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# INSTITUTIONAL MODERNIZATION OF STATE FINANCIAL SUPPORT OF THE SMALL BUSINESS

The essence of state financial support for small business was determined. The types of institutional coordination of state financial support for small business were identified. The priorities of institutional reforming of the state financial support for small business were marked. The reforms mentioned will contribute to the growth of gross domestic product and the level of employment.

*Keywords:* institutional modernization, small business, state financial support, institutional coordination.

Волосович С., Апостолюк О. Институционная модернизация государственной финансовой поддержки малого бизнеса. Определена сущность государственной финансовой поддержки малого бизнеса. Выявлены типы институционной координации государственной финансовой поддержки малого предпринимательства. Обозначены приоритетные направления реформирования институционной составляющей отечественной государственной финансовой поддержки малого бизнеса, что будет способствовать росту валового внутреннего продукта и уровня занятости.

*Ключевые слова*: институционная модернизация, малый бизнес, государственная финансовая поддержка, институционная координация.

**Background.** Structural transformation of the national economy, increasing globalization procedures require the necessity of the appropriate transformations in business sector. Dynamic development of a small business is a factor of formulation the competitive environment, accelerating scientific and technological process, increasing the level of employment, formation the middle class. It can be achieved by a rapid reaction in response to changes in the external environment, thus increasing the national competitiveness. As the experience of developed counties shows, achieving this aim during the period of economic instability and recession is possible only through implementation balanced national

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financial support for small business. The basis for this is in modernization of institutional component according to requirements as the international community in general and the EU in particular. It will further optimization used by the state financial instruments of developing small business, priority sectors of the state economy, increasing the level of efficiency state and regional programs of support.

**Analysis of recent research and publications.** State financial support is considered by most scientists as a way of influence on entities which is aimed at solving specific problems of developing economy by using a complex of instruments and forms [1, p. 114].

Some issues of the institutional modernization of state financial support of small business were investigated by such foreign and domestic scientists as O. Prutska, J. Yarova, V. Gavriluk, V. Jucka, N. Karpenko, R. Lipsky, A. Mazaraky, N. Popovenko, O. Ganenko, R. Slaviuk [1–6] and others. However, despite of the high level of existing theoretical works, problems of institutional transformation of the national system of stimulation small business in conditional of radical economic reforms, require further investigation.

The **aim** of the article is determination the value orientations of modernization the state financial support of domestic small business in terms of intensification Ukrainian integration into the international environment.

**Materials and methods.** Theoretical and methodological basis for writing the article were the works of domestic and foreign scientists which concern state financial support of small business. The investigation is done by using methods of theoretical generalization, comparative analysis, analysis and synthesis, that allowed to prove necessity and directions of institutional modernization the state financial support of small business in Ukraine.

**Results.** Small business is an important part of national economies in developed countries, that provides social and economical stability, employment, implementation of innovation. Small business' adaptability to changes of customers demands' condition, possibility of employment for people allow this sector of business to influence positively on formation of gross national product and to support the state economy during the recession. According to the *table 1*, during the years 2010–2015 there was a tendency to increasing in sales of small business in Ukraine. This had been accompanied by increasing the share of small business in the total sales at the same time. Significant influence was made by activation role of individuals – subjects of small business in this process. So, during the mentioned period the share of sales by individuals – the subjects of small business, increased in one and a half times in total while increasing the amount of sales.

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Table 1

Indexes	2010	2011	2012	2013	2014	2015
The amount of sales by entrepreneurs	3596.65	4202.46	4459.82	4334.45	4459.70	5556.54
The amount of sales by small business	568.27	607.78	672.65	670.26	705.00	937.11
The share of small enterprises in total sales	15.80	14.46	15.08	15.46	15.81	16.87
Sales volume of physical entities	210.93	199.99	243.63	263.46	276.30	381.86
The proportion of individuals – of small businesses in total sales	5.86	4.76	5.46	6.08	6.20	6.87

## Sales dynamics of small business and its share at total amount of sales in Ukraine for the years 2010–2015\*

\* Calculated according to the State Statistics Service of Ukraine [7].

State financial support in an important part in the state regulation of a small business development. Analysis of the science literature demonstrates the lack of unanimity in the views of scientists concerning the definition of state financial support. It is possible to distinguish three approaches to the term of state financial support. Within the *first approach* there is an identification of the state financial support of small business with its financial component. These positions have N. Popovenko, O. Ganenko [5, p. 128]. However this approach is controversial, considering, the Law of Ukraine "On the development and state support of small and medium enterprises" from March 22, 2013 № 4618-VI are singled out such types of state support of small and medium enterprises as financial, informational and consulting support. The second approach considers state financial support through its individual components [3, p. 94; 6, p. 105], which do not take account of its all possible instruments. The third approach provides state stimulating the limited range of small businesses, depending on the type of activity [2, p. 9], what is smaller compared to the practice.

