

# TERRITORIAL
# DEVELOPMENT AGENCY

Cipnes

Invest in Gallura

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TERRITORIAL DEVELOPMENT
**AGENCY**

**CIPNES GALLURA –** North-East Sardinia Provincial Industrial Consortium
Public body pursuant to Regional Law No. 10/08
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# About us

The Territorial Development Agency of CIPNES Gallura **"Invest in Gallura"** is the structure dedicated to the creation, development, and attraction of businesses in North-East Sardinia.

It operates as an institutional point of contact for entrepreneurs, startups, SMEs, and investors, supporting every stage of the business journey:

from initial concept to expansion into
**international markets**



# Mission

**Support the creation** and growth of new businesses

**Strengthen the competitiveness** of existing companies

**Attract and anchor productive investments** in Gallura

**Promote** economic, educational, and social **innovation**

The Agency operates to support the development of the **Olbia production district and the North-Eastern Sardinia area, one of the most dynamic economic systems in Sardinia.**



# Agency Services










The Development Agency supports **business creation and growth**, offering tailored support and **mentoring to startups and aspiring entrepreneurs** throughout the early stages of their entrepreneurial journey. In particular, it provides **assistance in defining the business model** and guides them towards the most appropriate public incentive schemes, facilitating access to available opportunities. Support also continues in the subsequent phases, **accompanying businesses through processes of consolidation and development**.

At the same time, the Agency promotes **networking and innovation** by fostering collaborative networks among businesses, universities, and institutions, strengthening territorial synergies and encouraging innovative and sustainable growth pathways.












The Agency promotes innovative projects for **managerial training** for **entrepreneurs and professional training for workers**, with the aim of developing local human capital, **attracting talent**, and supporting the **competitive growth of businesses**.

The Agency supports the **internationalization of the local production system**, both through initiatives to **promote SMEs in extra-regional markets,** where they can pursue new development opportunities and strengthen their competitive positioning, and through the a**ttraction and facilitation of foreign investment** for the establishment of new economic and productive activities in the territory.

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# Business Incentives

The Development Agency supports businesses in **accessing the main regional, national**, and European incentive schemes, providing tailored guidance and technical assistance throughout the entire process.

The aim is to facilitate investment, strengthen competitiveness, and support companies across the different stages of their lifecycle.

**Incentives for startups** are designed for new entrepreneurial initiatives and aim to support the launch of business activities through **dedicated financial support**, incentives for initial investments, and targeted assistance during the early and often decisive stages of development.

For SMEs and already established companies, incentives for development and innovation are available, designed to support modernization processes.

These instruments support **product and process innovation**, the digitalization of activities, investments in new technologies, and, more broadly, the strengthening of business competitiveness.





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The Agency also supports companies seeking to expand into international markets through **incentives for internationalization**, which sustain export strategies, international **trade promotion activities**, and competitive positioning in global markets.

Furthermore, **incentives for strategic investments** are provided, targeting projects of particular relevance for business development, such as the acquisition of capital goods, technological upgrading, and the implementation of high-impact competitive initiatives.

As a complement to its offering, the Agency also promotes access to **national instruments managed by Invitalia**, facilitating their use by local businesses.cal businesses.



# Training and skills



Training represents one of the strategic pillars for the growth and competitiveness of the Gallura production system. In this direction, the Agency promotes, in partnership with vocational training institutions and academic universities, qualified programmes aimed at entrepreneurs, managers, professionals, and workers, with the objective of strengthening and enhancing the territory's human capital.

## Advanced Training School for Business Managers

The Advanced Training School for Business Managers is an advanced programme promoted by CIPNES and funded by the Sardinia Region, designed to support the managerial development of businesses within the district. The programme aims to **strengthen management skills, develop leadership and strategic capabilities, and enhance the competitiveness** of the participating companies.

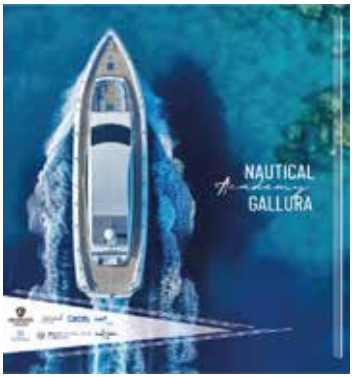





The programme is intended for entrepreneurs, managers, and professionals and is distinguished by the high level of its teaching staff, composed of experts from both the academic and professional fields. Participation is free of charge, and the activities take place at the CIPNES headquarters in Olbia.

# Nautical Academy Gallura 2026

The Nautical Academy Gallura is an inter-company project dedicated to the nautical sector, developed within the framework of the Sardegna Academy Call promoted by ASPAL. **The initiative aims to create a permanent hub of specialized skills for the nautical supply chain**, strengthening the link between training and the real needs of businesses. The programme is designed to train innovative professional profiles, support qualified employment, and foster the attraction of new talent to the territory.




The Academy is characterized by a **strong network-based approach**, involving businesses, territorial bodies, universities, and training agencies in a collaborative model oriented towards the integrated development of the sector.



# Financial education and support for business creation.

The Development Agency stands alongside those who wish to start a business with **competence, awareness, and responsibility**. To this end, it promotes **integrated initiatives and pathways in financial education, informational and training guidance, and strategic support** for aspiring entrepreneurs seeking to turn their ideas into sustainable economic ventures.
The aim is to foster **inclusive economic growth** and **social innovation** processes through the creation of a **training and support hub for microfinance and microcredit**, which brings together and shares knowledge, **experience, and qualified expertise** in support of those who want to start a business.

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# ZES: Invest in the Future

The **Southern Italy Special Economic Zone** provides businesses already operating, as well as those establishing themselves in **North-Eastern Sardinia**, with access to **special conditions** for new investments and development plans.



