

ADMINISTRATION IN TERRITORIAL SYSTEMS

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Promoting Economic Growth in Regions of the Russian Federation by Boosting the Development of Non-Resource-Based Exports



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Abstract. At present, the issues related to economic growth rate, increase in gross regional product, and expansion of budget revenues of territories are coming to the fore. Export is an important resource for regional economic development. However, despite the fact that exports play a major role in the economy, Russia's share in foreign economic activity is insignificant (1.8%) and tends to decrease. In absolute values, Russia's export is ten times lower than that of China and five times lower than that of the U.S. Under the circumstances, it is crucial to determine the priorities of export activity. In this regard, the goal of our study is to determine the priorities and directions in boosting export activity as a necessary aspect of economic growth of territories and development of the national economy. In accordance with the goal of the paper, we consider the evolution of the views on the role of export activity in economic growth and develop a scientifically substantiated methodological approach to assessing the real share of non-resource-based export of Russia's regions in the total volume of goods shipped abroad. We also develop our own approach to classifying non-resource-based exports, study foreign experience in providing support to export activities, consider Russia's current infrastructure, and prove that it is necessary to implement governmental policy to provide comprehensive system-wide support to exporter enterprises. This can be done with the help of the system approach; it is also necessary to develop a set of tools and measures to enhance the growth of non-resource-based export at the federal and regional levels. In conclusion, we focus once again on the need to develop methodological aspects of assessing the real share of non-resource-based export of Russia's regions. At the further stages of the study, we will substantiate and develop a mechanism for managing non-resource-based exports of the regions on the basis of stimulating the development of non-resource-based exports in order to promote economic growth.

Key words: non-resource-based export, economic growth, problems, differentiation, territories, promotion.

Introduction

The issue of providing economic growth, which is one of the key problems in economic science, depends on many factors. Different interpretations of the concept of "economic growth" provide both quantitative (extensive) and qualitative (intensive) characteristics of growth. Quantitative characteristics reflect changes in the number of goods and services produced and the dynamics of these changes; qualitative characteristics indicate the potential of the economic system to meet the new growing needs of society [1]. Economic growth is characterized by the dynamics of absolute macroeconomic indicators such as gross domestic product (GDP), gross national product, national income and others. Relative indicators of economic growth that characterize

it quantitatively represent the value of GDP per capita, disposable income per capita, and the as indicators of consumption, savings and investment, the growth rate of industrial production in general and in certain types of economic activity.

It should be understood that long-term economic development of the state can be ensured only by intensive economic growth. At the same time, despite the need to ensure it, Russia lags behind the leading world economies and developing countries in this respect (*Tab. 1*).

It is obvious that current growth rates (unstable from year to year) are not enough to achieve the objectives of improving competitiveness at the global level. According to

Table 1. GDP growth rate in some countries, %*

Country	2012	2013	2014	2015	2016
China	109.9	109.5	109.2	108	108.1
Malaysia	107.4	106.4	107.9	106.1	105.6
South Korea	104.2	104.6	105.2	103.9	104.2
Singapore	105.8	106.7	105.4	103	103.3
UK	103.2	103.6	104.9	103.3	103.1
Germany	102.5	102.2	103.4	102.6	103.1
USA	104.1	103.3	104.2	103.7	103
France	102	102.2	102.4	102.4	102.5
Japan	103.4	103.6	102.1	102.3	102.3
Russia	105.4	102.9	102.5	98.2	101.1

* Compiled on the basis of [2].

experts from Stolypin Growth Economy Institute, the Russian economy under the inertial development scenario will grow only in 1.5 times by 2035, while the global average will show a four-fold increase (compared to the level of 1990) [3]. By 2035, Russia may go down by GDP at purchasing power parity (PPP) from 6th to 10–15th position, and by GDP per capita at PPP – from 52nd to 65–70th position. We can expect China, India, Turkey to exceed the nominal per capita GDP of Russia by 2020, and in terms of per capita GDP by PPP – at the turn of 2030. Thus, ensuring economic growth is a key factor in national security and international competitiveness of the state.