The financial state support of small business development should be considered in institutional and functional aspects. *Institutional* aspect includes the formation and development of institutions which provides promotion of self-employment and increase the part of small business in GDP (Gross Domestic Product). *Functional* aspect of the financial state support foresees the implementation of distributing, control and informative functions. The distributing function expects the distribution part of GDP with the aim of supporting the development of small business. Its variety is regulate and promotional function. By means of regulate function is

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implemented the influence of state on balancing and harmonization the development of small business subjects with the consideration of nationwide interests. Promotional function helps for giving financial support to small business priority branches and areas of national economy. Control function aims the implementation of control for purposeful using the provided funds and for effectiveness the appropriate state and regional programs of supporting the small business. Informative function foresees giving the information about the state of implementation the governmental and regional programs of developing small business and efficiency their implementation. The realization of functions is based on application of direct and indirect helping mechanisms of public authority and local government to priority kinds of small businesses.

Based on the above, the financial state support of small business is a component of state financial policy, which is realized by using specific financial mechanism with the aim of developing the priority branches and areas of national economy, promotion the occupation and growth the part of small business in GDP.

The System of financial state support of small business has a complex institution structure. There are two historically types:

• with making a single specialized governmental formation, which carries out the coordination support the development of small business

• without making a specialized governmental formation. In this situation its functions are distributed between a few state structures and realized successfully, if in this country traditions of conscientious business are prevailed.

In the USA the institution structure of financial state support for small business has a single governmental formation – Small Business Administration. According to researches of Deutsche Bank, exactly small enterprises became the key factor in restoration of the USA economy after depression and recession in 2007–2009 [8, p. 1]. In 2014 in the USA from 10.9 million newly working places 7 millions were made by start-ups and small enterprises [9].

The Administration of small business was founded in 1953. Its activity reduces to 4 main functions: providing admission to capital, providing entrepreneurial development, implementation of Public Procurement, protection interests of small enterprises through the revision of current legislation, producing claims on behalf of small business and conducting different researches.

The important characteristic of the system of state financial support of the USA is Small Business Administration does not make direct loans of entrepreneurs. It operates as a guarantor of credit payout banks and investors. Thus, the government of the USA doesn't spend enormous sums of budget funds on support programs, just guarantees and accompanies credits. The approachability of financial services for small business is an important instrument of formation the competitiveness of country [3, p. 15]. From all credit programs of small business in the USA four should be defined.

The Program of loans 7 (a) (General Small Business Loans: 7 (a) – the most popular kind of credits that gives on filling up the current assets, purchasing equipment, estate, technology, materials, on construction and reconstruction, refinancing debts or on start-ups. The term of payment this credit fluctuates from 1 to 25 years depending on aims, which it is given out.

The Program of finance the current assets (CAPLines) was made for enterprises with short-term and cyclic demand in current assets amount to 5 millions dollars the USA. This funds can be used for financing seasonal demands in current asset (*The Seasonal Line of Credit Program*), on direct costs of construction agreements, on contracts for providing services or on supplying, the subcontracts, ordering on purchasing goods (*The Contract Loan Program*), costs on commercial or residential construction (*The Builders Line Program*), credit lines of wide spectrum on different kinds of demands in current assets (*The Working Capital Line of Credit Program*).

The Program of supporting export (Export Loan Programs): Export Express, Export Working Capital, International Trade Loan. Export Express is an available kind of credit supporting the development of export activity of small enterprises, which starts working on external markets and in which 70 % of capital is involved in export. The Program Export Working Capital is directed to attract the additional capital in already developed export activity of enterprises. It foresees making short-term loans for financing specific contract in the amount of \$ 5 million. The Program International Trade Loan (Credits for Foreign Trade) is directed on improving competition position of small enterprises, which develop its activity on external markets through credit in the amount of \$ 5 million on renewal equipment and protection from effect competition from the side foreign companies.

The Program of business-help from disasters consequences (Disaster Loans). Help for business can be given for financing material (Economic Physical Disaster Loans) and economic consequences (Economic Injury Disaster Loans). The first type of loan can be used on financing costs, related with repair or replacement realty, cars, equipment, armature, stock, improvement rented realty, with reduction or avoiding risk in the future. The second is related with covering economic costs from consequences of disasters, it is known as impossibility of a company to implement its financial obligations and cover necessary operating costs.

