes
- For SMEs, 50% indemnification is possible; otherwise, there is no indemnification
- Can be combined with other programmes

**What are the conditions of the support?**
- KfW grants loans under this programme exclusively through credit institutions (banks and savings banks), which are fully or partially liable for the loans they pass through. Before you start your project, you submit your application to a credit institution of your choice.

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business

**Contact person/application**
- Via principal bank to KfW
- Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
- [https://fnb.works/d18](https://fnb.works/d18)

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**Who receives support?**
- SMEs in the commercial sector, those taking over existing businesses and natural persons under the following conditions:
- Founded no more than 10 years ago
- Commercial or freelance activity as a primary or second job
- Existing or future business premises or headquarters in the State of Brandenburg

**What are the conditions of the support?**
- Loans of at least €2000 up to a maximum of €25,000 per project.
- Term: up to 5 years, with up to 6 repayment-free months
- Interest rate: 1.77%
- Repayment: early repayment without early repayment penalty possible at any time with prior written notice (at least 1 month).
- 100% financing possible
- Provision of collateral not required

The application will be processed after all documents have been submitted. An expert opinion (IHK, HWK, MWAE) is required.

**Contact person/application**
- Investment Bank of the State of Brandenburg (ILB)
- Tel.: +49 (0) 331 660 22 11
- E-mail: kundencenter@ilb.de

For more information, please visit
- [https://fnb.works/b12](https://fnb.works/b12)
Who receives support?
Small and medium-sized enterprises (SMEs) in the commercial sector, including freelancers from the fields of:
- Retail
- Gastronomy
- Craft enterprises
- Haulage companies
- Companies in the creative industries
- Other service providers
Your business premises are located in the catchment area of a central location with a declining population. Funding is only provided for projects that sustainably establish or permanently improve the entrepreneurial performance of SMEs. A maximum of two applications may be submitted per SME.

What is supported?
- Investments for the construction, expansion, conversion, rationalisation or modernisation of the premises of a business
- Relocation of businesses or new settlements
- Other investment projects by SMEs with a particular interest in urban development policy
- Setting up and relocating businesses in start-up, craft, creative, innovation, commercial and health centres
- Investments related to local or environmentally friendly products or services in conjunction with starting up a business or creating accessibility or better reconciling family and career
- Support for taking over an existing business or safeguarding the continued existence of an SME

What are the conditions of the support?
- Partial project funding for investment projects that serve to safeguard and expand existing enterprises, including taking over an existing business and starting/setting up a new business
- The funding rate is up to 50% of the eligible expenditure.
- The grant must amount to at least €3000 and not exceed €200,000.
- Mandatory consultation before submission of an application

This programme is suitable for the development objectives:
- Succession/taking over an existing business
- Grow/expand/invest

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de
For more information, please visit https://fnb.works/z49

GRANTS and ADVISORY SERVICES
Sustainable development of urban and surrounding areas (NESUR-SMEs)
(valid until 31 December 2023)

LOANS
Instant loan for entrepreneurs

Who receives support?
Small and medium-sized enterprises (SMEs) based in the State of Brandenburg with a positive expert opinion from the relevant Chamber of Commerce and Industry.

What is supported?
Financing of short-term capital requirements, investments or bridging of short-term liquidity bottlenecks.

What are the conditions of the support?
- Loan up to no more than €125,000
- Loan guarantee up to no more than €100,000
- Regardless of where you first present your loan request (Chamber of Commerce and Industry, principal bank or guarantee bank), a decision will be made within 10 working days after all documents have been submitted, and the loan will be made available with the accompanying guarantee.
- The advisors at your Chamber of Commerce and Industry will help you compile the necessary documents.
- Your credit institution and Buergschaftsbank Brandenburg will examine and decide on your application in parallel.

This programme is suitable for the support objective:
- Grow/expand/invest

Contact person/application
Buergschaftsbank Brandenburg GmbH
Tel.: +49 (0) 331 649 63 0
E-mail: info@bb-br.de
For more information, please visit https://fnb.works/d21
Grow | Expand | Invest

Advisory and support services

Chamber of Crafts and Trades (HWK) Cottbus

Business, legal and technical advice on investment projects, business expansions, new business fields.

Target group
Craft enterprise entrepreneurs who need advice on financing and subsidies.

Contact
Chamber of Crafts and Trades (HWK) Cottbus
Altmarkt 17, 03046 Cottbus

E-mail: steinicke@hwk-cottbus.de
Internet: hwk-cottbus.de

Contact person: Matthias Steinicke
Tel.: +49 (0) 355 783 51 06
E-mail: steinicke@hwk-cottbus.de

Chamber of Crafts and Trades (HWK) Potsdam

First port of call for service companies looking to grow, expand or invest in the State of Brandenburg.

Services
The EAPBbg assists in navigating the necessary administrative procedures for starting or changing a service project by receiving all necessary documents and forwarding them to the competent authorities, who then take care of the rest of the process.

Contact
Single Point of Contact for the State of Brandenburg (EAPBbg) at the Ministry of Economic Affairs, Labour and Energy (MWAE) Heinrich-Mann-Allee 107, 14473 Potsdam

Tel.: +49 (0) 331 866 18 05 or +49 (0) 331 866 18 06
E-mail: eap@mwae.brandenburg.de
Internet: eap.brandenburg.de

Contact person: Corinna Grafe
Tel.: +49 (0) 331 866 18 05 or +49 (0) 331 866 18 06
E-mail: corinna.grafe@hwkpotsdam.de
Contact person: Heike Kaunath
Tel.: +49 (0) 331 370 31 22
E-mail: heike.kaunath@hwkpotsdam.de
Internet: hwk-potsdam.de

Chamber of Commerce and Industry (IHK) Cottbus

Advice in all phases of the investment project, from the search for a location to completion of your business premises, support for financing planning, the application for public development programmes, industry information, the procurement of potential cooperation partners, the recruitment of skilled workers and tailored training of your employees to improve their qualifications.

Target group
Companies that are interested in investing.

Services
Advice in all phases of the investment project, from the search for a location to completion of your business premises, support with financing planning, the application for public development programmes, industry information, the procurement of potential cooperation partners, the recruitment of skilled workers and tailored training of your employees to improve their qualifications.

Contact
Brandenburg Economic Development Corporation (WFBB) Babelsberger Strasse 21, 14473 Potsdam

Tel.: +49 (0) 331 730 612 01
E-mail: peter.effenberger@wfbb.de
Internet: wfbb.de

Contact person: Peter Effenberger
Tel.: +49 (0) 331 730 612 01
E-mail: peter.effenberger@wfbb.de
Internet: wfbb.de

Chamber of Commerce and Industry (IHK) Frankfurt (Oder) – East Brandenburg Region

Target group
Craft enterprise entrepreneurs who would like to receive business management advice or information about grant resources.

Services
Information or advisory talks, initial consultation, intensive support over several days as well as assistance in applying for the "master craftsperson business-starting bonus."

Contact
Chamber of Crafts and Trades (HWK) Frankfurt (Oder) East Brandenburg Region
Bahnhofstrasse 12, 15236 Frankfurt (Oder)

Contact person: Ramona Melchert
Tel.: +49 (0) 335 561 91 21
E-mail: ramona.melchert@hwk-frankfurt.de

Chamber of Commerce and Industry (IHK) Frankfurt (Oder)

The staff specialising in business development and helping those who are going into business for themselves as a livelihood would be happy to advise you on financing opportunities.

Contact
Chamber of Commerce and Industry (IHK) Frankfurt (Oder)
Breite Strasse 2a–c, 14447 Potsdam

Contact person: Alexander Arnold
Tel.: +49 (0) 331 278 62 05
E-mail: alexander.arnold@ihk-potsdam.de
Internet: ihk-potsdam.de

Chamber of Commerce and Industry (IHK) Frankfurt (Oder)

Advice on technologies, innovations and the digital transformation.

Contact
Contact person: Matthias Steinicke
Tel.: +49 (0) 355 783 51 08
E-mail: steinicke@hwk-cottbus.de
Internet: hwk-cottbus.de

Chamber of Commerce and Industry (IHK) Cottbus

Advice on technologies, innovations and the digital transformation.

Contact
Chamber of Commerce and Industry (IHK) Cottbus
Goethestrasse 1, 03046 Cottbus

Contact person: Dan Hoffmann
Tel.: +49 (0) 355 365 15 51
E-mail: dan.hoffmann@cottbus.ihk.de
Internet: cottbus.ihk.de

Chamber of Commerce and Industry (IHK) East Brandenburg

The staff members demonstrate to companies what financing and funding opportunities for their investment project exist.

Contact
Chamber of Commerce and Industry (IHK) East Brandenburg
Department of Business Development
Puschkinstrasse 12 b, 15236 Frankfurt (Oder)

Contact person: Daniel Jungmann
Tel.: +49 (0) 335 562 11 20
E-mail: jungmann@ihk-ostbrandenburg.de
Internet: ihk-ostbrandenburg.de

Chamber of Commerce and Industry (IHK) Potsdam

Advice on technologies, innovations and the digital transformation.

Contact
Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14447 Potsdam

Contact person: Alexander Arnold
Tel.: +49 (0) 331 278 62 05
E-mail: alexander.arnold@ihk-potsdam.de
Internet: ihk-potsdam.de

Chamber of Commerce and Industry (IHK) Potsdam

Advice on technologies, innovations and the digital transformation.

Contact
Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14447 Potsdam

Contact person: Alexander Arnold
Tel.: +49 (0) 331 278 62 05
E-mail: alexander.arnold@ihk-potsdam.de
Internet: ihk-potsdam.de
What NETWORKING INITIATIVES are there?

**Lusatia Business Initiative (WiL)**

**Explanation**
Regional action and networking platform that spans industries and crosses state borders and includes companies, institutions, chamber organisations and municipalities in Brandenburg’s and Saxony’s Lusatia. The primary concern is consolidating the strengths of the business location on a lasting basis on the basis of the “Lusatia Pact for the Future”.

**Services**
The content-related work of WiL is geared towards three thematic focal points that are implemented in specific projects and events:
- Consolidating and marketing the region’s economic power
- Training and recruiting junior staff and skilled workers
- Bringing together and expanding research and business

**Contact**
Lusatia Business Initiative (WiL), Brandenburg Office
Altmarkt 17, 03046 Cottbus
Tel.: +49 (0) 355 289 130 90
E-mail: info@wil-ev.de
Internet: wil-ev.de

What FAIRS are there?

**German Founders’ and Entrepreneurs’ Days (deGUT)**

Held once a year in October as Germany’s largest start-up and business fair, this fair is sponsored by the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) and the Berlin Senate Department for Economic Affairs, Technology and Research with funds from the German states and the European Social Fund (ESF).

**Target group**
Entrepreneurs, young companies.

**Services**
The deGUT (German Founders’ and Entrepreneurs’ Days) is the longest-running supra-regional trade fair for self-employment and entrepreneurship in Germany. Over the course of two days, young entrepreneurs and those who want to start a business receive all important information, valuable contact opportunities and individual advice all in one place.

In addition to a comprehensive seminar programme, information is provided by business development agencies, employment agencies, banks and ministries, colleges and universities, technology and start-up centres, chambers of commerce, professional associations and business consultancies, among other organisations. The organisers are ILB and IBB.

**Contact**
deGUT Project Office Brandenburg
c/o Investment Bank of the State of Brandenburg (ILB)
Babelsberger Strasse 21, 14473 Potsdam
Tel.: +49 (0) 331 660 14 30
E-mail: christina.arend@ilb.de
Internet: deGUT.de

What PUBLICATIONS exist?

**“Your investment location Berlin-Brandenburg capital region” brochure**

Location brochure of Brandenburg Economic Development Corporation (WFBB) on behalf of the states of Berlin and Brandenburg with facts, figures, advantages of locations and information worth knowing about Brandenburg as a business location.
- wfbb.de | News | Download centre | Brochure | Your investment location Berlin-Brandenburg capital region

**“Investing” service package of Brandenburg Economic Development Corporation (WFBB)**

Advisory services of Brandenburg Economic Development Corporation (WFBB)
- wfbb.de | Our services | For investments | Service package

**“Treffpunkt Wirtschaft” newsletter of the Lausitz Economic Initiative**
- wil-ev.de | Downloads | “Treffpunkt Wirtschaft” newsletter

Additional contact persons and addresses can be found in the service section of this brochure.

Funding for business successions and takeovers

The State of Brandenburg, the federal government and the European Union provide a variety of development programs that support business successions and takeovers. In addition to these programmes, the following chapter contains contact persons, network initiatives and institutions that will provide you with advice and support. You can also access all programmes online at www.foerdernavigator-brandenburg.de
Succession | Takeover

How does the State of Brandenburg support those who are taking over existing businesses?

The state government provides funding from the European Social Fund (ESF) and the State of Brandenburg to “Support training for attaining qualifications and coaching measures for those going into business for themselves as a livelihood and those taking over existing businesses”. In addition to our support for those who are starting new businesses, we also do our best to support the takeover of existing businesses. This is of particular importance because many companies in Brandenburg were founded just after reunification and are now facing the issue of generational change. For this reason, those interested in taking over an existing business can also make use of the advisory services of the Regional Pilot Services, for example. This support is intended to make it easier to get started in taking over as the manager of a business.

The Chambers of Commerce and Industry and the Chambers of Crafts and Trades in the State of Brandenburg offer a free advisory service to provide guidance to those interested in taking over a business. In addition, the contingency manual of the Chambers of Commerce and Industry in cooperation with the Chambers of Crafts and Trades provides a succession manual to identify pending tasks that need to be carried out for business succession so that they can be taken care of one by one by working through checklists.

The Chambers of Crafts and Trades also provide advisory support through joint due diligence, continuation concepts, assistance with bank discussions, research into funding and help with applications. Following the takeover, support is provided during the consolidation phase. Other contacts are the municipal and regional economic development agencies. Those interested in succession can take advantage of the coaching and advice of the pilot services; interested parties from universities who are interested in founding a start-up can be assisted by the start-up services of the universities, parties interested in taking on an innovative succession project can receive help within the scope of the iBm – “Innovations require courage” programme of the WFBB and those up to the age of 30 who are interested in succession can take advantage of the IbM – “Innovations require courage” programme of the MWAE from the European Social Fund (ESF) and the State of Brandenburg, “young companies”, one of three business-starting workshops.

In the brochure “Brandenburg Business Development Navigator” and online at foerdernavigator-brandenburg.de, we offer you an overview of development programmes for business succession and takeover investments in Brandenburg, with each geared to specific target groups and funding purposes. For further assistance, you will find contact details for advisory service centres, central points of contact and offices offering advice on special issues. The development programmes are sorted according to the funding type, from subsidies/grants to loans and investments through to loan guarantees and equity financing. This allows you to easily find your way in the list depending on your financing needs.

The best way to find out whether other development programmes are suitable for your project is to take advantage of a personal consultation offered at one of the points of contact mentioned.

What assistance do the MWAE business succession guidelines provide?

In the brochure “Brandenburg Business Development Navigator” and online at foerdernavigator-brandenburg.de, we offer you an overview of development programmes for business succession and takeover investments in Brandenburg, with each geared to specific target groups and funding purposes. For further assistance, you will find contact details for advisory service centres, central points of contact and offices offering advice on special issues. The development programmes are sorted according to the funding type, from subsidies/grants to loans and investments through to loan guarantees and equity financing. This allows you to easily find your way in the list depending on your financing needs.

Which development programmes are specifically suitable for your project?

The best way to find out whether other development programmes are suitable for your project is to take advantage of a personal consultation offered at one of the points of contact mentioned.

Development programmes for succession and takeover projects

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Advisory services

- innovationen-brauchen-mut.de
- gruendung.wfbb.de.de | From A to Z | Going into business for yourself as a livelihood

The service of the "Starting a business in Brandenburg" initiative assists a variety of target groups, ranging from those wishing to start traditional businesses in the skilled crafts and trades to parties interested in founding an innovative start-up in science and research. Since the MWAE, the MiFPA, the Brandenburg Chambers of Commerce and Industry and the Chambers of Crafts and Trades, the WFBB, the ILB, the Buergerb路段bank Brandenburg as well as the BLRK and the LAUF pool their expertise within the initiative, those willing to start a business in Brandenburg will find optimal framework conditions also in terms of attracting partners and potential financiers.

At the same time, the state government is committed to raising awareness among young people in regard to the topic of start-ups and entrepreneurship. Funded by the MWAE from the European Social Fund and the State of Brandenburg, "young companies", one of three business-starting workshops for young people, was created for this purpose. These workshops offer free help with evaluating business ideas and starting a business. Support is provided for the implementation of business ideas, and practical workshops as well as women-specific advisory services are offered.

In addition, business-starting workshops and support outputs are also available in the districts for providing on-site advisory service in person. You can find a list of other pilot services, business-starting workshops and the business-starting service both in this brochure and online at foerdernavigator-brandenburg.de.

Introduction
**Succession | Takeover**

### LOANS

#### Brandenburg loan for small and medium-sized enterprises

**Who receives support?**
- Companies (SMEs) in the commercial sector and freelancers who have been active in the market for at least 5 years.
- Natural persons who rent or lease commercial real estate - irrespective of when the business activity was started
- Enterprises in agriculture, forestry, fisheries and aquaculture are excluded

**What is supported?**
Investments including acquisition of other undertakings and acquisition of an active stake under certain conditions as well as procurement of operating equipment.

The following are excluded from receiving support:
- Installations for the use of renewable energies
- Recapitalisation loans and enterprises experiencing economic difficulties
- Debt rescheduling (except for equipment financing)
- Follow-up financing of existing loans and refinancing of projects that already started
- Second jobs
- Sole takeover of company shares within the meaning of a collective agreement
- Investments in sectors excluded under EU aid law

**What are the conditions of the support?**
Loan, no more than €25 million per project, disbursement 100%.

- **Term:** up to 5 or 10 years, up to 5 years for operating equipment
- **Interest rate determination according to credit rating and collateralisation classes**
- **Combinations with other development programmes are possible**
- **The programme is based on the KfW entrepreneur loan and includes an additional interest rate subsidy from IIB.**

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business

**Contact person/application**
Via the principal bank to the Investment Bank of the State of Brandenburg
Tel.: +49 (0) 331 660 2211
E-mail: kundencenter@ilb.de

For more information, please visit
- [https://fnb.works/d02](https://fnb.works/d02)

#### Brandenburg innovation loan with indemnification

**Who receives support?**
- Small and medium-sized enterprises (SMEs) in the commercial sector and companies with fewer than 500 employees. These are small SMEs and start-ups that meet 1 of a total of 12 innovation criteria, such as production and development of innovative products, applications for patents and receipt of innovation funding.

**What is supported?**
- Investments
- Operating equipment
- Business transfers
- Digital transformation projects

**What are the conditions of the support?**
 Loans from €500,000 to €3 million with 70% indemnification by the IIB. In cooperation with Buergschaftsbank Brandenburg, an indemnification of 80% is also possible for SMEs.

- **Term:** at least 12 months, no more than 5 years for equipment financing, no more than 10 years for investment financing with a fixed repayment schedule
- **KfW’s risk-adjusted interest rate system, passing on of benefit of IIF’s support to the final borrower through reduction of the pro-rata risk margin**
- **Minimum rating of company: KfW credit rating class 7 or S&P B rating**

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business
- Research/innovation/technology

**Contact person/application**
Via the principal bank to the Investment Bank of the State of Brandenburg
Laiana Foelsche, tel.: +49 (0) 331 660 1191
Thomas Hegner, tel.: +49 (0) 331 660 1561

For more information, please visit
- [https://fnb.works/d04](https://fnb.works/d04)

### GRANTS and ADVISORY SERVICES

#### Business Plan Competition Berlin-Brandenburg (BPW)

**Who receives support?**
- Company founders
- Those who are taking over an existing company

**What is supported?**
Support in the creation of a business concept through participation in the Business Plan Competition with feedback from the jury members, information, seminars and networking events.

**What are the conditions of the support?**
Free consultation.

**This programme is suitable for the development objectives:**
- Starting a business
- Succession/taking over an existing business

**Contact person/application**
Business Plan Competition Berlin-Brandenburg (BPW)
Office at Investitionsbank Berlin
Tel.: +49 (0) 30 2125-2121
E-mail: info@b-p-w.de

For more information, please visit
- [https://fnb.works/z09](https://fnb.works/z09)

### LOANS

#### ERP universal business-starting loan (KfW product number 073–076)

**Who receives support?**
- Those going into business for themselves as a livelihood, young companies and freelancers up to a maximum of 5 years after the start of self-employment
- Natural persons who are taking over businesses and entering into active investment arrangements, even if they have already been self-employed for more than 5 years
- In cases where projects will take place in other countries, German companies and freelancers as well as their subsidiaries based abroad and joint ventures with significant German participation abroad with a group turnover of up to €500 million

**What is supported?**
- Start-up and consolidation measures as well as second jobs that are geared towards becoming full-time employment in the medium term
- Company successions
- Companies being restarted
- Co-financing of all investments that can be expected to achieve sustainable economic success
- Financing of equipment, including warehouses
- Debt rescheduling or refinancing of projects that are already complete is not permitted

**What are the conditions of the support?**
Loans of up to 100% of the borrowing requirement, no more than €25 million.

- **Term:** 5 years (1 year in which the loan is repayment-free), 10 years (2 years in which the loan is repayment-free), 20 years (5 years in which the loan is repayment-free)
- **Early repayment with early prepayment fees**
- **Standard bank collateral**
- **Disbursement 100%**

For investment financing, 90% indemnification is possible for companies with at least two annual financial statements. You do not receive your loan directly from KfW but from a financing partner such as your bank.

**This programme is suitable for the support objective:**
- Succession/taking over an existing business

**Contact person/application**
Via principal bank to KfW
Tel.: +49 (0) 400 539 90 01 (the call is free of charge)

For more information, please visit
- [https://fnb.works/d09](https://fnb.works/d09)
Succession | Takeover

**Development programmes**

**LOANS**

**ERP capital for starting a business** *(KfW product number 058)*

**Who receives support?**
Those going into business for themselves as a livelihood (including freelancers), those taking over a business as company successors, young entrepreneurs who are starting a business or consolidating a young company (up to 5 years after taking up the business activity), those who take a stake in a company as managing directors, those who are taking over a company within the scope of a business succession.

**What is supported?**
Support for investments such as:
- Land and buildings, construction costs, fixtures and fittings
- Company vehicles, operating and office equipment
- Intangible investments (licences and patents)
- Materials and inventory of goods (usually only initial provision of inventory)
- First participation in a trade fair
- Purchase of a company or share in a company

**What are the conditions of the support?**
Loan of equity character, at least 10% own funds, increase to up to 50% of the total financing requirement, not to exceed €500,000.

- **Interest rate:** 0.40% in the first to third year, 2.82% from the fourth year of the term of the loan onwards
- **Term:** 15 years, 10 years of that with fixed interest
- **Repayment:** 7 years repayment-free, during this time only interest and the guarantee fee must be paid, thereafter repayment in quarterly instalments with interest on the outstanding loan amount
- **Unscheduled repayment possible, but an early prepayment fee must be paid**
- **Disbursement:** 100%, 100% indemnification for the bank

You do not receive your loan directly from KfW but from a financing partner such as your bank.

**This programme is suitable for the development objectives:**
- Starting a business
- Succession/taking over an existing business

**Contact person/application**
Via principal bank to KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
- [https://fnb.works/d10](https://fnb.works/d10)

**ERP regional development programme** *(KfW product number 062)*

**Who receives support?**
- Companies in the commercial sector in regions that are structurally weak (as defined by the GRW directive), especially manufacturing, trade and other services.
- Domestic and foreign SMEs and freelancers that have been operating for at least 5 years
- For letting and leasing of commercial real estate: private individuals, SMEs and freelancers regardless of the duration of the business activity

It is important that the investment location, not the registered office of the company, is in a regional development area.

**What is supported?**
- Investments for construction, takeover, expansion or conversion
- Active participation
- Intangible assets
- Machinery and equipment
- Acquisition of land and buildings
- Commercial construction costs
- Management support, training, advisory services
- Measures to tap into new markets or roll out new production methods

**What are the conditions of the support?**
Loan, maximum amount of €3 million per project, up to 100% of the investment costs

- **Term of up to 10 years, in the case of investments or acquisition of companies and investments up to 20 years**
- **Effective interest rate:** between 1.09% and 7.64%, determined according to the credit rating and collateralisation classes
- **Standard bank collateralisation, disbursement 100%**
- **You do not receive your loan directly from KfW but from a financing partner such as your bank.**

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business

**Contact person/application**
Via principal bank to KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
- [https://fnb.works/d11](https://fnb.works/d11)

**GRANTS and ADVISORY SERVICES**

**Guidelines on going into business for yourself as a livelihood** *(valid until 31 December 2021)*

**Who receives support?**
Eligible to participate (according to advisory services) are:
- Regional pilot services – unemployed or employed residents of Brandenburg who want to start a business
- Pilot service for unemployed or employed migrants
- People with a migration background who live in Brandenburg and want to start a business
- Business-starting services – students, academic/scientific staff and alumni of Brandenburg colleges and universities
- Innovations require courage (IBM) – people who want to start an innovative business in the State of Brandenburg.

**What is supported?**
Within the framework of target-group-specific advisory services, those interested in starting a business or taking over an existing business are given comprehensive support from A to Z in preparing for their professional self-employment (including business financing) with tailored advice, coaching and training specifically geared to their new business project all the way to the point at which they have founded their business.

**What are the conditions of the support?**
- **Advisory services**
  - Participation is free of charge.
  - With innovative start-up projects, a small portion of the costs must be paid between formal founding and the start of business activities.

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business
- Advisory services

**Contact person/application**
List of business-starting advisory service centres online at
- [https://fnb.works/z21](https://fnb.works/z21)

**LOAN GUARANTEES and INVESTMENTS**

**Early-stage and growth fund – Growth financing** *(valid until 31 December 2023)*

**Who receives support?**
Technology-oriented small and medium-sized commercial enterprises (SMEs) based in the State of Brandenburg in the growth and expansion phase.

**What is supported?**
The early stage and growth fund is a programme with two financing components:
- Early-stage financing
- Growth financing

**Support for investments in:**
- Property, plant and equipment
- Intangible fixed assets
- Operating equipment
- Technology development
- Product development
- Market launch

**What are the conditions of the support?**
Open-ended and/or quasi-participatory investment.

- **At least €300,000**
- **Up to €6.4 million, minority stake**
- **In conjunction with a private independent co-investor under the same conditions**

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business
- Research/innovation/technology

**Contact person/application**
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 351 600 16 98
E-mail: brandenburg-kapital@ilb.de

For more information, please visit
- [https://fnb.works/b10](https://fnb.works/b10)
Who receives support?
- SMEs in the commercial sector, those taking over existing businesses and natural persons under the following conditions:
  - Founded no more than 10 years ago.
  - Commercial or freelance activity as a primary or second job.
  - Existing or future business premises or headquarters in the State of Brandenburg.

What is supported?
Financing of operational investments and operating equipment.

What are the conditions of the support?
- Loans of at least €2000 up to a maximum of €25,000 per project.
- Term: up to 5 years, with up to 6 repayment-free months.
- Interest rate: 1.77%.
- Repayment: early repayment without early repayment penalty possible at any time with prior written notice (at least 1 month).
- 100% financing possible.
- Provision of collateral not required.

The application will be processed after all documents have been submitted. An expert opinion (IHK, HWK, MWAE) is required.

This programme is suitable for the development objectives:
- Starting a business.
- Grow/expand/invest.
- Succession/taking over an existing business.

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de
For more information, please visit https://fnb.works/d18

LOANS
KfW entrepreneur loan with SME window
(KfW product number 037/047)

Who receives support?
- Companies that have been active in the market for at least 5 years.
- Large companies with no limit on turnover.
- Small and medium-sized enterprises (SMEs) in the commercial sector with a maximum of 250 employees and up to €50 million in group turnover per year.
- Liberal professions.

Apply now: KfW coronavirus crisis assistance for enterprises.

Liberal professions.

Are you experiencing financial difficulties due to the coronavirus crisis and need a loan? You can take out a loan for investments and operating equipment with your bank or savings bank until 30 June 2021.

What is supported?
Investments in Germany that can be expected to achieve sustainable economic success:
- Operating equipment, including warehouses.
- Ongoing costs, including rents and salaries.
- Machines/equipment/company vehicles.
- Furnishings and office equipment.
- Intangible assets from other companies.

The following are excluded from receiving support:
- Debt rescheduling.
- Supplementary financing.
- Follow-on financing.

What are the conditions of the support?
Investment financing up to €100 million per company, up to 100% of costs eligible for receiving funding.
- Term: up to 10 years with a maximum of 2 repayment-free initial years (10/2).
- Interest rate: according to credit rating and collateralisation.
- For SMEs, 50% indemnification is possible; otherwise, there is no indemnification.

- Can be combined with other programmes.