One of the directions of economic growth is export activity. It is one of the priorities of the policy of any state, as it has a significant impact on the foreign economic market environment of the country and economic development of its territories. Non-commodity exports in developed and developing countries are among the main points of economic growth of territories, accounting for the largest share in the total volume of exported goods and services.

At the same time, in Russia, the need to expand export activity and primarily non-resource-based exports has not been defined as a real priority in economic development of the state for a long time. This is evidenced by the

fact that the main provisions of the export policy were not reflected in the May 2012 Decrees of the President of the Russian Federation.

In the framework of his Decree “On national goals and strategic objectives of the Russian Federation for the period up to 2024” dated May 7, 2018 No. 204, the development of non-resource-based exports is defined as one of the sources of growth of the Russian economy. The President noted that it was necessary to continue work on the removal of administrative barriers in foreign trade and create the most favorable regime for export-oriented companies. In addition, the objective was to achieve the amount of exports (in value terms) of non-resource-based and non-energy goods equal to 250 billion USD per year, including mechanical engineering products – 50 billion USD per year, agricultural products – 45 billion USD per year, and the total value of services provided – 100 billion USD per year.

At the same time, the measures of support for non-resource-based exports implemented at the federal and regional levels today are not always systematic, and their efficiency is low.

Under the circumstances, it is of fundamental importance to identify correctly the priorities and the most promising areas of export activity as a source of economic growth of territories and to ensure sustainable

development of the national economy, not only in the long term but also in the medium term.

In this regard, the goal of our study is to determine the priorities and directions for promoting export activities as a necessary aspect in providing economic growth of territories and development of the national economy. To achieve this goal, the following tasks need to be solved: to consider the evolution of the theory of international exchange in economics, to carry out an international comparison of development of export activities, to study approaches to the classification of analytical commodity groups in exports, to consider foreign experience in supporting export activities, to study the development trends of Russia's non-resource-based exports, to analyze the system of its support at the national and regional levels, to develop key tools aimed at the development of non-resource-based exports in the regions.

Scientific novelty of our research consists in the development of a scientifically substantiated methodological approach to evaluating the real share of non-resource-based exports of the Russian regions in the total volume of products shipped abroad and a system of tools and measures to enhance the growth of non-resource-based exports at the federal and regional levels.

Theoretical aspects of the research

There are four viewpoints on the relationship between economic growth and export activities. The first one is the neoclassical growth hypothesis, which proves that economic growth is caused by exports. This view is determined by the following factors:

- expansion of exports increases labor productivity [4];
- expansion of exports leads to the creation of better products due to the need to take into account international requirements [5];

- export urges companies to invest heavily in new technologies, which provokes an increase in the rate of capital growth and technological transformation [6, 7]

- export-oriented approach in the economy with surplus labor determines the expansion of employment and growth of real wages [5, 8];

- export helps reduce the dependence of the national currency on exchange rates [9].

The second viewpoint is that export depends on economic growth. Higher productivity leads to a reduction in unit costs, which contributes to the growth of exports [10]. Economic growth affects export growth if domestic production grows faster than domestic demand [11, 12, 13].

The third viewpoint, which is a combination of the first and second ones, suggests that there may be a bilateral causal relationship between exports and economic growth [14, 15, 16].

Finally, the fourth viewpoint denies the existence of causal relationship between exports and economic growth as a result of development and technological change [17].

We fully agree that export is one of the most important drivers of economic growth of a country and its territories, thus it is advisable to talk about the growth of its non-resource-based component.

The works of Porter and other modern scientists put forward and substantiate a theory that the competitiveness of a country in a particular industry depends on its ability to implement innovation and modernization [18]. This provides for the need to organize deep processing of raw materials and build production chains with high added value. Thus, according to Porter's theory, the country's competitiveness depends on the development of non-resource-based exports as the most competitive group of goods.

In addition, according to Porter, there are four determinants: local market resources and opportunities, local market conditions, local suppliers and complementary industries and local firm characteristics.

That is, the increase in the competitiveness of the state is provided by the development of non-resource-based exports at the local (regional) level, which proves the need to direct the efforts of regional authorities to support producers.

