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REGIONAL INVESTMENT ATTRACTIVENESS 2013

Lesser Poland voivodship

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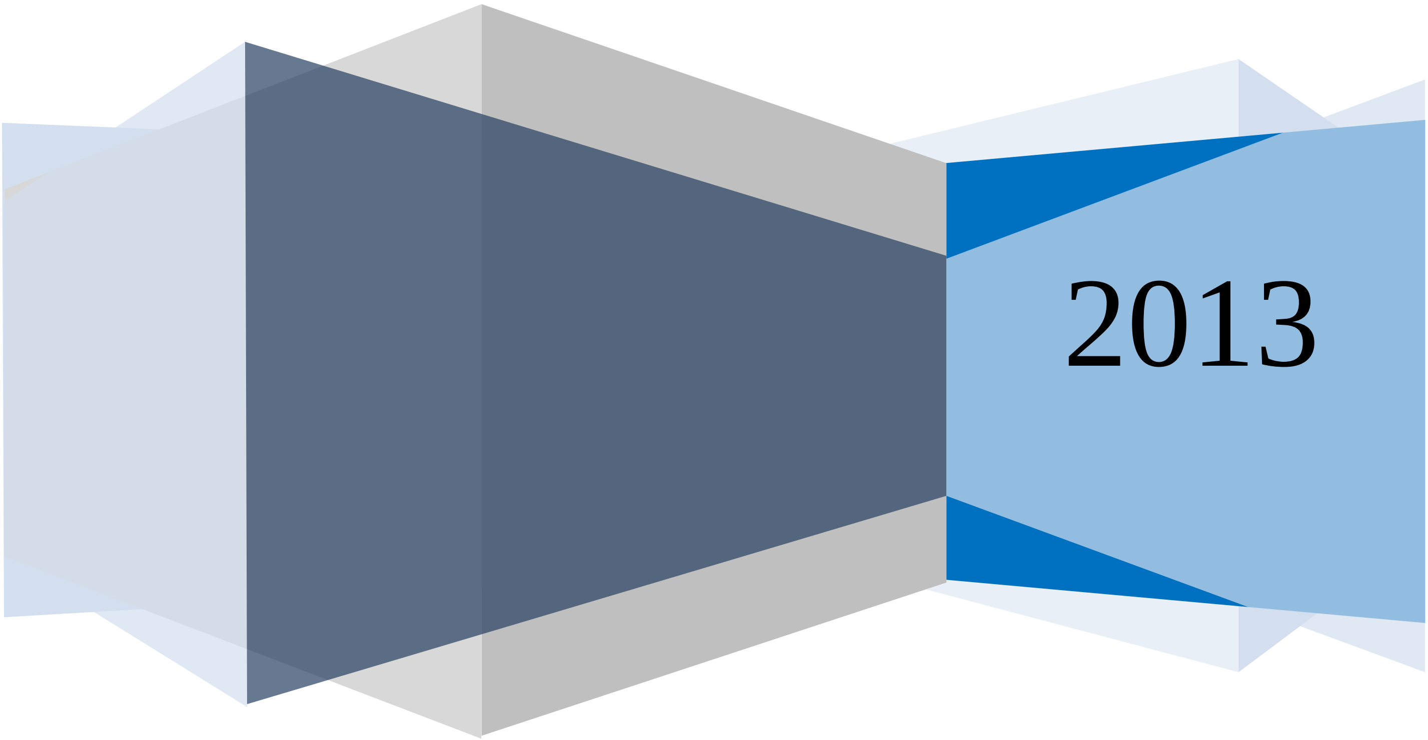


Introduction

This report has been prepared thanks to the application of results of scientific research conducted since 2002 by the Institute of Enterprise, Collegium of Business Administration of the Warsaw School of Economics (WSE), under the supervision of H. Godlewska-Majkowska, Ph.D., university professor at the WSE. All the Authors are the core members of a team that develops methodology of calculating regional investment attractiveness in order that characteristics of regions, which are important to investors, are captured as closely as possible, both in general terms and from a point of view of specificity of a given kind of business activity as well as a size of investment.

Potential investment attractiveness (PAI) indices measure the location-specific advantages of regions. In their simplified version they are calculated for territorial units of various levels of statistical division of the country (communes – Polish: *gmina*, counties – Polish: *powiat*, subregions, voivodships/regions). These are PAI1 indices, which refer to the whole regional/national economy (PAI1_GN) and selected sections: C – manufacturing industry, G – Trade and repair, I – tourism and catering, M – professional, scientific and technical services.

Besides, some indices are calculated only for the voidoships, on the basis of characteristics available only on the regional or macroregional level which allows evaluating their investment attractiveness in a much broader context. These are PAI2 indices, which are calculated both from a general point of view and with reference to the above mentioned sections of the economy (PAI2_C, PAI2_G, PAI2_I, PAI2_M).

What is more, ranks of real investment attractiveness, which relates to the inflow of capital (in the form of investments) and the effects of investments considered from a point of view of productivity and returns on the outlays made, are used in this report.

The measurements in use are subject to annual review thanks to consulting them with foreign investor assistance institutions and direct contact to territorial self-government units as well as organizations of entrepreneurs. A description of methodological approach to measuring investment attractiveness of Polish regions, counties and communes can be found online on the website of the Centre for Regional and Local Analyses, which cooperates with the Institute of Enterprise: www.caril.edu.pl, as well as in numerous scientific publications and expert opinions.

1. The profile of regional economy of Lesser Poland (*małopolskie*) voivodship

Lesser Poland (*małopolskie*) voivodship is situated in central-southern Poland and borders Slovakia. It is an important region for Polish tourism because of its attractive mountain areas in the south of the voivodship (the Tatra mountains and the Podhale) as well as numerous cultural monuments. Cracow, a former capital of Poland, now its second largest city, plays a particular role for Lesser Poland and for the economy of entire Poland. Lesser Poland stands out in terms of a very high density of population, which is chiefly due to the land fragmentation.

The advantages of the voivodship are:

- a convenient location in terms of communication: a main transit corridor from Western Europe to the Ukraine (A4 highway), convenient train connection (the European transport corridor TINA III runs through the region); international airport in Kraków-Balice (the second largest airport in Poland); six road border crossings and one railway border crossing in Leluchów,
- big R&D potential of the higher education institutions and research establishments of Cracow among which scientific establishments ranked by the Ministry of Science and Higher Education in the highest category constitute a numerous group[1],
- substantial human resources, both low-qualified workers with low wage expectations and well-qualified specialists,
- great tourist attractions, in particular UNESCO World Heritage sites deserve a note: The Old Town in Cracow, Auschwitz-Birkenau, German Nazi Concentration and Extermination Camp (1940-1945), Wieliczka Salt Mine, the Mannerist Architectural and Park Landscape Complex and Pilgrimage Park in Kalwaria Zebrzydowska, wooden churches of southern Lesser Poland in Binarowa, Blizne, Lipnica Murowana, Sękowa) and natural conditions of mountain areas and Carpathian Foothills,
- investment incentives for investors offered in special economic zones.

The general characteristics of the Lesser Poland voivodship are presented in Table 1.

[1]In 2010 the Ministry of Science and Higher Education ranked among the best scientific establishments in Poland the following ones: Institute of Catalysis and Surface Chemistry of Polish Academy of Sciences (PAS), Institute of Pharmacology, Institute of Nature Conservation, Institute of Botanics PAS, Matalurgy and Engineering Institute in Kraków, Material Engineering and Ceramics Faculty, Mechanic Engineering and Robotics Institute, Geology, Geophysics and Nature Conservation Faculty of University of Science and Technology, Chemistry Faculty, Law and Administration Faculty, Collegium Medicum, Biochemistry Biophysics and Biotechnology Faculty, and Biology Faculty, Earth Sciences Faculty, Mathematics and Informatics Faculty of Jagiellonian University, Foundry Research Institute, Faculty of Architecture of Kraków University of Technology, Industrial Forms Faculty of Kraków Academy of Fine Arts, Economics and International Relations Faculty, Management and Social Communications Faculty, Commodity Science Faculty of Kraków University of Technology.

Table 1. General characteristics of the economy of Lesser Poland voivodship

Feature	Lesser Poland voivodship	Poland	Share [%]
Market Potential			
GDP per capita 2010. (PLN/person)	31,501	37,096	-
Population (persons) on 31 December 2012	3,354,077	38,533,299	8.7
Human Resources Potential			
Higher education institutions graduates (persons) in 2012	55972	484999	11.5
Secondary schools graduates (persons) in 2012	40411	421317	9.6
Number of employed persons on 31 December 2012	1240844	13911203	8.9
Structure of employed persons 2012	agriculture 22.0% industry 24.7% services 53.3%	agriculture 17.1% industry 27.4% services 55.5%	
Investment outlays and capital of companies with foreign capital participation in the voivodship			
Investment outlays (PLN m) in 2011	2,948.4	73,704.4	4
Capital of companies (PLN m) in 2011	1,1313	194,160.6	5,8
Special economic zones (SEZs) in the voivodship*			
– Katowice SEZ, subzone: gm. Myślenice – Kraków SEZ, subzone: gm. Andrychów, gm. Bochnia, gm. Chełmek, gm. Dobczyce, gm. Gdów, gm. Książ Wielki, gm. Niepołomice, gm. Skawina, gm. Słomniki, gm. Wolbrom, gm. Zabierzów, gm. Zator, m. Bochnia, m. Bukowno, m. Kraków, m. Limanowa, m. Nowy Sącz, m. Oświęcim, m. Tarnów – Mielec SEZ, subzone: m. Gorlice			
Distinguishing investment attractiveness ratings PAI _2 and RAI (class A, B and C)			
Potential investment attractiveness PAI_2	National economy Class B Capital-intensive industry Class A Labour-intensive industry Class B Trade Class C Tourism Class B Education Class B		
Real investment attractiveness RAI	Industry Class B Trade Class C Professional, scientific and technical activities Class C		
Counties and communes distinguished according to the Potential Attractiveness Index for the national economy (PAI1_GN)			
Counties	Class A	Wieliczka, Kraków, Nowy Sącz, Tarnów	
	Class B	Myślenice, Oświęcim	
Communes	Class A	Bochnia (1), Mogilany (2), Skawina (3), Świątniki Górne (3), Wielka Wieś (2), Zabierzów (2), Zielonki (2), Dobczyce (3), Myślenice (3), Siepraw (2), Kłaj (2),	

		Niepołomice (3), Wieliczka (3), Kraków (1), Gorlice (1), Limanowa (1), Mszana Dolna (1), Krynica-Zdrój (3), Zakopane (1), Nowy Sącz (1), Alwernia (3), Chrzanów (3), Trzebinia (3), Bukowno (1), Bolesław (2), Klucze (2), Olkusz (3), Oświęcim (1), Brzeszcze (3), Kęty (3), Zator (3), Andrychów (3), Wadowice (3), Tarnów (1)
	Class B	Bochnia (2), Łapanów (2), Rzezawa (2), Żegocina (2), Jerzmanowice-Przeginia (2), Kocmyrzów-Luborzyca (2), Krzeszowice (3), Liszki (2), Michałowice (2), Skała (3), Sułkowice (3), Sękowa (2), Tymbark (2), Grybów (1), Chełmiec (2), Kamionka Wielka (2), Muszyna (3), Rytro (2), Nowy Targ (1), Rabka-Zdrój (3), Spytkowice (2), Libiąż (3), Wolbrom (3), Chełmek (3), Osiek (2), Oświęcim (2), Polanka Wielka (2), Przeciszów (2), Jordanów (1), Sucha Beskidzka (1), Spytkowice (2), Brzesko (3), Dębno (2), Dąbrowa Tarnowska (3), Skrzyszów (2), Tarnów (2), Wierzchosławice (2)

Source: Authors own calculations.