KfW grants loans under this programme exclusively through credit institutions (banks and savings banks), which are fully or partially liable for the loans they pass through. Before you start your project, you submit your application to a credit institution of your choice.

This programme is suitable for the development objectives:
- Growing/expanding/investing.
- Succession/taking over an existing business.

Contact person/application
Via principal bank to KfW.
Tel.: +49 (0) 800 539 90 01 (the call is free of charge).

For more information, please visit https://fnb.works/d18

LOANS
Microloan Brandenburg
(valid until 31 December 2022)

Who receives support?
SMEs in the commercial sector, those taking over existing businesses and natural persons under the following conditions:
- Founded no more than 10 years ago.
- Commercial or freelance activity as a primary or second job.
- Existing or future business premises or headquarters in the State of Brandenburg.

What is supported?
Financing of operational investments and operating equipment.

What are the conditions of the support?
Loans of at least €2000 up to a maximum of €25,000 per project.
- Term: up to 5 years, with up to 6 repayment-free months.
- Interest rate: 1.77%.
- Repayment: early repayment without early repayment penalty possible at any time with prior written notice (at least 1 month).
- 100% financing possible.
- Provision of collateral not required.

The application will be processed after all documents have been submitted. An expert opinion (IHK, HWK, MWAE) is required.

This programme is suitable for the development objectives:
- Starting a business.
- Grow/expand/invest.
- Succession/taking over an existing business.

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit https://fnb.works/d19

LOAN GUARANTEES and INVESTMENTS
Micromezzanine Investment for small and micro enterprises
(valid until 31 December 2022)

Who receives support?
- Small and micro enterprises, those going into business for themselves as a livelihood, at least 50 employees and turnover and balance sheet total not exceeding €10 million.
- Businesses that train, businesses that are started by people who are unemployed at the time or businesses that are run by women or people with a migration background.
- Commercially oriented social service enterprises.
- Environmentally oriented companies.

What is supported?
Development programme of the federal government.
- Increasing equity capital.
- Improving the credit rating to create additional credit leeway.
- Investment in operating equipment.
- No paying off of existing loans with the principal bank.
- Funding will not be provided for recapitalisation loans and enterprises that are experiencing economic difficulties.

What are the conditions of the support?
Silent investment of at least €10,000 and no more than €50,000.
- Term: no more than 10 years.
- Repayment: three equal annual instalments starting in the 7th year.
- Interest rate: with the maximum term, 8% interest annually on the amount of the investment, payable quarterly at the end of the quarter in each case.
- Variable profit sharing in the amount of 50% of the profit, no more than 1.5% annually on the amount of the investment.
- A combination with bank financing is possible.

This programme is suitable for the development objectives:
- Starting a business.
- Grow/expand/invest.

Contact person/application
Mittelständische Beteiligungsgesellschaft Berlin-Brandenburg GmbH, Brandenburg Office
Tel.: +49 (0) 331 649 65 0
E-mail: brandenburg@mbg-cc.de

For more information, please visit https://fnb.works/b13

GRANTS and ADVISORY SERVICES
Sustainable development of urban and surrounding areas (NESUR-SMEs)
(valid until 31 December 2022)

Who receives support?
Small and medium-sized enterprises (SMEs) in the commercial sector, including freelancers from the fields of:
- Retail.
- Gastronomy.
- Craft enterprises.
- Haulage companies.
- Companies in the creative industries.
- Other service providers.

Your business premises are located in the catchment area of a central location with a declining population. Funding is only provided for projects that sustainably establish or permanently improve the entrepreneurial performance of SMEs. A maximum of two applications may be submitted per SME.

What is supported?
- Investments for the construction, expansion, conversion, rationalisation or modernisation of the premises of business.
- Relocation of businesses or new settlements.
- Other investment projects by SMEs with a particular interest in urban development policy.
- Setting up and relocating businesses in start-up, craft, creative, innovation, commercial and health centres.
- Investments related to local or environmentally friendly products or services in conjunction with starting up a business or creating accessibility or better reconciling family and career.
- Support for taking over an existing business or safeguarding the continued existence of an SME.

What are the conditions of the support?
- Partial project funding for investment projects that serve to safeguard and expand existing enterprises, including taking over an existing business and starting/setting up a new business.
- The funding rate is up to 50% of the eligible expenditure.
- The grant must amount to at least €5000 and not exceed €200,000.
- Mandatory consultation before submission of an application.

This programme is suitable for the development objectives:
- Succession/taking over an existing business.
- Grow/expand/invest.

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit https://fnb.works/b49

Succession | Takeover

Development programmes
**ADVISORY and SUPPORT SERVICES**

**Brandenburg Single Point of Contact (EAPBbg)**

**Explanation**
First port of call for businesses that provide services.

**Target group**
Those taking over existing service enterprises or existing providers of cross-border services.

**Services**
The Single Point of Contact for the State of Brandenburg provides support in navigating the necessary administrative procedures for starting or modifying a service project. Here, the EAPBbg receives all necessary documents and forwards them to the competent authorities, who then take care of the rest of the process.

**Contact**
Single Point of Contact for the State of Brandenburg (EAPBbg)
at the Ministry of Economic Affairs, Labour and Energy Heinrich-Mann-Allee 107, 14473 Potsdam
Tel.: +49 (0) 331 866 18 06 or +49 (0) 0331 866 18 18
E-mail: eap@mwae.brandenburg.de
Internet: eap.brandenburg.de

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**Chamber of Crafts and Trades (HWK) Potsdam**

**Explanation**
The Chamber of Crafts and Trades Potsdam provides support in evaluating the business and its equipment in line with the market. Only after the valuation has been carried out can a well-founded statement be made about the amount of the purchase price.

**Target group**
Entrepreneurs who want to hand over their business to a new owner.

**Services**
The contact persons at the Chamber of Crafts and Trades Potsdam are specially trained and provide support with all questions relating to succession and valuation.

**Contact**
Chamber of Crafts and Trades (HWK) Potsdam Charlottenstrasse 34–36, 14467 Potsdam
Contact person: Corinna Grafe
Tel.: +49 (0) 331 370 31 21
E-mail: corinna.grafe@hwkpotsdam.de
Contact person: Helke Kautath
Tel.: +49 (0) 331 370 31 22
E-mail: helke.kautath@hwkpotsdam.de
Internet: hwk-potsdam.de

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**Chamber of Crafts and Trades (HWK) Cottbus**

**Explanation**
Carrying out enterprise evaluations and checks in the run-up to a company changing ownership.

**Target group**
Entrepreneurs who want to hand over their business to new owners as well as skilled workers and entrepreneurs who want to take over a business.

**Services**
Valuation of the company in line with the market and preparation of company exposés, search for a potential company successor, preparation of continuation concepts, implementation of comprehensive funding resources research and support with preparation of applications.

**Chamber of Commerce and Industry (IHK) Cottbus**

**Explanation**
Business administration advice regarding federal and state development programmes and funding/support for continuing education.

**Target group**
Craft enterprises that are seeking advice on the topics of financing and funding.

**Services**
Individual advice tailored to the craft sector in regard to economic, legal and technical issues.

**Contact**
Chamber of Crafts and Trades (HWK) Frankfurt (Oder) – East Brandenburg Region Bahnhofstrasse 12, 15230 Frankfurt (Oder)
Contact person: Martin Stadie
(Hennickendorf Advisory Services Office)
Tel.: +49 (0) 33434 439 27
E-mail: martin.stadie@hwk-fl.de
Internet: hwk-fl.de

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**Chamber of Commerce and Industry (IHK) Potsdam | IHK Succession Service**

**Target group**
those taking over an existing business.

**Services**
In a personal one-on-one meeting with our Succession Service Team, both business owners and potential successors to this business can learn about all aspects of the succession process.

**Contact**
Chamber of Commerce and Industry (IHK) Potsdam Breite Strasse 2a-c, 14467 Potsdam
Contact person: Andreas Lehmann
Tel.: +49 (0) 355 278 61 67
E-mail: andreas.lehmann@ihk-potsdam.de
Internet: ihk-potsdam.de

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**Chamber of Commerce and Industry (IHK) Frankfurt (Oder) – East Brandenburg Region**

**Target group**
those taking over an existing business.

**Services**
In a personal one-on-one meeting with our Succession Service Team, both business owners and potential successors to this business can learn about all aspects of the succession process.

**Contact**
Chamber of Commerce and Industry (IHK) Frankfurt (Oder) – East Brandenburg Region Bahnhofstrasse 12, 15230 Frankfurt (Oder)
Contact person: Nilis Guenther
Tel.: +49 (0) 355 365 31 02
E-mail: guenther@hwk-cottbus.de
Contact person: Heike Dettmann
Tel.: +49 (0) 3375 25 25 63
E-mail: dettmann@hwk-cottbus.de
Internet: hwk-cottbus.de

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**Chamber of Commerce and Industry (IHK) Cottbus**

**Target group**
those taking over an existing business.

**Services**
In a personal one-on-one meeting with our Succession Service Team, both business owners and potential successors to this business can learn about all aspects of the succession process.

**Contact**
Chamber of Commerce and Industry (IHK) Cottbus Mittelstrasse 5, 12529 Schoenefeld
Tel.: +49 (0) 355 365 14 09
E-mail: anja.beck@cottbus.ihk.de
Contact person: Jenny Beck
Goethestrasse 1, 03046 Cottbus
Tel.: +49 (0) 355 365 31 02
E-mail: bernd.hahn@cottbus.ihk.de
Contact person: Sandra Liersch
Mittelstrasse 5, 12529 Schoenefeld
Tel.: +49 (0) 355 365 31 05
E-mail: sandra.liersch@cottbus.ihk.de

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**Chamber of Commerce and Industry (IHK) Potsdam**

**Target group**
those taking over an existing business.

**Services**
In a personal one-on-one meeting with our Succession Service Team, both business owners and potential successors to this business can learn about all aspects of the succession process.

**Contact**
Chamber of Commerce and Industry (IHK) Potsdam Breite Strasse 2a-c, 14467 Potsdam
Contact person: Andreas Lehmann
Tel.: +49 (0) 355 278 61 67
E-mail: andreas.lehmann@ihk-potsdam.de
Internet: ihk-potsdam.de

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**Chamber of Commerce and Industry (IHK) Cottbus**

**Target group**
those taking over an existing business.

**Services**
In a personal one-on-one meeting with our Succession Service Team, both business owners and potential successors to this business can learn about all aspects of the succession process.

**Contact**
Chamber of Commerce and Industry (IHK) Cottbus Mittelstrasse 5, 12529 Schoenefeld
Tel.: +49 (0) 355 365 14 09
E-mail: anja.beck@cottbus.ihk.de
Contact person: Jenny Beck
Goethestrasse 1, 03046 Cottbus
Tel.: +49 (0) 355 365 31 02
E-mail: bernd.hahn@cottbus.ihk.de
Contact person: Sandra Liersch
Mittelstrasse 5, 12529 Schoenefeld
Tel.: +49 (0) 355 365 31 05
E-mail: sandra.liersch@cottbus.ihk.de

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**Chamber of Commerce and Industry (IHK) Potsdam**

**Target group**
those taking over an existing business.

**Services**
In a personal one-on-one meeting with our Succession Service Team, both business owners and potential successors to this business can learn about all aspects of the succession process.

**Contact**
Chamber of Commerce and Industry (IHK) Potsdam Breite Strasse 2a-c, 14467 Potsdam
Contact person: Andreas Lehmann
Tel.: +49 (0) 355 278 61 67
E-mail: andreas.lehmann@ihk-potsdam.de
Internet: ihk-potsdam.de
Succession | Takeover

IIMITER Brandenburg

Explanation
Funded by resources provided by the European Union and the European Regional Development Fund (ERDF), IIMITER Brandenburg acts as a first port of call for small and medium-sized enterprises in Brandenburg to help them understand and take advantage of the potential of digital technologies and to launch process innovations in the area of automation and digital transformation.

Target group
Small and medium-sized enterprises (SMEs) in the commercial sector in the State of Brandenburg.

Services
The provider-neutral and free service portfolio serves the areas of innovation, technology and knowledge. The services include:

- Maturity determination – degree of technological sophistication and comparison with competitors
- Analysis of potential – comparison of relevance and prioritisation and specification of topic
- Project support – systematic and coordinated preparation for execution
- Partner acquisition – search for and networking with potential implementation partners
- Specialist and networking event – imparting methodological and technological expertise
- Tours of a model factory – illustration of functional principles and possibilities of various technologies

Contact
BTU Cottbus-Senftenberg
Chair of Automation Technology
Siemens-Halske-Ring 14, 03046 Cottbus

Tel.: +49 (0) 355 694 228
E-mail: imi4bb@btu.de
Internet: imi4bb.de

Advisory and support services

Innovations require courage (ibM)

Explanation
Funded by the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) using resources provided by the European Social Fund (ESF) and the State of Brandenburg, the programme is implemented by the Brandenburg Economic Development Corporation (WFBB).

Target group
Those who want to implement new ideas and approaches in the takeover of an innovative company in the State of Brandenburg.

Services
Individual advice, coaching and skill development geared to the specific new business project. In the pre-launch phase, the costs for advice and coaching are 100% funded (the participants are only responsible for paying the value-added tax on the overall fee).

Between the time at which the business is formally founded and when the business activity starts (when goods and services begin to be offered on the market), the people starting a business are responsible for a co-payment of €200 per day’s work (8 hours), as well as the value-added tax on the overall fee.

In addition, it is free of charge to obtain industry- and cluster-specific expertise from the WFBB and its partners in regard to all issues relating to setting up a business and entering the market and the expertise of the Investment Bank of the State of Brandenburg (IB) regarding financing for starting and growing a business.

Support is also available to college/university-educated persons from EU and non-EU countries who want to start a business as well as to start-up founders from universities and non-university research institutions.

Contact
Brandenburg Economic Development Corporation (WFBB)
Babelsberger Strasse 21, 14473 Potsdam

Tel.: +49 (0) 331 70 44 57-2936
E-mail: ulrike.wohliert@wfbb.de
Internet: wfbb.de

Succession Service of the Chamber of Commerce and Industry (IHK) East Brandenburg

Target group
Those taking over an existing business.

Services
In a personal one-on-one meeting with our Succession Service Team, both business owners and potential successors to this business can learn about all aspects of the succession process.

Contact
Chamber of Commerce and Industry (IHK) East Brandenburg
Puschkinstrasse 12 b, 15236 Frankfurt (Oder)

Tel.: +49 (0) 335 562 113 15
E-mail: schubert@ihk-ostbrandenburg.de
Internet: ihk-ostbrandenburg.de

Regional Pilot Services

Explanation
Advisory network supported by the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) in all districts and independent cities. Supported with funds from the European Social Fund (ESF) and the State of Brandenburg.

Services
Free advice, coaching and training in the pre-launch phase. In addition, business-starting workshops for young people are available to support people up to the age of 30 who are unemployed or threatened by unemployment and interested in starting a business.

Individual advice, coaching and skill development geared to the specific new business project. In the pre-launch phase, the costs for advice and coaching are 100% funded (the participants are only responsible for paying the value-added tax on the overall fee). Between the time at which the business is formally founded and when the business activity starts (when goods and services begin to be offered on the market), the people starting a business are responsible for a co-payment of €200 per day’s work (8 hours), as well as the value-added tax on the overall fee. You can find a detailed list of regional pilot services in your region at

https://service.brandenburg.de/lis/detail.php?id=365130

Support for people wanting to set up a business in Maerkisch-Oderland

https://www.lotsendienst.net

Business-starting workshop for young people

https://www.zukunftlausitz.de/
Starting a business in Brandenburg initiative

**Explanation**
The most important information about getting started and links relating to going into business for your self, corporate governance and taking over an existing business can be obtained from the partners of the "Starting a business in Brandenburg" initiative. The actors involved in business start-up support include: MWAE, MWFK, the six Brandenburg Chambers of Commerce, Business Associations Bank Brandenburg, BLRK and LAUF as well as ILB and WBB. The Chambers of Commerce and Industry and the Chambers of Crafts and Trades in Brandenburg offer guidance to those going into business for themselves as a livelihood as well as to those taking over an existing business. Other contacts are the municipal and regional economic development agencies.

**Target group**
Those who want to start a business or take over an existing business.

**Services**
The focus of the cooperation is on consolidating and communicating information about starting a business in the State of Brandenburg, improving conditions for new businesses and attracting partners and potential financiers.

**Contact**
Starting a business in Brandenburg initiative

c/o Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAE)
Heinrich-Mann-Allee 107, 14473 Potsdam
Tel.: +49 (0) 331 866 17 70

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**Exp.**

**Lusatia Business Initiative (WiL)**

**Explanation**
Regional action and networking platform that spans industries and crosses state borders and includes companies, institutions, chamber organisations and municipalities in Brandenburg’s and Saxony’s Lusatia. The primary concern is consolidating the strengths of the business location on a lasting basis on the basis of the “Lusatia Pact for the Future”.

**Services**
WiL has three thematic focuses that are implemented in specific projects and events:
- Consolidating and marketing the region’s economic power
- Training and recruiting junior staff and skilled workers
- Bringing together and expanding research and business

**Contact**
Lusatia Business Initiative (WiL), Brandenburg Office
Altmarkt 17, 03046 Cottbus
Tel.: +49 (0) 355 289 130 90
E-mail: info@wil-ev.de
Internet: wil-ev.de

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**Business exchange next-change.org**

**Explanations**
Enterpreneurs who want to hand over their business to a new owner or take over an existing business can use this Internet platform free of charge and anonymously search for external takeover candidates regionally or nationally.

**Target group**
Enterpreneurs who want to hand over their business to a new owner or take over an existing business.

**Services**
Enterpreneurs and those looking to go into business for themselves as a livelihood can search through the ads on the exchange or place their own ads.
The Chamber of Commerce and Industry Potsdam helps with the entry of handover and takeover wishes and with the textual formulations.

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**Starting a business in Brandenburg initiative**

**Contact**
Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam

Contact person: Marion E. Ahrendt
Tel.: +49 (0) 331 278 63 06
E-mail: marion.ahrendt@ihk-potsdam.de
Internet: ihk-potsdam.de

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**Business Plan Competition Berlin-Brandenburg (BPW)**

**Explanation**
Germany’s largest regional competition for people who are starting businesses. The BPW is jointly supported by the Berlin Senate Department for Economic Affairs, Energy and Enterprises and the Brandenburg Ministry for Economic Affairs, Labour and Energy (MWAE) and funded by the European Social Fund (ESF).

**Target group**
those who have a good business idea and plan to start a related business in Berlin or Brandenburg.

**Services**
The Berlin-Brandenburg Business Plan Competition (BPW) offers a wide range of support for interested business-starters. In addition to the chance to win prize money, participants can attend seminars, take advantage of brief individual consultations, meet people in the large network and get feedback on how to optimise their business concepts. Participants can get in touch with potential investors, partners or even customers.

**Contact**
Business Plan Competition Berlin-Brandenburg
Office at the Investment Bank of the State of Brandenburg (ILB)
Babelsberger Strasse 21, 14473 Potsdam
Tel.: +49 (0) 331 660 22 22
E-mail: info@ilb-p-w.de
Internet: bpw-ilb.de

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**Brandenburg Women’s Entrepreneurship and Founder’s Competition**

**Target group**
Women entrepreneurs and women who are going into business for themselves as a livelihood in the State of Brandenburg.

**Services**
Under the auspices of the Minister President of the State of Brandenburg, the Ministry of Economic Affairs, Labour and Energy (MWAE) organises the “Brandenburg Women’s Entrepreneurship and Founder’s Competition” every 2 years. The prize money is between €3000 and €1000.

**Contact**
E-mail: info@ugt-brandenburg.de
Internet: ugt-brandenburg.de

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**German Founders’ and Entrepreneurs’ Days (deGUT)**

**Explanation**
Held once a year in October, Germany’s largest start-up and business fair, sponsored by the Ministry of Economic Affairs, Labour and Energy (MWAE) of the State of Brandenburg and the Senate Department for Economic Affairs, Energy and Enterprises of the state of Berlin with funds from the German states and the European Social Fund (ESF).

**Target group**
Founders, young companies.

**Services**
The deGUT (German Founders’ and Entrepreneurs’ Days) is the longest-running supra-regional trade fair for self-employment and entrepreneurship in Germany. Over the course of two days, young entrepreneurs and those who want to start a business receive all important information, valuable contact opportunities and individual advice all in one place. In addition to a comprehensive seminar programme, information is provided by business development agencies, employment agencies, banks and ministries, colleges and universities, technology and start-up centres, chambers of commerce, professional associations and business consultancies, among other organisations. The organisations are ILB and IBR.

**Contact**
deGUT Project Office Brandenburg

c/o Investment Bank of the State of Brandenburg (ILB)
Babelsberger Strasse 21, 14473 Potsdam
Tel.: +49 (0) 331 660 14 30
E-mail: christina.arend@ilb.de
Internet: deGUT.de
Handing over your business to a new owner is a one-time process associated with a great deal of complexity. Where do you start? How and with whom do you talk about it? And what is my business worth anyway? How can the purchase price be financed? You can get expert answers to these and other tricky questions from the Chambers of Crafts and Trades. Providing business succession advice is a focus of the free advisory services provided by the Chambers of Crafts and Trades; for this reason, all business consultants are trained to do this and have special qualifications in individual sub-areas. Contingency planning ensures that your business can continue if you are out of action for several weeks or a more prolonged period of time. The contingency “case” or contingency manual is used to collect important documents and information about the company in a central location.

Hawk-potsdam.de | Operational management | Corporate governance | Succession

On the independent information platform nachfolge-in-deutschland.de, the Interdisciplinary Research Institute for Entrepreneurship, SMEs and Family Businesses (EMF Institute) of the Berlin School of Economics and Law (HWR) provides knowledge, checklists and an interactive succession roadmap.

Nachfolgewiki.de

Nachfolgewiki.de is another digital reference work on the topic of business succession.

Business Exchange of HWK Potsdam

On the Business Exchange you will find current offers of businesses ready to be handed over and the search inquiries for suitable candidates for takeover.

Hawk-potsdam.de | Service Centre | Business Exchange

Additional contact persons and addresses can be found in the service section of this brochure.
A key theme of Brandenburg’s Energy Strategy 2030 is increasing energy efficiency. Much has already been achieved in this area through targeted development initiatives. Appropriate funding instruments are to be used to motivate Brandenburg companies to increase their focus on the topic of energy efficiency and to optimise their processes accordingly. The Investment Bank of the State of Brandenburg (ILB) and the Brandenburg Economic Development Corporation (WFBB) provide significant support in this regard.

In this brochure and online at foerdernavigator-brandenburg.de, you can get an overview of the development programmes that are currently available. Additional links provide detailed information on contact persons and details on submitting an application.

You will find more internet addresses in the service section of this brochure.

In the State of Brandenburg, the share of renewable energies of gross electricity generation almost doubled between 2008 and 2017.

How does the State of Brandenburg support investments in energy, the environment and mobility?

Development programmes

GRANTS and ADVISORY SERVICES
LOANS
LOAN GUARANTEES and INVESTMENTS
SURETIES

BMU environmental innovation programme
Federal funding for energy efficiency in the economy – funding competition
Federal funding for efficient buildings (BEG)
Electromobility (environmental bonus)
Energy advisory services for small and medium-sized enterprises
Energy-efficient construction and refurbishment – Fuel cell grant (KfW product number 433)
Brandenburg Energy Efficiency Award (competition)
FONA³ “Innovative SMEs: Resource efficiency and climate protection”
BMVI funding guideline “Electromobility on site”
Funding announcement regarding District Heating System 4.0 model projects
National innovation programme Hydrogen and fuel cell technology phase II (NIP) REEnplus
Brandenburg energy-efficiency loan
Federal funding for energy efficiency in the economy – funding competition (KfW product number 295)
KfW energy-efficiency programme for production facilities/processes (KfW product number 292)
KfW environmental protection programme (KfW product number 240)

Which development programmes are specifically suitable for your project?

The development programmes listed in this brochure and at foerdernavigator-brandenburg.de are a selection of the most important funding opportunities. The development programmes are sorted according to the funding type, from subsidies/grants to loans and investments through to loan guarantees and equity financing. This allows you to easily find your way in the list depending on your financing needs. The best way to find out whether other development programmes are suitable for your project is to take advantage of a personal consultation offered at one of the points of contact mentioned.

Online you will find an overview of all current development programmes for projects related to energy, environment and mobility in Brandenburg, each geared to specific target groups and funding purposes.

What advisory services are available in the State of Brandenburg?

The Chambers of Commerce and Industry also offer helpful advisory services to member companies willing to invest within the framework of special energy advisory services for the environment and energy. You can find more information on the web at

energy.wfbb.de

ihk.de/environment-and-energy

The Federal Ministry of Economic Affairs and Technology also offers a wide range of services for advising and promoting energy efficiency projects.

www.bafa.de

Source: Statistics Office Berlin-Brandenburg
Energy | Environment | Mobility

Development programmes

Who receives support?
- Domestic and foreign commercial enterprises
- Companies with municipal investment
- Municipal regional authorities, their own enterprises and special-purpose associations

What is supported?
- Innovative large-scale pilot projects that benefit the environment on a lasting basis
- Projects with exemplary character that have not yet been implemented on the market, such as construction projects, machinery and costs of commissioning, including measurements to monitor the success of these initiatives if applicable
- Particularly in the areas of wastewater treatment/water engineering and waste prevention, recycling and disposal
- Remediation of contaminated sites, protection of the soil, air pollution control and odour reduction
- Noise reduction and climate protection, including conserving energy, energy efficiency, use of renewable energies and environmentally friendly energy supply and distribution, resource efficiency and reduction of material usage

What are the conditions of the support?
- You receive a low-interest loan of no more than 70% of the costs eligible for receiving funding. Preference is given to small and medium-sized enterprises (SMEs).
- Grant (usually up to 30% of the costs eligible for funding)
- Loan (with an interest subsidy from the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU))

You receive a low-interest loan of no more than 70% of the costs eligible for receiving funding. Preference is given to small and medium-sized enterprises (SMEs).

This programme is suitable for the development objectives:
- Environment/energy/mobility
- Research/innovation/technology

Contact person/application
KfW Banking Group
Tel.: +49 (0) 69 7431-0

For more information, please visit
https://www.kfw.de/kundencenter@ilb.de

LOANS

Brandenburg energy-efficiency loan

Who receives support?
- The majority of privately owned businesses in the commercial economy (manufacturing, crafts, trade and other services)
- Sole proprietors and freelancers, including doctors, tax advisors and architects
- Eligible enterprises that provide (energy) services to a third party under a contracting agreement

What is supported?
- Investment measures that achieve energy conservation of at least 10%
- Modernisation investments must lead to specific ultimate energy conservation of at least 10%
- Furthermore, expenses for planning and implementation support as well as for energy management systems can be funded in conjunction with an eligible corporate energy conservation investment.
- Co-financing of investments in other German states is possible if the company is based in the State of Brandenburg and the project serves to secure/create jobs and strengthen earning power (with a Brandenburg connection).

What are the conditions of the support?
- Loan (financing share: up to 100%, maximum loan amount: up to €25 million per project)
  Term:
  - No more than 5 years with no more than 1 repayment-free initial year (9/5)
  - No more than 10 years with no more than 2 repayment-free initial years (10/2)
  - No more than 20 years with no more than 3 repayment-free initial years (20/3)
  Fixed interest rate: no more than 10 years
  Interest rate reduction: no more than 10 years by up to 0.20% annually
  Interest and repayment rhythm: quarterly at the end of the quarter
  Interest rate: always current ("condition for final borrower")
  Commitment fee: 0.15% p.m. starting 2 banking days and 6 months after loan commitment. If no interest rate reduction is possible, the period free of commission is extended to 12 months from the date of commitment.

This programme is suitable for the support objective:
- Energy/energy/mobility

Contact person/application
KfW Banking Group
Tel.: +49 (0) 69 7431-0
E-mail: kundencenter@ilb.de

For more information, please visit
https://www.kfw.de

GRANTS and ADVISORY SERVICES

BMU environmental innovation programme

Who receives support?
- Private companies
- Municipal enterprises
- Members of the liberal professions
- Contractors carrying out measures for an eligible company with business premises or a branch in Germany

What is supported?
- The project must be implemented in Germany. The subsidised investments must be operated for at least 5 years after commissioning (usage obligation). The amortisation period of the planned efficiency measure in relation to the saved electricity costs must be more than four years without funding. The implementation period of the efficiency project, including the evidence, may not exceed 3 years. A completed energy conservation concept must be available.

A separate contracting agreement must be concluded for projects completed under a contracting arrangement. Support for efficiency measures under existing contracts is excluded from funding.