Research methods

Studying non-resource-based exports is complicated by the availability of different approaches to this economic category in different countries. Considering foreign experience in the formation of analytical commodity classifications, we can distinguish two main methodological approaches.

The first approach presented in the UN Commission on Trade and Development (UNCTAD), which allocates analytical groups of goods similar to the groups allocated by the WTO (agricultural products, fuels and mining products, manufactures, machinery and transport equipment, textiles) [19, 20]. UNCTAD has two classifications of goods: Manufactured goods by degree of manufacturing and Product by technological categories [21]. The main drawback of this approach is that in the categories of goods high-tech products are considered alongside simple products.

The second approach is used by the Statistical Office of the European Union in the framework of analytical tables and reviews of "International trade" [22]. For instance, the Federal Statistical Office of Germany uses the classification of foreign trade goods as economic indicators of national and regional statistics [23; 24]. The key aspects in determining the product is the labor intensity

and complexity of goods. These product groups are encrypted for automatic data processing as follows: food industry; industrial economy; return/replacement of deliveries (defective goods, finished products with defects, spare parts deliveries) [23, 24].

As for the Russian Federation, it uses an approach developed by AO Russian Export Center in cooperation with the All-Russian Academy of Foreign Trade (ARAFD) and made legally binding according to Chapter 21 of the Tax Code and used by the Ministry of Finance [25, 26].

Thus, according to the parameters that are proposed and developed by AO Russian Export Center together with the ARAFD, the categories of "resource-based and non-resource-based exports" mean the following [27]:

1. Resource-based exports are the exports of minerals and other natural resources, including waste and scrap.
2. Non-resource-based exports are the exports of goods not included in the list of resource-based goods (including: energy export; non-energy export of the upper, middle and lower technological process stages).

With this formulation, it is possible to achieve the goal of increasing non-resource-based exports by 7% in the framework of the state program "Development of foreign economic activity" [28]. But at the same time, from the viewpoint of economic development of territories, the emphasis is placed on quantitative characteristics, i.e. the volume of exports as a whole. In this case the quality component recedes to the background.

In addition, there is an approach of the Ministry of Finance of the Russian Federation, which is used in the calculation of VAT on export groups of goods (*Tab. 2*).

Table 2. Comparative characteristics of approaches to the classification of export goods

Name	AO Russian Export Center	RF Ministry of Finance	Author's approach
1. Resource-based export	Export of minerals and other natural resources, including waste and scrap.	Export of extracted minerals and other natural resources, materials produced from them, subject to further processing.	Export of minerals and other natural resources, materials produced from them to be further processed (semi-finished products).
2. Non-resource-based export	Export of goods not included in the list of raw materials.	No specific wording is provided.	It is not only the supplies of complex finished products – power units, aircraft, cars and other high-value goods to foreign markets. First of all, it is the export of parts and components for the upward global value-added chains.
3. Main criterion for classifying the goods as raw materials or raw materials	Extent of human participation in the formation of its fundamental characteristics.	Determined by the Government of the Russian Federation in accordance with the unified commodity nomenclature of foreign economic activity of the Eurasian Economic Union	The degree of increasing types of economic activity in the world export market with priority directions in the country's exports in accordance with the unified commodity nomenclature of foreign economic activity of the Eurasian Economic Union
4. Resource-based categories	Materials available in the natural environment and extracted from it. Minerals, as well as wood and some other natural materials. Waste generated in the production process: scrap metal, waste paper, plastic, glass, wood waste, etc.	Mineral products, chemical products and related industries; wood and products thereof, charcoal; pearls, precious and semi-precious stones, precious metals; non-precious metals and products thereof	Goods in the form of raw materials: agricultural raw materials (grain, oil seeds, industrial crops, vegetables, fruits, etc.); chemical products: drug components, fertilizers, including inorganic chemicals: ammonia, sulfuric acid, caustic and calcined soda, etc., and organic chemicals: hydrocarbons, alcohols, esters; products of the metallurgical industry: cast iron and steel and products thereof, untreated non-ferrous (basic) and precious metals; products of the fuel and energy complex: oil, gas, oil products, coal coke and other; products of the forest-industry complex and items made from it (logs, unprocessed wood, timber, etc.); waste generated in the production process and used in the future as raw materials
5. Non-resource-based categories	Non-commodity energy products – processed fuel (petroleum products, coal coke and other) and electricity. Products according to the degree of processing: lower, middle, upper	No specific classification is given	Categories of goods in the form of finished products: mechanical engineering; chemical industry; metallurgical industry; other product categories (including finished products of food, forestry, light industry).