* On the above list and further in the report *gm.* is a Polish abbreviation for *gmina* – commune and *m.* is an abbreviation for *miasto* – city. If there is information *city* following the name of the county, it indicates a commune which has a status of a city and carries out county's tasks is mentioned (a city county). Otherwise the counties include more than one commune (land counties).

Additional information: (1) – urban commune, (2) – rural commune, (3) – urban-rural commune.

In 2010 Lesser Poland voivodship made a contribution of 7.3% to the GDP of Poland. Calculated per capita, it amounted to PLN 31,501 with the average for Poland PLN 37,096. With this result the voivodship takes the 8th place in the country. The GDP growth rate in the voivodship in the years 2003-2010 amounted to 168.5% while the average for Poland amounted to 168%. In comparison with the whole country the structure of employment in the voivodship is characterised by a relatively low share of the service sector (53.3%) whereas a share of the agricultural and industrial sectors are respectively 22% and 24.7% (Central Statistical Office, Regional Data Bank 2013).

The number of inhabitants of the voivodship amounts to 3,354,077 (as of 2013), which is 8.7% of the population of Poland. The age structure in the voivodship in 2012 was as follows: 19.4% of the population at pre-productive age, 63.3% at productive age and 17.3% at post-productive age (for Poland it was 18.3%, 63.9% and 17.8% respectively). The registered unemployment rate in the voivodship amounted to 11.3% in August 2013, compared to 13% in Poland. The average monthly gross wages and salaries in enterprises sector in the first half-year of 2013 amounted to PLN 3468.4, which is 92% of the average for Poland.

The main potential for human capital creation in the voivodship lies in 33 higher education institutions in which there are 203 thousand students studying, which makes up 12.1% of all students in Poland. Moreover, 10.4% of the secondary school students in the voivodship attend vocational schools and 9.4% attend technical schools.

The voivodship's strategic sectors mentioned in the strategy of regional development include above all: education, higher education and science, R&D, information society, high-tech industry as well as tourism and culture.

Preferential conditions of conducting business activities are offered in this voivodship i.a. by the special economic zones:

– Katowice SEZ, subzone in: gm. Myślenice,
– Kraków SEZ, subzones in: gm. Andrychów, gm. Bochnia, gm. Chełmek, gm. Dobczyce, gm. Gdów, gm. Książ Wielki, gm. Niepołomice, gm. Skawina, gm. Słomniki, gm.

Wolbrom, gm. Zabierzów, gm. Zator, m. Bochnia, m. Bukowno, m. Kraków, m. Limanowa, m. Nowy Sącz, m. Oświęcim, m. Tarnów,

- Mielec SEZ, subzone in: m. Gorlice.

2. Region's rank in terms of investment attractiveness in Poland

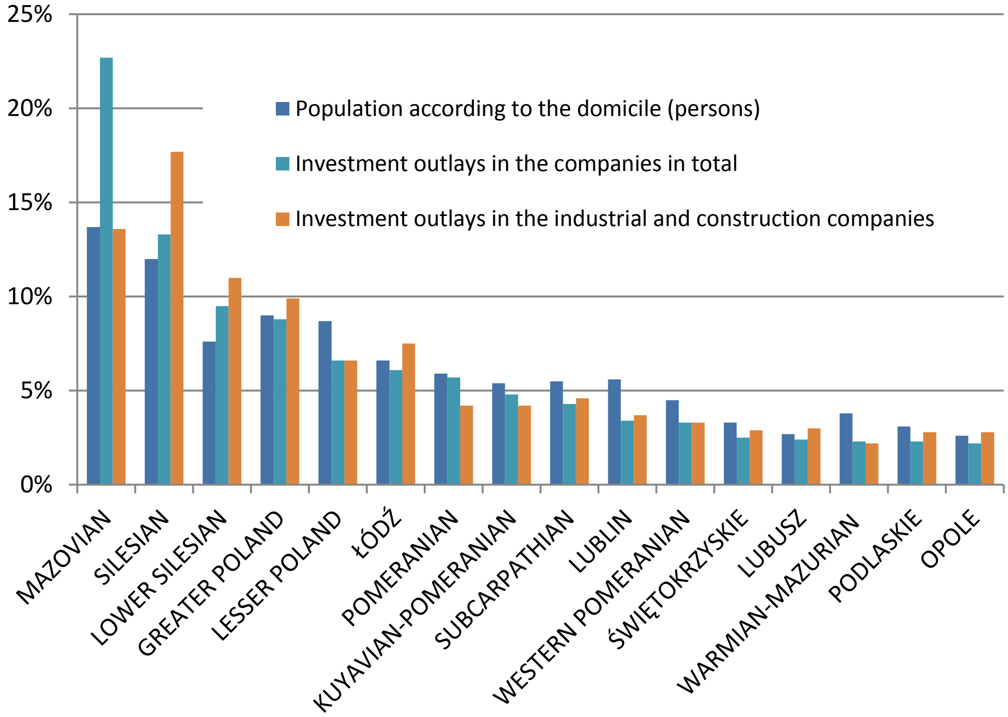
Lesser Poland voivodship is characterised by a high level of overall investment attractiveness, which demonstrates itself in its rank (Class B) according to the main potential investment attractiveness index for the whole national economy PAI 2_GN (see Chart 1 in the Appendix). The region was also ranked very high in terms of potential investment attractiveness for the sections: capital-intensive industry (Class A), labour-intensive industry (Class B), trade (Class C), tourism (Class B) and professional, scientific and technical activities (Class C). [2]

Investment attractiveness can also be evaluated on the basis of indices of real investment attractiveness (RAI), which are based on microclimates such as: return on tangible assets, labour productivity, self-financing of self-government territorial units and investment outlays. The region was ranked above the average in terms of RAI indices for industry (class B), trade and repairs (class C) and professional, scientific and technical activities (class C) - see Table 2 in the Appendix. Potential and real investment attractiveness is reflected in the decisions of investors on business location. This is shown in Chart 1.

In 2011 Lesser Poland voivodship was ranked at the 5th position in Poland when it comes to investments in companies (its market share in the national investment outlays amounts to 6.6%), while its share in total population in the country amounts to 8.7%.

[2] Section C – manufacturing industry, section G – trade and repair, section I – hotels and restaurants, section M – professional, scientific and technical activities. Methodological description of calculation of investment attractiveness of Polish regions, counties and communes can be found on the website of Institute of Entrepreneurship, Collegium of Business and Administration, Warsaw School of Economics: http://kolegia.sgh.waw.pl/pl/KNoP/struktura/IP/publikacje

Chart 1. Regional structure of investment outlays in the companies in 2011 in comparison with the share in the country's population



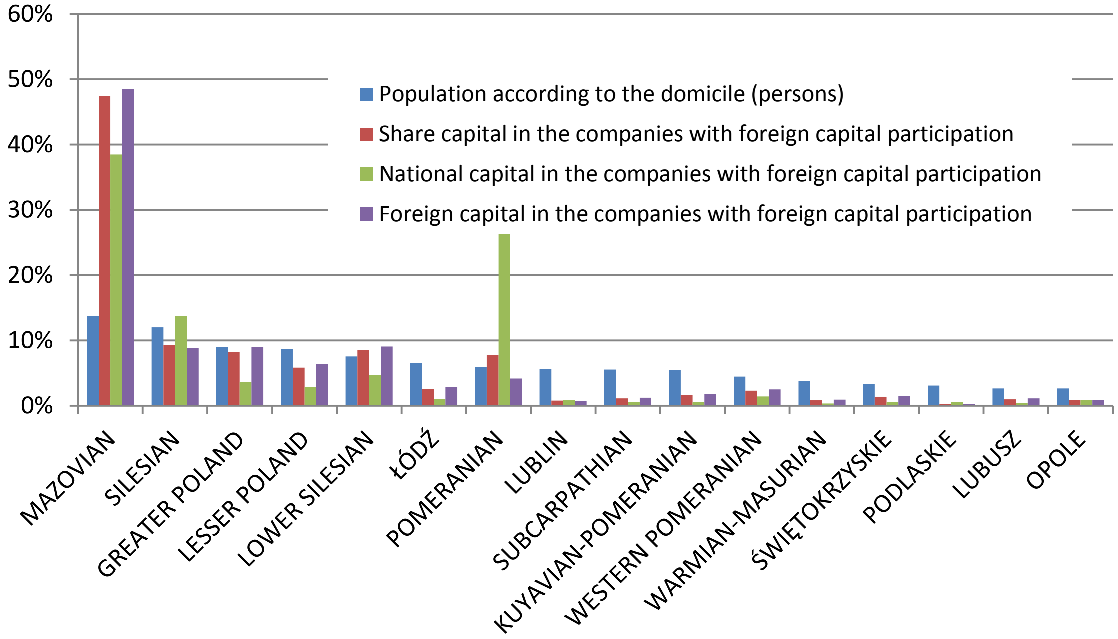
Note: these are the most up-to-date data.
Source: Authors on the basis of the Local Data Bank (downloaded 13 November 2013).

Relative underinvestment of the companies applies to the industry and construction sectors. Significant human-resources potential has not been reflected in the inflow of foreign direct investments – see Chart 2.

The share of Lesser Poland voivodship in the value of share capital in the companies with foreign capital participation amounts only to 5.8%. It is scarce if one takes into consideration the 9% share of the region in Polish population, This especially applies to domestic capital (2.9%).

. Between 2003 and 2011 the voivodship's competitive rank on the foreign direct investment market slightly decreased (the share of voivodship in the direct foreign investment market fell from 7.19 to 5.83% - see Chart 3).