What are the conditions of the support?
- Funding of investments in new highly efficient technologies and expansion of the share of renewable energies for the provision of process heat that would only pay off after at least four years (energy cost-related amortisation period) without funding, such as:
  - Process and procedure changeovers to efficient technologies
  - Energy optimisation of industrial and commercial plants and processes
  - Measures to increase electricity or heat efficiency
  - Conversion of waste heat to electricity or off-site waste heat utilisation
  - Process heat supply from renewable energies
  - Procurement and installation of sensors, measurement and control technology

What is important is: Energy conservation and a reduced CO₂ footprint are achieved. The funding also includes the preparation of the energy conservation concept required for the application and implementation support for the funded investment measure completed by external energy experts.

This programme is suitable for the support objective:
- Energy/energy/mobility

Contact person/application
VDI/VDE Innovation + Technik GmbH
Project sponsor of the Energy Efficiency Competition
Tel.: +49 (0) 30 310 078 55/55
E-mail: weneff@vde-it.de

For more information, please visit

GRANTS and ADVISORY SERVICES

Federal funding for energy efficiency in the economy – funding competition

(Valid until 31 December 2022)

Who receives support?
- Private companies
- Municipal enterprises
- Members of the liberal professions
- Contractors carrying out measures for an eligible company with business premises or a branch in Germany

What is supported?
- The project must be implemented in Germany. The subsidised investments must be operated for at least 5 years after commissioning (usage obligation). The amortisation period of the planned efficiency measure in relation to the saved electricity costs must be more than four years without funding. The implementation period of the efficiency project, including the evidence, may not exceed 3 years. A completed energy conservation concept must be available.

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- Funding of investments in new highly efficient technologies and expansion of the share of renewable energies for the provision of process heat that would only pay off after at least four years (energy cost-related amortisation period) without funding, such as:
  - Process and procedure changeovers to efficient technologies
  - Energy optimisation of industrial and commercial plants and processes
  - Measures to increase electricity or heat efficiency
  - Conversion of waste heat to electricity or off-site waste heat utilisation
  - Process heat supply from renewable energies
  - Procurement and installation of sensors, measurement and control technology

What is important is: Energy conservation and a reduced CO₂ footprint are achieved. The funding also includes the preparation of the energy conservation concept required for the application and implementation support for the funded investment measure completed by external energy experts.

This programme is suitable for the support objective:
- Energy/energy/mobility

Contact person/application
VDI/VDE Innovation + Technik GmbH
Project sponsor of the Energy Efficiency Competition
Tel.: +49 (0) 30 310 078 55/55
E-mail: weneff@vde-it.de

For more information, please visit

GRANTS and ADVISORY SERVICES

Federal funding for energy efficiency in the economy – funding competition

(Valid until 31 December 2022)

Who receives support?
- Private companies
- Municipal enterprises
- Members of the liberal professions
- Contractors carrying out measures for an eligible company with business premises or a branch in Germany

What is supported?
- The project must be implemented in Germany. The subsidised investments must be operated for at least 5 years after commissioning (usage obligation). The amortisation period of the planned efficiency measure in relation to the saved electricity costs must be more than four years without funding. The implementation period of the efficiency project, including the evidence, may not exceed 3 years. A completed energy conservation concept must be available.

A separate contracting agreement must be concluded for projects completed under a contracting arrangement. Support for efficiency measures under existing contracts is excluded from funding.

What are the conditions of the support?
- Funding of investments in new highly efficient technologies and expansion of the share of renewable energies for the provision of process heat that would only pay off after at least four years (energy cost-related amortisation period) without funding, such as:
  - Process and procedure changeovers to efficient technologies
  - Energy optimisation of industrial and commercial plants and processes
  - Measures to increase electricity or heat efficiency
  - Conversion of waste heat to electricity or off-site waste heat utilisation
  - Process heat supply from renewable energies
  - Procurement and installation of sensors, measurement and control technology

What is important is: Energy conservation and a reduced CO₂ footprint are achieved. The funding also includes the preparation of the energy conservation concept required for the application and implementation support for the funded investment measure completed by external energy experts.

This programme is suitable for the support objective:
- Energy/energy/mobility

Contact person/application
VDI/VDE Innovation + Technik GmbH
Project sponsor of the Energy Efficiency Competition
Tel.: +49 (0) 30 310 078 55/55
E-mail: weneff@vde-it.de

For more information, please visit
**Energy | Environment | Mobility**

**Development programmes**

**Federal funding for energy efficiency in the economy**

*Energy efficiency and process heat loan programme – KfW product number 295*

**Who receives support?**
- Majority privately owned domestic and foreign companies (manufacturing, crafts, trade and other services)
- Municipal enterprises
- Freelancers
- Contractors who carry out measures for a company eligible for funding
- Farmers (only module 2 and under Art. 41 of the general block exemption regulation)
- Non-profit, economically active applicants

**What is supported?**
- Individual investment measures to increase energy efficiency through the use of highly efficient technologies available on the market. Eligible investments are those for the replacement or new procurement of high-efficiency systems or aggregates for industrial and commercial use.
- Module 1: cross-sectional technologies (individual investment measures to increase energy efficiency through the use of highly efficient technologies available on the market)
- Module 2: provision of process heat from renewable energies, such as measures to provide process heat from solar collectors and biomass systems, heat pumps
- Module 3: measurement and control technology, sensors and energy management software
- Module 4: energy-related optimisation of plants and processes
- Auxiliary charges
- Contracting

**Contact person/application**
Via principal bank to KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
https://fnb.works/406

**GRANTS and ADVISORY SERVICES**

**Federal funding for efficient buildings**

*(valid until 31 December 2022)*

**Who receives support?**
- Private individuals
- Members of the liberal professions
- Municipalities, municipal regional authorities and municipal special-purpose associations
- Corporations and institutions under public law
- Undertakings including municipal enterprises
- Other legal entities under private law, in particular non-profit organisations such as churches
- Condominium owners’ associations

**What is supported?**
Within the framework of Germany’s Federal Funding for Efficient Buildings programme, the following individual measures in existing buildings are eligible for funding for residential and non-residential buildings:
- Individual measures affecting the building envelope
- Plant engineering (except heating)
- Plants for heat generation (heating technology)
- Heating optimisation
- Technical planning and construction supervision

**What are the conditions of the support?**
- Grant.
- Measures on the building envelope 20%
- Procurement and construction of plant technology (except heating) 20%
- “Renewable-ready” gas-condensing heating systems 20%
- Gas hybrid heating systems 30%
- Solar collector systems 30%
- District heat transfer stations (with a share of renewable energies of at least 25%) 30%
- District heat transfer stations (with a share of renewable energies of at least 55%) 35%
- Heat pumps 35%
- Biomass heating systems 35%
- Innovative heating technology systems 35%
- Renewable energy hybrid heating systems up to 40%

This programme is suitable for the support objective:
- Energy/environment/mobility

**Contact person/application**
Federal Office of Economics and Export Control (BAFA) – Electromobility
Tel.: +49 (0) 6196 908 1009
E-mail: elektromobilitaet@bafa.bund.de

For more information, please visit
https://fnb.works/213

**GRANTS and ADVISORY SERVICES**

**Electromobility (environmental bonus)**

*(valid until 31 December 2021)*

**Who receives support?**
Private individuals, companies and enterprises with municipal investment, foundations, authorities, associations.

**What is supported?**
- Procurement (purchase or lease) of a new, electrically powered vehicle registered for the first time in accordance with Section 2 of the Electromobility Act or a used vehicle registered after 4 November 2019.
- Purchase of an audible warning system (AWAS) which, at the time of purchase, was installed as standard by the manufacturer or by an authorised workshop in a vehicle to be subsidised under this guideline.

The vehicle model must be on the list of eligible electric vehicles available at www.bafa.de/umweltbonus. In order to be funded, the electric vehicle must be for the applicant’s own use and registered in the applicant’s name.

**What are the conditions of the support?**
- €6 000 for a pure battery electric vehicle or fuel cell vehicle (0 g CO₂ emissions)
- €4500 for a plug-in hybrid (< 50 g CO₂ emission/km)
- €100 for a one-time lump sum from €100.

The subsidy is granted if the car manufacturer gives the buyer at least the same share as a discount on the net list price of the basic model (“BAFA list price” no more than €65,000 net).

Vehicles registered for the first time after 5 June 2020 and by 31 December 2021 will receive an innovation bonus that doubles the previous federal share of the environmental bonus.

This programme is suitable for the support objective:
- Energy/environment/mobility

**Contact person/application**
Federal Office of Economics and Export Control (BAFA) – Electromobility
Tel.: +49 (0) 6196 908 1009
E-mail: elektromobilitaet@bafa.bund.de

For more information, please visit
https://fnb.works/213
Who receives support?
SMES in trade and industry and other service industries as well as freelancers (with registered office and business operations in Germany, less than 250 employees, annual turnover of no more than €50 million/annual balance sheet total of no more than €4.3 million).

What is supported?
Energy advisory services in the areas of buildings and systems as well as user behaviour with the aim of identifying economically viable energy efficiency potential. The following can be funded: advisory services aimed at obtaining, in a systematic manner, sufficient information on the existing energy consumption profile of a building or a corresponding group of buildings, an operational process or an industrial or commercial installation, identifying and quantifying opportunities for economic energy conservation and recording the results in a report.

The energy advisory services must be provided on the territory of the Federal Republic of Germany.
One energy consultation per applicant is eligible for funding within a 24-month period.

What are the conditions of the support?
- For companies with annual energy costs above €10,000, the grant amounts to 80% of the eligible advisory service costs but is not to exceed €1,200.
- For companies with annual energy costs of no more than €10,000, the grant amounts to 80% of the eligible advisory service costs but is not to exceed €600.
- The funding of measures under this guideline excludes the use of public funds from federal development programmes for similar measures. In case of funding from other advisory programmes, the grant amounts to a maximum of 80% of the costs.

This programme is suitable for the development objectives:
- Energy/environment/mobility
- Advisory services

Contact person/application
Federal Office of Economics and Export Control (BAFA) = Energy advisory services
Tel.: +49 (0) 69 96 908 1240

For more information, please visit
https://fnb.works/z14

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Who receives support?
- Companies that install a fuel cell system in a residential building (including contractors)
- Small and medium-sized enterprises (SMEs) that install a fuel cell system in a non-residential building (including contractors)
- Enterprises that have a majority shareholder that is a municipality
- All non-profit organisational forms
- Municipal regional authorities, their legally dependent own undertakings and municipal special-purpose associations
- Freelancers
- Natural persons
- Condominium owners’ associations (WEGs)

What is supported?
Funding is available for installation of stationary fuel cell systems with an electrical output of at least Pel = 0.25 kWel to no more than Pel = 5.0 kWel in new or existing residential and non-residential buildings.

What are the conditions of the support?
Grant:
- Fixed amount (basic funding): €5,700
- Performance-based amount (additional funding): €450 per 0.1 kWel or portion thereof

A maximum of 40% of the costs eligible for receiving funding are subsidised. An energy efficiency expert must be involved in the application process. (energie-effizienz-experten.de)

This programme is suitable for the support objective:
- Energy/environment/mobility

Contact person/application
KfW Banking Group
(In conjunction with an energy efficiency expert)
Tel.: +49 (0) 800 539 90 02 (the call is free of charge)
E-mail: info@kfw.de

For more information, please visit
https://fnb.works/z15

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Who receives support?
- Companies based in Brandenburg, Brandenburg municipalities and municipal enterprises. Non-SME companies can also submit projects that have been implemented jointly with Institutions of higher education.

What is supported?
The submitted project must have been completed and implemented after 1 January 2015. Prizes are awarded in the categories of companies and municipalities. In addition, the independent jury, which consists of representatives from science, business, associations and governmental administration, awards a special prize for a project of particular originality.

What is the competition?
The competition is organised by the Brandenburg Energy Agency, which is part of Brandenburg Economic Development Corporation (WFB) and commissioned by the Ministry of Economic Affairs, Labour and Energy (MWAfE).

Starting in March 2021, the agency will be accepting applications online at www.energieeffizienzpreis-brandenburg.de. The prize is awarded by the Minister of Economic Affairs and the VDU Berlin/Brandenburg regional group chair.

What are the conditions of the support?
Competition:
- For the fifth time, the Ministry of Economic Affairs, Labour and Energy (MWAfE) and the Berlin/Brandenburg regional group of the Association of Municipal Enterprises (VDU) are offering the Energy Efficiency Award, which gives out prize money totalling €15,000. The award is intended to recognise exemplary projects implemented in Brandenburg.

This programme is suitable for the support objective:
- Energy/environment/mobility

Contact person/application
Brandenburg Economic Development Corporation (WFB)
Energy Agency
Tel.: +49 (0) 331 730 61-413
E-mail: breg.batsch@wfb.de

For more information, please visit
https://fnb.works/z16

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Who receives support?
Small and medium-sized enterprises (SMEs) in the area of cutting-edge research.

What is supported?
Funding of research and development projects in the following technology areas:
- Raw material efficiency
- Energy efficiency and climate protection
- Conservation of biodiversity
- Sustainable water management
- Sustainable space management and energy efficiency

Funding is provided for industrial research and pre-competitive development projects that feature a high level of scientific and/or technical risk to be taken. Individual projects by companies with expertise in the focus areas described above are eligible for funding.

What are the conditions of the support?
Grant:
- Funding advice from the Federal Pilot Service for Innovative SMEs
- Online tool for project outlines
- Evaluation of the project outline within two months
- After positive review of the project outline, official submission of application
- Decision made regarding the application within two months
- After approval, disbursement of funding according to the progress of the project

Details of the funding are described in the funding announcement for the respective field of technology.

This programme is suitable for the development objectives:
- Research/innovation/technology
- Energy/environment/mobility

Contact person/application
Federal Ministry of Education and Research (BMBF)
Pilot service for companies (Advisory service relating to “research and innovation” funding of the federal government)
Tel.: +49 (0) 800 26 23 009 (the call is free of charge)
E-mail: beratung@foerderinfo.bund.de

For more information, please visit
https://fnb.works/z23
Development programmes

GRANTS and ADVISORY SERVICES
BMVI funding guideline “Electromobility on site”

Who receives support?
- Cities, municipalities and districts
- Special-purpose associations, state authorities
- Municipal and state enterprises as well as municipal enterprises and non-profit institutions
- Commercial enterprises (such as delivery services, craftspersons, nursing services), provided that the municipality confirms that vehicle procurement is part of a municipal electromobility concept.

The current funding call focuses on municipal vehicle fleets and local public transport (LPT) as well as electric vehicles in the taxi industry and in car-sharing fleets. In order to achieve high multiplier effects being given priority.

What are the conditions of the support?
- Grant.
- For project funding as a non-repayable investment grant (partial financing) and limited to a maximum amount upon approval.
- The funding quotas, funding rates and maximum amounts applicable to all funding recipients for the funding phase are specified in the calls for submission of applications with supplementary information on the funding guidelines.
- As a rule, vehicle procurement is subsidised at a rate of 75% of the additional investment costs in non-competitive areas and at a rate of 90% in case of financially weak municipalities.
- The amount of funding for economically active companies is 40 to 60% of the additional investment costs, depending on the size of the company.

This programme is suitable for the support objective:
- Energy/environment/mobility

Contact person/application
Project sponsor: Juelich (PI) Forschungszentrum Juelich GmbH
Dr. Michael Schultz
Tel.: +49 (0) 30 201 99 32 31
E-mail: mi.schultz@fz-juelich.de
For more information, please visit https://fnb.works/z27

What is supported?
- Module I: Preparatory feasibility studies are funded.
- Module II: Funding is provided for implementation of a District Heating System 4.0 through new construction or transformation of a district heating system or a spatially delimited sub-area of an existing district heating network (“sub-network”).
- Module III: Funding is provided for informational measures to achieve the required rate of connection to the system and economic efficiency.
- Module IV: Funding is provided for regional, scientific partnerships for cost reduction, scientific accompaniment and communication of findings locally in the region.

What are the conditions of the support?
- Grant.
- The amount of the funding is:
  - In case of feasibility studies, up to 60% of the costs eligible to receive funding, not to exceed €600,000.
  - For implementation of a District Heating System 4.0, up to 50% of the costs that are eligible to receive funding, not to exceed €15 million per project.

This programme is suitable for the support objective:
- Energy/environment/mobility

Contact person/application
Federal Office of Economics and Export Control (BAFA)
- Market incentive programme (MAP) principle –
Tel.: +49 (0) 6196 908 2249
For more information, please visit https://fnb.works/z24

GRANTS and ADVISORY SERVICES
Funding announcement regarding District Heating System 4.0 model projects
(valid until 31 December 2022)

Who receives support?
- Companies
- Municipal enterprises
- Municipal special purpose associations
- Registered associations
- Registered cooperatives with business premises in Germany

What is supported?
- Module I: Preparatory feasibility studies are funded.
- Module II: Funding is provided for implementation of a District Heating System 4.0 through new construction or transformation of a district heating system or a spatially delimited sub-area of an existing district heating network (“sub-network”).
- Module III: Funding is provided for informational measures to achieve the required rate of connection to the system and economic efficiency.
- Module IV: Funding is provided for regional, scientific partnerships for cost reduction, scientific accompaniment and communication of findings locally in the region.

What are the conditions of the support?
- Grant.
- The amount of the funding is:
  - In case of feasibility studies, up to 60% of the costs eligible to receive funding, not to exceed €600,000.
  - For implementation of a District Heating System 4.0, up to 50% of the costs that are eligible to receive funding, not to exceed €15 million per project.

This programme is suitable for the support objective:
- Energy/environment/mobility

Contact person/application
Federal Office of Economics and Export Control (BAFA)
- Market incentive programme (MAP) principle –
Tel.: +49 (0) 6196 908 2249
For more information, please visit https://fnb.works/z24

GRANTS and ADVISORY SERVICES
KfW energy-efficiency programme for production facilities/processes (KfW product number 292)

Who receives support?
- Majority privately owned domestic and foreign commercial enterprises
- Freelancers
- Companies that provide (energy) services for a third party on commercial non-residential buildings within the scope of a contracting agreement (without restrictions due to the size of turnover)
- Projects in other countries can also be funded. German commercial enterprises and freelance professionals and subsidiaries of the above-mentioned German enterprises based in other countries may apply, along with joint ventures outside Germany with significant German participation.

What is supported?
- Investments for energy conservation of at least 10%:
  - Machines/equipment/process technology
  - Compressed air/vacuum/extraction technology
  - Electric drives/pumps
  - Process cooling and process heat
  - Heat recovery/waste heat utilisation
  - Measurement and control technology
  - ICT, power, heat, cogeneration plants
- In case of projects in other countries or joint ventures and investments, the costs attributable to the German investor/share are funded. For projects in the EU, the share of EU joint venture partners is also eligible. Outside the EU, an environmental and social impact assessment is required.

What are the conditions of the support?
- Grant.
- Loans of up to €15 million per project, loan ceiling may be exceeded for projects particularly worthy of promotion, up to 100% of the investment costs.
- Term: up to 5 years with no more than 1 initial year in which the loan is repayment-free (5/1), up to 10 years with no more than 2 (3/2) or up to 20 years with no more than 3 repayment-free initial years (20/3)
- Interest rate: low interest rates, standard bank collateralisation
- Disbursement 100% You do not receive your loan directly from KfW but from a financing partner such as your bank.

This programme is suitable for the development objectives:
- Energy/environment/mobility
- Grow/expand/invest

Contact person/application
KfW
Tel.: +49 (0) 800 539 90 01 (the call is free of charge)
For more information, please visit https://fnb.works/d14
Energy | Environment | Mobility

**LOANS**

**KfW environmental protection programme (KfW product number 240)**

**Who receives support?**
- Domestic and foreign commercial enterprises for which the majority is in private ownership
- Companies that provide services for a third party and carry out investments within the scope of a contracting agreement

**What is supported?**
- Increasing resource efficiency/material savings
- Reduction/prevention of air pollution, noise and vibration, such as procurement of commercially used vehicles with electric and hybrid drives and fuel cell vehicles as well as construction of charging stations for e-vehicles and refuelling stations for H₂
- Waste prevention, treatment and recycling
- Improvement of wastewater treatment
- Wastewater reduction and prevention
- Efficient energy generation and use
- Soil and groundwater protection
- Remediation of contaminated sites/areas as a prerequisite

**What are the conditions of the support?**
- Loans.
  - Up to 100% of costs eligible for receiving funding, no more than €25 million per project
  - Term: 5/10/20 years
  - Interest rate: risk-adjusted interest system
  - Disbursement 100%
  - Standard bank collateral

You do not receive your loan directly from KfW but from a financing partner such as your bank.

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Energy/environment/mobility

**Contact person/application**
- Via principal bank to KfW
- Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

For more information, please visit
- https://fnb.works/d17

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**GRANTS and ADVISORY SERVICES**

**RENplus**

(valid until 31 December 2022)

**Who receives support?**
- Sole proprietorships and partnerships
- Legal entities under public law (with the exception of the federal government and federal institutions as well as direct state administration)
- Legal entities under private law

**What is supported?**
- Investments in energy-efficiency measures, such as energy efficiency in technical processes and energy efficiency in existing non-residential buildings
- Investments in energy storage, such as electricity storage or heat storage
- Investments in renewable energy systems for on-site energy consumption
- Investments in district heating systems
- Investment in public charging infrastructure for electric vehicles
- Feasibility studies for reducing CO₂ emissions relating to energy
- Updating and implementation of regional energy concepts by the regional planning associations

**What are the conditions of the support?**
- Grant.
  - In case of organisations that are economically active in conjunction with the funding measure, funding may be provided in accordance with the provisions of the general block exemption regulation (GBER) or the de minimis regulation. In case of funding under the de minimis regulation, the grant can amount to up to 80% of the costs eligible for funding. In case of funding under the GBER, the respective requirements of the GBER must be taken into account. The funding rates can be found in the directive. For organisations that are not economically active in conjunction with the funding measure, the grant may amount to up to 80% of the costs eligible for receiving funding.

**This programme is suitable for the support objective:**
- Energy/environment/mobility

**Contact person/application**
- Investment Bank of the State of Brandenburg (ILB)
- Tel.: +49 (0) 351 660 1786
- E-mail: energie-netzwerke@ilb.de

For more information, please visit
- https://fnb.works/d17

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**GRANTS and ADVISORY SERVICES**

**National innovation programme Hydrogen and fuel cell technology phase II (NIP)**

(valid until 30 June 2021)

**Who receives support?**
- Companies in the commercial sector, innovation clusters, universities and non-university research institutions.
- In justified exceptional cases, projects of regional authorities and other organisations with legal capacity may also be funded.
- Small and medium-sized enterprises (SMEs) in particular are encouraged to apply.

Applicants must have the necessary professional qualifications to successfully complete the tasks described in the project and sufficient capacity to implement the project. In addition, they need to have business premises or a branch in Germany at the time the funding is disbursed.

Research institutions that receive basic funding from the federal government and/or the states can only be granted project funding under certain conditions for their additional project-related expenses or costs in addition to their institutional funding.

**What is supported?**
- Funding is provided for measures in the areas of:
  - Development, market preparation and procurement of hydrogen and fuel cell technology for use in transport – such as in cars, buses and rail and commercial vehicles and as on-board power supplies for ships and aircraft
  - Measures for hydrogen production from renewable energies
  - Integration of hydrogen into the fuel portfolio

Funding focuses on thematic call-ups, including in the areas of sustainable mobility, public transport, vehicle fleets, hydrogen refuelling stations, trains and ships with fuel cell propulsion.

**What are the conditions of the support?**
- Grant.
  - Up to 50% of eligible expenditure for R&D projects in the context of industrial research
  - Up to 25% of eligible expenditure for R&D projects in the context of experimental development
  - Up to 50% of eligible expenditure for investments for establishing innovation clusters as well as investments and operating costs of the innovation clusters
  - Up to 50% of eligible expenditure for obtaining, validating and defending patents
  - Up to 100% of eligible expenditure for universities and non-university research institutions
  - Up to 80% of eligible expenditure for regional authorities and other bodies with legal capacity

**Two-stage funding procedure:**
In the first stage of the procedure, project outlines must first be submitted using the electronic application system easy-Online.

**This programme is suitable for the support objective:**
- Energy/environment/mobility

**Contact person/application**
- Project sponsor Juelich (Pl) Forschungszentrum Juelich GmbH
- Business area Energy, Transport, Infrastructure
- Tel.: +49 (0) 30 20199-532
- E-mail: nipfue@fz-juelich.de

For more information, please visit
- https://fnb.works/z50
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### ADVISORY and SUPPORT SERVICES

#### Brandenburg Energy Technology Initiative (ETI)

**Explanation**
ETI is funded by the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) and the Chamber of Commerce and Industry (IHK) East Brandenburg.

**Target group**
Companies that want to implement the goals of Energy Strategy 2030.

**Services**
Compilation of information and links to funding opportunities in the following subject areas:
- Adaptation to climate change
- Energy efficiency and renewable energies

**Contact**
Brandenburg Energy Technology Initiative (ETI) c/o Chamber of Commerce and Industry (IHK) East Brandenburg
Puschkinstrasse 12, 15236 Frankfurt (Oder)
c/o Chamber of Commerce and Industry (IHK) East Brandenburg
Brandenburg Energy Technology Initiative (ETI)
Contact
Tel.: +49 (0) 335 562 113 32 | 0160 969 958 63
E-mail: jankowsky@ihk-ostbrandenburg.de
Internet: eti-brandenburg.de

#### Investment Bank of the State of Brandenburg (ILB)

**Target group**
Companies that are interested in investing.

**Service**
Precisely tailored advice for companies and those who want to start a business – support in terms of grants, low-interest loans, indemnification, loan guarantees and venture and equity capital.

**Contact**
Investment Bank of the State of Brandenburg (ILB)
Babelsberger Strasse 21, 14473 Potsdam
ILB Funding Advisory Services
Info Hotline on Business and Infrastructure
Tel.: +49 (0) 335 660 22 11
E-mail: beratung@ilb.de
Internet: ilb.de

#### Brandenburg Energy Agency of the Brandenburg Economic Development Corporation (WFBB)

**Explanation**
The Brandenburg Energy Agency is part of Brandenburg Economic Development Corporation (WFBB).

**Target group**
Companies, investors and municipalities in the State of Brandenburg.

**Service**
Free and provider-neutral initial consultations on issues relating to efficient use of energy, increasing one’s share of renewable energy use, energy management and development programmes of the State of Brandenburg and the federal government.

The Brandenburg Energy Agency is also entrusted with participating in the implementation, monitoring and further development of the Brandenburg Energy Strategy.

**Contact**
Brandenburg Economic Development Corporation (WFBB)
Energy Agency Team
Babelsberger Strasse 21, 14473 Potsdam
Contact person:
Andrea Skowronek | Tel.: +49 (0) 335 730 614 12
Bert Tschirner | Tel.: +49 (0) 335 730 614 10
E-mail: energieagentur@wfbb.de
Internet: energieagentur@wfbb.de

### Maerkisch-Oderland Energy Office

**Explanation**
The Maerkisch-Oderland Energy Office of the STIC Wirtschaftsforder-gesellschaft MOL mbH is the regional energy agency of the Maerkisch-Oderland district.

**Target group**
Citizens, businesses and municipalities in the Maerkisch-Oderland district.

**Services**
- Free and manufacturer-neutral guidance and advisory services regarding funding in the areas of energy efficiency, renewable energies and e-mobility
- Workshops and events on energy and mobility topics
- Practical support through thermography and load profile measurements, for example

**Contact**
MOL Energy Office
c/o STIC Wirtschaftsfordergesellschaft MOL mbH
Garzauer Chaussee 1a, 15344 Strausberg
Contact person: Marie Hofmann
Tel.: +49 (0) 3341 33 51 16
E-mail: energiebuero@stic.de
Internet: energiebuero-mol.de

### Berlin-Brandenburg Aerospace Alliance (BBAA)

**Explanation**
Regional business association of the aerospace industry in the capital region.

**Target group**
Aerospace companies, research institutions, universities.

**Services**
Establishment and maintenance of the network between regional stakeholders and location promoters and initiation and support of strategic partnerships and innovation projects, support in the development of new sales markets; targeted promotion of the focus topics.

**Contact**
Berlin-Brandenburg Aerospace Alliance
Freiheitstrasse 15, 14476 Potsdam
Tel.: +49 (0) 33208 216 255
E-mail: info@garc-bb.de
Internet: ac-bb.de

### Advisory and support services

#### automotive BerlinBrandenburg e. V. (abb e. V.)

**Explanation**
Association of the automotive supply industry in the capital region.

**Target group**
Automotive suppliers.

**Services**
Support and accompaniment in concept development of technology solutions; development of strategic partnerships; support in the skill development of employees, in the certification of companies and in the pre-financing of development programmes.

**Contact**
avtomotive BerlinBrandenburg
Fontanestrasse 15, 14476 Potsdam
Tel.: +49 (0) 33208 216 255
E-mail: info@garc-bb.de
Internet: ac-bb.de

#### Berlin-Brandenburg Automotive Alliance (ABB)

**Explanation**
Association of the automotive supply industry in the capital region.

**Target group**
Automotive suppliers.

**Services**
Support and accompaniment in concept development of technology solutions; development of strategic partnerships; support in the skill development of employees, in the certification of companies and in the pre-financing of development programmes.