The organizations, like Administration of small business, were also established in other countries, particular, in Great Britain – National Agency for Small Business Service (*SBS*), in Germany – General Directorate of Small and Medium Business, crafts, services and free professions (*DG VIII*) at Federal Ministry of economy and technology, in Japan – Agency of small and medium enterprises (*SMEA*), in Hungry – National Council for Enterprise Development, in Poland – Department crafts small and medium enterprises.

There are also success examples of implementation of the financial state policy without coordination the support of development the small enterprise by a single governmental formation. The functions of such organization, as Administration of small business, can be distributed between few state structures. This approach is applied in the European Union, where more than 20 millions of small and medium enterprises engage 99 % of all business [10]. In a small and medium business is engaged 2/3 of active working population in Europe.

The basic political principles of the European Union about supporting of small businesses are indicated in a *Small Business Act for Europe*, which was accepted in 2008. Here with the European Commission, which is represented by the executive board of EU, is guided by the principle "*Think Small First*" [11]. In 2011 the new conception of treatment to the small businesses was represented, which essence is to reduce regulating pressure on small firms. Established by the European Commission, the General Directorate of Enterprise and Industry deals with advancement and development of small and medium-sized companies, particularly provides supporting to EU member countries and their regions for application the EU policy about progressing of small businesses and their coming out to the international market.

European portal for the small businesses, created by the European Commission for ensuring wide on-line access to the whole information, which is related to the supporting of small businesses. With its help an entrepreneurs can find the sources of funding their businesses, partners, here the information about all thematic arrangements, which are held by European Commission, are lighted up and the successful examples of using the maintenance to the small businesses are located. In Europe the state financial policy of sustaining small businesses are implemented mostly by indirect financing to small businesses by means of guaranteeing, but in some cases direct state grants can be given.

In the countries of the European Union a large quantity of supporting small businesses programs are implemented, among them COSME and EU programs of microfinancing with participation of European Commission, European Investment Fund and European Investment Bank should be emphasized.

*Competitiveness of Small and Medium-sized Enterprises (COSME)* – is a program, which is reckoned on the period from 2014 to 2020 year with planned budget in amount of 2.3 billion euro. It is oriented on growth of sources of financing small and medium-sized business accessibility, market accessibility, supporting of entrepreneur, favorableness of establishing business condition and its expansion.

European Progress Microfinance Facility – is a program neglected in 2010 year, which provides making loans for people, who lost their job and

have a desire to start-up their own business, or for entrepreneurs, who want to expand their own businesses, but have no ability to receive a standard bank loan.

Joint European Resources for Micro to Medium-sized Enterprises (JEREMIE) is an initiative of European Commission participating with European Investment Fund, was created for improvement of the access to the financing small and medium-sized companies through mediation of European Regional Development Fund. Payments from this fund are divided between credit, guarantee funds or venture capital funds for investing in enterprises. The income of such companies is reinvested in the firms. Thereby, money can be used again and it enlarges the influence of state resources, given for small and medium-sized businesses development.

*European Investment Fund* realizes investment into venture capital implements – capital investments into the venture capital funds and business incubators, which provide supporting to the small businesses, especially newly-established and technologic oriented companies. Here with it ensures the creditors of small businesses with guarantees.

In Ukraine there is no special agency of a state financial supporting of small business. This function is done by the Ministry of Economic Development and Trade, which cooperates with the international financial institutions, coordinates the preparation and realization of maintenance projects. Functions of the State Agency of Investment and National Projects had been charged on the Ministry of Economic development and Trade, which was liquidated according to resolution of the Cabinet of Ministers of Ukraine "About optimization of the central executive authority system" from September 10, 2014 № 442. In the mean time, in the compound of State Tax Service there is a Council concerning encouraging of investments and entrepreneurship, which assists the small businesses in raising additional investments on account of improvement of the fiscal surroundings and elaboration of recommendation for making facilities of doing business.