## Key benefits:

Fast-track administrative procedures (single authorization)
Digital Desk "S.U.D. ZES"

Hiring incentives

Tax incentives (tax credit)

## Eligible investments:

- New plant, machinery, and equipment.
- Purchase of land, and acquisition, construction, or expansion of real estate assets used for productive investment purposes.

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## ZES: your territorial hub for productive development

# CIPNES Gallura development areas

## The perfect environment for business investment.

The **industrial districts of Olbia and Monti**, strategically connected through Olbia Costa Smeralda Airport and the Port of Olbia – Isola Bianca, a major passenger and commercial gateway, form the leading industrial hub of the Gallura region. They offer businesses ready-to-build sites, modern infrastructure, and efficient logistics connections.

- **Olbia** – 757 hectares at the economic heart of the region, with direct access to the airport, seaport, and major road networks.
- **Monti** – 53 hectares in a strategic location between the coast and inland Sardinia, ideally suited for agro-industrial and logistics-related activities.

**Two industrial hubs, one unique opportunity for business growth.**

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## Available Properties for New Investments

The CIPNES Gallura Industrial District of Olbia includes:

- 650 active manufacturing and industrial companies
- 50 available **Greenfield** plots owned by CIPNES and ready for allocation
- 40 undeveloped **Greenfield** plots eligible for expropriation
- 20 **Brownfield** industrial sites eligible for redevelopment through expropriation

Consortium-owned properties are available for new investment projects, subject to the submission of binding development proposals by qualified companies.

SCAN TO DISCOVER INVESTMENT OPPORTUNITIES

# Microcredit: Where Ideas Grow

Through the collaboration between the National Microcredit Agency and CIPNES Gallura, a programme has been created for those who wish to start or develop a local business venture.

## Target audience:

- Aspiring entrepreneurs
- Self-employed individuals
- Micro and small businesses
- Young people and women
- Individuals with limited access to traditional credit



We support self - employment, promote financial inclusion, and strengthen the local entrepreneurial ecosystem.



## What we provide:

Personalized information and guidance

Support in developing the business idea and business plan

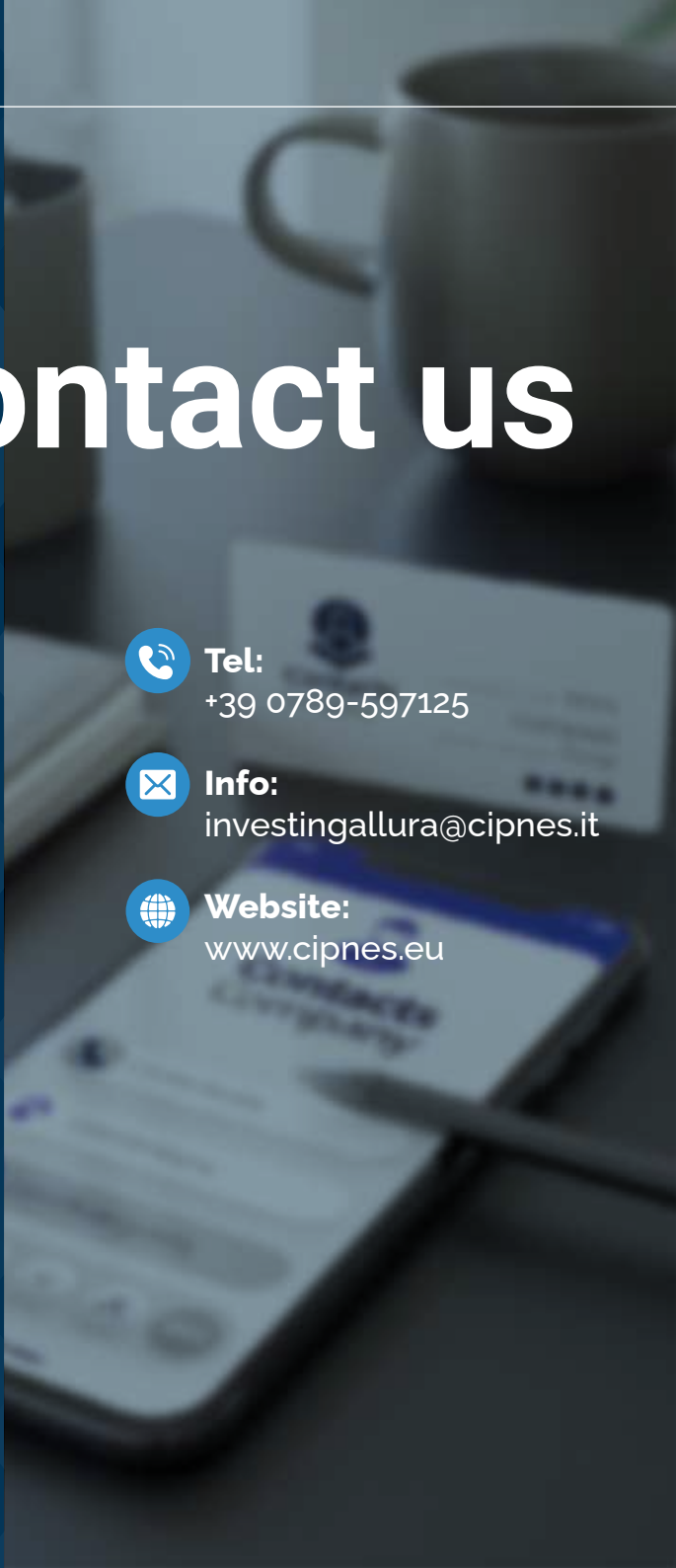
Assistance with microcredit applications

Post-financing support and mentoring

Seminars and training in financial education

## From idea to business, together

# Contact us

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