**Contact**
Berlin-Brandenburg Automotive Alliance
Fontanestrasse 15, 14476 Potsdam
Tel.: +49 (0) 33208 216 255
E-mail: info@garc-bb.de
Internet: ac-bb.de
Energy Technology Cluster

Explanation
Action areas: renewable energies, energy efficiency, grids and storage and turbomachinery and power plant technology.

Target group
Companies and research institutions in Berlin and Brandenburg.

Services
Supporting cross-border innovation potential, networking of energy technology companies in the capital region with institutions and futurology research.

Contact
Brandenburg Economic Development Corporation (WFBB)
Universitaetsstrasse 22, 03046 Cottbus
Tel.: +49 (0) 331 730 61 217
E-mail: cebra-ev@b-tu.de
Internet: cebra-cottbus.de

CURPAS systems

Target group
Scientific institutions, manufacturers and users of unmanned systems.

Services
CURPAS was established by 16 founding members in 2016. In order to foster civil use, development and research of unmanned systems – with a focus on the topic of unmanned aerial systems (UAS) in the initial years after its founding – a powerful association has emerged that represents and promotes innovative technology relating to the topic of unmanned systems. With more than 60 members today, including users, manufacturers and scientific institutions in the area of unmanned systems (on land, in the air and on water), CURPAS promotes projects and supports cooperative partnerships. In order to take advantage of the potential of unmanned systems, it is important to identify opportunities and deal with the associated challenges. CURPAS provides the necessary platform for doing this. CURPAS is the body responsible for the eponymous CURPAS II Network, which is funded by the State of Brandenburg.

Transport, Mobility and Logistics Cluster

Explanation
Cluster management by Berlin Partners for Business and Technology (BPWT) and the Brandenburg Economic Development Corporation (WFBB).

Target group
Companies in the transport, mobility and logistics sectors.

Services
Supporting companies in the development and application of new and innovative solutions for the mobility of the future; supporting networking and the development of cooperative projects.

Contact
Brandenburg Economic Development Corporation (WFBB)
Babeelberger Strasse 21, 14475 Potsdam
Contact person: Daniel Goldmann
Tel.: +49 (0) 331 730 61 244
E-mail: daniel.goldmann@wfbb.de
Internet: wfbb.de

Berlin Partner for Business and Technology (BPWT)
Contact person: Thomas Meissner
Tel.: +49 (0) 30 46302 561
E-mail: thomas.meissner@berlin-partner.de
Internet: mobilitaet-bb.de

e-mobile Brandenburg – electrically renewable!

Explanation
Educational research on training offered by companies (regarding needs, formats, contents, concepts, settings, contexts)

Target group
E-mobility stakeholders and others interested in the topic

Services
Using an e-mobility map, the online portal provides an overview of funding for electromobility in the State of Brandenburg.

Advisory and support services

Energy Efficiency Network Brandenburg an der Havel | Westhavelland

Explanation
The network is sponsored by the Chamber of Commerce and Industry (IHK) Potsdam.

Target group
Companies.

Services
In addition to the exchange of experiences, the network meetings are overseen by independent experts, and expert lectures and visits to company premises are also organised.

Contact
Energy Efficiency Network Brandenburg an der Havel | Westhavelland
c/o Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam
Contact person: Robert Kausmann
Tel.: +49 (0) 331 278 62 81
E-mail: robert.kausmann@ihk-potsdam.de
Internet: ihk-potsdam.de

Flaeming Energy Efficiency Network

Explanation
The network is sponsored by the Chamber of Commerce and Industry (IHK) Potsdam.

Target group
Companies, municipalities.

Services
Participating companies in the region receive subsidised energy advisory services and support in developing cost-efficient solutions of various kinds for their businesses. The objective is to advise the partners in the network on technical issues, to call attention to financing options and, in the end, to help them to obtain successful funding.

Contact
Flaeming Energy Efficiency Network
c/o Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam
Contact person: Robert Kausmann
Tel.: +49 (0) 331 278 62 81
E-mail: robert.kausmann@ihk-potsdam.de
Internet: ihk-potsdam.de

Energy Technology Cluster

Explanation
Cluster management by Berlin Partners for Business and Technology (BPWT) and the Brandenburg Economic Development Corporation (WFBB).

Target group
Companies and research institutions in Berlin and Brandenburg.

Services
Supporting cross-border innovation potential, networking of energy technology companies in the capital region with research institutions.

Contact
Brandenburg Economic Development Corporation (WFBB)
Contact person: Klaus Henschke
Tel.: +49 (0) 331 730 61 217
E-mail: klaus.henschke@wfbb.de
Internet: wfbb.de

Berlin Partner for Business and Technology (BPWT)
Contact person: Wolfgang Korek
Tel.: +49 (0) 30 46302 577
E-mail: wolfgang.korek@berlin-partner.de
Internet: energietechnik-bb.de

CURPAS systems

Target group
Scientific institutions, manufacturers and users of unmanned systems.

Services
CURPAS was established by 16 founding members in 2016. In order to foster civil use, development and research of unmanned systems – with a focus on the topic of unmanned aerial systems (UAS) in the initial years after its founding – a powerful association has emerged that represents and promotes innovative technology relating to the topic of unmanned systems. With more than 60 members today, including users, manufacturers and scientific institutions in the area of unmanned systems (on land, in the air and on water), CURPAS promotes projects and supports cooperative partnerships. In order to take advantage of the potential of unmanned systems, it is important to identify opportunities and deal with the associated challenges. CURPAS provides the necessary platform for doing this. CURPAS is the body responsible for the eponymous CURPAS II Network, which is funded by the State of Brandenburg.

e-mobile Brandenburg – electrically renewable!

Explanation
Educational research on training offered by companies (regarding needs, formats, contents, concepts, settings, contexts)

Target group
E-mobility stakeholders and others interested in the topic

Services
Using an e-mobility map, the online portal provides an overview of funding for electromobility in the State of Brandenburg.

Advisory and support services

Energy Efficiency Network Brandenburg an der Havel | Westhavelland

Explanation
The network is sponsored by the Chamber of Commerce and Industry (IHK) Potsdam.

Target group
Companies.

Services
In addition to the exchange of experiences, the network meetings are overseen by independent experts, and expert lectures and visits to company premises are also organised.

Contact
Energy Efficiency Network Brandenburg an der Havel | Westhavelland
c/o Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam
Contact person: Robert Kausmann
Tel.: +49 (0) 331 278 62 81
E-mail: robert.kausmann@ihk-potsdam.de
Internet: ihk-potsdam.de

Flaeming Energy Efficiency Network

Explanation
The network is sponsored by the Chamber of Commerce and Industry (IHK) Potsdam.

Target group
Companies, municipalities.

Services
Participating companies in the region receive subsidised energy advisory services and support in developing cost-efficient solutions of various kinds for their businesses. The objective is to advise the partners in the network on technical issues, to call attention to financing options and, in the end, to help them to obtain successful funding.

Contact
Flaeming Energy Efficiency Network
c/o Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam
Contact person: Robert Kausmann
Tel.: +49 (0) 331 278 62 81
E-mail: robert.kausmann@ihk-potsdam.de
Internet: ihk-potsdam.de

Energy Technology Cluster

Explanation
Cluster management by Berlin Partners for Business and Technology (BPWT) and the Brandenburg Economic Development Corporation (WFBB).

Target group
Companies and research institutions in Berlin and Brandenburg.

Services
Supporting cross-border innovation potential, networking of energy technology companies in the capital region with research institutions.

Contact
Brandenburg Economic Development Corporation (WFBB)
Contact person: Klaus Henschke
Tel.: +49 (0) 331 730 61 217
E-mail: klaus.henschke@wfbb.de
Internet: wfbb.de

Berlin Partner for Business and Technology (BPWT)
Contact person: Wolfgang Korek
Tel.: +49 (0) 30 46302 577
E-mail: wolfgang.korek@berlin-partner.de
Internet: energietechnik-bb.de

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e-mobile Brandenburg – electrically renewable!

Explanation
Educational research on training offered by companies (regarding needs, formats, contents, concepts, settings, contexts)

Target group
E-mobility stakeholders and others interested in the topic

Services
Using an e-mobility map, the online portal provides an overview of funding for electromobility in the State of Brandenburg.

Advisory and support services
Cottbus Municipal Energy Network (KEN Cottbus)

Explanation
All enterprises in which Cottbus holds a majority stake and all wholly owned municipal enterprises work together in KEN Cottbus.

Target group
Companies.

Services
The objective of the network is to work together to reduce energy costs on a lasting basis, to create transparency regarding energy consumption, to further expand energy expertise in one’s own organisation, to make optimal use of grant programmes and to benefit from the exchange of experience among each other.

Contact
Cottbus Municipal Energy Network (KEN Cottbus)
c/o Stadtwerke Cottbus GmbH
Karl-Liebknecht-Strasse 130, 03046 Cottbus

Contact person: Heike Schumann
Tel.: +49 (0) 355 353 285
Internet: stadtwerke-cottbus.de

Municipal Energy Efficiency Network of EMB Energie Mark Brandenburg GmbH

Explanation
EMB is to bring about the first energy efficiency network of municipalities in Brandenburg.

Target group
Companies, municipalities.

Services
The objective of the network is to find solutions together to consume less energy and thus reduce climate pollution over the course of 3 years.

Contact
EMB Energie Mark Brandenburg GmbH
Grossberenstrasse 181-183, 14482 Potsdam

Contact person: Martin Froebel
Tel.: +49 (0) 351 749 52 14
E-mail: froebel.ma@emb-gmbh.de
Internet: emb-gmbh.de

LogistikNetz Berlin-Brandenburg (LNBB)

Target group
Production, trade and service enterprises.

Services
Point of contact for all questions regarding infrastructure, logistics solutions, business models, process consulting and funding opportunities.

Contact
LNBB | LogistikNetz Berlin-Brandenburg at TH Wildau
Hochschulring 1, 15745 Wildau
Contact person: Michael Mueller
Tel.: +49 (0) 3375 508 409
E-mail: office@logistiknetz-bb.de
Internet: logistiknetz-bb.de

Online portal of WindNODE – Showcase for Smart Energy (SINTEG)

Explanation
WindNODE is funded by the Federal Ministry for Economic Affairs and Energy (BMWWi) as part of the “Showcase for Smart Energy (SINTEG)” development programme.

Target group
The WindNODE partners are fully integrated in the project work and receive financial support within the framework of the SINTEG research programme. Associated partners support the work of the WindNODE consortium but do not receive financial support. Subcontractors are commissioned by individual partners in the project to carry out certain tasks but do not receive direct financial support.

Services
Network of flexible energy users who can adjust their electricity consumption according to the fluctuating supply from wind and solar power plants. The aim is to integrate large amounts of renewable electricity into the energy system while also keeping the power grids stable. This results in transferable model solutions that can also advance the energy transition elsewhere.

Contact
WindNODE Network Coordination
c/o 50 Hertz Transmission GmbH
Heidestrasse 2, 10557 Berlin

Contact person: Markus Graebig
Tel.: +49 (0) 30 515 028 05
E-mail: info@windnode.de
Internet: windnode.de

Environmental Partnership of the State of Brandenburg

Target group
Companies in the State of Brandenburg

Services
Promotion of sustainable, environmentally conscious economic activity and shaping of the legal framework to be better for the environment

Contact
Ministry of Agriculture, Environment and Climate Protection (MLUL) of the State of Brandenburg
Office of the Environmental Partnership of the State of Brandenburg
Henning-von-Tresckow-Str. 2-15, Haus S, 14467 Potsdam

Contact person: Axel Steffen
Tel.: +49 (0) 331 866 73 00
Office
Tel.: +49 (0) 331 866 78 88
E-mail: umweltpartnerschaft@mlul.brandenburg.de

Association of the Industrial Energy and Power Economy (VIK)

Explanation
The VIK is made up of around 300 companies from industry and the trades that are united by a single common thread: energy.

Target group
Companies.

Services
In the many years of its work, the VIK has managed to position itself as a constructive association and to make a difference in the policy sphere with its proposals – for companies as well as for society in general. The VIK understands its mission to be activity and shaping of the legal framework to be better for the environment.

Contact
VIK Association of Industrial Energy and Power Economy
Head Office Essen
Richard-Wagner-Strasse 41, 45128 Essen
Berlin Office
Friedrichstrasse 187, 10117 Berlin

Contact person: Birgit Batsch
Tel.: +49 (0) 331 700 0 10
E-mail: birgit.batsch@wvb.de
Internet: energieagentur.wvb.de/Energieeffizienzpreise

What COMPETITIONS exist?

Energy Efficiency Award of the Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAE)

Explanation
Award for projects that stand out for their particularly high energy efficiency and sustainability. Annual competition of the Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAE) with prize money totalling €15,000. Categories: companies and municipalities as well as a special prize.

Target group
Municipalities and companies with headquarters or branch offices in the State of Brandenburg.

Contact
Brandenburg Economic Development Corporation (WFBB)
Energy Agency Team
Babelsberger Strasse 21, 14473 Potsdam

Contact person: Birgit Batsch
Tel.: +49 (0) 331 700 0 10
E-mail: birgit.batsch@wvb.de
Internet: energieagentur.wvb.de/Energieeffizienzpreise

Advisory and support services
**Promoting investment in research, innovation and technology**

The State of Brandenburg, the federal government and the European Union sponsor a variety of development programmes to support investments in research, development and innovation. In addition to these programmes, the following chapter contains contact persons, network initiatives and institutions that will provide you with advice and support. You can also access all programmes online at [www.foerdernavigator-brandenburg.de](http://www.foerdernavigator-brandenburg.de).

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**Online portal of the Transport, Mobility and Logistics Cluster**
- [mobilitaet-bb.de](http://mobilitaet-bb.de)

**Online portal of the Brandenburg Energy Agency**
- [energyagency.wfbb.de](http://energyagency.wfbb.de)

**Online portal of Automotive Berlin-Brandenburg (aBB)**
- [ac-bb.de](http://ac-bb.de)

**Online portal of Berlin-Brandenburg Aerospace (BBAA)**
- [bbaa.de](http://bbaa.de)

**Online portal of CEBra e. V./CEBra GmbH – Centre for Energy Technology Bbg.**
- [cebra-ev.de](http://cebra-ev.de)

**Online portal of WindNODE – Showcase for Smart Energy (SINTEG)**
- [windnode.de](http://windnode.de)

**Online portal of e-mobile Brandenburg – electrically renewable!**
- [e-mobiles-brandenburg.de](http://e-mobiles-brandenburg.de)

**Online portal of IHK ecoFinder – Germany’s largest portal for environmental companies**
- [ihk-ecofinder.de](http://ihk-ecofinder.de)
Research | Innovation | Technology

How does the State of Brandenburg support investments in research, innovation and technology?

The Berlin-Brandenburg capital region has excellent conditions for companies in the fields of research, innovation and technology. The joint innovation strategy of the states of Berlin and Brandenburg (InnovBB 2025) and the unique research environment in the State of Brandenburg offer excellent conditions for further growth.

In addition to the advisory services offered by the ILB and KfW on funding and financing options, the Competence Centre for SMEs 4.0 Cottbus also offers support for small and medium-sized enterprises (SMEs). In addition, the Federal Ministry of Education and Research (BMBF) uses targeted funding to support innovative projects and ideas in research. You will find the most important information about getting started and links in this brochure and online at foerdernavigator-brandenburg.de. Additional links provide detailed information on contact persons and details on submitting an application.

What are the benefits of the Brandenburg Innovation Voucher (BIG)?

With the Brandenburg Innovation Voucher (BIG), the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) has launched a special programme to bolster competitiveness and innovation. The target groups of this programme are Brandenburg small and medium-sized enterprises (SMEs), especially in the commercial sector and including craft enterprises, which can receive grants for the following:
- For contract R&D to find solutions to scientific and technological problems (small and large BIG Transfer)
- For own R&D activities (BIG R&D)
- For digital transformation measures in your own company (BIG Digital)
- For advisory services to support the submission of applications in the context of an EU development measure (BIG EU)

Information on the Brandenburg Innovation Voucher (BIG) is available at ilb.de.

How can ProFIT Brandenburg support the financing of research and development projects?

With the ProFIT Brandenburg programme, the State of Brandenburg offers companies in Brandenburg the opportunity to finance research and development projects both alone or in cooperation with other companies or scientific institutions. Funding is provided for innovative research and development projects that aim to develop new or improved products, processes and services, are geared towards a growing market, among other things, and are in line with the cluster strategy of the State of Brandenburg. In addition to the no more than €3 million grant per project for the research part, the development part and the market preparation or market launch can be funded with reduced-interest loans of no more than €3 million. In addition, the directive also enables funding of feasibility studies in preparation for research activities. The responsible regional centres of the Brandenburg Economic Development Board (WFBB) are available free of charge for submission of project ideas and advisory services in regard to detailed regulations.

- wfbb.de | About us | Your contacts | Investment and Innovation Division | Regional Centre Team

Which development programmes are specifically suitable for your project?

The development programmes listed in this brochure and at foerdernavigator-brandenburg.de are a selection of the most important funding opportunities. The development programmes are sorted according to the funding type, from subsidies/grants to loans and investments through to grant guarantees and equity financing. This allows you to easily find your way in the list depending on your financing needs. The best way to find out whether other development programmes are suitable for your project is to take advantage of a personal consultation offered at one of the points of contact mentioned.

Online you will find an overview of all current development programmes for research and development investments in Brandenburg, each geared to specific target groups and funding purposes.

- foerdernavigator-brandenburg.de

### Development programmes for investment in research, innovation and technology

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### Investments of Mittelständischen Beteiligungs-gesellschaft Berlin-Brandenburg GmbH

**Who receives support?**
Companies (SMEs) with a registered office or investment projects in Berlin or Brandenburg with an annual turnover of up to €50 million and fewer than 250 employees.

**What is supported?**
Strengthening of the equity base for investment, innovation and growth.

**What are the conditions of the support?**
- Silent investment
- From €50,000, also in stages
- Term: up to 10 years
- Investments are repaid at nominal value without participation in growth in the value of the enterprise.
- Early repayment is possible.
- Investments do not require any enterprise-related collateral.

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Research/innovation/technology

**Contact person/application**
Mittelständische Beteiligungs-gesellschaft Berlin-Brandenburg GmbH, Brandenburg Office
Tel.: +49 (0) 331 649 65 0
E-mail: brandenburg@mbg-bb.de

For more information, please visit
- [https://fnb.works/b01](https://fnb.works/b01)

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### BMU environmental innovation programme

**Who receives support?**
- Domestic and foreign commercial enterprises
- Companies with municipal investment/innovation/technology
- Municipal regional authorities, their own enterprises and special-purpose associations

**What is supported?**
- Innovative large-scale pilot projects that benefit the environment on a lasting basis
- Projects with exemplary character that have not yet been implemented on the market, such as construction projects, machinery and costs of commissioning, including measurements to monitor the success of these initiatives if applicable, especially in the areas of wastewater treatment/water engineering, waste prevention, recycling and disposal.
- Remediation of contaminated sites, protection of the soil, air pollution control and odour reduction
- Noise reduction and climate protection, including conserving energy, energy efficiency, use of renewable energies and environmentally friendly energy supply and distribution, resource efficiency and reduction of material usage

**What are the conditions of the support?**
There are two different options for funding:
- **Grant** (usually up to 30% of the costs eligible for funding)
- **Loan** (with an interest subsidy from the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU))

You receive a low-interest loan of no more than 70% of the costs eligible for receiving funding. Preference is given to small and medium-sized enterprises (SMEs).

This programme is suitable for the development objectives:
- Energy/environment/mobility
- Research/innovation/technology

**Contact person/application**
KfW Banking Group
Tel.: +49 (0) 69 7431-0

For more information, please visit
- [https://fnb.works/b03](https://fnb.works/b03)

---

### BMWi Innovation Voucher (go-inno)

**Who receives support?**
Companies in the commercial sector, including the skilled crafts and trades with technological potential, with registered office in Germany, fewer than 100 employees and annual turnover/total assets not to exceed €20 million.

**What is supported?**
Funding of external management and advisory services for preparation and implementation of product and technical process innovations in companies with technological potential by a consulting firm authorised by BMWi or a project sponsor commissioned by BMWi. Funding is generally provided in two service levels without thematic restrictions to specific technologies, products, sectors or branches of industry.

**What are the conditions of the support?**
- **Grant** in the amount of 50% of the project-related expenses, up to €1100 per consultant day, including all auxiliary costs. The value-added tax and the difference between the costs and the grant are to be paid by the participants themselves.

**Service level 1:**
- Potential analysis of up to 8 (+ 2) consultant days within 3 months, not to exceed €3500

**Service level 2:**
- Implementation concept and/or project management up to 20 (+ 5) consultant days within 1 year, not to exceed €13,750 and/or up to 15 consultant days, not to exceed €8250.

This programme is suitable for the development objectives:
- Advisory services
- Research/innovation/technology

**Contact person/application**
Federal Ministry for Economic Affairs and Energy (BMWi)
Tel.: +49 (0) 30 18615 6141
E-mail: info@bmwi.bund.de

For more information, please visit
- [https://fnb.works/z04](https://fnb.works/z04)

---

### Brandenburg innovation experts

**Who receives support?**
Small and medium-sized enterprises (SMEs) with business premises in the State of Brandenburg.

**What is supported?**
- Part-time employment of working students enrolled full-time in the context of a company innovation task
- Employment in SMEs of graduates of a state or state-recognised institution of higher education or of a regulated advanced vocational training programme (master crafts-person, technician, business administrator or equivalent qualifications) as innovation assistants for a task within the scope of a company innovation project

**What are the conditions of the support?**
- Up to 75% of the total eligible expenses (wage costs) but no more than €705/month for 20 hours per week for a period of at least 6 and at most 12 months
- Innovation assistants:
  - Up to 60% of the total eligible expenses (wage costs) but no more than €1560 for a period of at least 12 and at most 24 months

This programme is suitable for the support objective:
- Research/innovation/technology

**Contact person/application**
Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 00
E-mail: kundencenter@ilb.de

For more information, please visit
- [https://fnb.works/z05](https://fnb.works/z05)
**Grants and Advisory Services**

**Brandenburg Innovation Voucher (BIG)**

**(valid until 31 December 2023)**

**Who receives support?**
Small and medium-sized enterprises in the commercial sector (including skilled crafts and trades) with a place of business in the State of Brandenburg.

**What is supported?**
Funding of projects that serve to bolster the innovative capacity of SMEs, including craft enterprises.

- External scientific advice/investigation in the run-up to the development of innovative products, services or processes (small BIG Transfer)
- External implementation-oriented R&D activities for the purpose of designing existing products and processes until they are ready for the market (large BIG Transfer)
- R&D projects that can be implemented in the short term in the phases of industrial research and/or experimental development (BIG R&D)
- Utilisation of an advisory service to support the submission of applications within the scope of EU innovation programmes (BIG EU)
- Digital transformation projects (advisory service, implementation and training)

**What are the conditions of the support?**
- Small BIG Transfer: full financing (100%), not to exceed €50,000, term of up to 6 months (can be applied for once when a company and research institution take up contact with each other)
- Large BIG Transfer: partial financing (50%), no more than €15,000, term of up to 6 months (can be applied for several times, but no more than once within any 12-month period)
- BIG R&D: partial financing (50%), no more than €100,000, term of up to 2 years (renewed application possible after utilisation of the results from the previous funding)
- BIG EU: partial financing (50%), not to exceed €8000 or, as lead partner, not to exceed €16,000, project term of up to 12 months
- BIG Digital: partial financing (50%), no more than €50,000 each for the advisory and training module, and no more than €500,000 for the implementation module. Project term of up to 6 months for the advisory and training modules or up to 36 months for the implementation module.

**This programme is suitable for the development objectives:**
- Advisory services
- Research/innovation/technology

**Contact person/application**
Federal Ministry of Education and Research (BMBF)
Department of Continuing Education; Labour Market; ESF
Tel.: +49 (0) 800 26 25 000 (the call is free of charge)
E-mail: bildungspraemie@buergerseervice.bund.de

For more information, please visit
- [https://fnb.works/o06](https://fnb.works/o06)

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**Loans**

**Brandenburg innovation loan with indemnification**

**(valid until 30 June 2021)**

**Who receives support?**
Small and medium-sized enterprises (SMEs) in the commercial sector and companies with fewer than 500 employees. These are small SMEs as well as start-ups that meet 1 of a total of 12 innovation criteria, such as manufacture and development of innovative products, patent application and receipt of an innovation grant and so on.

**What is supported?**
- Investments
- Operating equipment
- Business transfers
- Digital transformation projects

**What are the conditions of the support?**
- Term: at least 12 months, no more than 5 years for equipment financing, no more than 10 years for investment financing with a fixed repayment schedule
- KfW’s risk-adjusted interest rate system, passing on of the benefit of EIF’s support to the final borrower through reduction of the pro-rata risk margin
- Minimum rating of company: KfW credit rating class 7 or S&P B rating

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Succession/taking over an existing business
- Research/innovation/technology

**Contact person/application**
Via the principal bank to the Investment Bank of the State of Brandenburg
Lajana Foelsche, tel: +49 (0) 351 660 1191
Thomas Hegner, tel: +49 (0) 351 660 1561

For more information, please visit
- [https://fnb.works/o04](https://fnb.works/o04)

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**Brandenburg loan mezzanine II**

**(valid until 31 October 2023)**

**Who receives support?**
Small and medium-sized enterprises (SMEs) in the commercial sector and members of the liberal professions that have been active in the market for at least 3 years and have their registered office or a place of business in the State of Brandenburg. Minimum turnover annually: €500,000. Enterprises in agriculture, forestry, fisheries and aquaculture are excluded.

**What is supported?**
Financing of projects planned in the State of Brandenburg for development or expansion of business activities.

- Investments in fixed assets (except investments in which assets are just being replaced)
- Acquisition of land and buildings (up to 10% of the loan amount)
- Procurement of operating equipment and intangible economic assets
- Operating resources (raw materials, goods and inventories), personnel costs, rents and so on
- Pre-financing of orders
- Development of new business areas

The following are excluded from receiving support:
- Companies experiencing economic difficulties
- Repayment of existing liabilities
- Value-added tax
- Export-related activities

**What are the conditions of the support?**
Loan in the form of a subordinated loan, at least €200,000, no more than €3.85 million

- Term: up to 10 years
- Interest rate: depending on the money and capital market and in line with the EU reference rate communication
- Repayment-free for up to 5 years. Disbursement 100%, unscheduled repayment possible

**This programme is suitable for the development objectives:**
- Grow/expand/invest
- Research/innovation/technology

**Contact person/application**
Via the principal bank to the Investment Bank of the State of Brandenburg
Daniela Schikora, tel: +49 (0) 351 660 16 85
Beate Foerstner, tel: +49 (0) 351 660 18 42

For more information, please visit
- [https://fnb.works/o05](https://fnb.works/o05)
Development programmes

Who receives support?
- The company’s registered office must be in Germany.
- Coparion’s focus is on start-ups and growth companies that are less than 10 years old.
- The product or service must be innovative and should have high potential for growth.
- The number of employees may not exceed 250 and the annual turnover may not exceed €50 million.
- The Coparion fund is open to all sectors and has no specific focus.
- The start-up should already be able to demonstrate initial successes, such as turnover, important key customers or successful market entry (see also Proof of Concept).

What is supported?
- Contribution of own know-how and support by experienced experts
- Preparing the company for an exit
- Closing the existing supply gap in venture capital financing in the start-up and early growth phase
- Establishing contact with additional investors
- Making your own network available
- Successful market entry (see also Proof of Concept).

Requirements:
- Investment of a lead investor (investment company, natural person or legal entity) at economically equal terms
- Investment amount no more than €10 million per company
- Term: 10 years

This programme is suitable for the support objective:
- Research/innovation/technology

Contact person/application
Coparion (venture capital fund) in Brandenburg
Tel.: +49 (0) 331 730 61-315
E-mail: dajana.pefestorff@wfbb.de
For more information, please visit
https://fnb.works/z18

What is supported?
- Development of innovative technologies for new products, processes, services
- Bolstering of European cooperation of SMEs on FundE projects

What are the conditions of the support?
- Funding volume: not to exceed €500,000 (among all German participants involved)
- SME funding rate: not to exceed 50%
- Universities, research institutions: 50 to 100%
- Large companies can participate with their own funds.

Contact person/application
Enterprise Europe Network Berlin-Brandenburg at the Brandenburg Economic Development Corporation (WFBB)
Tel.: +49 (0) 331 730 61-315
E-mail: dajana.pefestorff@wfbb.de
For more information, please visit
https://fnb.works/z18

Who receives support?
- Technology-oriented companies founded in the course of or as a result of phase 1

What is supported?
- Funded in the second phase
- Technology-oriented companies founded in the course of or as a result of phase 1

What are the conditions of the support?
- Grant
- Funding volume: not to exceed €500,000 (among all German participants involved)
- SME funding rate: not to exceed 50%
- Universities, research institutions: 50 to 100%
- Large companies can participate with their own funds.