Chart 2. Regional structure of capital in the companies with foreign capital participation in comparison with a share in population



Note: These are the most up-to-date data.
Source: Authors on the basis of the Local Data Bank (downloaded 13 November 2013).

An opportunity for Lesser Poland voivodship might be investment sites thoroughly prepared by self-government territorial units, utilizing location's advantages.

Lesser Poland voivodship is concerned as a potential business localization in comparison with the other European regions. When it comes to innovativeness, market and human capital factors, the voivodship took the 210^{h} place of 270 regions in the EU and was ranked Class E – see Table 2 in the Appendix. The voivodship has a competitive advantage when it comes to human capital (ranked Class C).

Lesser Poland is more attractive than regions like: **in the United Kingdom:** Cornwall and Isles of Scilly**; in Greece**: Notio Aigaio, Kriti, Ionia Nisia, Ipeiros, Dytiki Ellada, Anatoliki Makedonia, Thraki, Sterea Ellada, Voreio Aigaio, Dytiki Makedonia, Peloponnisos; **in Italy**: Umbria (NUTS 2006), Molise, Sardegna, Sicilia, Puglia, Basilicata, Calabria; **in Hungary**: Nyugat-Dunántúl, Közép-Dunántúl, Dél-Dunántúl, Észak-Magyarország, Dél-Alföld; Észak-Alföld; **in Germany:** Lüneburg; **in Czech Republic:** Severozápad; **in France:** Picardie, Poitou-Charentes; **in Portugal:** Região Autónoma da Madeira (PT), Algarve, Norte, Alentejo, Região Autónoma dos Açores and Centro (PT); **in Spain**: Castilla-La Mancha, Extremadura; **in Slovakia:** Západné Slovensko, Stredné Slovensko, Východné Slovensko; **in Bulgaria**: Severoiztochen, Severen tsentralen, Yugoiztochen, Yuzhen tsentralen .and Severozapaden; **in Romania**: Vest, Nord-Vest, Centru, Sud-Est, Sud-Vest Oltenia, Nord-Est .and Sud – Muntenia.

3. Internal diversification of regional investment attractiveness

Counties

The following counties are considered the most attractive in Lesser Poland voivodship: Wieliczka, Kraków, Nowy Sącz, Tarnów, Myślenice, Oświęcim – see Table 2

Table 2. Potential investment attractiveness of counties of Lesser Poland voivodship for the national economy and selected sections

County	PAI1_GN	PAI1_GN	PAI1_C	PAI1_G	PAI1_I	PAI1_M
Kraków (city)	0.356	A	A	A	A	A
Tarnów (city)	0.315	A	A	A	B	A
Nowy Sącz (city)	0.315	A	A	A	A	A
Wieliczka	0.293	A	B	A	A	B
Myślenice	0.267	B	C	C	C	D
Oświęcim	0.265	B	C	B	B	C
Olkusz	0.264	C	B	C	C	C
Kraków	0.263	C	B	C	C	C
Chrzanów	0.258	C	C	C	D	C
Bochnia	0.250	C	C	C	C	C
Tatra	0.245	C	D	D	A	D

Source: Authors' own calculations.

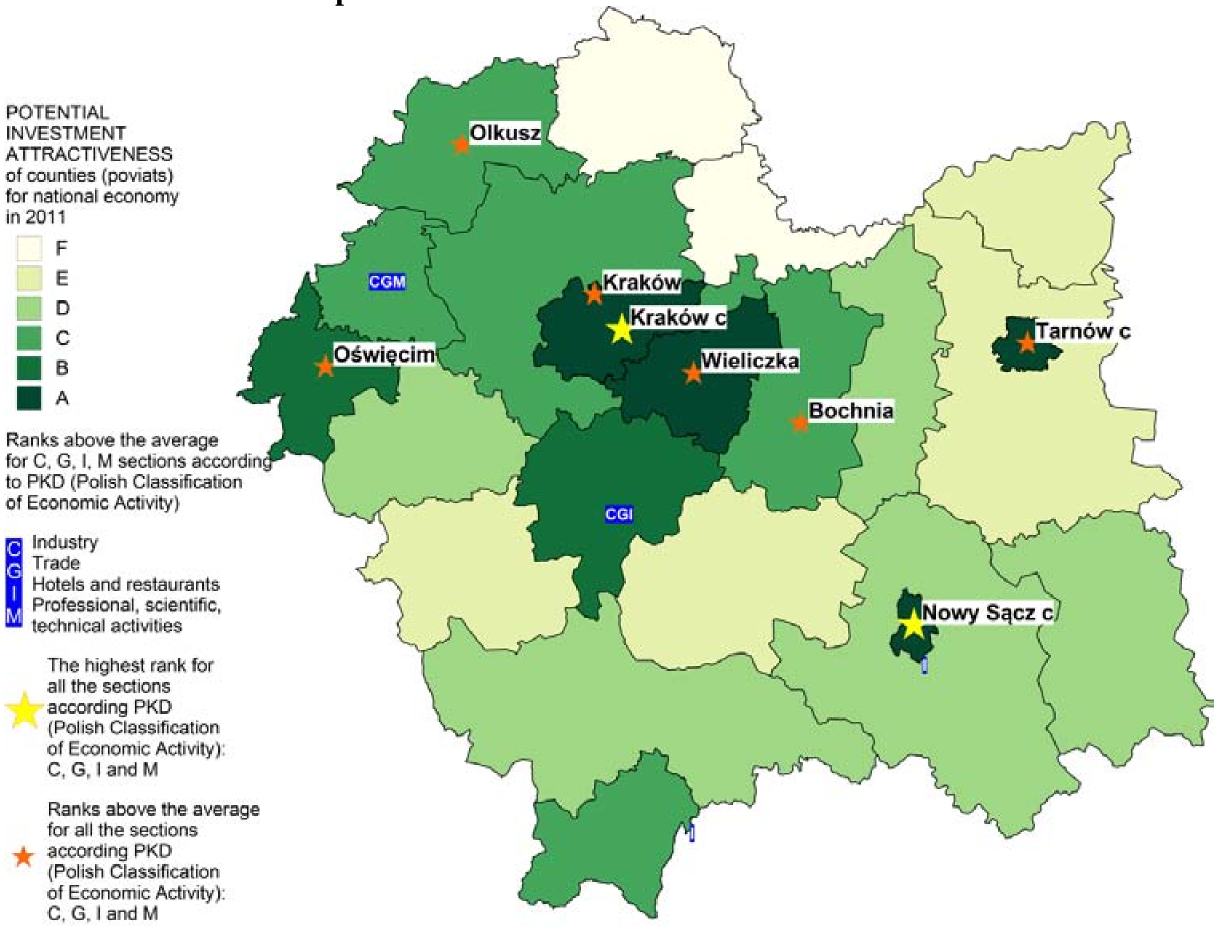
The following counties (beyond Olkusz, Kraków, Chrzanów, Bochnia, Tatra are characterized by high investment attractiveness. The following city counties should be distinguished: Kraków and Nowy Sącz these units were ranked class A in their potential investment attractiveness for all sections of the national economy analysed in this research.

When it comes to the particular sections also the following counties should be mentioned:

- Myślenice, Oświęcim, Chrzanów, Bochnia (Class C) for section C,
- Myślenice, Olkusz, Kraków, Chrzanów, Bochnia (Class C) for section G,
- Myślenice, Olkusz, Kraków, Bochnia, Nowy Sącz (Class C) for section I and Oświęcim, Olkusz , Kraków , Chrzanów, Bochnia for section M.

Synthetic evaluation of potential investment attractiveness of counties of Lesser Poland voivodship is presented in Chart 4.

Chart 4. Spatial diversification of potential investment attractiveness of counties of Lesser Poland voivodship with consideration of the most attractive sections



Source: Authors' own materials.
Note: "c" stands for city county.

Communes

Like counties, the Lesser Poland communes are also very much diversified in terms of investment attractiveness. The highest ranked communes are: Bochnia (1), Mogilany (2), Skawina (3), Świątniki Górne (3), Wielka Wieś (2), Zabierzów (2), Zielonki (2), Dobczyce (3), Myślenice (3), Siepraw (2), Kłaj (2), Niepołomice (3), Wieliczka (3), Kraków (1), Gorlice (1), Limanowa (1), Mszana Dolna (1), Krynica-Zdrój (3), Zakopane (1), Nowy Sącz (1), Alwernia (3), Chrzanów (3), Trzebinia (3), Bukowno (1), Bolesław (2), Klucze (2), Olkusz (3), Oświęcim (1), Brzeszcze (3), Kęty (3), Zator (3), Andrychów (3), Wadowice (3), Tarnów (1). It is also reflected in their high ranks (class A or B) for all the analysed sections – see Table 3.

Table 3. Potential investment attractiveness of communes of Lesser Poland voivodship for the national economy and selected sections

Commune	PAI1_GN	PAI1_GN	PAI1_C	PAI1_G	PAI1_I	PAI1_M
Kraków (1)	0.281	A	A	A	A	A
Gorlice (1)	0.261	A	A	A	B	A
Niepołomice (3)	0.259	A	A	A	A	A
Oświęcim (1)	0.259	A	A	A	A	A
Bochnia (1)	0.252	A	A	A	B	A

Limanowa (1)	0.251	A	A	A	A	A
Wielka Wieś (2)	0.251	A	A	A	A	A
Tarnów (1)	0.251	A	A	A	C	A
Zielonki (2)	0.250	A	A	A	A	A
Nowy Sącz (1)	0.249	A	A	A	A	A
Zabierzów (2)	0.244	A	A	A	A	A
Bukowno (1)	0.241	A	A	A	A	A
Myślenice (3)	0.241	A	A	A	A	B
Olkusz (3)	0.241	A	A	A	A	A
Zakopane (1)	0.240	A	A	A	A	A
Skawina (3)	0.237	A	A	A	B	A
Dobczyce (3)	0.235	A	A	A	B	A
Kęty (3)	0.235	A	A	A	B	A
Zator (3)	0.233	A	A	A	D	B
Andrychów (3)	0.232	A	A	A	A	A
Chrzanów (3)	0.231	A	A	B	D	A
Mogilany (2)	0.230	A	A	A	A	A
Alwernia (3)	0.229	A	A	A	B	A
Wadowice (3)	0.227	A	A	A	A	A
Mszana Dolna (1)	0.227	A	A	A	A	B
Kłaj (2)	0.222	A	A	A	A	A
Brzeszcze (3)	0.222	A	A	A	C	B
Wieliczka (3)	0.222	A	A	B	A	A
Świątniki Górne (3)	0.221	A	A	A	B	B
Trzebinia (3)	0.221	A	A	B	B	A
Bolesław (2)	0.220	A	A	A	B	B
Krynica-Zdrój (3)	0.220	A	A	B	A	A
Klucze (2)	0.220	A	A	A	B	B
Siepraw (2)	0.217	A	B	A	B	B
Krzeszowice (3)	0.216	B	A	A	B	B
Sucha Beskidzka (1)	0.215	B	A	A	A	B
Łapanów (2)	0.215	B	B	B	A	B
Michałowice (2)	0.214	B	B	B	B	B
Grybów (1)	0.212	B	B	A	B	C
Nowy Targ (1)	0.211	B	B	B	A	B
Wolbrom (3)	0.211	B	B	B	A	B
Skała (3)	0.209	B	B	B	B	B
Osiek (2)	0.209	B	B	B	C	B
Libiąż (3)	0.209	B	B	B	B	B
Liszki (2)	0.208	B	B	B	A	B
Bochnia (2)	0.208	B	B	B	A	B
Rytro (2)	0.208	B	B	B	A	D
Chełmek (3)	0.207	B	B	B	C	B
Dębno (2)	0.206	B	B	B	C	B
Przeciszów (2)	0.206	B	B	B	D	C
Jerzmanowice-Przeginia (2)	0.206	B	B	B	B	C