The central place in the system of executive authority, which is engaged in financial policy concerning supporting small businesses, until 2014 was taken by the State Service of Ukraine of regulatory policy and entrepreneurship development, which was subordinated to the Cabinet of Ministers of Ukraine. The aim of its operation was creating of conditions, in particular financial conditions, for providing economic activity on a high level, assisting the employment of population, accomplishing the tasks of National Program of supporting small business development in Ukraine, ensuring making micro loans to the subjects of enterprising. This service was reorganized into the State Regulating Service of Ukraine, which has been engaged in business supporting no more, but which accomplishes regulating, supervising functions, makes licensing of economic activity and its deregulation [13]. The authority concerning small businesses maintenance was passed to the Department of the Business Development

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and Regulating Policy in a compound of Ministry of Economic Development and Trade. The department operates through Ukrainian Fund of Business Supporting, which implements programs concerning small and medium-sized businesses development using money from National Budget. In Ukraine, establishing regional purpose-oriented funds of small and medium-sized businesses supporting is provided, too. Supporting of small businesses innovative activity is accomplished owing to the Fund of Small Innovative Business Supporting, but nowadays the issue about its submission and further operation are remain unregulated.

Ukrainian Fund of Farm Enterprises Supporting, which activity is regulated due to the Law of Ukraine "About Farm Enterprises" from June 19, 2003 № 973-VI, supports establishing and developing of the farm companies by giving returnable financial aid to them up to 5 years from the State and local budget.

Among state public companies, which provide supporting to the small businesses, Ukreksimbank, Ukragroleasing, State Food and Grain Corporation and Agrarian Fund should be emphasized. In Ukreksimbank the separate enumeration of credit products for small and medium-sized businesses was elaborated. According to the agroloans such as "Investment", "Argicultural machinery" or "Reversible", interest rates in 2016 were from 7 % in euro to 20 % in hryvnia, while in the U.S. they do not exceed 8 %.

National joint stock company "Ukragroleasing" gives agricultural machinery for financial leasing for a period from 3 to 7 years with provisional leasing payments at a rate of 10–15 % of the cost of equipment without VAT. The main objective of the state leasing programs is alleviation of the small farm enterprises participation in searching money for purchasing or renting agricultural machinery and assistance in accelerated renovation of the farm enterprises' capital assets, in which the considerable part is physically and morally outdated. State Food Grain Corporation attracts credit and investment resources in agricultural production, promoting Ukrainian grain and its products to overseas markets.

Agrarian Fund was established pursuant to the Law of Ukraine "On State Support of Agriculture" on June 24, 2004 № 1877-IV. Agrarian Fund functions are connected with governmental support of agricultural enterprises and related implementation commodity and financial interventions in the organized commodity market to ensure price equilibrium; purchase or sale of material and technical equipment for the needs of agricultural producers; providing low cost loans to producers of grain in the standby state pledge purchases; providing budget subsidies producers of livestock products in order to prevent loss of Ukrainian producers.

According to the Law "On peculiarities of agricultural products insurance with state support" № 4391-VI of February 9, 2012 insurance program for agricultural products carried out with state support association of insurers – insurance Agrarian the Pool, which coordinates the activities of

insurance companies and contributes to providing quality insurance services, which includes four private insurance companies. This allows, on the one hand, private insurance companies to participate in the development of agricultural insurance and in a partnership with the government, on the other hand, the state is developing and implementing insurance products, monitors the quality of insurance services, asserts the need to implement of agricultural insurance programs. Such insurance pools have proven their effectiveness in other countries. For example, in Spain created "Agroseguro", in Turkey – "TARSIM", the Russian Federation – National Union of Agricultural Insurance. Thus, the creation of Agricultural Insurance can be interpreted as positive steps towards state support of insurance of agricultural products. However, the activities of these institutions can be successful only in case of stable regulatory framework, adequate funding and proper organization of their activities.

Significant influence on the development of the small business in Ukraine is carried out by international organizations, funding various projects to support small business. For example, the EIB implements the credit line in Ukraine "The main credit for SMEs and companies with mid-cap" (*APEX LOAN FOR SMES & MID-CAPS (UKRAINE*)) in the amount of 400 million euros. Under this program recipients will act banks that lend their help with final borrowers – small businesses. Priority areas of crediting are the private sector mitigate and adapt to climate change, the development of social and economic infrastructure. Similar credit lines open for Spain, Portugal, Italy, Serbia, Turkey and Malta. The European Investment Bank opened to Ukrainian enterprises a credit line in supporting trade (400 million euros) and the restoration of Ukraine (200 million euros).

Promoting reforms and improving the business environment in Ukraine, the European Bank for Reconstruction and Development (EBRD) has an active financial policy in Ukraine, funding 329 projects. EBRD has already invested in Ukraine 9.64 \$ billion. Since 2015 the EBRD and the EU jointly launched a project to support small and medium business in Ukraine, Georgia and Moldova. This program is being implemented as a part of Project Support Agreement deep and comprehensive free trade area (Deep and Comprehensive Free Trade Area Agreement), signed between Ukraine and the European Union on June 27, 2014, which in turn is a part of the Association Agreement.