Contact person/application
Enterprise Europe Network Berlin-Brandenburg at the Brandenburg Economic Development Corporation (WFBB)
Tel.: +49 (0) 331 730 61-315
E-mail: dajana.pefestorff@wfbb.de
For more information, please visit
https://fnb.works/z18

Who receives support?
- University graduates and former academic staff up to 5 years after leaving the research/educational institution
- Students who have completed at least half of their programme of study
- Founder teams up to a maximum of three people

What is supported?
- Grant
- Innovative technology-oriented start-up projects

What are the conditions of the support?
- For private living expenses with a one-year scholarship, between €1000 and €3000/month; €150 supplement/child for material expenses
- Up to €10,000 for an individual who is starting a business
- Up to €30,000 for a team starting a business
- Up to €5000 for coaching

Universities receive €10,000 as a bonus for approved new business projects in the EXIST business-starting grant.

This programme is suitable for the development objectives:
- Starting a business
- Research/innovation/technology

Contact person/application
Federal Ministry for Economic Affairs and Energy (BMWi)
Tel.: +49 (0) 30 18 615 6141
E-mail: info@bmwi.bund.de
For more information, please visit
https://fnb.works/z19

LOAN GUARANTEES and INVESTMENTS

GRANTS and ADVISORY SERVICES

Research | Innovation | Technology
Who receives support?
- Small and medium-sized enterprises (SMEs)
- Large companies
- Research institutions
- Legal entities in small joint projects with a maximum of five partners

The instrument is open to all types of institutions, such as industry (SMEs and large companies), colleges and universities or non-university research institutions. However, at least 60% of the total budget must be earmarked for industrial partners or a minimum number of industrial partners must be involved. In specific terms, this means that if there are three or four partners, at least two partners must come from industry, and if there are five partners, at least three must come from industry.

What is supported?
- For market-oriented, business-driven projects, the topic is open
- There is a preference for projects with interdisciplinary, transsectoral approaches
- Products are to be launched 3 years after the start of the RTI project.

What are the conditions of the support?
Grant
- Maximum funding amount per project: €3 million
- Funding rate of 70% for SMEs and large enterprises
- The funding rate is 70% of costs eligible for receiving funding for private, for-profit organisations and 100% for non-profit organisations. Funding is limited to a maximum of €3 million per project. Criteria for the selection of applications are impact (weighted more heavily), quality, efficiency of implementation and excellence.

This programme is suitable for the support objective:
- Research/innovation/technology

Contact person/application
Enterprise Europe Network Berlin-Brandenburg at the Brandenburg Economic Development Corporation (WFBB)
Tel.: +49 (0) 331 730 61 315

For more information, please visit
https://fnb.works/z22

Who receives support?
Small and medium-sized enterprises (SMEs) in the area of cutting-edge research.

What is supported?
Funding of research and development projects in the following technology areas:
- Raw material efficiency
- Energy efficiency and climate protection
- Conservation of biodiversity
- Sustainable water management
- Sustainable space management and energy efficiency

Funding is provided for industrial research and pre-competitive development projects that feature a high level of scientific and/or technical risk to be taken. Individual projects by companies with expertise in the focus areas described above are eligible for funding.

What are the conditions of the support?
Grant
- Funding advice from the Federal Pilot Service for Innovative SMEs
- Online tool for project outlines
- Evaluation of the project outline within two months
- After positive review of the project outline, official submission of application
- Decision made regarding the application within two months
- After approval, disbursement of funding according to the progress of the project

Details of the funding are described in the funding announcement for the respective field of technology.

This programme is suitable for the development objectives:
- Research/innovation/technology

Contact person/application
Federal Ministry for Education and Research (BMBF)
Pilot service for companies
(Advisory service relating to “research and innovation” funding of the federal government)
Tel.: +49 (0) 800 26 25 009 (free of charge)
E-mail: beratung@foerderinfo.bund.de

For more information, please visit
https://fnb.works/z23

Who receives support?
- Companies
- Universities
- Research institutions, particularly those that have not been previously funded

What is supported?
Information on all issues relating to research and innovation funding is provided.

What are the conditions of the support?
- Free consultation.
- Searching for suitable development programmes
- Help with finding where project ideas belong
- Getting participants in touch with professional and regional contact persons
- Information on the procedures for obtaining funding
- Advice on the research and funding structure of the federal government, the states and the EU
- Information on the funding provided to young scientists
- Information on preparing international projects

This programme is suitable for the development objectives:
- Starting a business
- Advisory services
- Research/innovation/technology

Contact person/application
Advisory service relating to “research and innovation” funding of the federal government and pilot service for companies
Tel.: +49 (0) 800 262 30 08 (research funding)
Tel.: +49 (0) 800 262 30 09 (pilot service for companies)
E-mail: beratung@foerderinfo.bund.de

For more information, please visit
https://fnb.works/z25
Who receives support?

- Freelancers and sole proprietors who are liable to paying income tax in the State of Brandenburg or who maintain business premises with at least one employee in the State of Brandenburg.
- Companies with business premises in the State of Brandenburg within the meaning of Section 12 of the German Tax Code.
- Associations with legal capacity with their registered office or a branch or umbrella organisations of these associations in the State of Brandenburg.
- Public and private child and youth welfare organisations with headquarters or a branch office in the State of Brandenburg.

What is supported?

- Participation of employees in professional continuing education programmes when setting up a new location or expanding and restructuring companies (Brandenburg service package).

What are the conditions of the support?

Continuing education measures can be subsidised with up to 50% of the eligible expenditure. A grant of at least €1000 must be applied for. The grant per participant may not exceed €5000 in each application. Each grant recipient may receive funding once per calendar year. With the Brandenburg service package, special conditions are available for setting up new locations, expanding and restructuring. Before submitting an application, please contact Markus Hoenne at the Brandenburg Economic Development Corporation, 0331 704457-2914, markus.hoenne@ewfb.de.

De minimis limits and maximum funding rates can be found in the guidelines. All continuing education measures running beyond 30/06/2022 are not eligible for funding.

This programme is suitable for the development objectives:

- Starting a business
- Advisory services
- Research/innovation/technology

Contact person/application

Online via the ILB customer portal.
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 00
E-mail: kundencenter@ilb.de

For more information, please visit

https://fnb.works/b30

Who receives support?

- Unlisted small and medium-sized enterprises (SMEs) with an innovative, technological orientation in the founding and launch phase with registered office in the State of Brandenburg. The entry in the commercial register of the enterprise may not date back more than 5 years.

What is supported?

- The early stage and growth fund is a programme with two financing components:
  - Early-stage financing
  - Growth financing (see follow-up programme)

Support for investments in:

- Property, plant and equipment
- Intangible fixed assets
- Operating equipment
- Technology development
- Product development
- Market launch

What are the conditions of the support?

- Open-ended and/or quasi-participatory investment.

- At least €300,000
- Up to €6.4 million, minority stake
- In conjunction with a private independent co-investor under the same conditions

This programme is suitable for the development objectives:

- Starting a business
- Grow/expand/invest
- Research/innovation/technology

Contact person/application

Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 16 98
E-mail: brandenburg-kapital@ilb.de

For more information, please visit

https://fnb.works/b09
Who receives support?
Innovative starters of businesses, freelancers and SMEs in the first 3 years after the business is established with a registered office or place of business in the State of Brandenburg or being taken over that can be assigned to one of these clusters:

- Energy industry
- The health economy
- ICT, media and creative industries
- Transport/mobility/logistics
- Optics/photonics
- Food industry
- Plastics/chemicals
- Metal and tourism
- Wood and paper

Or the following cross-sectoral items supporting the aforementioned clusters:

- Materials
- Production and automation technology
- Clean technologies
- Security

What is supported?
- Procurement and production costs for goods of property, plant and equipment
- Personnel expenses for new jobs
- Consulting services of external consultants that serve product, process or technology development
- Technical development services, provided that these are not available or not available to the required extent within the company itself
- One-time expenses for the procurement of licences

What are the conditions of the support?
Grant from €25,000 to no more than €100,000

This programme is suitable for the support objective:
Research | Innovation | Technology

Contact person/application
Hightech Gründerfonds Management GmbH
Tel.: +49 (0) 228 82 300 100 or +49 (0) 30 403 66 48 00
E-mail: info@htgf.de

For more information, please visit
https://fnb.works/d11

Who receives support?
Young, innovative high-tech companies and start-ups from digital tech, industrial tech, life sciences, chemistry and related business fields with headquarters in Germany. The entry in the commercial register may not date back more than 3 years. To date, the company has received a maximum of €500,000 in equity, silent investments or convertible loans from other investors.

What is supported?
Coverage of financing needs for the development and market launch of new or significantly improved products, processes or services, such as the creation of a prototype or “proof of concept”.

What are the conditions of the support?
- Up to €1 million in the seed round as lead investor or with partners
- Total funding per company up to €3 million in total

This programme is suitable for the support objective:
Research | Innovation | Technology

Contact person/application
Hightech Gründerfonds Management GmbH
Tel.: +49 (0) 228 82 300 100 or +49 (0) 30 403 66 48 00
E-mail: info@htgf.de

For more information, please visit
https://fnb.works/d11

Who receives support?
SMEs and large companies based in Brandenburg or Thess that invest in Brandenburg and have been active in the market for at least 5 years. To strengthen the Berlin-Brandenburg metropolitan region, companies based in or investing in Berlin may also be eligible to apply in individual cases. They must be able to demonstrate an appropriate connection to Brandenburg and the application must be submitted in agreement with Investitionsbank Berlin.

What is supported?
Co-financing of investments of every kind or to cover operating equipment requirements, including credit lines.

What are the conditions of the support?

- At least €1 million, no more than €10 million
- Up to 10-year term and fixed interest rate
- Disbursement: terms of the principal bank
- Customary market, risk-adjusted interest rate corresponding to the interest rate of the principal bank

This programme is suitable for the development objectives:
- Giro/expand/invest
- Research/innovation/technology

Contact person/application
Investment Bank of the State of Brandenburg
Henning Franke, tel.: +49 (0) 331 660 15 92
Thomas Hegner, tel.: +49 (0) 331 660 15 61

For more information, please visit
https://fnb.works/d13

Who receives support?
Innovative companies that are less than 7 years old, employ fewer than 50 people and have an annual turnover/total balance sheet of no more than €10 million.

Companies that are GmbHs or UGs (limited liability companies), belong to an innovative sector, hold a patent that is up to 15 years old or have received public R&D funding in the last 2 years or can prove via a BMW short report that they are innovative and will be starting their business activities no later than 1 year after conclusion of the investment.

What is supported?
 Provision of venture capital from private investors through procurement of shareholder shares and provision of expertise. Shares are acquired by cash contribution or conversion of a convertible loan.

What are the conditions of the support?
Employment subsidy in the amount of 20% of the capital investment, that is, with a maximum investment of €500,000 per year/per investor, a maximum grant of €100,000 per year/per investor is possible.

Investments of several investors up to €3 million per year are eligible for funding, minimum investment €10,000, minimum investment period 5 years.

Exit grant in the amount of 25% of the profit from the sale of the shares supported with an employment subsidy.

Repayment of the grant in case of non-compliance with the requirements during the minimum holding period of 3 years (premature sale, investor’s attachment to the company or the like).

This programme is suitable for the support objective:
Research/innovation/technology

Contact person/application
Federal Office of Economics and Export Control (BAFA)
Unit 411 – INVEST
Tel.: +49 (0) 6196 908 19 64

For more information, please visit
https://fnb.works/a41

Development programmes

LOAN GUARANTEES and INVESTMENTS

High-tech start-up fund

LOANS

ILB syndicated financing for SMEs

GRANTS and ADVISORY SERVICES

Starting an innovative business

(valid until 31 December 2021)

Grants for SMEs

(valid until 31 December 2022)

Contact person/application
Hightech Gründerfonds Management GmbH
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@htgf.de

For more information, please visit
https://fnb.works/z41

Contact person/application
Investment Bank of the State of Brandenburg
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit
https://fnb.works/35
Development programmes

**LOANS**

**KfW ERP digital transformation and innovation loan (KfW product number 380)**

- **Who receives support?**
  - Established commercial enterprises
  - Freelancers

- **Based in Germany with an annual group turnover of up to €500 million.**

- **What is supported?**
  - Digital transformation projects that aim to digitally transform products or production processes and procedures or to integrate digital transformation into the corporate strategy or corporate organisation.
  - Innovation projects in which new or substantially improved products, procedures/ processes or services are developed for the company.
  - Total financing needs of companies considered innovative under the European Union’s Horizon 2020 programme.

- **What are the conditions of the support?**

  **Loans.**

  Debt capital with optional indemnification up to 70%.

  - Financing is provided for investments and equipment up to a maximum term of 10 years with up to 100% of the costs eligible for funding.
  - Minimum loan amount: €25,000 per project.
  - The maximum loan amount for a loan only of a refinancing nature is €25 million per project.
  - Disbursement 100%.

  You do not receive your loan directly from KfW but from a financing partner such as your bank.

  - **This programme is suitable for the support objective:**
    - Research/innovation/technology

  **Contact person/application**

  Via principal bank to KfW
  Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

  For more information, please visit
  - https://fnb.works/d15

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**KfW ERP mezzanine for innovation (KfW product number 360)**

- **Who receives support?**
  - Established commercial enterprises
  - Freelancers

  Based in Germany with an annual group turnover of up to €500 million.

- **What is supported?**
  - The programme serves the long-term financing of research close to the market and the development of new products, procedures/processes or services as well as their essential further development. Support will be provided to projects that are new for the applicant company as well as those that differ from the state of the art in the EU ("new to the European Union").

- **What are the conditions of the support?**

  **Loans.**

  - Funding of up to 100% of the costs eligible for receiving funding.
  - Minimum loan amount: €25,000 per project.
  - The maximum loan amount is €5 million per project.
  - Fixed interest rate over the entire term, usually 10 years.
  - You do not receive your loan directly from KfW but from a financing partner such as your bank.

  - **This programme is suitable for the support objective:**
    - Research/innovation/technology

  **Contact person/application**

  Via principal bank to KfW
  Tel.: +49 (0) 800 539 90 01 (the call is free of charge)

  For more information, please visit
  - https://fnb.works/d16

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**GRANTS and ADVISORY SERVICES**

**Innovative SMEs: Getting-started module**

(Valid until 30 June 2021)

- **Who receives support?**
  - Small and medium-sized enterprises (SMEs) in the commercial sector with a registered office or branch in Germany.
  - It is strongly recommended that interested SMEs first contact the federal government’s "research and innovation" funding advisory service. Their staff clarify the basic requirements for funding and put you in touch with the right project sponsors.

- **What is supported?**
  - Funding of individual projects of own research and development projects that are characterised by high scientific and technical risk and cooperation with other partners.

- **What are the conditions of the support?**

  **Grant.**

  - Up to 100% of the project-related personnel costs as well as subcontracts for analyses and consulting by third parties in the amount of no more than €20,000.
  - Up to €50,000 for a period of no more than 6 months

  The "easy Online" electronic application system must be used to prepare formal funding applications. Interested parties can obtain the necessary login credentials on request from the project sponsor responsible for their project topic.

  - **This programme is suitable for the support objective:**
    - Research/innovation/technology

  **Contact person/application**

  Federal Ministry of Education and Research (BMBF)

  Pilot service for companies (Advisory service relating to “research and innovation” funding)
  Tel.: +49 (0) 800 26 23 009 (free of charge)
  E-mail: beratung@beraterinfo.bund.de

  For more information, please visit
  - https://fnb.works/242

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**ProFIT Brandenburg (grant)**

(Valid until 31 December 2022)

- **Who receives support?**
  - Companies and research institutions with a place of business in the State of Brandenburg.
  - Companies: non-SMEs generally only in association with at least one SME from Berlin or Brandenburg or a research institution.
  - Research institutions: generally only in association with at least one company from Brandenburg or Berlin.

- **What is supported?**
  - Research, development and innovation projects in the research categories of industrial research, experimental development, market preparation phase and market launch.
  - Feasibility studies in the run-up to research and development projects.
  - Process and organisational innovations (only in case of previous competitions)

- **What are the conditions of the support?**

  **Grant.**

  Partial financing may be possible in combination with loans. The funding per project is limited to a maximum of €3 million in subsidies (and €5 million in loans, see Loans).

  - Maximum funding rate for companies: 80% of expenditure on experimental development, 50% of expenditure on feasibility studies, up to 50% of expenditure on process and organisational innovations.
  - Maximum funding rate for research institutions: Up to 80% of eligible expenditure on industrial research and experimental development.

  Submission of complete application documents only after confirmation of expert advice by the Brandenburg Economic Development Corporation (WFBB).

  - **This programme is suitable for the support objective:**
    - Research/innovation/technology

  **Contact person/application**

  Investment Bank of the State of Brandenburg (ILB)
  Tel.: +49 (0) 331 660 22 11
  E-mail: kundencenter@ilb.de

  For more information, please visit
  - https://fnb.works/d51
Who receives support?
- Companies with business premises in Brandenburg
- Large companies (generally only in association with at least one small or medium-sized enterprise (SME) from Berlin or Brandenburg or a research institution)

What is supported?
Funding of research, development and innovation projects in the research category "experimental development" as well as market preparation and market launch.

Submission of complete application documents must be preceded by confirmation of expert advice and/or consultation by the Brandenburg Economic Development Corporation (WFBB).

What are the conditions of the support?
Loans, partial financing as low-interest loans (possibly in combination with grants).

The funding is limited to a maximum of €3 million in loans (and €3 million in grants) per project. For market preparation/market launch measures related to the R&D project, project funding will be granted exclusively in the form of a loan that meets the requirements of the de minimis regulation and that is not to exceed €200,000 (subsidy equivalent).

This programme is suitable for the support objective:
Research | Innovation | Technology

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Preliminary technical examination or consultation by Brandenburg Economic Development Corporation (WFBB)
Tel.: +49 (0) 331 730 61 0
E-mail: info@ilb.de

For more information, please visit
https://fnb.works/d20

Who receives support?
- Small and medium-sized enterprises (SMEs) in the commercial economy in their primary occupation
- Members of the liberal professions
- Registered office in Germany and no patent or utility model applied for in the last 3 years

What is supported?
Support for SMEs in securing their research and development results through industrial property rights, divided into five service packages (SP):
- SP1 Consultation and detailed examination of whether a new idea is being proposed
- SP2 Detailed consultation with regard to economic utilisation
- SP3 (Strategic) consultation and coordination on the filing of intellectual property applications
- SP4 Filing of intellectual property applications
- SP5 Activities relating to intellectual property utilisation

What are the conditions of the support?
Grant.
Up to €16,600 total grant (equivalent to 50% of eligible expenditure, capped at €33,200):
- SP1 €800
- SP2 €800
- SP3 €1000
- SP4 €10,000
- SP5 €4000
- Project term: 24 months

This programme is suitable for the support objective:
Research | Innovation | Technology

Contact person/application
Project sponsor Juelich (PtJ) Forschungszentrum Juelich GmbH
GT1 5 – Technology transfer
Tel.: +49 (0) 30 201 99 535
E-mail: wipano-ptj@fz-juelich.de

For more information, please visit
https://fnb.works/a20

Who receives support?
- Economic development institutions that implement the state’s economic development and technology policy (innoBB 2025 plus)
- Research institutions in the State of Brandenburg that use the funding to safeguard activities of their own transfer office within the meaning of the directive

What is supported?
Promotion of business-related knowledge and technology transfer projects and cluster management measures.

What are the conditions of the support?
Grant.
- Cluster management projects of institutions designated as cluster management institutions in innoBB 2025 plus and in the corresponding master plans are funded up to 100%
- Knowledge and technology transfer offices at research institutions are funded up to 90% (up to €150,000 per year)
- Competence centres set up as knowledge and technology transfer offices at research institutions and bundling topics from the master plans statewide up to 100%
- Location-based knowledge and technology transfer offices are funded up to 100%
- Other projects are funded up to 50%

Application only after confirmation of expert advice from Brandenburg Economic Development Corporation (WFBB) or the Ministry of Economic Affairs, Labour and Energy (MWAE).

This programme is suitable for the support objective:
Research | Innovation | Technology

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 730 61 0
E-mail: info@ilb.de

For more information, please visit
https://fnb.works/a20

Who receives support?
- Small and medium-sized enterprises (SMEs) in the commercial sector with up to 500 employees (including affiliated and partner companies)
- Research institutions with business operations in Germany

What is supported?
Research and development work to be carried out in Germany and these supporting services for innovative products, processes or technical services without restriction to specific technologies or sectors.

What are the conditions of the support?
Grant.
- Staggered according to SME status
- Up to 45% for individual projects
- Up to 55% for cooperative projects
- Up to 60% for cooperative projects with foreign partners

This programme is suitable for the support objective:
Research | Innovation | Technology

Contact person/application
ZIM Individual Projects EuroNorm GmbH
Project sponsor on behalf of the Federal Ministry for Economic Affairs and Energy (BMWi)
Tel.: +49 (0) 30 970 03 222
E-mail: zim@eurnorm.de

For more information, please visit
https://fnb.works/a59
Cottbus Competence Centre for SMEs 4.0

Explanation
Consortium:
- Consortium leader Brandenburg University of Technology Cottbus-Senftenberg (BTU C-S)
- Wildau University of Applied Sciences (TH Wildau)
- Eberswalde University of Sustainable Development (HNEE)
- IHP GmbH – Leibniz Institute for Innovative Microelectronics Frankfurt (Oder)
- IHK Cottbus as representative of the Chambers of Commerce and Industry in Brandenburg

Target group
Small and medium-sized enterprises (SMEs) in the commercial sector in the State of Brandenburg.

Services
- Training measures to increase digital skills and expertise
- Advice and assistance with the application process
- Mediation of potential partners
- Initiation of joint projects

Contact
BTU Cottbus-Senftenberg
Chair of Automation Technology
Siemens-Halske-Ring 14, 03046 Cottbus
E-mail: info@mittelstand-cottbus.digital
Internet: kompetenzzentrum-cottbus.digital

Brandenburg Economic Development Corporation (WFBB)

Explanation
Supporting the technology transfer between business and science.

Target group
Small and medium-sized enterprises (SMEs) in the commercial sector in the State of Brandenburg and municipalities.

Services
- Advice and assistance with the application process
- Mediation of potential partners
- Support for innovation projects
- Promotion of statewide networking and exchange of experience between science and business
- Events

Contact
Brandenburg Economic Development Corporation (WFBB)
Babelsberger Strasse 21, 14473 Potsdam
Contact person: Dr Jens Unruh
Tel.: +49 (0) 331 730 613 31
E-mail: jens.unruh@wfbb.de
Internet: wfbb.de | Our services | For innovation

Cross-Border Optics and Photonics Cluster

Explanation
Part of the Berlin-Brandenburg Innovation Strategy (innoBB).

Target group
Companies and research institutions.

Services
- Foster collaboration and cooperation among businesses and research institutions resulting in increased competitiveness for smart, sustainable and inclusive growth.

Contact
Fraunhofer Institute for Telecommunications Heinrich Hertz Institute (IHF)
Einsteinufer 37, 10587 Berlin
Contact person: Prof Dr rer. nat. Martin Schell
Tel.: +49 (0) 30 310 022 02
Internet: optics-bb.de

Research network for small and medium-sized enterprises

Explanation
Maintained by the German Federation of Industrial Research Associations "Otto von Guericke" (AiF).

Target group
Small and medium-sized enterprises.

Services
- Provides addresses of advisory institutions for the promotion of entrepreneurial innovation.

Contact
AiF Working Group of Industrial Research Associations "Otto von Guericke" (AiF)
Bayenthalguelert 23, 50968 Cologne
Tel.: +49 (0) 221 376 800
E-mail: info@aif.de
Internet: aiF.de
Cross-border ICT, media and creative industries cluster

Digital Economy Cluster

Target group
Enterprises in the digital economy.

Services
- Contact for the creative, media and ICT sector in Berlin-Brandenburg in case of questions relating to:
  - Innovative projects

RKW Rationalisation and Innovation Centre of the German Economy

Explanation
Non-profit research and development institution.

Target group
Small and medium-sized enterprises.

Services
- Developing solutions to meet the challenges of the future; a platform for all involved in the economy relating to the topics of skilled workers, founding a business, innovation.

Contact
RKW Rationalisation and Innovation Centre of the German Economy, Competence Centre
Dueseldorfer Strasse 40 A, 65760 Eschborn
Contact person: Stefanie Bechert
Tel.: +49 (0) 6196 495 28 28
E-mail: bechert@rkw.de
Contact person: Dr Matthias Wallisch
Tel.: +49 (0) 6196 495 28 21
E-mail: wallisch@rkw.de
Internet: rkw-kompetenzzentrum.de
Central Innovation Programme for SMEs (ZIM)

Explanation
Federal initiative to promote innovative networks in the framework of the ZIM.

Target group
Small and medium-sized enterprises and research institutions.

Services
The Central Innovation Programme for SMEs (ZIM) supports creative companies in implementing good ideas with precisely tailored funding opportunities. Individual or cooperative projects; funding of management and organisation of innovative business networks.

Contact
VDI/VDE Innovation + Technik GmbH
Steinplatz 1, 10623 Berlin
Tel.: +49 (0) 30 310 07 80
E-mail: vdive-de-it@vdive-de-it.de
Internet: vdivde-it.de

Online portal for the Automation and Technology Association Brandenburg (AUTEV AG)

Information on industrial technology, environmental technology, building systems engineering and information/communication.
► autev.de

Online portal for Electronic Commerce InfoNet (ECIN)

Information, trends and experience reports from the field of electronic commerce.
► ecin.de

Online portal for Optics Innovation Network Rathenow

Information on the precision mechanics and optics location.
► optikrathenow.de

Online portal of the Cottbus Competence Centre for SMEs 4.0

Supporting the rollout of digital solutions and work processes through targeted training and education measures for managers, skilled workers and employee representatives.
► kompetenzzentrum-cottbus.digital

Online portal for the technology cooperation network for SMEs

Information on support for entrepreneurial innovation.
► aif.de

Online portal for the Central Innovation Programme for SMEs (ZIM)

Information on the federal initiative to foster innovative networks.
► zim-bmwi.de

Additional contact persons and addresses can be found in the service section of this brochure.

Brochure "Central Innovation Programme for SMEs – Impetus for innovation".

The Central Innovation Programme for SMEs (ZIM) is a nationwide development programme with the objective of fostering SMEs and the research institutions that cooperate with them. It is open to all technologies and sectors.
► bmwi.de | Service | Topic portals | Central Innovation Programme for SMEs (ZIM)

Online portal EXIST – Science-based start-ups
► exist.de

Online portal for RKW Competence Centres
Information for small and medium-sized enterprises on the topics of skilled workers, start-ups and innovation.
► rkw-kompetenzzentrum.de
Foreign trade is an important driver of growth for the Brandenburg economy. Business contacts abroad strengthen competitiveness, contribute to sales growth and thus make an important contribution to creating and maintaining jobs in Brandenburg. Brandenburg exports demonstrate the importance of foreign trade for the state.

The state helps with a wide range of funding offers in order to ensure that companies can make the most of their development opportunities. The state government’s goal is to support small and medium-sized enterprises (SMEs) in tapping into international markets, attracting even more international investment to the state and further promoting the internationalisation of the cluster industries. All international activities relating to market development, development of existing businesses, the trade fair business and international investor procurement are being combined for the first time in the state’s foreign trade concept. The spectrum of funding instruments ranges from advisory and investment offers of the Brandenburg Economic Development Board (WFBB) to EU-funded market development programmes and trade fair investment offers for young, innovative companies to export sureties via Hermes guarantees and investment sureties of the federal government.

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Officially, the development programmes are available at the regional points of contact mentioned. For what activities can supporting grants be applied for?

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The development programmes for international market development and foreign trade activities of companies in Brandenburg include the programme for market development by small and medium-sized enterprises, which supports trade fair participation and consulting/coaching measures for market development and internationalisation in particular. This programme is available to SMEs as well as company amalgamations. In addition, there are also programmes that are co-financed with EU funds such as the market access guidelines. Information on all grants available in the State of Brandenburg can be found in this brochure or online.

Online you will find an overview of all current development programmes for foreign trade and export activities, each geared to specific target groups and funding purposes.

For what activities can supporting grants be applied for?

How do loan guarantees, investments and sureties provide support?

Investments are intended to strengthen a company’s equity base and facilitate borrowing on the open market. The ERP Export Financing Programme supports you with a guarantee that covers up to 80% of the default risk if customary bank collateral is not available to a sufficient extent for your foreign trade activities.