Tarnów (2)	0.206	B	B	B	B	B
Tymbark (2)	0.206	B	B	B	A	C
Wierzchosławice (2)	0.205	B	B	C	E	B
Muszyna (3)	0.205	B	B	B	A	B
Brzesko (3)	0.204	B	B	B	C	B
Kocmyrzów-Luborzyca (2)	0.204	B	B	B	B	B
Jordanów (1)	0.203	B	B	B	A	C
Skrzyszów (2)	0.203	B	B	B	C	C
Spytkowice (2)	0.203	B	B	B	C	C
Spytkowice (2)	0.203	B	C	B	A	C
Dąbrowa Tarnowska (3)	0.202	B	B	C	D	B
Oświęcim (2)	0.202	B	B	C	E	B
Żegocina (2)	0.202	B	C	C	B	C
Kamionka Wielka (2)	0.200	B	C	B	A	C
Rabka-Zdrój (3)	0.200	B	B	B	A	C
Sułkowice (3)	0.200	B	B	B	B	C
Chełmiec (2)	0.198	B	C	B	B	C
Polanka Wielka (2)	0.198	B	C	B	D	C
Rzezawa (2)	0.198	B	C	C	C	C
Sękowa (2)	0.198	B	C	C	A	C

(1) – urban commune, (2) – rural commune, (3) – urban-rural commune
Source: Authors' own calculations.

Attractive communes are also the class B communes according to the PAI1_GN index. Among these communes are: Bochnia (2), Łapanów (2), Rzezawa (2), Żegocina (2), Jerzmanowice-Przeginia (2), Kocmyrzów-Luborzyca (2), Krzeszowice (3), Liszki (2), Michałowice (2), Skała (3), Sułkowice (3), Sękowa (2), Tymbark (2), Grybów (1), Chełmiec (2), Kamionka Wielka (2), Muszyna (3), Rytro (2), Nowy Targ (1), Rabka-Zdrój (3), Spytkowice (2), Libiąż (3), Wolbrom (3), Chełmek (3), Osiek (2), Oświęcim (2), Polanka Wielka (2), Przeciszów (2), Jordanów (1), Sucha Beskidzka (1), Spytkowice (2), Brzesko (3), Dębno (2), Dąbrowa Tarnowska (3), Skrzyszów (2), Tarnów (2), Wierzchosławice (2). The location-specific advantages are also universal for these communes, which makes them attractive for all kinds of business activity concerned in this research.

However, this characteristic cannot be found in all of the communes that belong to Class C. Only a few Class C communes fulfil this condition: Terespol (1), Parczew (3), Opole Lubelskie (3) – see Table 3 in the Appendix.

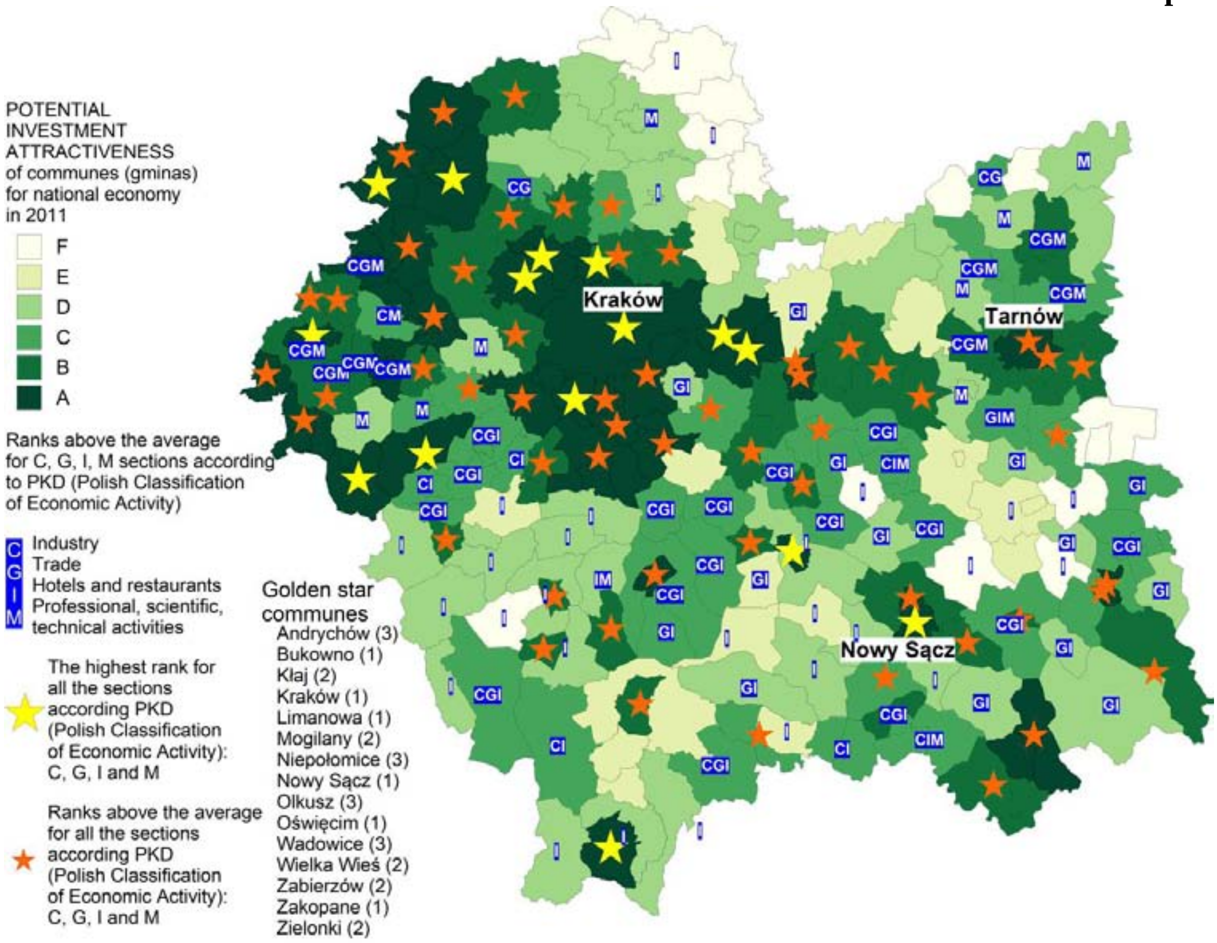
In reference to the particular sections taken into consideration in this research the following communes of Class C should be distinguished:

- Nowy Wiśnicz (3), Rzezawa (2), Trzciana (2), Żegocina (2), Iwanowice (2), Sułoszowa (2), Wiśniowa (2), Gdów (2), Biecz (3), Gorlice (2), Sękowa (2), Dobra (2), Jodłownik (2), Laskowa (2), Mszana Dolna (2), Chełmiec (2), Gródek nad Dunajcem (2), Grybów (2), Kamionka Wielka (2), Piwniczna-Zdrój (3), Stary Sącz (3), Szczawnica (3), Czarny Dunajec (2), Czorsztyn (2), Jabłonka (2), Łapsze Niżne (2), Spytkowice (2), Babice (2), Polanka Wielka (2), Zembrzyce (2), Brzeźnica (2), Kalwaria Zebrzydowska (3), Lanckorona (2), Mucharz (2), Stryszów (2), Czchów (3), Gnojnik (2), Bolesław (2), Lisia Góra (2), Tuchów (3), Żabno (3) - for section C,

- Drwinia (2), Lipnica Murowana (2), Nowy Wiśnicz (3), Rzezawa (2), Trzciana (2), Żegocina (2), Iwanowice (2), Sułoszowa (2), Wiśniowa (2), Biskupice (2), Gdów (2), Biecz (3), Gorlice (2), Lipinki (2), Moszczenica (2), Ropa (2), Sękowa (2), Dobra (2), Jodłownik (2), Laskowa (2), Mszana Dolna (2), Niedźwiedź (2), Słopnice (2), Gródek nad Dunajcem (2), Łabowa (2), Łososina Dolna (2), Stary Sącz (3), Ochotnica Dolna (2), Oświęcim (2), Zembrzyce (2), Brzeźnica (2), Kalwaria Zebrzydowska (3), Stryszów (2), Gnojnik (2), Bolesław (2), Dąbrowa Tarnowska (3), Gromnik (2), Lisia Góra (2), Pleśna (2), Tuchów (3), Wierzchosławice (2), Żabno (3), Szerzyny (2) - for section G,
- Drwinia (2), Rzezawa (2), Iwanowice (2), Racławice (2), Lubień (2), Biskupice (2), Gdów (2), Gorlice (2), Lipinki (2), Łużna (2), Moszczenica (2), Ropa (2), Limanowa (2), Łukowica (2), Korzenna (2), Podegrodzie (2), Czarny Dunajec (2), Brzeszcze (3), Chełmek (3), Osiek (2), Mucharz (2), Spytkowice (2), Stryszów (2), Brzesko (3), Czchów (3), Dębno (2), Gnojnik (2), Iwkowa (2), Ciężkowice (3), Pleśna (2), Rzepiennik Strzyżewski (2), Skrzyszów (2), Szerzyny (2), Tarnów (1) - for section I,
- Nowy Wiśnicz (3), Rzezawa (2), Żegocina (2), Czernichów (2), Iwanowice (2), Jerzmanowice-Przeginia (2), Miechów (3), Lubień (2), Sułkowice (3), Gdów (2), Gorlice (2), Sękowa (2), Tymbark (2), Grybów (1), Chełmiec (2), Kamionka Wielka (2), Piwniczna-Zdrój (3), Stary Sącz (3), Czorsztyn (2), Rabka-Zdrój (3), Spytkowice (2), Babice (2), Polanka Wielka (2), Przeciszów (2), Jordanów (1), Brzeźnica (2), Spytkowice (2), Tomice (2), Wieprz (2), Olesno (2), Szczucin (3), Pleśna (2), Radłów (3), Skrzyszów (2), Tuchów (3), Wojnicz (3) - for section M.