International Finance Corporation (IFC) finances investment projects and introduces advisory program in Ukraine since 1993 through consulting projects for privatization and land reform. This was the basis for the creation of more than 60 thousand small businesses and more than 700 thousand jobs. In the framework of this cooperation the domestic banking sector, agribusiness, small businesses receive about 400\$ million dollars.

Credit Institution for Reconstruction (KfW) was established in 1948 to promote economic development in Germany and developing countries. The main activities of KfW are to promote small and medium enterprises,

support for start-ups, financing, construction, provision of export and project financing. As a part of the German government's "Transform" Credit Institution for Reconstruction, the National Bank of Ukraine and the Ministry of Finance in 1999 was created the German-Ukrainian Fund (GUF) with registered capital of 16.36 million euros.

Currently, the fund helps small and medium business in Ukraine through networking with Ukrainian partner banks to provide them with financial resources for lending to fixed and working capital for small business.

**Conclusion.** Thus, the institution of the state support of small business impacts on socio-economic development by means of budget, tax, credit and investment tools. The effectiveness of the state financial policy of supporting small businesses in the US and the European Union, highlighting the need for more widespread use of instruments of indirect financial support to Ukraine that will upgrade its own system of support of small business and create a foundation for the formation of a competitive national economy. However, the basis of modernization should be cooperation of domestic, foreign and international institutions to support small businesses.

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Articles submitted to editors office of 28.11.2016

#### Волосович С., Апостолюк О. Інституційна модернізація державної фінансової підтримки малого бізнесу.

Постановка проблеми. Структурні перетворення національної економіки, посилення глобалізаційних процесів обумовлюють необхідність відповідних трансформацій підприємницького сектора, важливою складовою якого є малий бізнес. Динамічний розвиток малого підприємництва є чинником формування конкурентного середовища, прискорення науково-технічного прогресу, зростання рівня зайнятості, формування середнього класу. Як свідчить досвід розвинених країн, досягнення цієї мети в умовах економічної нестабільності та рецесії можливе лише завдяки здійсненню зваженої державної фінансової підтримки малого бізнесу. Підтрунтям цього є модернізація її інституційної складової відповідно до вимог як міжнародної спільноти в цілому, так і Європейського Союзу зокрема.

**Мета** статті — визначення ціннісних орієнтирів інституційної модернізації державної фінансової підтримки вітчизняного малого бізнесу в умовах активізації інтеграції України у міжнародний простір.

Матеріали та методи. Теоретичним та методологічним підтрунтям для написання статті стали праці вітчизняних та зарубіжних науковців стосовно державної фінансової підтримки малого підприємництва. Дослідження проведено із застосуванням методів теоретичного узагальнення, порівняльного аналізу, аналізу та синтезу, що дало змогу обтрунтувати необхідність та напрями інституційної модернізації державної фінансової підтримки малого бізнесу в Україні.

Результати дослідження. Здатність малого бізнесу пристосовуватись до змін умов споживчого попиту, можливості забезпечення зайнятості для населення дозволяють цьому сектору підприємництва позитивно впливати на формування валового національного продукту та підтримувати національну економіку в умовах рецесії. На основі аналізу наукової літератури запропоновано визначення поняття державної фінансової підтримки розвитку малого підприємництва розглядати в інституційному та функціональному аспекті. Інституційний аспект передбачає формування та розвиток інститутів, які забезпечують сприяння самозайнятості та зростанню частки малого підприємництва у ВВП. Функціональний аспект державної фінансової підтримки передбачає виконання нею розподільчої, контрольної та інформаційної функцій. Дослідження світової практики державної фінансової підтримки малого бізнесу дозволило виділити два типи інституційної підтримки: із створенням єдиного спеціалізованого урядового утворення, що здійснює координацію підтримки розвитку малого підприємництва; без створення.

Висновки. Інститут державної підтримки малого підприємництва впливає на соціально-економічний розвиток країни за допомогою бюджетних, податкових, кредитних та інвестиційних інструментів. Ефективність державної фінансової політики підтримки малого підприємництва в США та країнах Європейського Союзу свідчить про необхідність ширшого застосування інструментів непрямої фінансової підтримки в Україні, що надаєть можливість модернізувати власну систему підтримки малого підприємництва та створити основи для формування конкурентоспроможної національної економіки. Водночас підгрунтям модернізації має стати співпраця вітчизняних, іноземних та міжнародних інститутів підтримки малого бізнесу.

*Ключові слова:* інституційна модернізація, малий бізнес, державна фінансова підтримка, інституційна координація.

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