The federal government supports foreign trade activities of companies with special guarantees such as Hermes cover or investment sureties to protect German foreign investments.

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**Development programmes**

### Market development | Export

#### GRANTS and ADVISORY SERVICES

<table>
<thead>
<tr>
<th>Programme</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erasmus for Young Entrepreneurs</td>
<td>Grants for young entrepreneurs planning to start their own business or whose new business is no more than 3 years old.</td>
</tr>
</tbody>
</table>

### LOANS

<table>
<thead>
<tr>
<th>Programme</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Export sureties (Hermes cover)</td>
<td>Loans to companies and the banks that provide financing against the risk of a politically and/or economically induced default on payment of an export transaction debt.</td>
</tr>
</tbody>
</table>

### SURETIES

<table>
<thead>
<tr>
<th>Programme</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal investment sureties for direct investments abroad</td>
<td>Sureties protecting companies and the banks that provide financing against the risk of a politically and/or economically induced default on payment of an export transaction debt.</td>
</tr>
</tbody>
</table>

### Contact person/application

- **Euler Hermes Aktiengesellschaft**
  - Berlin Office, Quartier 205, Friedrichstrasse 6, 10117 Berlin
  - Tel.: +49 (0) 30 72 62 177 50
  - For more information, please visit https://fnb.works/g01

- **PricewaterhouseCoopers GmbH Hamburg**
  - Tel.: +49 (0) 40 63 78 20 66
  - E-mail: investitionsgarantien@de.pwc.com
  - For more information, please visit https://fnb.works/g02

- **Federal Ministry for Economic Affairs and Energy (BMWi)**
  - Tel.: +49 (0) 30 18 61 50
  - For more information, please visit https://fnb.works/g02
Market development | Export

GRANTS and ADVISORY SERVICES

Market development by SMEs
(GrW international market)
(valid until 31 December 2023)

Who receives support?
- Small and medium-sized enterprises (SMEs) in the manufacturing sector and production-related service sector with registered office and/or business premises in the State of Brandenburg.
- Groups of at least three SMEs that have amalgamated themselves contractually to complete a joint project without external network management.
- Freelancers, trading and consulting companies are excluded.
- The Federal Ministries for Economic Affairs and Energy (BMWi) and for Food and Agriculture (BMLK) support German companies in their participation in trade fairs abroad within the framework of the Federal Foreign Trade Programme (AMP).

What is supported?
- Measures for internationalisation of SMEs and market development abroad with innovative products:
  - Participation in internationally geared trade fairs, exhibitions, information events, symposia, congresses, pitches and virtual formats of the above-mentioned measures at home and abroad.
  - Participation in regional and supra-regional trade fairs, if they are identified on the Berlin/Brandenburg fair schedule.
  - Advisory/coaching measures aimed at internationalisation and market development abroad.

What are the conditions of the support?
- Grant for participation in the above measures:
  - Start-ups with up to 80% of eligible expenses.
  - All other grant recipients with up to 50% of the eligible daily rates of the consultant/coach.
  - For first-time funding under this guideline, 100% of the eligible daily rate for the first two advisory service/coaching days.

This programme is suitable for the support objective:
- Market development/export

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit
- https://fnb.works/244

GRANTS and ADVISORY SERVICES

Market development programme for SMEs
(valid until 31 December 2023)

Who receives support?
- Small and medium-sized enterprises (SMEs) in the commercial sector, business-related service providers and freelancers with business operations in Germany.

What is supported?
- Business initiation module:
  - For getting started or expanding operations in the foreign target market.
- Market exploration module:
  - For getting started in emerging markets or market segments in the target market.
- Information event module:
  - Information about new markets or market segments in Germany.
- Presentation of achievements module:
  - Expansion of operations in the foreign target market.
- Buyer’s journey module:
  - Visiting Germany for selected sectors and topics.
- Information event module:
  - Visiting Germany for selected sectors and topics.

What are the conditions of the support?
- Grant:
  - Assumption of all costs by the project sponsor.
  - In the modules of market research, business initiation and presentation of achievements, the participating company is expected to make a contribution of
    - €500 (net) for companies with less than €2 million annual turnover and less than 10 employees.
    - €750 (net) for companies with less than €5 million annual turnover and less than 500 employees.
    - €1000 (net) for companies with more than €5 million annual turnover or more than 500 employees.
  - Travel, accommodation and other catering costs must be borne by the company itself.

This programme is suitable for the support objective:
- Market development/export

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit
- https://fnb.works/244

GRANTS and ADVISORY SERVICES

Market access guidelines
(valid until 31 December 2023)

Who receives support?
- Institutions close to the economy that do not have profit-making as their goal and that do not participate in ordinary economic life.
- Associations.
- Sector networks based in the State of Brandenburg.

What is supported?
- The market development programme supports joint projects and market development initiatives by the above-mentioned institutions, associations and networks that serve the overall economic interest of the State of Brandenburg.

Funding is provided for joint projects and sector information booths at international fairs and exhibitions, business trips, contact and cooperation exchanges, workshops and information events.

What are the conditions of the support?
- Partial financing of a project grant.

The grant is awarded in the form of a one-time payment. The grant for a project under this guideline can amount to 100% of the expenditure eligible for funding that is not to exceed €150,000.
- Grants for workshops and information events are limited to a maximum of €10,000. Grants for contact and cooperation exchanges can amount to a maximum of 75% of the eligible expenditure.

This programme is suitable for the support objective:
- Market development/export

Contact person/application
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 11
E-mail: kundencenter@ilb.de

For more information, please visit
- https://fnb.works/246

GRANTS and ADVISORY SERVICES

Trade fair programme for young, innovative companies
(valid until 30 June 2021)

Who receives support?
- Legally independent, innovative companies from industry, trade and selected service sectors based in Germany.
- Up to 50 employees.
- Annual balance sheet total or annual turnover of no more than €10 million.
- Younger than 10 years.

The hallmark of an eligible innovative enterprise is the new development or significant improvement of products, processes and services and their market launch.

What is supported?
- Funding is provided for participation in joint booths organised by trade fair organisers for young innovative companies at leading international trade fairs in Germany.

What are the conditions of the support?
- Grant:
  - The costs invoiced by the exhibitor for booth rental and booth construction are eligible for funding. For the first two trade fair participations under the development programme, 60% of the costs are funded, and the contribution of the applicant is 40%. Starting from the third trade fair participation, 50% will be funded, with the applicant expected to contribute 50%.
  - The exhibitor must register with the fair organiser at least 8 weeks before the start of the fair.
  - Simultaneous submission of the application by the exhibitor to BAFA.

This programme is suitable for the support objective:
- Market development/export

Contact person/application
Federal Office of Economics and Export Control (BAFA)
Division 451 – Foreign Trade Fairs
Tel.: +49 (0) 6196 908 26 68

For more information, please visit
- https://fnb.works/248
### Market development | Export

#### Advisory and support services

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<th>AUMA</th>
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<td><strong>Target group</strong></td>
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<tr>
<td><strong>Services</strong></td>
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<tr>
<td><strong>Contact</strong></td>
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<tr>
<th>Euler Hermes Germany Branch office of Euler Hermes SA</th>
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<tr>
<th>Chamber of Crafts and Trades (HWK) Frankfurt (Oder) – East Brandenburg Region</th>
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<tr>
<td><strong>Explanation</strong></td>
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</tbody>
</table>
Market development | Export

Chamber of Commerce and Industry (IHK) Cottbus

**Explanation**
- Area of expertise: advising companies
- Focus: international
- Focus: trade fairs

**Target group**
Companies.

**Services**
The staff focusing on international business and trade fairs would be happy to advise you.

**Contact**
Chamber of Commerce and Industry (IHK) Cottbus
Goethestrasse 1, 03046 Cottbus
Contact person: Antje Wendelburg
Tel.: +49 (0) 355 365 13 11
E-mail: antje.wendenburg@cottbus.ihk.de
Internet: cottbus.ihk.de

Chamber of Commerce and Industry (IHK) East Brandenburg

**Explanation**
Business division: Economic Affairs

**Target group**
Companies.

**Services**
The staff of the Economic Affairs business division would be happy to advise you on foreign trade issues.

**Contact**
Chamber of Commerce and Industry (IHK) East Brandenburg
Puschkinstrasse 12 b, 15236 Frankfurt (Oder)
Contact person: Dr Knuth Thiel
Tel.: +49 (0) 335 562 115 00
E-mail: thiel@ihk-ostbrandenburg.de

Promotion of advisory projects

The State of Brandenburg, the federal government and the European Union provide a variety of development programs that support business consulting projects. In addition to these programmes, the following chapter contains contact persons, network initiatives and institutions that will provide you with advice and support. You can also access all programmes online at

[www.foerdernavigator-brandenburg.de](http://www.foerdernavigator-brandenburg.de)

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**Online portal of the Association of the German Trade Fair Industry (AUMA)**

- auma.de

**AUMA trade fair database**

- auma.de | Exhibit | Find fairs

**“Trade Fair Participations Berlin-Brandenburg” of the Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAE)**

- MWAE.brandenburg.de | Economic affairs | Development | Foreign trade

**Online portal for foreign trade advice from the Chamber of Crafts and Trades (HWK) Potsdam**

The HWK supports you in your activities abroad and provides you with comprehensive information.

- hwk-potsdam.de | Operational management | Foreign trade

Additional contact persons and addresses can be found in the service section of this brochure.
Advisory services

How does the State of Brandenburg support advisory services for businesses?

Whether innovation or energy-saving projects, advice on going into business for yourself as a livelihood or help with increasing the competitiveness of enterprises through targeted support for entrepreneurial expertise – in the State of Brandenburg, residents as well as companies and institutions have access to specific advisory and support services relating to a wide variety of development purposes. Many of them are funded by the European Union. The success of the state government’s sustainable funding policy is also expressed in economic growth, with Brandenburg being one of the leading German states when this is taken as the benchmark.

Brandenburg’s economic growth in a state comparison.

Brandenburg has been on a sustainable growth path for years. This is not only shown by the settlements of well-known investors such as TESLA, but it is also clear from the fact that the gross added value is well above the national average (1.7% in the first half of 2020).

<table>
<thead>
<tr>
<th>State</th>
<th>Gross Added Value Q1 2020 in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brandenburg</td>
<td>3.8</td>
</tr>
<tr>
<td>Baden-Württemberg</td>
<td>3.2</td>
</tr>
<tr>
<td>Bavaria</td>
<td>3.1</td>
</tr>
<tr>
<td>Berlin</td>
<td>3.1</td>
</tr>
<tr>
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<td>3.1</td>
</tr>
<tr>
<td>Bremen</td>
<td>3.0</td>
</tr>
<tr>
<td>Hamburg</td>
<td>3.0</td>
</tr>
<tr>
<td>Hessen</td>
<td>2.8</td>
</tr>
<tr>
<td>Mecklenburg-West-Pom.</td>
<td>2.7</td>
</tr>
<tr>
<td>Lower Saxony</td>
<td>2.7</td>
</tr>
<tr>
<td>North Rhine-Westfalia</td>
<td>2.7</td>
</tr>
<tr>
<td>Rheinland-Palatinate</td>
<td>2.7</td>
</tr>
<tr>
<td>Saxony</td>
<td>2.6</td>
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<tr>
<td>Saxony-Anhalt</td>
<td>2.6</td>
</tr>
<tr>
<td>Schwäbisch-Gmünd</td>
<td>2.5</td>
</tr>
<tr>
<td>Thuringia</td>
<td>2.5</td>
</tr>
</tbody>
</table>

Source: Berlin-Brandenburg Statistics Office

For what activities can supporting grants be applied for?

The Ministry of Economic Affairs, Labour and Energy (MWAE) and other ministries in the State of Brandenburg are also available to provide information on funding instruments and programmes. Again, please be sure to obtain information and clarify the eligibility requirements for your project in advance.

A variety of attractive funding instruments are available in the State of Brandenburg, such as for:

- Energy advisory services
- Development cooperation
- Going into business for yourself as a livelihood
- Support for the development of entrepreneurial expertise
- Investment in the digital transformation
- Investments in innovation
- Investments in Innovative automation, Digital Factory and Industry 4.0
- Investments in research and development
- Investments in safety and the environment by freight transport companies
- Investments in sustainable skilled labour and digital learning and experimentation spaces

The Chambers of Commerce and Industry, the Chamber of Crafts and Trades, municipal and regional business development agencies, employment agencies and the Regional Pilot Services in Brandenburg offer a wide range of business advisory services.

How can the Brandenburg Innovation Voucher (BIG) programme provide support?

With the Brandenburg Innovation Voucher (BIG), the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) has launched a special programme to bolster competitiveness and innovation. The target group of this programme is Brandenburg small and medium-sized enterprises (SMEs), especially in the commercial sector and including craft enterprises, which can receive grants for the following:

- For contract R&D to find solutions to scientific and technological problems (small and large “go-inno”)
- For own R&D activities (BIG R&D)
- For digital transformation measures in your own company (BIG Digital)
- For advisory services to support the submission of applications in the context of an EU development measure (BIG EU)

Information on the Brandenburg Innovation Voucher (BIG) is available online at

ilb.de

Free support for the development and implementation of innovations in the areas of automation technology, digital factory and Industry 4.0 is offered by the Innovation Centre Modern Industry (IMI) at the Chair of Automation Technology at BTU Cottbus. Here you can get advice if you are interested in funding instruments, technology scouting, development and implementation partners and initiating collaborative projects.

imkbb.de

The development programmes listed in this brochure and at foerdernavigator-brandenburg.de are a selection of the most important funding opportunities. The development programmes are sorted according to the funding type, from subsidies/grants to loans and investments through to loan guarantees and equity financing. This allows you to easily find your way in the list depending on your financing needs. The best way to find out whether other development programmes are suitable for your project is to take advantage of a personal consultation offered at one of the points of contact mentioned.

Online you will find an overview of all current development programmes for advisory purposes, each geared to specific target groups and funding purposes.

foerdernavigator-brandenburg.de

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Advisory services

**BMWi Innovation Voucher (go-inno)**

(Valid until 30 June 2024)

Who receives support?
Companies in the commercial sector, including the skilled crafts and trades with technological potential, with registered office in Germany, fewer than 100 employees and annual turnover/total assets not to exceed €20 million.

What is supported?
Funding of external management and advisory services for preparation and implementation of product and technical process innovations in companies with technological potential by a consulting firm authorised by BMWi or a project sponsor commissioned by BMWi.

Funding is generally provided in two service levels without thematic restrictions to specific technologies, products, sectors or branches of industry.

What are the conditions of the support?
Grant in the amount of 50% of the project-related expenses, up to €1100 per consultant day, including all auxiliary costs. The value-added tax and the difference between the costs and the grant are to be paid by the participants themselves.

Service level 1:
- Potential analysis of up to 2 (+ 2) consultant days within 3 months, not to exceed €5500

Service level 2:
- Implementation concept and/or project management up to 20 (+ 5) consultant days within 1 year, no more than €33,750 and/or up to 15 consultant days, not to exceed €8250.

This programme is suitable for the development objectives:
- Advisory services
- Research/innovation/technology

Contact person/application
Federal Ministry for Economic Affairs and Energy (BMWi)
Tel.: +49 (0) 30 18615 6141
E-mail: info@bmwi.bund.de

For more information, please visit
- https://fnb.works/z06

**Brandenburg Innovation Voucher (BIG)**

(Valid until 31 December 2023)

Who receives support?
SMEs in the commercial sector (including skilled crafts and trades) with business premises in the State of Brandenburg.

What is supported?
Funding of projects that serve to bolster the innovation capacity of SMEs, including craft enterprises:
- External scientific advice/investigation in the run-up to the development of innovative products, services or process innovation (small BIG Transfer)
- External implementation-oriented R&D activities for the purpose of designing existing products and processes until they are ready for the market (large BIG Transfer)
- R&D projects that can be implemented in the short term in the phases of industrial research and/or experimental development (BIG R&D)
- Utilisation of an advisory service to support the submission of applications within the scope of EU innovation programmes (BIG EU)
- Digital transformation projects (advisory service, implementation and training)

What are the conditions of the support?
- Small BIG Transfer: full financing (100%), not to exceed €5000, term of up to 6 months (can be applied for once when a company and research institution take up contact with each other)
- Large BIG Transfer: partial financing (50%), no more than €15,000, term of up to 6 months (can be applied for several times, but no more than once within any 12-month period)
- BIG R&D: partial financing (50%), no more than €100,000, term of up to 2 years (renewed application possible after utilisation of the results from the previous funding)
- BIG EU: partial financing (50%), not to exceed €8000 or, as lead partner, not to exceed €16,000, project term of up to 12 months
- BIG Digital: partial financing (50%), no more than €50,000 each for the advisory and training module and no more than €500,000 for the implementation module. Project term of up to 6 months for the advisory and training modules or up to 36 months for the implementation module.

This programme is suitable for the development objectives:
- Advisory services
- Research/innovation/technology

Contact person/application
Federal Ministry of Education and Research (BMBF)
Department of Continuing Education; Labour Market, ESF
Tel.: +49 (0) 800 26 23 000 (the call is free of charge)
E-mail: bildungspraemie@buergerservice.bund.de

For more information, please visit
- https://fnb.works/z06

**Energy advisory services for small and medium-sized enterprises**

(Valid until 31 December 2022)

Who receives support?
SMEs in trade and industry and other service industries as well as freelancers with registered office and business operations in Germany, less than 250 employees, annual turnover of no more than €50 million/annual balance sheet total of no more than €4.5 million.

What is supported?
Energy advisory services in the areas of buildings and systems as well as user behaviour with the aim of identifying economically viable energy efficiency potential.

The following can be funded: advisory services aimed at obtaining, in a systematic manner, sufficient information on the existing energy consumption profile of a building or a corresponding group of buildings, an operational process or an industrial or commercial installation, identifying and quantifying opportunities for economic energy conservation and recording the results in a report.

The energy advisory services must be provided on the territory of Germany. One energy consultation per applicant is eligible for funding within 24 months.

What are the conditions of the support?
- For companies with annual energy costs of no more than €10,000, the grant amounts to 80% of the eligible advisory service costs but is not to exceed €6000.
- For companies with annual energy costs of no more than €10,000, the grant amounts to 80% of the eligible advisory service costs but is not to exceed €6000.
- The funding of measures under this guideline excludes the use of public funds from federal development programmes, the grant amounts to a maximum of 90% of the costs.

This programme is suitable for the development objectives:
- Energy/environment/mobility
- Advisory services

Contact person/application
Federal Office of Economics and Export Control (BAFA)
- Energy advisory services
Tel.: +49 (0) 6196 908 1240

For more information, please visit
- https://fnb.works/z14

**Guidelines on going into business for yourself as a livelihood**

(Valid until 31 December 2021)

Who receives support?
Eligible to participate (according to advisory services) are:
- Pilot services – unemployed or employed residents of Brandenburg who want to start a business
- Pilot service for unemployed or employed migrants
- People with a migration background who live in Brandenburg and want to start a business
- Business-starting workshops for young people – unemployed or employed residents of Brandenburg up to the age of 30 or those threatened by unemployment who want to start a business.
- Business-starting workshops for students, academic/scientific staff and alumni of Brandenburg universities
- Innovations require courage (iBm) – people who want to start an innovative business in the State of Brandenburg.

What is supported?
Within the framework of target-group-specific advisory services, those interested in starting a business or taking over an existing business are given comprehensive support from A to Z in preparing for their professional self-employment (including business financing) with tailored advice, coaching and training specifically geared to their new business project all the way to the point at which they have founded their business.

What are the conditions of the support?
- Advisory services
  - Participation is free of charge.
  - With innovative start-up projects, a small portion of the costs must be paid between formal incorporation and the start of business activities.

This programme is suitable for the development objectives:
- Starting a business
- Succession, taking over an existing business
- Advisory services

Contact person/application
List of new business advisory service centres online at
- https://fnb.works/z21

For more information, please visit
- https://fnb.works/z14
Advisory services

**GRANTS and ADVISORY SERVICES**

Advisory service relating to "research and innovation" funding of the federal government

**Who receives support?**
- Companies
- Universities
- Research institutions, particularly those that have not been previously funded

**What is supported?**
- Information on all issues relating to research and innovation funding is provided.

**What are the conditions of the support?**
- Free consultation.
- Searching for suitable development programmes
- Help with finding where project ideas belong
- Getting participants in touch with professional and regional contact persons
- Information on the procedures for obtaining funding
- Advice on the research and funding structure of the federal government, the states and the EU
- Information on the funding provided to young scientists
- Information on preparing international projects

**Who receives support?**
Companies in the commercial sector with technological potential, including the skilled crafts and trades.
- Less than 100 employees
- Annual turnover/balance sheet total of the previous year no more than €20 million
- Business premises or branch in Germany
- Eligibility under the de minimis regulation

**What is supported?**
- Funding is provided for advisory services in a selected primary module with any necessary secondary modules for setting up or expanding the IT systems according to the current state of knowledge and technology.

**What are the conditions of the support?**
- Grant.
- Non-repayable grant in the form of partial financing for project funding, funding rate: no more than 50%.
- Daily consultant rate of no more than €1100
- Scope of funding no more than 30 days in a period of half a year

**This programme is suitable for the development objectives:**
- Starting a business
- Advisory services
- Research/innovation/technology

**Contact person/application**
Advisory service relating to "research and innovation" funding of the federal government and pilot service for companies
Tel.: +49 (0) 800 262 30 08 (research funding)
Tel.: +49 (0) 800 262 30 09 (pilot service for companies)
E-mail: beratung@foerderinfo.bund.de

For more information, please visit
- https://fnb.works/z25

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**GRANTS and ADVISORY SERVICES**

Funding for continuing education (ESF continuing education guideline)

**Who receives support?**
- Freelancers and sole proprietors who are liable to pay income tax in the State of Brandenburg or who maintain business premises with at least one employee in the State of Brandenburg.
- Companies with business premises in the State of Brandenburg within the meaning of Section 12 of the German Tax Code
- Associations with legal capacity with their registered office or a branch office or umbrella organisations of these associations in the State of Brandenburg
- Public and private child and youth welfare organisations with headquarters or a branch office in the State of Brandenburg

**What is supported?**
- Participation of employees in professional continuing education programmes for development of expertise in companies and associations and public and private child and youth welfare organisations.
- Participation of employees in professional continuing education programmes when setting up a new location, expanding and restructuring companies (Brandenburg service package)

**What are the conditions of the support?**
- Continuing education measures can be subsidised with up to 50% of the eligible expenditure. A grant of at least €1000 must be applied for. The grant per participant may not exceed €5000 in each application. Each grant recipient may receive funding once per calendar year. With the Brandenburg service package, special conditions are available for setting up new locations, expanding and restructuring.

Before submitting an application, please contact Markus Hoehne at the Brandenburg Economic Development Corporation, 0351 704457-2914, markus.hoehne@wkb.b. De minimis limits and maximum funding rates can be found in the guidelines. All continuing education measures of Continuing Education Guideline 2020 must be completed by 30/06/2022. Continuing education measures running beyond 30/06/2022 are not eligible for funding.

**This programme is suitable for the development objectives:**
- Starting a business
- Advisory services
- Research/innovation/technology

**Contact person/application**
Online via the ILB customer portal
Investment Bank of the State of Brandenburg (ILB)
Tel.: +49 (0) 331 660 22 00
E-mail: kundencenter@ilb.de
For more information, please visit
- https://fnb.works/z30
Advisory services

Who receives support?
Small and medium-sized enterprises (SMEs) in the commercial sector with their registered office and business operations in Germany.

- Young companies (on the market for less than 2 years)
- Existing companies (starting from the 3rd year after founding of the company)
- Companies experiencing economic difficulties

Young companies and enterprises in economic difficulties that wish to apply for a grant need to have a free information meeting with a regional contact person of their choice (such as the Chamber of Commerce and Industry) before applying. No more than 3 months may elapse between the interview and submission of the application.

What is supported?
Advisory services for young and existing companies.

- General advisory services in regard to all corporate governance issues
- Special consultations for countering structural inequalities, such as companies run by women or migrants, by entrepreneurs with recognised disabilities, on operational integration of employees with a migration background, on attracting and hiring skilled workers, on equal opportunity and better reconciliation of the demands of family and career

Advice for companies that are experiencing economic difficulties:
- Advice on getting the company on a solid financial footing for restoration of economic performance and competitiveness
- Follow-up advisory services to deepen the knowledge gained from the corporate security counselling to restore performance and competitiveness

Your existing companies may use a maximum of five consultant days per type of advisory service. This restriction does not apply to start-ups and companies experiencing economic difficulties. These can additionally apply for two grants.

What are the conditions of the support?
Grant (new German states without Berlin and Leipzig region).
- Young companies (80% subsidy with €4000 assessment basis, grant not to exceed €3200)
- Existing companies (80% subsidy with €3000 assessment basis, grant not to exceed €2400)
- Companies experiencing economic difficulties (90% grant with €3000 assessment basis, grant not to exceed €2700)

This programme is suitable for the support objective:
Advisory services

**Contact person/application**
Federal Office of Economics and Export Control (BAFA)
Tel.: +49 (0) 6196 908-0
E-mail: poststelle@bafa.bund.de

For more information, please visit [https://fnb.works/z53](https://fnb.works/z53)

Enterprise asset: human resources

Who receives support?
Small and medium-sized enterprises (SMEs) in the commercial sector based in Germany that have been in existence for at least 2 years and employ at least 1 full-time staff member.

What is supported?
Support in the design of a future-oriented and employee-oriented human resources strategy to secure skilled labour.

- Initial consultation
- Process consultation
- Discussion of results

What are the conditions of the support?
Grant of 50% or 80% (depending on the size of the enterprise) of the consultancy costs, no more than 10 days of consultation and no more than €1000 of consultancy costs per day. Residual costs are to be borne by the company itself.

This programme is suitable for the support objective:
Advisory services

**Contact person/application**
Federal Ministry of Labour and Social Affairs (BMAS)
For more information, please visit [https://fnb.works/z54](https://fnb.works/z54)

Enterprise asset: human resources plus

Who receives support?
Small and medium-sized enterprises (SMEs) in the commercial sector based in Germany that have been in existence for at least 2 years and employ at least 1 full-time staff member.

What is supported?
Consultations in conjunction with concrete digital changes in the company based on specific specifications for the methodological implementation of learning and experimentation spaces.

What are the conditions of the support?
Grant of 80% of the eligible consultation costs, no more than 12 days of consultation.

This programme is suitable for the support objective:
Advisory services

**Contact person/application**
Federal Ministry of Labour and Social Affairs (BMAS)
For more information, please visit [https://fnb.works/z55](https://fnb.works/z55)
Advisory services

Chamber of Crafts and Trades (HWK) Frankfurt (Oder) – East Brandenburg Region

Explanation
Commercial development.

Target group
Craft enterprises with a registered office or branch office in the State of Brandenburg.

Services
Advice on going into business for yourself as a livelihood or taking over an existing business, from finding data and drawing up a professional business plan to meeting with the bank and submitting an application for funding.

Contact
Chamber of Crafts and Trades (HWK) Frankfurt (Oder)
Bahnhofstrasse 12, 15230 Frankfurt (Oder)
Contact person: Astrid Koebsch
Tel.: +49 (0) 335 561 91 20
E-mail: astrid.koebsch@hwk-ff.de
Internet: hwk-ff.de

Chamber of Commerce and Industry (IHK) Potsdam

Explanation
Business division: Economic Affairs, Business Starting/Business Development Department.

Target group
Companies.

Services
Advice on all economic, financial, personnel and organisational issues of corporate governance.

Contact
Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam
Contact person: Barbara Nitsche
Tel.: +49 (0) 331 278 61 63
E-mail: barbara.nitsche@ihk-potsdam.de
Internet: ihk-potsdam.de

Investment Bank of the State of Brandenburg (ILB)

Target group
Companies (SMEs as well as non-SMEs) in the State of Brandenburg.

Services
Precisely tailored advice on support in terms of grants, low-interest loans, indemnification, loan guarantees and venture and equity capital.

Contact
Investment Bank of the State of Brandenburg (ILB)
Babelsberger Strasse 21, 14473 Potsdam
ILB Funding Advisory Services
Info Hotline on Business and Infrastructure
Tel.: +49 (0) 331 660 22 11
E-mail: beratung@ilb.de
Internet: ilb.de

Chamber of Commerce and Industry (IHK) Cottbus

Explanation
Area of expertise: advising companies.

Target group
Companies.

Services
We provide you with advisory and support services on matters ranging from how to go into business for yourself to shepherding your company through the consolidation and growth phase to managing crises and business succession.

Contact
Chamber of Commerce and Industry (IHK) Cottbus
Goethestrasse 1, 03046 Cottbus
Contact person: Dan Hoffmann
Tel.: +49 (0) 355 365 15 51
E-mail: dan.hoffmann@cottbus.ihk.de
Internet: cottbus.ihk.de

Chamber of Commerce and Industry (IHK) East Brandenburg

Explanation
Department of Business Development.