Synthetic evaluation of potential investment attractiveness of communes of Lesser Poland voivodship is presented in Chart 5.

Chart 5. Potential investment attractiveness of communes of Lesser Poland voivodship



Source: Authors' own calculations.

4. Voivodship's institutional support for investors and entrepreneurs

The development of business supporting institutions in a region is a vital component of its investment attractiveness. The institutions that support entrepreneurship, pro-investment solutions, research commercialization and enterprises' innovativeness are of special importance. Among the voivodship's business-supporting institutions that influence the voivodship's economic development the following ones should be mentioned (excluding scientific research institutions):

- chambers of commerce: Izba Przemysłowo - Handlowa in Kraków, Izba Przemysłowo - Handlowa in Tarnów, Małopolska Izba Rzemiosła i Przedsiębiorczości in Kraków, Brytyjsko-Polska Izba Handlowa in Kraków, Krakowska Izba Turystyki,
- associations (including business centres): Centrum Innowacji, Transferu Technologii i Rozwoju Uniwersytetu na Uniwersytecie Jagiellońskim in Kraków (CITTRU), Centrum Transferu Technologii Politechniki Krakowskiej, Centrum Transferu Technologii Medycznych Park Technologiczny in Kraków, Małopolskie Centrum Przedsiębiorczości in Kraków, Tarnowskie Centrum Informacji, Centrum Transferu Technologii Akademii Górniczo-Hutniczej in Kraków, Centrum Nowych Technologii Komputerowych Metalurgii i Inżynierii Materiałowej in Kraków, Branżowy Punkt Kontaktowy Ds. Programów Unii Europejskiej Przy Platformie Technologicznej Odlewnictwa Polskiego (BPKO) in Kraków, Kraków Kongregacja Kupiecka, Krakowskie Towarzystwo Przemysłowe,
- business incubators: Inkubator Technologiczny Krakowskiego Parku Technologicznego, Akademickie Inkubatory Przedsiębiorczości Kraków,
- technology parks, science parks, industrial parks: Krakowski Park Technologiczny sp. z o.o., Małopolskie Parki Przemysłowe Sp.z o.o. in Kraków,
- consulting centres (including personal consulting and agricultural consulting): Małopolski Ośrodek Doradztwa Rolniczego in Karniowice,
- financial institutions (guarantee funds): Małopolski Regionalny Fundusz Poręczeniowy Sp. z o.o. in Kraków,
- others: Małopolska Agencja Rozwoju Regionalnego S.A. in Kraków, Agencja Rozwoju Małopolski Zachodniej SA in Chrzanów, Agencja Rozwoju Miasta SA in Kraków, Agencja Rozwoju Gospodarczego Kraków-Wschód Sp. z o.o., Agencja Rozwoju Regionu Kluczewskiego S.A., Tarnowska Agencja Rozwoju Regionalnego S.A., Agencja Rozwoju i Promocji Spółdzielczości – Związek Lustracyjny Spółdzielni Pracy Delegatura Regionalna in Kraków, Małopolska Agencja Energii i Środowiska sp. z o.o. in Kraków, Myślenicka Agencja Rozwoju Gospodarczego Sp. z o.o., Sądecka Agencja Rozwoju Regionalnego S.A. in Nowy Sącz, Nordic House in Kraków, Małopolska Organizacja Turystyczna in Kraków, Fundacja Rozwoju Regionu Rabka.

Centre for Innovation, Technology Transfer and University Development at the Jagiellonian University (*Centrum Innowacji, Transferu Technologii i Rozwoju Uniwersytetu na Uniwersytecie Jagiellońskim)* offers support for innovations and technology transfer, science promotion and raising funds for universities. The Innovation Team supports the cooperation of business and science i.a. by coordination and financing of patent process, research results implementation, organization of other forms of scientists and business cooperation, preparation of technology offers based on innovations created at Jagiellonian University, opinions on innovativeness for technologies used in the enterprises. The centre's website contains technology offers – descriptions of technologies developed at the Jagiellonian University. The Jagiellonian University Academic Business Incubator offers training and consulting services for companies and for persons interested in starting a business. (www.cittru.uj.edu.pl/, 30 October 2013)

Technology Transfer Centre of Kraków University of Technology *(Centrum Transferu Technologii Politechniki Krakowskiej)* offers internships in the companies for academic workers and internships for companies workers in academic units. It also looks for partners to run trainings and prepare trade and technology offers for foreign markets, promotes domestic businesses and technologies on international market, organizes trips to sector business fairs, organizes economic missions, looks for partners for technological cooperation, analyses foreign markets in terms of selected technologies, assists business negotiations with foreign partners, offers information and consulting services in the consultation points of the National System of Services. It also informs on and promotes the Kraków University of Technology research results among businessmen, looks for orders to be carried out within the solutions offered by research teams of the university, looks for sources of financing for research and implementation works carried out by the employees of Kraków University of Technology for external units and adjusting them at customers' needs. (www.transfer.edu.pl/, 30 October 2013)

Medical Technology Transfer Centre of Technology Park in Kraków (*Centrum Transferu Technologii Medycznych Park Technologiczny w Krakowie)* offers i.a. complex services for companies and institutions interested in cooperation with hospital (preparing individual cooperation conditions, partnership contracts preparation, administrative services, legal and accounting services, help at applying for external sources of financing). The centre helps to create and moderate cooperation between companies and R&D institutions in the bioscience sector (looking for project partners, organization of meetings, seminars, workshops and conferences, mediation between partners, preparing partnership contracts, legal and accounting advice, analysing potential sources of financing projects, coaching projects). The centre also offers help at intellectual property protection, commercialization of R&D effects, help at applying for external sources of financing. (www.ctt.krakow.pl/, 30 October 2013)

Kraków Technology Park LLC *(Krakowski Park Technologiczny sp. z o.o.)* has a special economic zone status and offers consulting and training services (related to business operations and development of its technological profile), office space and services for investors and exporters – The Business Centre in Małopolska (CeBiM). The Park houses a Technological Incubator KPT for firms from IT, telecommunications and engineering branches and has initiated the creation of three clusters. The companies that rent areas in the incubator are small enterprises and microenterprises run by graduates, doctoral students, students and academic workers of Kraków universities (they are offered preferential conditions). The offers for business offers financial support for innovative undertakings within seed funds. Special attention is given to projects from IT, telecommunications and engineering that is electronics, nanotechnology and mechatronics. The offer includes virtual office (the entrepreneurs can register their business at the seat of the park), gives advice on building of cooperation network and clusters. The park has initiated the creation of three clusters: Małopolski IT Cluster, European Game Centre and Kraków Design Area. The construction of Małopolski IT Park is another important project, which will offer office spaces, state-of-the-art laboratories, cloud-computing services and space for consulting and training services.(http://www.sse.krakow.pl/, 30 October 2013)

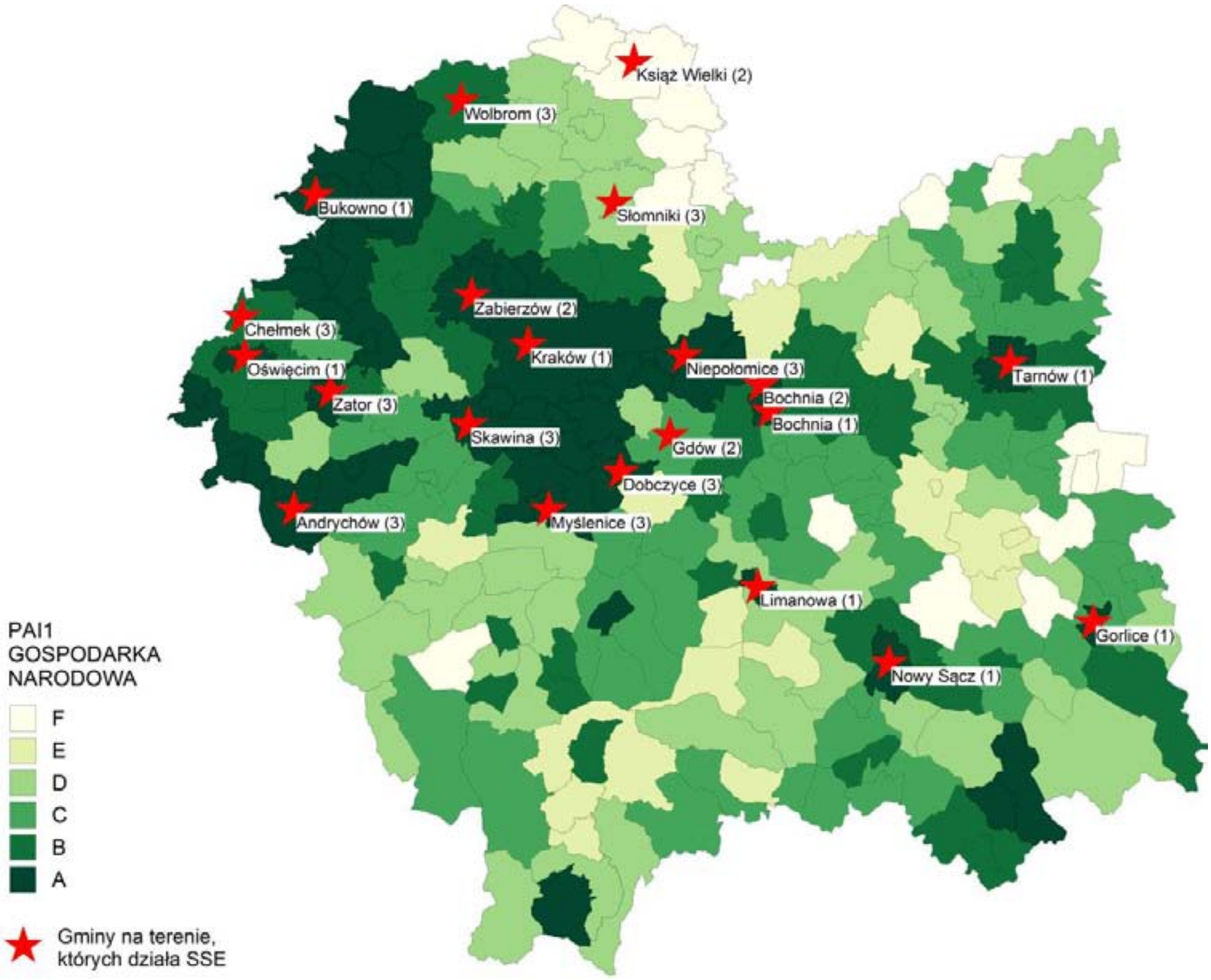
Lesser Poland Agency of Regional Development Plc. in Kraków (*Małopolska Agencja Rozwoju Regionalnego S.A. w Krakowie, MARR*) offers training and consulting services as well as financial support in the form of loans (for creating and expanding a business) and UE subsidies. The agency promotes the regional investment opportunities on external markets (as part of the Business in Małopolska project). In order to enhance the diffusion of information the Agency organises internships for research staff in businesses and for S&M enterprises' employees in research facilities. By employing highly qualified staff it improves the competitiveness of firms. As part of the MARR BUSINESS PARK the Agency offers production and warehousing space as well as office space. The MARR also offers internships for academic workers in companies of Lesser Poland. Within internships the scientists are working on and implementing innovative solutions that should increase companies' competitiveness. (www.marr.pl/, 30 October 2013)

