

Key challenges regarding financing in training projects

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02.06.2016.



Type of the direct costs of the training projects

- * Training materials: books, PPT, IPR
- * Rent of the lecture room
- * Cleaning, heating/cooling, maintenance
- * Rent of the training infrastructure
- * Personal costs of the trainers
- * Materials for exams
- * Personal costs of the Jury
- * Administration
- * Marketing of the certification holders
- * Profit
- * Taxes, tax relief



Type of the indirect costs of the training projects

- * **Missing working time/income**
- * **Time of the preparation for the exam**
- * **Travel costs**
- * **Accommodation, subsistence**
- * **Training material**



The features of the trainings and costs

- * **Training**
- * **Public or private**
- * **Neutral or Company specific**
- * **Central or regional training place**
- * **National or International**

- * **Cost/participant:**
- * **Depend on the number of hours**
- * **Depend on the season**
- * **Mostly independent from the participants number**



The need of the training/payback

- * **Mandatory for the job by authority**
- * **Mandatory for the job by the distributor**
- * **Mandatory for the job by the client**
- * **Technical need for a job**
- * **Advantage to get a job from General Cont.**
- * **Advantage to get a job from the client**
- * **Competitive advantage to get a job**
- * **Can realize in the bill**
- * **Help avoid the failures/warranty**
- * **Export opportunity**

Key challenges in financing

- * **Possibility /will to make it mandatory**
- * **Costumer protection**
- * **Policy to increase active manpower**
- * **Workplace security**
- * **Regional development, smart specialisation**
- * **Affordability**
- * **Black market**
- * **Cost sharing models**
- * **In kind cost sharing**
- * **Manufacturers/distributor interest**

Key challenges in financing

- * **European regulation?**
- * **Cost share models**
- * **In kind cost share**
- * **Manufacturers/distributor interest**
- * **Complimentary training**
- * **Rise the economical interest**
- * **Market development**



Key challenges in financing

Estonia

- Low and limited financing (only direct salary, material and organization cost covered)
- Lack of practical training (Vocational training)
- Low pricing > low quality and short training (Training for unemployed)
- Rarely organized and targeting usually only top engineers (State tender)

Greece

- Availability of funding is limited in time (EU Structural Funds+national)
- Lack of availability of funding source for smaller companies (Employers contribution)

Key challenges in financing

Ireland

- Limited number of courses and places (Springboard: EU+ national fund)
- Lack of subsidy for low paid workers (Further education: EU+ national fund)
- Loss for employers because employees must go on paid leave (Skillnets: state/ employer)
- Economy performance dependent (Apprenticeship: employer/state)

Italy

- Economy performance dependent (Sectoral Funds: EU+State+other)
- Excessive, time-consuming procedure
- Value for money not always ensured (interbranch funds and regional funds)
- Lack of availability of financing for projects
- Difficulty of access to finance (Dowries training)
- Insufficient budget, need for co-financing (direct EU funds for projects)



Thank you for your attention

More information...

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