Target group
Companies.

Services
Advice on all economic, financial, personnel and organisational issues of corporate governance.

Contact
Chamber of Commerce and Industry (IHK)
Puschkinstrasse 12 b, 15236 Frankfurt (Oder)
Contact person: Ute Haeusler
Tel.: +49 (0) 335 562 113 10
E-mail: u.haeusler@ihk-ostbrandenburg.de
Internet: ihk-ostbrandenburg.de

Chamber of Commerce and Industry (IHK)

Explanation
Business division: Economic Affairs, Business Starting/Business Development Department.

Target group
Companies.

Services
The Business Starting Department of the Economic Affairs Division provides advice on fundamental issues of those going into business for themselves as a livelihood and those taking over existing businesses and provides assistance to the trade, tourism and services sectors (insurance and finance). In addition, informational events, industry days and workshops are offered.

Contact
Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2a–c, 14467 Potsdam
Contact person: Barbara Nitsche
Tel.: +49 (0) 331 278 61 63
E-mail: barbara.nitsche@ihk-potsdam.de
Internet: ihk-potsdam.de
Advisory services

What publications exist?

Online portal of Buergschaftsbank Brandenburg (BB)

BB enables start-ups and companies to obtain loan financing even in the absence of standard bank collateral.

- bbimweb.de

Leaflet

- "Types and topics of advisory services”
- "Advisory services/advisory report”
- "Companies experiencing economic difficulties”

Online portal of the Investment Bank of the State of Brandenburg (ILB)

The development bank of the State of Brandenburg finances public and private investments in the economy, employment, infrastructure and residential construction.

- ilb.de

Online portal of the Federal Ministry for Economic Affairs and Energy (BMWi)

On the online portal of the Federal Ministry for Economic Affairs and Energy (BMWi), you will find a wide range of information by searching for “Business advisory services”.

- bmwi.de

Online portal of HWK Potsdam – Advice for companies experiencing economic difficulties

The Chamber of Crafts and Trades (HWK) Potsdam will work with you to identify the reasons for possible problems and start the initial appropriate measures.

If additional advice is needed, you can contact independent business advisors who are funded to provide advice. Their consulting costs can be subsidised with a subsidy rate of up to 90%, not to exceed €2700.

As a regional partner, HWK Potsdam is your first and trusted point of contact for further information and for making use of external consultancy funding.

- www.hwk-potsdam.de | Business management | Corporate governance | Crisis and recapitalisation

Supporting the rollout of digital solutions and work processes through targeted training and education measures for managers, skilled workers and employee representatives.

- kompetenzzentrum-cottbus.digital

Free and provider-neutral initial consultations on issues relating to efficient use of energy, increasing one’s share of renewable energy use, energy management and development programmes of the State of Brandenburg and the federal government as well as information on services, funding opportunities and events. The Energy Agency is part of Brandenburg Economic Development Corporation.

- energieagentur.wfbb.de

The development consultant of the Rentenbank, which acts as a development bank for the agricultural sector and rural areas, shows all the programmes that are generally suitable for your project.

- rentenbank.de

Additional contact persons and addresses can be found in the service section of this brochure.

Support for investment in work and skill development

The State of Brandenburg, the federal government and the European Union use a variety of development programmes to support investments in work and skill development. In addition to these programmes, the following chapter contains contact persons, network initiatives and institutions that will provide you with advice and support. You can also access all programmes online at

www.foerdernavigator-brandenburg.de
Work | Skill development

The State of Brandenburg invests massively in education. Whether pre-school education in day-care centres, equipping schools or training and skill development measures for residents of the state, Brandenburg has been increasing what it spends on education for years.

Brandenburg is steadily increasing its education expenditure per capita. The statistics show the development of public education expenditures in Brandenburg from 2010 to 2017. The planned public education expenditures of the state of Brandenburg in 2017 amounted to more than 3.1 billion €.

Whether you completed an apprenticeship or successfully graduated from a university degree programme, professional life sometimes demands additional professional knowledge to allow you to find the right job or be able to develop further in an existing employment relationship. To solve this problem, the State of Brandenburg and the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE), which is in charge of the project, funds tailored skill development and continuing education measures.

Specific development programmes in Brandenburg help increase the rate of employment, facilitate the transition into working life, support continuing education of skilled workers and sustainably increase the competitiveness of small and medium-sized enterprises (SMEs) in particular. Many of these programmes are funded with EU money, such as from the European Social Fund (ESF).

The Investment Bank of the State of Brandenburg (ILB), the Buergschaftsbank, the Bundesagentur fuer Arbeit (Federal Employment Agency) with its JobCentres and many private sponsors are available as competent contacts for financing projects in the areas of work and skill development.

Promotion of employment and encouraging professional continuing education are important tools for further bolstering the economy of the State of Brandenburg and improving social cohesion. Qualified employees are urgently needed due to advancing technology and the digital transformation. More than ever before, demographic trends also are requiring that greater investments be made in the education and further training of state residents.

With the Brandenburg Innovation Voucher (BIG), the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) has launched a special programme to bolster competitiveness and innovation. The target group of this programme is Brandenburg small and medium-sized enterprises (SMEs), especially in the commercial sector and including craft enterprises, which can receive grants for the following:

- For contract R&D to find solutions to scientific and technological problems (small and large BIG Transfer)
- For own R&D activities (BIG R&D)
- For digital transformation measures in your own enterprise (BIG Digital)
- For advisory services to support the submission of applications in the context of an EU development measure (BIG EU)

Information on the Brandenburg Innovation Voucher (BIG) is available online at

î ilb.de
### Development programmes

#### Career advancement training assistance

**Who receives support?**
- Employed individuals (no age limit) who have completed their professional training. The legal basis is the “Act on the Promotion of Professional Career Advancement Training (AFBG)”.
- University and technical college graduates with a bachelor’s or comparable degree
- Study programme dropouts and high school graduates (with higher education entrance qualification) without any further education but with the required professional experience stipulated by the advanced training regulations for their further training
- Foreigners who have their permanent residence in Germany and hold certain residence permits or who have already resided legally in Germany for 15 months and have been gainfully employed during this time. This also includes the time of their vocational training.

**What is supported?**
Further training provided by public and private institutions on a full or part-time basis that prepares participants for specific occupations.

**What are the conditions of the support?**
Grant combined with loan.
- **Partial funding up to a maximum of €15,000** for course and examination fees.
  - 50% provided as a grant
  - Remaining amount as a loan at reduced rates of interest
  - 50% of the loan amount is forgiven if the exam is passed
  - 100% of the loan amount is forgiven when a company is founded
  - Grants and loans for living expenses are paid depending on the familial status of the participant.
  - Single parents receive an additional childcare allowance.

**Contact person/application**
Federal Ministry of Education and Research (BMBF) Professional Education Department; Career Advancement Funding
Tel.: +49 (0) 800 622 36 74 (the call is free of charge) E-mail: information@bmbf.bund.de

For more information, please visit [http://fnb.works/z01](http://fnb.works/z01)

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#### Education bonus – funding for job-related continuing education

**Who receives support?**
People (including old-age pensioners/retirees) who are employed for at least 15 hours/week or are on parental or care leave (with an income not to exceed €20,000, or €40,000 in case of taxpayers filing jointly).

**What is supported?**
- Funding is provided for job-related continuing education to which the employer, including funding for basic education, languages and IT
- Examinations are eligible for funding if they are related to the content of the funded continuing education measure.
- No funding for continuing education abroad

**What are the conditions of the support?**
- Issue of bonus vouchers per calendar year
- Funding of 50% of the event fees but no more than €500

**This programme is suitable for the support objective:**
- Work/skill development

**Contact person/application**
Brandenburg Economic Development Corporation (WFBB) Team WFBB Work – Skilled Workers and Skill Development
Tel.: +49 (0) 331 70 44 57-22 E-mail: weiterbildung@wfbb.de

For more information, please visit [https://FnB.works/z02](https://FnB.works/z02)

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#### Integration subsidy

**Who receives support?**
Companies, associations.

**What is supported?**
Employers who employ workers in need of support, as well as disabled and severely disabled people, are eligible to apply.

**Requirements:**
Employers must continue to employ the workers beyond the funding period. The post-employment period usually corresponds to the funding period.

Employment relationships that were already in place and that were terminated so that an integration subsidy could be received are excluded from funding. Funding will also not be awarded for hiring of persons who have already been employed by the applicant for more than 3 months within the last 4 years in a scope that made them subject to compulsory insurance.

**What are the conditions of the support?**
Grant (discretionary benefit).

The maximum period of support is 2 years, and the amount of the integration grant is 75% in the first year, 50% in the second year.

**This programme is suitable for the support objective:**
- Work/skill development

**Contact person/application**
Federal Employment Agency

For more information, please visit [https://FnB.works/z10](https://FnB.works/z10)
## Development programmes

### Getting-started grants – support for unemployed young adults and those at risk of unemployment

**Who receives support?**
- Legal entities under public and private law
- Partnerships with legal capacity

**What is supported?**

Support is provided for a state-wide project that addresses both sides of the labour market. At the same time, young adults who have completed vocational training or a university degree are to be supported in their integration into jobs suitable for training and companies are to be supported in filling vacancies with young skilled workers.

**What are the conditions of the support?**

- Grant.

**Funding is provided for personnel expenses of the grant recipient, expenses for skill development by external service providers and other expenses of the grant recipient using a flat rate of 22% of the personnel expenses of the grant recipient as the basis.**

This programme is suitable for the development objectives:
- Grow/expand/invest
- Work/skill development

**Contact person/application**

Online via the ILB customer portal

Investment Bank of the State of Brandenburg (ILB)

Tel.: +49 (0) 331 660 22 00

E-mail: kundencenter@ilb.de

For more information, please visit

https://fnb.works/z12

### Erasmus for Young Entrepreneurs

**Who receives support?**

- New entrepreneurs who are committed to starting their own businesses or whose new business is no more than 3 years old

**What is supported?**

The general objective of “Erasmus for Young Entrepreneurs” is to promote the exchange of experience, mutual learning and networking between new entrepreneurs in the EU by having them work together with an experienced entrepreneur in another EU Member State.

**The specific programme objectives are:**

- Practical training for new entrepreneurs in small and medium-sized enterprises (SMEs) in another state in the EU to enable a successful start and further development of their business ideas
- Exchange of experiences and information between entrepreneurs on the obstacles and challenges of starting and developing their businesses
- Improving market access and finding potential partners for new businesses and established companies in other EU countries
- Networking through the use of knowledge and experience from other European countries

**What are the conditions of the support?**

- Grant.

**Who receives support?**

- Travel and accommodation expenses of the young entrepreneur
- 1 to 6 months of cooperation

This programme is suitable for the development objectives:
- Starting a business
- Work/skill development
- Market development/export

**Contact person/application**

Centrum fuer Innovation und Technologie GmbH

Tel.: +49 (0) 3562 69 24 10

STIC Wirtschaftsfoerderegesellschaft MOL mbH

Tel.: +49 (0) 3341 33 51 15

For more information, please visit

https://fnb.works/z17

### Support for professionally gifted students during their university studies (advancement scholarship)

**Who receives support?**

- Private individuals who have completed vocational training particularly successfully and have at least 2 years of professional experience.

**What is supported?**

The qualification can be proven by a vocational qualification examination or an advancement continuing education course where the training provider is certified and continuing education comprises more than 120 hours.

**What are the conditions of the support?**

- Grant (scholarship).

**Who receives support?**

- For university students studying full-time, €853 per month and a book allowance of €80 as well as a childcare allowance for children under ten (€150 for each child if the other parent does not receive a childcare allowance).

This programme is suitable for the support objective:
- Work/skill development

**Contact person/application**

Foundation for the Promotion of Gifted and Talented People in Vocational Education and Training (SBB)

Tel.: +49 (0) 228 629 31 43

E-mail: info@sbb-stipendien.de

For more information, please visit

https://fnb.works/z28

### Support for employed workers (Qualification Opportunities Act)

**Who receives support?**

- Low-skilled
- Older employees

From companies in the commercial sector:
- With up to 10 employees
- With up to 250 employees
- With up to 2500 employees
- With more than 2500 employees

**What is supported?**

- With the Qualification Opportunities Act, policymakers opened up many opportunities for continuing education funding that were previously only available to a limited group of people. Now more companies can be supported financially in the training of their employees in a more flexible manner.

**What is new is that continuing education can also be funded for all employees whose occupational activities are being replaced by technology or threatened by structural change, regardless of age or other factors.**

**Funding is only available for continuing education measures where the training provider is certified and continuing education comprises more than 120 hours.**

**What are the conditions of the support?**

- Education voucher/subsidy.

**Who receives support?**

- Assumption of continuing education costs (training voucher redeemed directly with the training provider)

In addition, any loss of wages resulting from the continuing education may be reimbursed.

This requires that companies analyse the skill development needs together with their employees and then contact their personal contact person in the employer service or the hotline at 0800 4 5555 20. It is important that companies approach the employer service in good time so that individual requirements can be checked and education vouchers can be issued.

**This programme is suitable for the support objective:**
- Work/skill development

**Contact person/application**

Federal Employment Agency/Employer Service

Tel.: +49 (0) 800 4 5555 20 (the call is free of charge)

For more information, please visit

https://fnb.works/z29
The need for continuing education must have been previously collected employees if the continuing education is necessary in order to:

- Reintegrate them into the labour market in the event of unemployment
- Avert the threat of unemployment or
- Acquire a professional/vocational qualification that they do not yet have.

What is supported?
Continuing education.

What are the conditions of the support?
A grant in the form of an education voucher.

- Assumption of all costs related to the continuing education, including childcare costs.
- If you are entitled to unemployment benefits, they will continue to be paid.

The need for continuing education must have been previously determined by the Federal Employment Agency.

This programme is suitable for the support objective:
- Work/skill development

Contact person/application
Federal Employment Agency

For more information, please visit
- https://fnb.works/z31

Who receives support?
- Enterprises in the cultural and creative industries
- Freelancers
- Sole proprietors

What is supported?
- Funding is provided under funding category A for establishment and implementation of an advisory and networking project for the cultural and creative industries that acts as a statewide point of contact for cultural and creative industry stakeholders or as a liaison office for any issues relating to the cultural and creative industries.
- Under funding category B, funding is provided for projects of cultural and creative enterprises that contribute to optimal utilisation of existing potential, to economic or organisational realignment or to increasing economic efficiency and strategic capability.

What are the conditions of the support?
- Measures according to eligibility criterion A: Grant covers all funding needs. The total eligible expenses include project-related direct and indirect personnel expenses as well as the consumable material expenses. Indirect expenditure is funded by means of a lump sum payment comprising 15% of direct personnel expenditure that is eligible for funding. Funding is provided over the course of 3 years.
- Measures according to eligibility criterion B: Grant covers a portion of the funding needs. The funding amounts to a maximum of 80% of the total expenditure that is eligible for funding. The funding recipients must find co-financing of at least 20% of the total expenditure that is eligible for funding. Eligible expenses of the cultural and creative enterprises include personnel and material expenses. Funding can be provided for a period of up to 3 years. Only projects with a grant contribution of at least €25,000 and maximum total expenditure that is eligible for funding of €150,000 will be funded.

This programme is suitable for the support objective:
- Work/skill development

Contact person/application
Federal Ministry of Education and Research (BMBF)
Pilot service for companies
(Advisory service on “research and innovation” funding of the federal government)
Tel.: +49 (0) 800 26 23 009 (the call is free of charge) E-mail: beratung@feoerdinfo.bund.de

For more information, please visit
- https://fnb.works/z32

Who receives support?
Chambers
Education providers
Legal entities under private and public law

What is supported?
- Measures to strengthen the willingness of companies to provide training (general integrated system training, inter-company apprenticeship training)
- Measures to improve the quality of training in the company as a place of learning (good learning in the company)
- Measures to increase the placement of those who want to be trained (service points for integrated system training)

What are the conditions of the support?
- Grant (excerpt).
- For “integrated system training”, €33.00
- For “additional qualifications/key skills, exam preparation” for teaching additional qualifications and key competences, €39.00, and for implementing subject-specific courses for exam preparation, €51.50

The total expenditure eligible for support is subsidised at a rate of 90%. The minimum funding amount per application is €1000. You can find additional subsidies/grants online. Up to €50,000 per grant recipient and training year.

This programme is suitable for the support objective:
- Work/skill development

Contact person/application
Federal Ministry of Education and Research (BMBF)
Pilot service for companies
(Advisory service on “research and innovation” funding of the federal government)
Tel.: +49 (0) 800 26 23 009 (the call is free of charge) E-mail: beratung@feoerdinfo.bund.de

For more information, please visit
- https://fnb.works/z33

Who receives support?
Skilled workers who have completed vocational training, are under 25 years of age and are employed for at least 15 hours per week or registered as unemployed. Proof of qualification:
- Candidate passed their final vocational examination with a grade of 1.9 or better
- Candidate was among the top three in a supra-regional vocational performance competition
- A justified recommendation of the candidate provided by their employer or vocational school

What is supported?
Support is provided for taking part in continuing education courses for career advancement or subject-matter courses as well for engaging in a part-time course of university/college study.

What are the conditions of the support?
Grant (relating to a project).
- Scholarship for a total of €8100
- The participant is expected to contribute 10% of the costs of each funded measure; funding is provided for travel, courses of studies, accommodations and working materials
- For any number of eligible continuing education courses within a period of 3 years
- An IT bonus of €250 for purchase of a computer in the first funding year in which a measure is funded

This programme is suitable for the support objective:
- Work/skill development

Contact person/application
Foundation for the Promotion of Gifted and Talented People in Vocational Education and Training (SBB)
Tel.: +49 (0) 228 629 31 43 E-mail: info@sbb-stipendien.de

For more information, please visit
- https://fnb.works/z36

Who receives support?
- Chambers
- Education providers
- Legal entities under private and public law

What is supported?
- Measures to strengthen the willingness of companies to provide training (general integrated system training, inter-company apprenticeship training)
- Measures to improve the quality of training in the company as a place of learning (good learning in the company)
- Measures to increase the placement of those who want to be trained (service points for integrated system training)

What are the conditions of the support?
- Grant (excerpt).
- For “integrated system training”, €33.00
- For “additional qualifications/key skills, exam preparation” for teaching additional qualifications and key competences, €39.00, and for implementing subject-specific courses for exam preparation, €51.50

The total expenditure eligible for support is subsidised at a rate of 90%. The minimum funding amount per application is €1000. You can find additional subsidies/grants online. Up to €50,000 per grant recipient and training year.

This programme is suitable for the support objective:
- Work/skill development

Contact person/application
Federal Ministry of Education and Research (BMBF)
Pilot service for companies
(Advisory service on “research and innovation” funding of the federal government)
Tel.: +49 (0) 800 26 23 009 (the call is free of charge) E-mail: beratung@feoerdinfo.bund.de

For more information, please visit
- https://fnb.works/z32
Work | Skill development

ADVISORY and SUPPORT SERVICES

Federal Employment Agency

Services
Information on all issues regarding professional development, skill development and further education for residents, companies, institutions and associations.

Contact
Federal Employment Agency
Internet: arbeitsagentur.de

Chamber of Crafts and Trades (HWK) Potsdam

Explanation
Further education and training advisory service for craft enterprises with a registered office or branch in the State of Brandenburg and private individuals.

Services
Daily advisory services relating to master craftsperson or continuing education courses and their funding opportunities. Additional consultation appointment once a month at the district office in Nauen.

Contact
Chamber of Crafts and Trades (HWK) Potsdam
Centre for Commercial Development
Am Muehlenberg 15, 14550 Gross Kreutz (Havel)
Contact person: Julia Kuhtnt
Tel.: +49 (0) 33207 34-103
Contact person: Malte Huebel
Tel.: +49 (0) 33207 34-105
E-mail: fortbildung@hwk-potsdam.de
Internet: hwk-potsdam.de

Chamber of Commerce and Industry (IHK) Cottbus

Explanation/target group
The Continuing Education and Training Division advises craft enterprises and private individuals.

Services
Advice on continuing education offers in the areas of commercial business | law | business administration | sanitary | heating | air-conditioning technology | metal construction | welding | automotive technology | bodywork | construction | expansion

Contact
Chamber of Commerce and Industry (IHK) Potsdam
Breite Strasse 2 a c, 14467 Potsdam
Contact person: Mandy Daub
Tel.: +49 (0) 351 278 65 16
E-mail: mandy.daub@ihk-potsdam.de
Internet: ihk-potsdam.de

Chamber of Commerce and Industry (IHK) Cottbus

Explanation/target group
The staff specializing in continuing education and examinations advise companies and private individuals on funding opportunities.

Contact
Chamber of Commerce and Industry (IHK) Cottbus
Goethestrasse 1, 03046 Cottbus
Contact person: Thomas Schmalz
Tel.: +49 (0) 355 365 12 51
E-mail: schmalz@cottbus.ihk.de
Internet: cottbus.ihk.de

Chamber of Commerce and Industry (IHK) East Brandenburg

Services/target group
Training and Continuing Education Business Division: advising companies on training and continuing education, promoting cooperation between schools and companies, supporting companies and trainees before and during training, organising training and continuing education examinations.

Contact
Chamber of Commerce and Industry (IHK) East Brandenburg
Puschkinstrasse 12 b, 15236 Frankfurt (Oder)
Contact person: Michael Voelker
Tel.: +49 (0) 335 562 115 00
E-mail: voelker@ihk-ostbrandenburg.de
Internet: ihk-ostbrandenburg.de

Investment Bank of the State of Brandenburg (ILB)

Services/target group
Tailored advisory services and grant funding for education, attaining qualifications, skills development and employment as well as scholarships for enterprises and associations.

Contact
Investment Bank of the State of Brandenburg (ILB)
Iabloesberger Strasse 21, 14473 Potsdam
Advisory service relating to Work info hotline
Tel.: +49 (0) 351 660 22 00
E-mail: beratung@ilb.de
Internet: ilb.de

Continuing Education Information System (WIS) of DIHK Service GmbH

Target group
Professional and managerial staff in companies.

Services
WIS is committed to promoting continuing vocational education and training and focuses on the target group of skilled workers and managers. Its purpose is to increase transparency in the German market for professional continuing education and to enable independent, rational consumer decisions.

Contact
IHK DIGITAL GmbH,
Leipziger Strasse 51, 10117 Berlin
Tel.: +49 (0) 30 205 082 770
E-mail: info@wis.ihk.de
Internet: wis.ihk.de

Team WFBB Work – Skilled workers and skill development

Target group
Companies with their registered office in the State of Brandenburg and private individuals.

Services
Competent service in regard to skilled workers, work and skill development, including:
► Strategic human resources development
► Educating, retaining and recruiting skilled workers
► Information and advisory services regarding funding
► Continuing education offers that meet your requirements
► International Talent Service

WFBB Work offers a comprehensive range of information and advisory services locally in Potsdam, Cottbus, Eberswalde, Frankfurt (Oder) and Neuruppin.

Contact
Brandenburg Economic Development Corporation (WFBB)
Friedrich-Ebert-Strasse 79/103, 14473 Potsdam
Tel.: +49 (0) 351 704 457 22
E-mail: weiterbildung@wfbb.de
Internet: work.wfbb.de
wdb-brandenburg.de
Work | Skill development

What PUBLICATIONS exist?

Skilled worker portal of the State of Brandenburg

> fachkraefteportal-brandenburg.de

Online portal of the Brandenburg Economic Development Corporation – WFBB Work

> work.wfbb.de

Online portal on professional continuing education in Brandenburg (WDB)

Overview of current development programmes of the State of Brandenburg, the federal government and the EU. More than 80 grant programmes, some of them targeting a wide range of continuing education topics and target groups, are clearly compiled and arranged. The WDB search portal is an independent continuing education portal of the German states of Berlin and Brandenburg offering a comprehensive overview of what is available on the education and training market.

You can find suitable training offers from some 35,000 courses from all sectors and professions – from brief continuing education seminars to combinations of e-learning modules and classroom phases to more extensive options for training that can get you started in a new career.

> wdb-brandenburg.de

Online portal of the Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAE)

> mwae.brandenburg.de

Online portal of the ILB for advancement of professional continuing education in the State of Brandenburg

> ilb.de/work

Online portal KURS for training and continuing education offers of the Employment Agency

The largest online database on education and training offers.

> arbeitsagentur.de

Additional contact persons and addresses can be found in the service section of this brochure.

Service

The following chapter contains contact persons, network initiatives and institutions that will provide you with advice and support with making your plans a reality. In addition, you will also find an explanation of terms here. The funding portal of the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) is available online at:

www.foerdernavigator-brandenburg.de
**Service**

**Ministry of Economic Affairs, Labour and Energy (MWAE)**

The central task of the Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAE) is to create optimal framework conditions for the development of a dynamic economy in Brandenburg to support and accompany companies from the stage of starting a small business to a company’s initial public offering. Creating and further developing tools to foster employment, attainment of qualifications and recruitment of skilled workers are also among the MWAE tasks.

**Service offer**
- Information for people wishing to start a business
- Financial support for those going into business for themselves as a livelihood
- Support for cooperations and networks
- Fostering market access for Brandenburg companies

**Contact**
Ministry of Economic Affairs, Labour and Energy of the State of Brandenburg (MWAE)
Heinrich-Nann-Allee 107, 14473 Potsdam
Tel.: +49 (0) 331 866 0 (primary receptionist)
E-mail: poststelle@mwae.brandenburg.de

- mwae.brandenburg.de

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**Brandenburg Economic Development Corporation (WFBB)**

The WFBB is the point of contact for investors, resident companies and technology-oriented start-ups in the State of Brandenburg. With its five regional centres, the WFBB offers all business and employment development services from a single source – from support for business relocation and expansion to innovation, internationalisation and networking to recruitment of skilled workers and skill development. As a sponsor of energy-saving agency Brandenburg Energy Agency, it is also closely involved in the implementation of the state’s energy strategy.

**Service offer**
- Service package “Investments”
- Service package “Innovations”
- Service package “Skilled Workers”
- Service package “Internationalisation”
- Service package “Energy”
- Service package “Starting a Business”
- Advisory services relating to all relocation issues

**Contact**
Brandenburg Economic Development Corporation (WFBB)
Babelsberger Str. 21, 14473 Potsdam
Tel.: +49 (0) 331 730 610
E-mail: info@wfbb.de

Investment Innovation Area
Contact person: Peter Effenberger
Tel.: +49 (0) 331 730 612 01
E-mail: peter.effenberger@wfbb.de

Labour, Energy, Business-Starting and Internationalisation Division
Contact person: Dr Peter Eulenhofer
Tel.: +49 (0) 331 730 613 01
E-mail: peter.eulenhofer@wfbb.de

- wfbb.de

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**Investment Bank of the State of Brandenburg (ILB)**

The development bank of the State of Brandenburg finances public and private investments in the economy, employment, infrastructure and residential construction. The bank’s target groups are those interested in starting a business, entrepreneurs, investors and private individuals.

**Service offer**
- Grants, low-interest loans, indemnities, guarantees and venture and equity capital
- Advisory services regarding all questions of funding and financing for private individuals, founders and companies
- Advisory days taking place on a regular basis in conjunction with the Brandenburg Economic Development Corporation (WFBB), the chamber organisations and the regional business development institutions – free of charge and featuring one-on-one service at more than 30 locations in the State of Brandenburg

**Contact**
Investment Bank
Brandenburg Economic Development Corporation (ILB)
Babelsberger Str. 21, 14473 Potsdam
Tel.: +49 (0) 331 66 00
E-mail: postbox@ilb.de
ILB Funding Advisory Services
Tel.: +49 (0) 331 660 22 11
E-mail: beratung@ilb.de

- ilb.de

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**Service**

**Federal Ministry for Economic Affairs and Energy (BMWi)**

Federal Ministry for Economic Affairs and Energy (BMWi)
Scharnhorststrasse 34-37
10115 Berlin, Germany
Tel.: +49 (0) 30 340 606 560
E-mail: kontakt@bmi.de

- bmwi.de

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**Chamber of Crafts and Trades and Chambers of Commerce and Industry in the State of Brandenburg**

**Service offer**
Advisory services relating to the topics of:
- Starting a business
- Company succession

**Contact**
- ihk-potsdam.de
- cottbus.ihk.de
- ihk-ostbrandenburg.de
- hwk-potsdam.de
- hwk-cottbus.de
- hwk-ff.de

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**Federation of Business Associations Berlin-Brandenburg (UVB)**

The UVB is an advocate for the positions and goals of its members in regard to civil society. In this way, the UVB supports companies in the global marketplace. As the state association of the Confederation of German Employers’ Associations (BDA) and state representative of the Federation of German Industries (BDI), the UVB advocates for the interests of regional business on the federal level.