Western Lesser Poland Regional Development Agency *(Agencja Rozwoju Małopolski Zachodniej)* **S.A. in Chrzanów** offers training and consulting for micro-, small and medium enterprises and for persons who are planning to start a business. It offers free information services within consultation points for entrepreneurs and persons planning to start a business, help at raising funds and obtaining loans and credit guarantees and help by applying for the EU funds and other sources of external financing of business activities. (http://armz.pl/, 30 October 2013)

Special economic zones in Lesser Poland voivodship – effects

There are three special economic zones (SEZs) in Lesser Poland voivodship: Kraków, Mielec and Katowice. At the end of 2012 the areas of the SEZs were parts of 8 cities and 13 communes – see Chart 6.

Chart 6. The location of SEZs in Lesser Poland voivodship



Note: Red stars indicate communes with SEZ subzones within their areas.
Source: Authors' own calculations.

The first SEZ areas were brought into life in 1996. The investment outlays made by SEZ companies operating in the communes of Lesser Poland by the end of 2012 amounted to PLN 1.9 billon, which made 2% of all investment outlays made in the Polish SEZs. In the same time the SEZ companies in the region created 6.9 thousand new jobs which made 4% of all jobs created in the Polish SEZs (see Table 4).

Table 4. Effects of special economic zone functioning at the end of 2012

SEZ / Subzone	County, Commune	Leading industries (at least 20% share of revenue or employment	Cumulated capital expenditure in million PLN (end of 2012)	Jobs number (end of 2012)
Kraków /Bochnia	Bochnia, Bochnia (1)	paper and paper products	6.40	
Kraków /Bochnia	Bochnia, Bochnia (2)	no investors yet		
Kraków /Skawina	Kraków, Skawina (3)	food products	21.00	
Kraków /Słomniki	Kraków, Słomniki (3)	no investors yet		
Kraków /Zabierzów	Kraków, Zabierzów (2)	motion picture, video recordings, TV programmes, sound and music recordings	68.50	2,479

		production activities, legal, accounting and tax advisory,		
Kraków /Książ Wielki	Miechów, Książ Wielki (2)	no investors yet		
Kraków /Dobczyce	Myślenice, Dobczyce (3)	electrical and non-electrical household appliances	20.75	53
Katowice /Jastrzębsko-Żorska	Myślenice, Myślenice (3)	rubber and plastic products, fabricated metal products (except machinery and equipment),	48.83	194
Kraków /Gdów	Wieliczka, Gdów (2)	no investors yet		
Kraków /Niepołomice	Wieliczka, Niepołomice (3)	motor vehicles (excluding motorcycles), trailers and semi-trailers	708.74	908
Kraków /Kraków Nowa Huta	Kraków (city), Kraków (1)	publishing services	732.08	2,447
Mielec /Gorlice	Gorlice, Gorlice (1)	fabricated metal products (except machinery and equipment)	103.44	398
Kraków /Limanowa	Limanowa, Limanowa (1)	no investors yet		
Kraków /Nowy Sącz	Nowy Sącz, Nowy Sącz (1) (city)	rubber and plastic products	32.86	60
Kraków /Bukowno	Olkusz, Bukowno (1)	no investors yet		
Kraków /Wolbrom	Olkusz, Wolbrom (3)			
Kraków /Oświęcim	Oświęcim, Oświęcim (1)	no investors yet		
Kraków /Chełmek	Oświęcim, Chełmek (3)	no investors yet		
Kraków / Zator	Oświęcim, Zator (3)	food products, machinery and equipment n.e.c.,	11.54	15
Kraków / Andrychów	Wadowice, Andrychów (3)	fabricated metal products (except machinery and equipment)	69.39	244
Kraków / Tarnów	Tarnów (city), Tarnów (1)	chemicals and chemical products, other non-metallic mineral products,	99.21	170

Source: Authors' own calculations based on the Ministry of Economy data.

The largest investments have been made in Kraków and Niepołomice. The investors in Kraków include: AZ, Al. Sp. z o.o. (Poland, metal constructions), RR Donnelley Poland Sp. z o.o. (USA, poligraphy), Polski Asfalt Technic Sp. z o.o. (Sweden, manufacture, non-metallic products), Motorola Polska Electronics Sp. z o.o. (USA, electronics), RR Donnelley Europe Sp. z o.o. (USA, poligraphy), Jagiellońskie Centrum Innowacji Sp. z o.o. (Poland, R&D), Grupa Onet.pl S.A. (the Netherlands, software), Ericpol Telecom Sp. z o.o. (Poland, IT), AMK Kraków S.A. (Poland, machines installation, Comarch S.A (Poland, software), Dream Lab Onet.pl Sp. z o.o. (The Netherlands, software), AZ_SOFT Sp. z o.o. (Poland, call centre), Elettric 80 Sp. z o.o. (Italy, software) Capita (Poland) Sp. z o.o. (UK, BPO). The investors in Niepołomice include: MAN Trucks Sp. z o.o. (Germany, automotive industry), Meiiler Polska Sp. z o.o. (Germany, automotive industry), ACP Polska (Germany, automotive industry), Nidec Motors&Actuators (Poland) (Japan, automotive industry), Food Care Sp. z o.o. (food products), Hannecard Polska, Polskie Zakłady Zbożowe „PZZ" in Kraków S.A. (Poland, grain mill products), FoodCare Sp. z o.o. (Poland, beverages), Woodward Poland Sp. z o.o. (USA, electric and electronic appliances).

The Kraków SEZ development plan aims at attracting investors from biotechnology, pharmaceutical, advanced R&D services sectors to the city of Cracow and its agglomeration. The other areas are to attract investments in production industries – automotive, chemical, construction, food-processing and related to logistics centres. Other economic zones would welcome investments aimed at utilising their local potential.

‘A’ Commune

Student Scientific Organisation for Entrepreneurship and Regional Analyses affiliated to the Institute of Enterprise of the Warsaw School of Economics, has again published the results of its research into the quality of investor assistance offered by the communal authorities.

The subject of this qualitative research of investment attractiveness is evaluation of the websites and evaluation of e-mail contact with communal authorities in two languages: Polish and English. The effect of this research is a ranking ‘A’ Commune, which is thought to distinguish best performing self-government territorial units in terms of the use of means of electronic communication to provide assistance to the customers. The research is carried out with the use of mystery client method. In this year’s edition all communes belonging to Class A and B according to the PAI 2011 index were subject to the evaluation.

As a result 90 communes were distinguished, of which 8 are situated in Lesser Poland voivodship (see Table 5).

Table 5. Communes in Lower Silesian voivodship distinguished as ‘A’ Communes

Place in the ranking (for the whole country)	Commune	Evaluation of websites (score)	Evaluation of e-mail contact in Polish (score)	Evaluation of e-mail contact in English (score)	Sum
35	Wielka Wieś (2)	13.0	11.0	0.0	24.0
36	Zabierzów (2)	11.0	9.0	4.0	24.0
42	Trzebinia (3)	12.5	11.0	0.0	23.5
60	Mogilany (2)	13.0	5.0	3.0	21.0
61	Tarnów (1)	11.0	10.0	0.0	21.0
73	Oświęcim (1)	12.0	8.0	0.0	20.0
74	Zator (3)	7.0	13.0	0.0	20.0
75	Tarnów (2)	7.0	13.0	0.0	20.0

Source: Authors’ own calculations.

The above mentioned communes have clear and good-looking websites that include useful information for investors. They also have their profiles in social media. Zator and Tarnów also gave reasonable quick and rich in content. It also offers information on refundable financing of investments.

5. Region's strengths and weaknesses

Lesser Poland voivodship has its unique character and clear specificity which influences its strengths and weaknesses. If divided according to the main factors of location and location conditions classified into microclimates that influence potential and real investment attractiveness, they can be grouped into strengths (microclimates with ranking A, B or C) and weaknesses (microclimates with ranking D, E or F) – see Table 6.

Table 6. Strengths and weaknesses of Lesser Poland voivodship

Strengths of the region according to the microclimates by the Institute of Enterprise of the Warsaw School of Economics	Weaknesses of the region according to the microclimates by the Institute of Enterprise of the Warsaw School of Economics
National economy	
Microclimate Human Resources Class A Microclimate technical infrastructure Class C Microclimate Social Infrastructure Class A Social Microclimate Class C Microclimate Administration/Government Class B Microclimate Innovativeness Class A Profitability of enterprises Class C Self-financing of self-government units Class C	Market Microclimate Class D Productivity of enterprises Class E Returns on tangible assets Class D Investment outlays Class E
Capital-intensive industry	
Microclimate Human Resources Class A Microclimate Social Infrastructure Class B Social Microclimate Class B Market Microclimate Class B Microclimate Administration/Government Class A Microclimate Innovativeness Class A Returns on tangible assets Class A Productivity of enterprises Class C Self-financing of self-government units Class C Investment outlays Class B	Microclimate technical infrastructure Class F
Labour-intensive industry	
Microclimate Human Resources Class B Microclimate technical infrastructure Class C Microclimate Social Infrastructure Class B Social Microclimate Class C Market Microclimate Class C Microclimate Administration/Government Class B Returns on tangible assets Class A Productivity of enterprises Class C Self-financing of self-government units Class C Investment outlays Class B	
Trade	
Microclimate Human Resources Class C Microclimate technical infrastructure Class C Microclimate Social Infrastructure Class A Market Microclimate Class C	Social Microclimate Class D Returns on tangible assets Class F

Microclimate Administration/Government Class C Productivity of enterprises Class C Self-financing of self-government units Class C Investment outlays Class C	
Tourism	
Microclimate Human Resources Class B Microclimate Social Infrastructure Class B Social Microclimate Class B Market Microclimate Class A Microclimate Administration/Government Class C Self-financing of self-government units Class C	Microclimate technical infrastructure Class E Returns on tangible assets Class F Productivity of enterprises Class E Investment outlays Class E
Professional, scientific and technical activities	
Microclimate Human Resources Class A Microclimate Social Infrastructure Class B Social Microclimate Class C Microclimate Administration/Government Class C Microclimate Innovativeness Class B Productivity of enterprises Class C Self-financing of self-government units Class C Investment outlays Class A	Microclimate technical infrastructure Class D Market Microclimate Class D Returns on tangible assets Class E

Source: Authors on the basis of the results of research of the Institute of Enterprise of the Warsaw School of Economics.

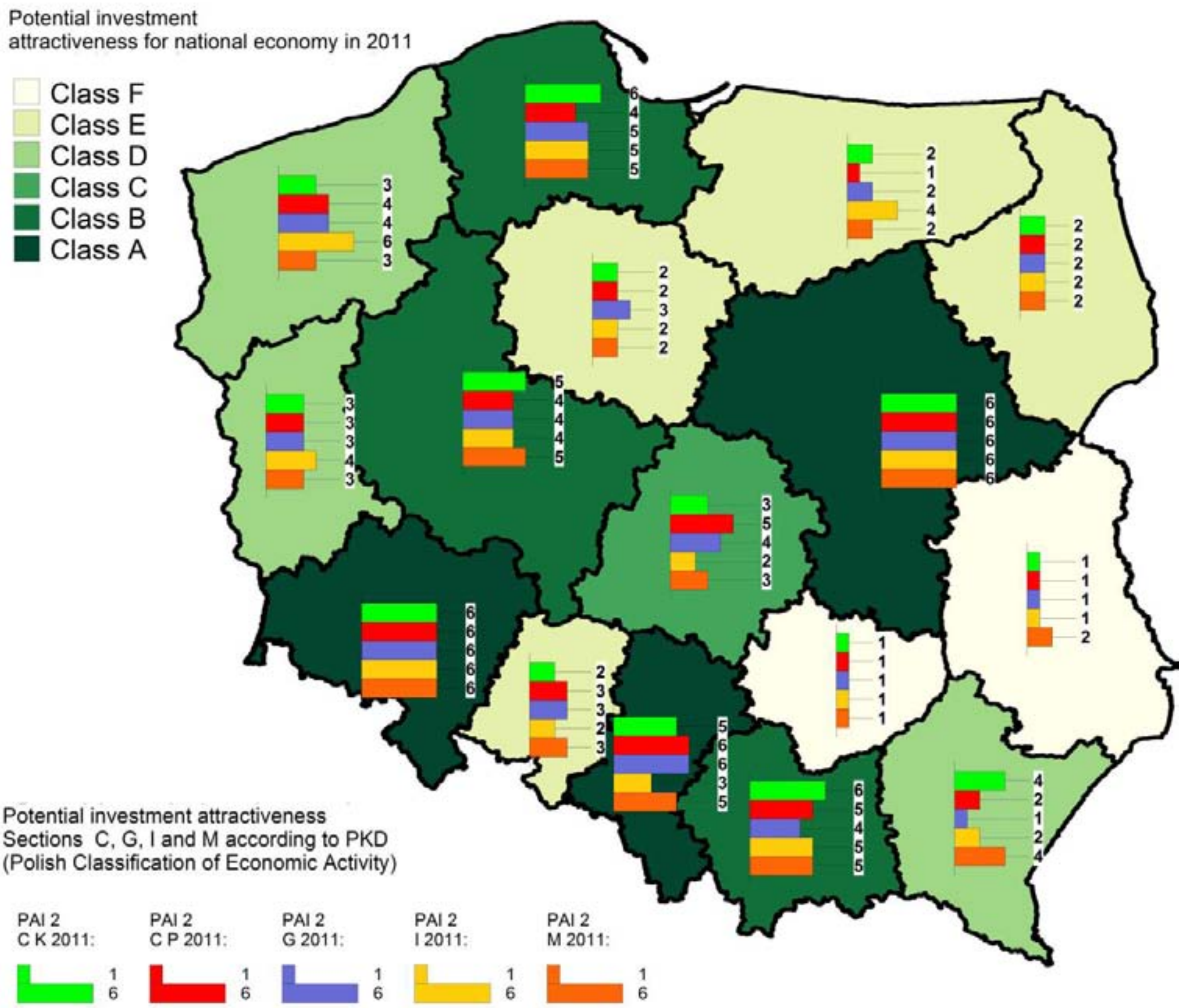
Summary

The engines of economic development are city counties: Kraków, Nowy Sącz, Tarnów, land counties: Wieliczka, Myślenice and Oświęcim, as well as the economic zones in the region.

Lesser Poland voivodship has predispositions to **create interregional clusters**, especially in sectors such as: manufacture of clothes, manufacture of chemicals and chemical products, manufacture of rubber and rubber products, manufacture of electrical appliances , motor vehicles (excluding motorcycles), trailers and semi-trailers, processing and conservation of fruit and vegetables, manufacture of shoes, manufacture of telecommunication appliances, manufacture of electric motors, generators, transformers and electricity distribution and control apparatus. It can also develop **intelligent specialization** basing on the competitive big and medium-sized companies **in high-technology sectors**: manufacture of chemicals and chemical products, manufacture of electrical appliances , motor vehicles (excluding motorcycles), trailers and semi-trailers, **in middle-low technology sectors**: manufacture of rubber and rubber products, repair, conservation and installing of machines and appliances and **in low-tech sectors** such as: manufacture of clothes.

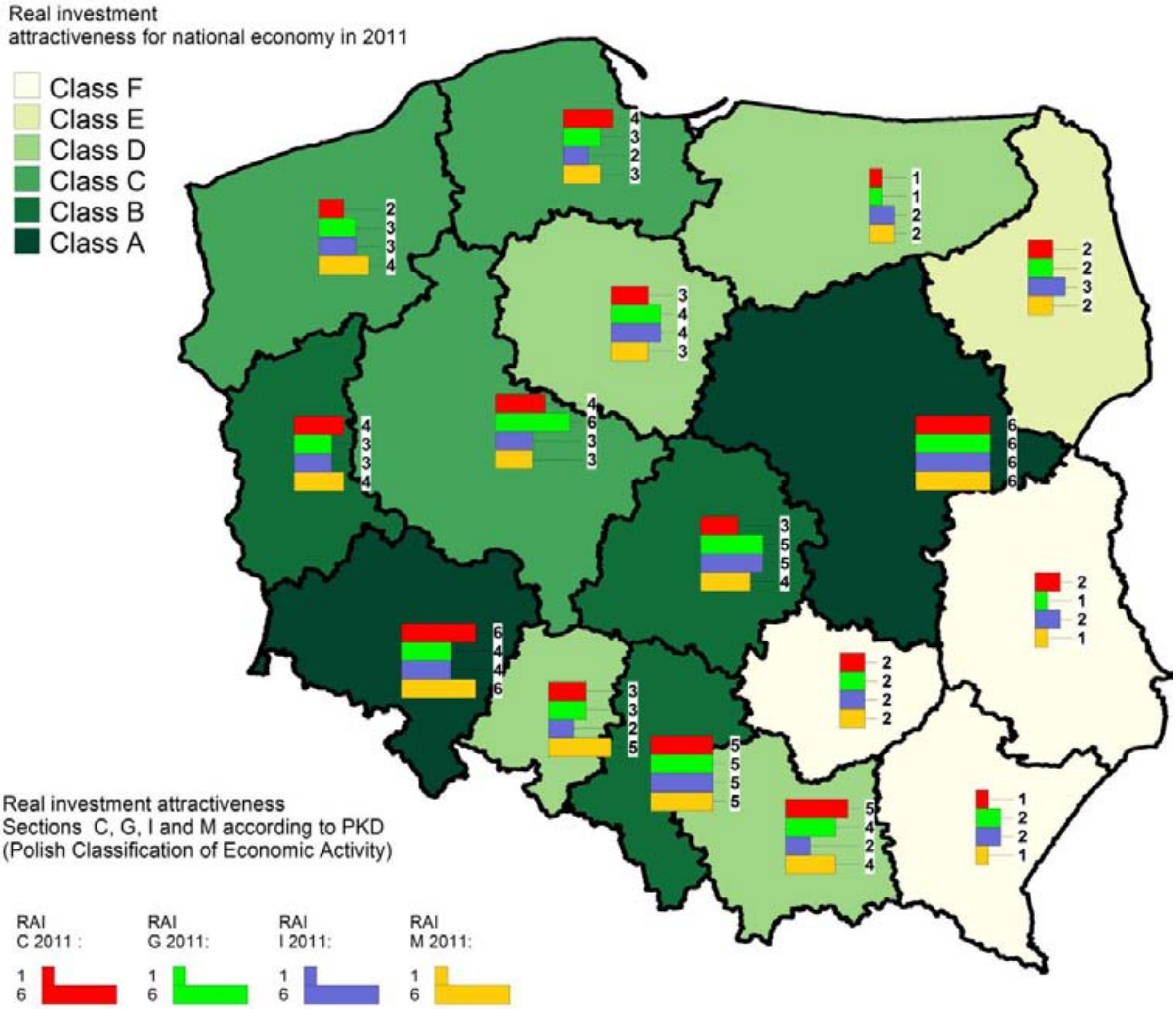
APPENDIX

Chart 1. Potential investment attractiveness of Polish voivodships by basic sections of the national economy



Source: Authors' own materials based on the research.

Chart 2. Real investment attractiveness of Polish voivodships by basic sections of the national economy



Source: Authors' own materials based on the research.