**Service offer**
- Going into business for yourself as a livelihood
- Development programmes and financing
- Weathering crises in the business
- Start-up funding for the establishment of cooperation networks (tool: GRW cluster management)

**Contact**
Federation of Business Associations Berlin-Brandenburg (UVB)
Scharnhorststrasse 34-37
10115 Berlin, Germany
Tel.: +49 (0) 335 556 93 18
E-mail: kontakt@uvb.de

- uvb-frankfurtoder@uvb-online.de
- uvb-cottbus@uvb-online.de
- uvb-potsdam@uvb-online.de
- hwk-ff.de

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**Service**

**Additional addresses and online services**

- The pilot services advise people interested in starting a business from the preliminary stage through the actual founding of the business. The primary focus is on professional support in developing the business concept since this is needed to apply for business-starting grants and business-launch allowances.

**Service offer**
- Pilot services for unemployed and (marginaly) employed persons interested in setting up a business as well as migrants, information for those interested in starting a business and information and advisory service centres for professional continuing education.

A list of the pilot services in the State of Brandenburg can be found on the web at:
- foerdernavigator-brandenburg.de

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**Service**

**Who provides personal advice on starting a business, taking over an existing business and making investments?**

- The UVB is an advocate for the positions and goals of its members in regard to civil society. In this way, the UVB supports companies in the global marketplace. As the state association of the Confederation of German Employers’ Associations (BDA) and state representative of the Federation of German Industries (BDI), the UVB advocates for the interests of regional business on the federal level.

**Contact**
Federation of Business Associations Berlin-Brandenburg (UVB)
Potsdam Office
Schlaatzweg 1
14473 Potsdam
Tel.: +49 (0) 331 271 650
E-mail: kontakt@uvb.de

- ihk-potsdam.de
- cottbus.ihk.de
- ihk-ostbrandenburg.de
- hwk-potsdam.de
- hwk-cottbus.de
- hwk-ff.de

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**Service**

**Funding Advisory Services**

- The funding advisory services are those interested in starting a business, entrepreneurs, investors and private individuals.

**Service offer**
- Starting a business
- Development programmes and financing
- Weathering crises in the business
- Start-up funding for the establishment of cooperation networks (tool: GRW cluster management)

**Contact**
Potsdam Office
Schlaatzweg 1
14473 Potsdam
Tel.: +49 (0) 331 271 650
E-mail: info@uvb.de

- uvb-frankfurtoder@uvb-online.de
- uvb-cottbus@uvb-online.de
- uvb-potsdam@uvb-online.de
- hwk-ff.de

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Service

Entrepreneurs’ Association of Brandenburg-Berlin

The Entrepreneurs’ Association of Brandenburg-Berlin represents the interests of small and medium-sized businesses and works openly across sectors and independently of party politics. It forms a network of communication with each other and builds bridges for communication with research and science, politics and society.

Contact
Entrepreneurs’ Association of Brandenburg-Berlin
Potsdam Office
Dreieckstrasse 47, 14478 Potsdam
Tel.: +49 (0) 331 810 306
E-mail: potsdam@uv-bb.de

KfW Banking Group

As a development bank, KfW Banking Group supports change, advances forward-looking ideas and supports private individuals as well as companies, cities, municipalities and non-profit and social service organisations. Although KfW does not have any bank branches, it works with numerous partners in the regions.

As the development bank of the federal government and the German states, KfW Banking Group bears a special responsibility for lasting improvement of economic, social and ecological living conditions. KfW offers advice as well as financial support for those starting businesses and small and medium-sized enterprises tools such as conventional, long-term loans and innovative programmes aimed at bolstering the equity basis of enterprises. Both subsidies are offered through the principal banks.

Service offer
KfW information centre, advice by telephone regarding all KfW development programmes at: 0800 539 90 01 (the call is free of charge).
- Commercial loan programmes in Germany and abroad
- Commercial environmental programmes
- Investment programmes
- KfW advisory services (including round table, agencies)
- KfW film financing
- Housing programme and bank-led infrastructure programme
- Direct loans for infrastructure

Contact
Cottbus Office
Schillerstrasse 71, 03046 Cottbus
Tel.: +49 (0) 355 226 58
E-mail: cottbus@uv-bb.de

Potsdam Office
Schillerstrasse 71, 03046 Potsdam
Tel.: +49 (0) 331 810 306
E-mail: potsdam@uv-bb.de

Where can I get more information on starting a business and taking over an existing business?

akademie.de

Service offer
Internet knowledge platform for entrepreneurs, those wishing to start businesses, the self-employed and freelancers

Contact
Collection of links on the topic of going into business for yourself as a livelihood:
- akademie.de | Sitemap | Starting a business

Service offer

Federal Working Group of Economic Seniors: Elders Helping Newcomers

Service offer
Mediation of partners for voluntary advisory services on those going into business for themselves as a livelihood and consolidating a business.

Contact
Berlin Advisory Service
Business Seniors for Berlin-Brandenburg (bbd)
Lahnstrasse 52, 12095 Berlin
Tel.: +49 (0) 30 425 20 30
E-mail: info@bbdev.de

Business Angels Club Berlin-Brandenburg (BAC)

Service offer
Voluntary support for young and innovative enterprises in establishing and consolidating a sustainable business livelihood.

Contact
Business Angels Club Berlin-Brandenburg (BAC)
Otto-Suhr-Allee 25, 10589 Berlin
Tel.: +49 (0) 30 257 858 69
E-mail: berlin@bacb.de (Berlin)
E-mail: potsdam@bacb.de (Potsdam)

Franchise portal

Service offer
In franchising, a franchisor provides a franchise with the use of a labelled business concept for a fee.

Contact
www.franchiseportal.de

Business succession exchange

nexxt-change

Service offer
The aim of the next-change business succession exchange is to bring together people interested in taking over existing businesses. Entrepreneurs can search through the ads on the exchange or place their own ads.

Contact
nexxt-change.org

Founders’ Forum of state capital Potsdam

Service offer
The Founders’ Forum Potsdam is a network of institutions and stakeholders from the realms of business, science and administration that support new businesses.

Contact
gruenden-in-potsdam.de

Business Seniors for Berlin-Brandenburg (bbd)

Consultants help entrepreneurs over 40 to improve societal discourse.

Service offer
Voluntary support for young and innovative enterprises in establishing and consolidating a sustainable business livelihood.

Contact
=> Berlin Advisory Service

Business Juniors Berlin-Brandenburg

Association of businesses ranging from commercial service to industry and trade with more than 10,000 entrepreneurs and managers up to the age of 40.

Service offer
The primary tasks of the association are to further develop Germany as a business location, to safeguard growth and competitiveness and to improve societal discourse.

Contact
Business Juniors Berlin-Brandenburg, Fasanenstrasse 85, 10623 Berlin
Tel.: +49 (0) 30 315 103 40
E-mail: kontakt@wjb.de

Additional addresses and online services
Medienboard Berlin-Brandenburg

Medienboard Berlin-Brandenburg GmbH is the first port of call for all creative professionals in the film and media industry in Berlin-Brandenburg. Since 2005, this organisation has dedicated itself to film promotion and location marketing in the capital region, providing cross-border and cross-sector networking for the film and media industry. Funding is provided for development, production, distribution and sales of feature films, television films and series formats, as well as for the operation of art cinemas. In addition, innovative audiovisual content for non-linear distribution channels and innovative as well as interactive audiovisual content can be supported.

Who supports the film industry in Brandenburg?

The objective of the “media board”

• Bolstering of the media region from artistic, economic and technical points of view
• Support for audiovisual film and media creation in all phases of creation and exploitation, including the release of films.
• Support for innovative audiovisual content
• Other measures to help the media industry succeed
• Presentation and representation of the media region at home and abroad
• Target group
• Producers with their business premises, a branch office or at least a place of business in Berlin-Brandenburg.

Medienboard Berlin-Brandenburg

Contact
Medienboard Berlin-Brandenburg GmbH
August-Bebel-Straße 26-37
14482 Potsdam-Babelsberg

Tel.: +49 (0) 331 743 87 23
E-mail: info@medienboard.de

New Media Development
Contact person: Anna-Sarah Vielhaber
Tel.: +49 (0) 331 743 87 83
E-mail: info@medienboard.de

Contact
Medienboard Berlin-Brandenburg GmbH
Creative Europe Desk Berlin-Brandenburg
Contact person: Susanne Schmitt
Tel.: +49 (0) 331 743 87 51
E-mail: s.schmitt@ced-berlin.de

www.medienboard.de | creative-europe-desk.de

Additional addresses and online services
Service

Foreign trade of the State of Brandenburg
The Ministry of Economic Affairs, Labour and Energy supports companies in tapping into international markets. Particular attention is being paid to small and medium-sized enterprises (SMEs).

The State of Brandenburg supports non-investment business activities of small and medium-sized enterprises (SMEs). This applies particularly to the defined clusters that serve internationalisation and market development abroad and that are not considered direct export activities. The aim is to improve international competitiveness and the ability of Brandenburg’s SMEs to adapt to changing circumstances.

Contact
➤ MWAЕ.brandenburg.de | Economic affairs | Development | Foreign trade

Federal Office of Economics and Export Control (BAFA)
Superior federal authority of the Federal Ministry for Economic Affairs and Energy (BMWi), it also performs tasks for other federal ministries in the areas of foreign trade, economic and SME development, energy and auditor oversight.

Contact
Federal Office of Economics and Export Control (BAFA) Frankfurter Strasse 29-35, 65760 Eschborn Tel.: +49 (0) 6196 90 80 E-mail: poststelle@bafa.bund.de
➤ bafa.de

Germany Trade & Invest (GTAI)
Economic Development Corporation of the Federal Republic of Germany. With more than 50 locations worldwide and an outstanding partner network, GTAI supports German companies as they make their way into foreign markets, making the case for Germany as an excellent location for business and assisting foreign companies in setting up in Germany.

Contact
Germany Trade & Invest (GTAI) Friedrichstrasse 60, 10117 Berlin Tel.: +49 (0) 30 200 09 90 E-mail: office@gtai.com
➤ gtai.de

IXPOS Foreign trade portal
Guidebook of the Federal Ministry for Economic Affairs and Energy (BMWi) on advisory services and programmes in the area of foreign trade.

Contact
➤ ixpos.de

Trade fair participations of Berlin-Brandenburg Service offer
The Brandenburg Ministry of Economic Affairs, Labour and Energy (MWAЕ) supports trade fair participation.

Contact
➤ MWAЕ.brandenburg.de | Service | Publications | Trade fair plans

Service Centre Poland
Service offer
German-Polish mediation of cooperation partners as well as legal advisory services under German and Polish law.

Contact
Chamber of Commerce and Industry (IHK) East Brandenburg Tel.: +49 (0) 335 562 10 E-mail: info@ihk-ostbrandenburg.de
➤ ihk-ostbrandenburg.de | Foreign trade | Neighbouring country Poland

Association of the German Trade Fair Industry (AUMA)
Service offer
The association informs potential and current exhibitors as well as visitors of trade fairs, awards research projects and supports education and training in the trade fair industry. It represents the interests of its members on the national and international level.

Contact
Association of the German Trade Fair Industry (AUMA) Litternstrasse 9, 10179 Berlin Tel.: +49 (0) 30 240 000 E-mail: info@auma.de
➤ auma.de

Where can I obtain information about EU funding and projects?

European Regional Development Fund (ERDF)
Here you can find information on EFRE funding in the State of Brandenburg.

Contact
➤ efre.brandenburg.de

European Agricultural Fund for Rural Development (EAFRD)
Here you can find information on support for rural development in the State of Brandenburg.

Contact
➤ eier.brandenburg.de

European Social Fund in the State of Brandenburg
Here you can find information on ESF funding in the State of Brandenburg.

Contact
➤ esf.brandenburg.de

INTERREG IV
Here you can find information on European territorial cooperation in the State of Brandenburg.

Contact
➤ interregva-bb-pl.eu

Enterprise Europe Network Berlin-Brandenburg (EEN)
The Enterprise Europe Network Berlin-Brandenburg provides practical and largely free support to small and medium-sized enterprises in organising business, technology and project partnerships in Europe and beyond.

Contact
➤ een-bb.de

Business interest advocacy

Brandenburg Chamber of Engineers
The Brandenburg Chamber of Engineers represents the professional, economic and technical interests of its members. It is the self-governing corporation under public law for engineers in the State of Brandenburg.

Contact
Brandenburg Chamber of Engineers Schlaatzweg 1, 14473 Potsdam Tel.: +49 (0) 331 743 180 E-mail: info@bbik.de
➤ bbik.de

Federation of Insured Entrepreneurs (BvU)
The team of experts consisting of insurance advisors, pension advisors, financial fee advisors, business advisors, lawyers and tax advisors sees itself as a supportive community of small and medium-sized businesses.

Contact
Federation of Insured Entrepreneurs (BvU) Bahnhofstrasse 2, 91161 Hilpoltstein Tel.: +49 (0) 9174 971 99 58 E-mail: service@bvuev.de
➤ bvuev.de

Federal Association of the German Export Trade (BDEo)
The international trading companies, for the most part consolidated in regional associations, have organised themselves in BDEo in order to ensure exchange of information and joint representation of their interests. BDEo competently and reliably pursues the protection and promotion of its members’ foreign trade interests.

Contact
Federal Association of the German Export Trade (BDEo) Am Weidendamm 1, 10117 Berlin Tel.: +49 (0) 30 726 257 90 E-mail: contact@bdex.de
➤ bdex.de

Additional addresses and online services
German Digital Industry Association (BVDW)

The BVDW represents the interests of companies that operate digital business models or whose value creation is based on the use of digital technologies.

Contact
Federal Association of Wholesale, Foreign Trade and Services
Am Weidendamm 1A, 10117 Berlin
Tel.: +49 (0) 30 990 099 50
E-mail: info@bga.de

Federal Association of German Collection Agencies (BDIU)

The BDIU represents the interests of the debt collection industry and is a partner to the business community and an intermediary in regard to the public and policymakers.

Contact
Federal Association of German Collection Agencies (BDIU)
Friedrichstrasse 50-55, 10117 Berlin
Tel.: +49 (0) 30 206 073 60
E-mail: bdiu@inkasso.de

German Venture Capital Association (BVK)

The German Venture Capital Association (BVK) represents the interests of the private equity industry in Germany.

Contact
German Venture Capital Association (BVK)
Reinhardtstrasse 298, 10117 Berlin
Tel.: +49 (0) 30 698 20
E-mail: bvk@bvkap.de

German Digital Industry Association (BVDW)

The BVDW represents the interests of companies that operate digital business models or whose value creation is based on the use of digital technologies.

Contact
German Digital Industry Association (BVDW)
Schumannstrasse 2, 10117 Berlin
Tel.: +49 (0) 30 206 218 60
E-mail: info@bvdew.org

Federal Association of Young Entrepreneurs

Business association that sees itself as representing the interests of young family and owner entrepreneurs. The association is committed to matters including the improvement of the framework conditions for young entrepreneurs and business successors in Germany.

Contact
Federal Association of Young Entrepreneurs
Charlottenstrasse 24, 10117 Berlin
Tel.: +49 (0) 30 300 650
E-mail: kontakt@junge-unternehmer.eu

Central Association of German Trade Associations for Commercial Mediation and Distribution (CDH)

The association represents the more than 48,000 commercial intermediaries in all sectors. Members include independent companies that mediate products between industrial companies, between industry and trade and between wholesale and retail. However, the CDH is also open to other companies that are independently active in the area of distribution.

Contact
Central Association of German Trade Associations for Commercial Mediation and Distribution (CDH)
Am Weidendamm 1A, 10117 Berlin
Tel.: +49 (0) 30 726 256 00
E-mail: info@cdh.de

German Franchise Association (DFV)

German trade association of the franchise industry with registered office in Berlin. Its primary purpose is to represent the interests of the franchise industry economically, socially and politically.

Contact
German Franchise Association (DFV)
Luisenstrasse 41, 10117 Berlin
Tel.: +49 (0) 30 278 90 20
E-mail: info@franchiseverband.com

German Hotel and Restaurant Association Brandenburg (DEHOGA Brandenburg)

The DEHOGA Brandenburg represents the interests of its 1,200 members in the hotel and catering industry, campaigns for better economic and policy conditions and provides a number of different services to its members.

Contact
German Hotel and Restaurant Association Brandenburg (DEHOGA Brandenburg)
Schwarzschildstrasse 94, 14489 Potsdam
Tel.: +49 (0) 331 862 368
E-mail: info@dehoga-brandenburg.de

Association of German Chambers of Commerce and Industry (DIHK)

The Association of German Chambers of Commerce and Industry (DIHK), as an umbrella organisation, represents the interests of the German commercial sector in regard to the decision-makers in the federal policymaking sphere and the European Institutions on behalf of and in coordination with the Chambers of Commerce and Industry (IHK).

Contact
Association of German Chambers of Commerce and Industry (DIHK)
Breite Strasse 29, 10178 Berlin
Tel.: +49 (0) 30 203 080
E-mail: info@dihk.de

European Confederation of Self-Employed Workers of Germany (ESD)

The ESD is a non-partisan interest group representing the self-employed, members of the liberal professions, small and medium-sized enterprises (SMEs), trade, branch and business associations and guilds.

Contact
European Confederation of Self-Employed Workers of Germany (ESD)
Wilhelmstrasse 77, 10117 Berlin
Tel.: +49 (0) 30 204 598 54
E-mail: info@esd-ev.de

German Insurance Association

The GVNW represents the interests of the insurance industry and advises them in various areas of insurance protection.

Contact
German Insurance Association
Breite Strasse 98, 53111 Bonn
Tel.: +49 (0) 228 982 230
E-mail: gvw@gvw.de

www.gvw.de
The RKW Competence Centre is a non-profit research and development institution of the RKW Rationalisation and Innovation Centre of German Business (RKW). RKW sees itself as a platform on which all involved in economic activity work together, with companies, management and labour, associations, policymakers and science being represented. At RKW, experts work with and for small and medium-sized enterprises in order to find solutions for dealing with the challenges of the future – in regard to securing skilled labour, innovation and corporate development.

Chamber of Crafts and Trades (HWKn)

A Chamber of Crafts and Trades is a self-governing institution of the entire skilled crafts and trades sector in a chamber district, organised in the legal form of a corporation under public law. The task of the Chamber of Crafts and Trades is to represent the interests of the skilled crafts as a whole and to regulate the interests of the skilled crafts themselves in the course of self-administration.

The Chamber of Crafts and Trades includes the owners of a skilled craft enterprise and of a trade similar to a skilled craft enterprise, along with journeypersons and employees who have completed vocational training and apprentice programmes.

German Trade Association (HDE)

As the umbrella organisation of the German retail trade, the HDE is the industry’s legitimate mouthpiece in regard to policymakers on the federal and EU level, other economic sectors, the media and the public. In doing so, it can build on the broad support of state and regional associations as well as professional associations.

The HDE is active for its members in all areas of economic policy, tax policy, legislation and quality assurance. The topics of consumer protection and environmental protection enjoy a special status.

Rationalisation and Innovation Centre of German Business (RKW)

Service

Contact

Chamber of Crafts and Trades (HWK) Potsdam
Tel.: +49 (0) 331 370 50
E-mail: info@hwkpotsdam.de

Chamber of Crafts and Trades (HWK) Cottbus
Tel.: +49 (0) 355 783 54 44
E-mail: hwk@hwk-cottbus.de

Chamber of Crafts and Trades (HWK) Frankfurt (Oder)
East Brandenburg Region
Tel.: +49 (0) 335 561 90
E-mail: info@hwk-fr.de

As the umbrella organisation of the German retail trade, the HDE is the industry’s legitimate mouthpiece in regard to policymakers on the federal and EU level, other economic sectors, the media and the public. In doing so, it can build on the broad support of state and regional associations as well as professional associations.

The HDE is active for its members in all areas of economic policy, tax policy, legislation and quality assurance. The topics of consumer protection and environmental protection enjoy a special status.

Contact

German Trade Association (HDE)
Am Weidendamm 1A, 10117 Berlin
Tel.: +49 (0) 30 726 250 62
E-mail: hde@einzelnhandel.de

einzelhandel.de

Berlin-Brandenburg Trade Association (HBB)
Tel.: +49 (0) 331 292 869
E-mail: info@hbb-ev.de

hbb-ev.de

The Association of Consulting Engineers VBI – Berlin-Brandenburg Regional Association

The Association of Consulting Engineers VBI is the leading professional organisation of independent consulting and planning engineers in Germany. This stands for the implementation of complex tasks in the technical, economic and environmental areas. The VBI therefore has high standards in terms of the professional qualifications, independent consultant status and integrity of its members.

Contact

Association of Consulting Engineers VBI Federal Office
Budapester Strasse 31, 10787 Berlin
Tel.: +49 (0) 50 260 620
E-mail: vbi@vbi.de

Berlin-Brandenburg Regional Association
c/o OEM Consult
Blankensee Chaussee 46, 14999 Trebbin
Tel.: +49 (0) 33731 801 88
E-mail: bb@vbi.de

vdi-bb.de

The Association of German Women Entrepreneurs (VdU)

As a business association, the VdU represents the interests of women entrepreneurs across all sectors. For more than 60 years, the VdU has been advocating greater representation of women among the pool of entrepreneurs, for more women in leadership positions and for better working conditions for women in business.

Currently, the VdU represents more than 1800 women-owned businesses, especially small and medium-sized enterprises from the industry, trade, commerce and service sectors.

Contact

The Association of German Women Entrepreneurs (VdU)
Glinkastrasse 32, 10117 Berlin
Tel.: +49 (0) 30 810 034 70
E-mail: schwartz@saikaschwarz.com

vdu.de

Federation of Business Associations of Berlin Brandenburg (UVB)

The UVB is an advocate for the positions and goals of its members in regard to civil society. In this way, the UVB supports companies in the global marketplace. As the state association of the Confederation of German Employers’ Associations (BDA) and state association of the Federation of German Industries (BDI), the UVB advocates for the interests of regional business on the federal level.

Contact

The Federation of Business Associations of Berlin Brandenburg (UVB)
Potsdam Office, Schlattwegr 1, 14473 Potsdam
Tel.: +49 (0) 531 271 650
E-mail: uvb-potsdam@uvb-online.de

Cottbus Office, Inselstrasse 24, 03046 Cottbus
Tel.: +49 (0) 555 780 290
E-mail: uvb-cottbus@uvb-online.de

Frankfurt (Oder) Office, Potsdamer Strasse 1–2, 15234 Frankfurt (Oder)
Tel.: +49 (0) 335 556 93 18
E-mail: uvb-frankfurtoder@uvb-online.de

uvb-online.de

Entrepreneurs’ Association of Brandenburg Berlin

The Entrepreneurs’ Association of Brandenburg-Berlin represents the interests of small and medium-sized businesses and works openly across sectors and independently of party politics. It forms a network of communication with each other and builds bridges for communication with research and science, politics and society.

Contact

Entrepreneurs’ Association Berlin-Brandenburg Drehwitzer Strasse 47, 14478 Potsdam
Tel.: +49 (0) 331 810 306
E-mail: info@uv-bb.de

uv-bb.de

Additional addresses and online services
Clusters and networks in Berlin and Brandenburg

Clusters with the greatest economic potential

In the implementation of the Regional Innovation Strategy of the State of Brandenburg (InnoB-Bplus), so-called clusters (alliances of companies and institutions in important growth areas) were formed. The areas of competence in the key sectors that exhibited the greatest economic potential were selected for this.

Within the framework of the joint task “Improvement of Regional Economic Structures” (GRW for short), cooperation networks have been funded since 2005 in order to support regional and supraregional cooperation between companies and business-related institutions. There are five cross-border clusters of Berlin and Brandenburg and four Brandenburg clusters that reflect the specific strengths of the German state. You can find an overview of the clusters at:

- innovatives-brandenburg.de | Cluster
- ac-bb.de
- logistiknetz-bb.de
- bbaa.de
- curpas.de
- diagnostiknet-bb.de
- glyconetbb.de
- oabb.de
- cebra-ev.de
- mediaconnect-bb.de
- sibb.de/sibb-region.html
- virtualrealitybb.org
- geokomm.de
- profil metall.de
- me-netzwerk.de
- leichtbau-bb.de
- kuvbb.de
- tourismusnetzwerk-brandenburg.de
- aif.de
- zim.de

Transport, Mobility and Logistics Cluster
- automotive BerlinBrandenburg (aBB)
- Logistics Network of Berlin-Brandenburg
- Berlin-Brandenburg Aviation Network (BBAA)
- Civil Unmanned Aerial Systems Network (CURPAS)

Health Management Cluster
- DiagnostikNet-BB
- glyconet Berlin Brandenburg

Optics and Photonics Cluster
- optic alliance brandenburg berlin (oabb)

Energy Technology Cluster
- Centre for Energy Technology Brandenburg

ICT, Media- and Creative Industries Cluster
- media.connect brandenburg
- SIBB region
- Virtual Reality Berlin Brandenburg
- GEOkomm

Metal Cluster
- profile. metal
- ME network of the metal and electrical industry in the Berlin-Brandenburg capital region
- Lightweight metal Brandenburg

Plastics and Chemistry Cluster
- Brandenburg Plastics Association (KuVB)

Tourism Cluster
- TMB Tourismus-Marketing Brandenburg GmbH

Network technology cooperation
- Maintained by the German Federation of Industrial Research Associations “Otto von Guericke” (AiF), this online platform offers addresses of advisory institutions for the promotion of entrepreneurial innovations.

Central innovation programme for SMEs (ZIM)
- A federal initiative to promote innovative networks within the framework of the ZIM.
Surety
In the case of a surety loan, the credit institution does not provide money, but the principal bank
assumes responsibility for liability to a third party.

Surety credit line
Companies that need more frequent sureties/guarantees can be granted a surety credit line by
the principal bank. Within the surety credit line, individual guarantees can then be issued on
request and without a new credit check.

Investment (open-ended)
In the case of an open-ended investment, the investment company acquires a share in the capital
of the company with all associated rights and obligations.

Investment (silent)
A silent investment is agreed when an investor makes a contribution to its assets as a shareholder.
The primary advantage of the silent investment is that it is subordinate to all other liabilities
and no standard bank collateral is required.

Loan guarantee
In legal and business transactions, a guarantee is a unilaterally binding contract in which one
party undertakes to guarantee the liabilities (debts) of another party, that is, to pay them. This
is always the case if the other party (debtor) cannot or can no longer pay their debts.

Cluster
A cluster is the geographical concentration of companies and institutions that are thematically
linked through their activities in an economic sector, their membership in a value chain, their use
of the same or similar technologies, or the similarity of their interests. The cooperation between
the actors, along with their competition, creates positive effects that have a positive impact on
value creation and employment in the region and also create incentives for potential investors.

Loan
A loan is the legal term for a contractual agreement in which one party provides money to the
other party for a certain period of time in exchange for payment of an interest rate. The sum
made available to the other party must be repaid at the end of the contract period.

Equity base
Equity capital comprises the funds that owners or shareholders contribute to the company
outside of debt financing.

Consolidation investment
Investment to secure one’s livelihood is the phase just after a business is founded.

GRW
Joint task “Improvement of Regional Economic Structures”.

SME
Small and medium-sized enterprises in the commercial sector.

SME definition of the EU
Small and medium-sized enterprises – EU definition from 1 January 2005:
<table>
<thead>
<tr>
<th>Category</th>
<th>Employees</th>
<th>Turnover</th>
<th>Balance sheet total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medium</td>
<td>Under 250</td>
<td>Up to €50 million</td>
<td>Up to €43 million</td>
</tr>
<tr>
<td>Small</td>
<td>Under 50</td>
<td>Up to €10 million</td>
<td>Up to €10 million</td>
</tr>
<tr>
<td>Micro</td>
<td>Under 10</td>
<td>Up to €2 million</td>
<td>Up to €2 million</td>
</tr>
</tbody>
</table>

Advance on current account
A loan of money within the framework of short-term debt financing. Similar to an overdraft
facility, the credit institution grants the borrower a credit limit that can be exhausted at any
time without prior consultation.

Management buy-out
Takeover of a company (with the help of an investor) by outside management.

Management buy-in
Takeover of a company by managers already working at the company.

Subordinated loan
With a subordinated loan, the lender’s claims wait in line behind all other lenders. Subordinated
loans improve a company’s credit rating and facilitate access to additional financing.

Participatory loan
Also referred to as a participation loan. This involves agreeing a profit or revenue share in a
company or business for which the loan was granted.

Primary effect
The primary effect is a prerequisite for granting of investment subsidies from the joint task. As
a rule, this is the case if one or more of the activities listed in the positive list are predominantly
carried out in the business premises and the goods or services produced are predominantly sold
on a supra-regional basis (radius exceeding 50 km).

Structural effect
A structural effect exists if the project is particularly suitable for improving the economic struc-
ture and the quantity and quality of the supply of jobs in the development area.

Grant
A grant is generally understood to be financial assistance provided to a party (such as a com-
pany, association) as support or funding assistance. However, grants can also take the form of
transfers of money, goods or services.