Table 1. List of investment attractiveness indices for voivodships

Voivodship	LOWER SILESIAN	KUYAVIAN-POMERANIAN	LUBLIN	LUBUSZ	ŁÓDŹ	LESSER POLAND	MAZIOVIAN	OPOLE	SUBCARPATHIAN	PODLASKIE	POMERANIAN	SILESIAN	ŚWIĘTOKRZYSKIE	WARMIAN-MASURIAN	GREATER POLAND	WESTERN POMERANIAN
PAI1 GN	A	D	F	D	D	C	A	E	D	E	B	A	F	D	B	B
PAI2 GN	A	E	F	D	C	B	A	E	D	E	B	A	F	E	B	D
RAI GN	A	D	F	B	B	D	A	D	F	E	C	B	F	D	C	C
PAI1 C	A	D	F	D	C	C	A	D	E	F	B	A	F	E	B	B
PAI2 C CAPITAL	A	E	F	D	D	A	A	E	C	E	A	B	F	E	B	D
PAI2 C LABOUR	A	E	F	D	B	B	A	D	E	E	C	A	F	F	C	C
RAI C	A	D	E	C	D	B	A	D	F	E	C	B	E	F	C	E
PAI1 G	A	F	F	B	E	B	A	D	D	F	A	C	F	C	C	B
PAI2 G	A	D	F	D	C	C	A	D	F	E	B	A	F	E	C	C
RAI G	C	C	F	D	B	C	A	D	E	E	D	B	E	F	A	D
PAI1 I	B	E	F	C	E	B	A	E	E	E	A	C	F	C	C	A
PAI2 I	A	E	F	C	E	B	A	E	E	E	B	D	F	C	C	A
RAI I	C	C	E	D	B	E	A	E	E	D	E	B	E	E	D	D
PAI1 M	A	E	F	D	D	C	A	D	D	E	B	A	F	D	B	B
PAI2 M	A	E	E	D	D	B	A	D	C	E	B	B	F	E	B	D
RAI M	A	D	F	C	C	C	A	B	F	E	D	B	E	E	D	C

Source: Authors on the basis of the results of statutory research carried out under the guidance of H. Godlewska-Majkowska.

Table 2. Potential investment attractiveness of Polish voivodships according to the EU potential investment attractiveness index PAI _UE in 2011

	Microclimate Human Capital	Microclimate Market	Microclimate Innovativeness	Composite index
Lower Silesian	B	D	D	D
Kuyavian-Pomeranian	B	E	F	E
Lublin	B	F	E	F
Lubusz	A	F	E	E
Łódź	A	E	E	E
Lesser Poland	C	E	E	E
Mazovian	A	C	B	B
Opole	C	F	E	F
Subcarpathian	C	F	E	F
Podlaskie	B	F	E	F
Pomeranian	B	D	D	D
Silesian	B	D	E	D
Świętokrzyskie	A	F	F	F
Warmian-Masurian	B	F	E	F

Greater Poland	A	E	E	E
Western Pomeranian	C	E	E	E

Source: Authors' own materials based on calculations of H. Godlewska-Majkowska and M. Czernecki, made in the course of statutory research *Investment attractiveness and enterprise localization in the global economy* (the team: H. Godlewska-Majkowska, Ph.D., university professor at the Warsaw School of Economics – head of research, P. Bartoszczuk, Ph.D., P. Zarębski, Ph.D., M. Typa, M.A., M. Czernecki, M.A.).

Table 3. Potential investment attractiveness of counties of Lesser Poland voivodship for the national economy and selected sections

County	PAI1_GN	PAI1_GN_Classes	PAI1_C_ Classes	PAI1_G_ Classes	PAI1_I_ Classes	PAI1_M_ Classes
Kraków (city)	0.356	A	A	A	A	A
Tarnów (city)	0.315	A	A	A	B	A
Nowy Sącz (city)	0.315	A	A	A	A	A
Wieliczka	0.293	A	B	A	A	B
Myślenice	0.267	B	C	C	C	D
Oświęcim	0.265	B	C	B	B	C
Olkusz	0.264	C	B	C	C	C
Kraków	0.263	C	B	C	C	C
Chrzanów	0.258	C	C	C	D	C
Bochnia	0.250	C	C	C	C	C
Tatra	0.245	C	D	D	A	D

Source: As for Table 1.

Table 4. Potential investment attractiveness of communes of Lesser Poland voivodship for the national economy and selected sections

Communes	PAI1_GN	PAI1_GN_ classes	PAI1_C_ classes	PAI1_G_ classes	PAI1_I_ classes	PAI1_M_ classes
Kraków (1)	0.281	A	A	A	A	A
Gorlice (1)	0.261	A	A	A	B	A
Niepołomice (3)	0.259	A	A	A	A	A
Oświęcim (1)	0.259	A	A	A	A	A
Bochnia (1)	0.252	A	A	A	B	A
Limanowa (1)	0.251	A	A	A	A	A
Wielka Wieś (2)	0.251	A	A	A	A	A
Tarnów (1)	0.251	A	A	A	C	A
Zielonki (2)	0.250	A	A	A	A	A
Nowy Sącz (1)	0.249	A	A	A	A	A
Zabierzów (2)	0.244	A	A	A	A	A
Bukowno (1)	0.241	A	A	A	A	A
Myślenice (3)	0.241	A	A	A	A	B
Olkusz (3)	0.241	A	A	A	A	A
Zakopane (1)	0.240	A	A	A	A	A
Skawina (3)	0.237	A	A	A	B	A
Dobczyce (3)	0.235	A	A	A	B	A
Kęty (3)	0.235	A	A	A	B	A
Zator (3)	0.233	A	A	A	D	B
Andrychów (3)	0.232	A	A	A	A	A
Chrzanów (3)	0.231	A	A	B	D	A

Mogilany (2)	0.230	A	A	A	A	A
Alwernia (3)	0.229	A	A	A	B	A
Wadowice (3)	0.227	A	A	A	A	A
Mszana Dolna (1)	0.227	A	A	A	A	B
Kłaj (2)	0.222	A	A	A	A	A
Brzeszcze (3)	0.222	A	A	A	C	B
Wieliczka (3)	0.222	A	A	B	A	A
Świątniki Górne (3)	0.221	A	A	A	B	B
Trzebinia (3)	0.221	A	A	B	B	A
Bolesław (2)	0.220	A	A	A	B	B
Krynica-Zdrój (3)	0.220	A	A	B	A	A
Klucze (2)	0.220	A	A	A	B	B
Siepraw (2)	0.217	A	B	A	B	B
Krzeszowice (3)	0.216	B	A	A	B	B
Sucha Beskidzka (1)	0.215	B	A	A	A	B
Łapanów (2)	0.215	B	B	B	A	B
Michałowice (2)	0.214	B	B	B	B	B
Grybów (1)	0.212	B	B	A	B	C
Nowy Targ (1)	0.211	B	B	B	A	B
Wolbrom (3)	0.211	B	B	B	A	B
Skała (3)	0.209	B	B	B	B	B
Osiek (2)	0.209	B	B	B	C	B
Libiąż (3)	0.209	B	B	B	B	B
Liszki (2)	0.208	B	B	B	A	B
Bochnia (2)	0.208	B	B	B	A	B
Rytro (2)	0.208	B	B	B	A	D
Chełmek (3)	0.207	B	B	B	C	B
Dębno (2)	0.206	B	B	B	C	B
Przeciszów (2)	0.206	B	B	B	D	C
Jerzmanowice-Przeginia (2)	0.206	B	B	B	B	C
Tarnów (2)	0.206	B	B	B	B	B
Tymbark (2)	0.206	B	B	B	A	C
Wierzchosławice (2)	0.205	B	B	C	E	B
Muszyna (3)	0.205	B	B	B	A	B
Brzesko (3)	0.204	B	B	B	C	B
Kocmyrzów-Luborzyca (2)	0.204	B	B	B	B	B
Jordanów (1)	0.203	B	B	B	A	C
Skrzyszów (2)	0.203	B	B	B	C	C
Spytkowice (2)	0.203	B	B	B	C	C
Spytkowice (2)	0.203	B	C	B	A	C
Dąbrowa Tarnowska (3)	0.202	B	B	C	D	B
Oświęcim (2)	0.202	B	B	C	E	B
Żegocina (2)	0.202	B	C	C	B	C
Kamionka Wielka (2)	0.200	B	C	B	A	C
Rabka-Zdrój (3)	0.200	B	B	B	A	C
Sułkowice (3)	0.200	B	B	B	B	C
Chełmiec (2)	0.198	B	C	B	B	C

Polanka Wielka (2)	0.198	B	C	B	D	C
Rzezawa (2)	0.198	B	C	C	C	C
Sękowa (2)	0.198	B	C	C	A	C
Gdów (2)	0.196	C	C	C	C	C
Czchów (3)	0.195	C	C	D	C	B
Żabno (3)	0.194	C	C	C	E	B
Czorsztyn (2)	0.194	C	C	B	A	C
Brzeźnica (2)	0.192	C	C	C	B	C
Gródek nad Dunajcem (2)	0.191	C	C	C	A	D
Piwniczna-Zdrój (3)	0.190	C	C	D	A	C
Stary Sącz (3)	0.190	C	C	C	B	C
Nowy Wiśnicz (3)	0.190	C	C	C	A	C
Kalwaria Zebrzydowska (3)	0.189	C	C	C	B	D
Laskowa (2)	0.188	C	C	C	B	D
Tuchów (3)	0.188	C	C	C	B	C
Łapsze Niżne (2)	0.187	C	C	B	A	D
Lisia Góra (2)	0.187	C	C	C	E	B
Jabłonka (2)	0.186	C	C	B	B	D
Gorlice (2)	0.186	C	C	C	C	C
Czarny Dunajec (2)	0.185	C	C	D	C	D
Iwanowice (2)	0.185	C	C	C	C	C
Trzciana (2)	0.184	C	C	C	B	E
Wiśniowa (2)	0.183	C	C	C	A	D
Biecz (3)	0.183	C	C	C	A	D
Bolesław (2)	0.183	C	C	C	F	D
Grybów (2)	0.183	C	C	B	B	D
Sułoszowa (2)	0.183	C	C	C	D	D
Stryszów (2)	0.182	C	C	C	C	D
Szczawnica (3)	0.182	C	C	D	A	D
Zembrzyce (2)	0.182	C	C	C	B	D
Jodłownik (2)	0.181	C	C	C	B	D
Lanckorona (2)	0.181	C	C	D	B	D
Babice (2)	0.181	C	C	D	D	C
Mszana Dolna (2)	0.181	C	C	C	A	D
Pleśna (2)	0.181	C	D	C	C	C
Tomice (2)	0.180	C	D	D	E	C
Dobra (2)	0.180	C	C	C	B	D
Niedźwiedź (2)	0.180	C	D	C	B	D
Szerzyny (2)	0.180	C	D	C	C	D
Mucharz (2)	0.179	C	C	D	C	D
Gnojnik (2)	0.179	C	C	C	C	E
Lipnica Murowana (2)	0.179	C	D	C	B	D

Source: As in Table 1.

Note: All the indices in the report have been calculated on the basis on the most up-to-date data from the Regional Data Bank (RDB), 2013.