Thus, we propose an approach to commodities and non-commodities exports, which is to a greater extent close to the wording of “commodity”, represented for the purposes of Chapter 21 of the Tax Code of the Russian Federation [29]. From our point of view, resource-based exports should be understood as exports of minerals and other natural resources,

materials produced from them and subject to further processing (semi-finished products). At the same time, non-resource-based exports are not only the supplies of complex finished products – power units, aircraft, cars and other high-value goods to foreign markets. First of all, it is the export of parts and components for the upward global value-added chains.

With this approach to the classification of goods on the basis of the customs nomenclature of foreign economic activity of the EAEU, exports are divided into raw-materials-based (semi-finished goods) and non-raw-materials-based and include the following groups (items). Non-raw material exports will include categories of goods in the form of finished products: engineering; chemical industry; metallurgical industry; other commodity categories (including finished products of food, forestry, and light industry).

At the same time, all goods that are not included in the list of non-commodity exports should be included in resource-based exports. According to our approach, this group includes the following commodity items: agricultural products and raw materials (grain, oil seeds, industrial crops, vegetables, fruits, etc.); chemical products: drug components, fertilizers, including inorganic chemicals: ammonia, sulfuric acid, caustic and calcined soda, etc., and organic chemicals: hydrocarbons, alcohols, esters; products of the metallurgical industry: cast iron and steel and products thereof, untreated non-ferrous (basic) and precious metals; products of the fuel and energy complex: oil, gas, oil products, coal coke and other; products of the forest-industry complex and items made from it (logs, unprocessed wood, timber, etc.); waste generated in the production process and used in the future as raw materials.

Research results

We have made calculations, and compared the obtained data with the results of calculations by the method of calculations used by AO Russian Export Center. According to the approach used by the Russian Export Center, in 2016, the share of non-raw materials exports in Russia was 55.4% (147.4 billion USD; *Tab. 3*), of which 17.2% (32.8 billion USD) is the volume of energy goods. According to our own approach, non-resource-based exports account for only 29.8 billion USD, which accounts for just over 10% of total exports. Thus, about 90% of products supplied to foreign markets are products of low technological processing or raw materials. This, in turn, indicates the possibility of obtaining only short-term benefits and cannot bring the proper economic effect in the long term.

Considering the volume of non-resource-based export in the regional context, it is worth noting that it is distributed unevenly. And this is typical for the calculations carried out both in the framework of the methodology used by the Russian Export Center, and in the framework of our own approach (*Tab. 4*). The largest share in non-resource-based exports in Russia as a whole, according to our own approach, belongs to engineering products (58.2%), and to oil products (29.1%) according to the Russian Export Center methodology. In the Sakhalin Oblast, the largest share of non-resource-based exports (85.11%) belongs to the products within the group “Ships, boats and floating structures”.

Table 3. Classification of non-resource-based exports based on the approach used by AO Russian Export Center and our own approach

Indicators	AO Russian Export Center			Our approach
	Non-resource-based exports, total	Non-energy exports	Energy exports	
Volume, billion USD	147.4	109.2	38.2	29.8
Share in the total volume of exports of the country, %	55.4	38.2	17.2	10.4

Table 4. Non-resource-based export of the regions of the Russian Federation and its share in Russia's total non-resource-based exports in 2016 (top 20 regions)

Region	Approach of AO Russian Export Center			Region	Our own approach		
	Per capita, USD	Share in the volume of non-resource-based export, %	Rank		Per capita, USD	Share in the volume of non-resource-based export, %	Rank
Moscow	41023.4	25.9	1	Sakhalin Oblast	1139.9	1.8	1
Saint Petersburg	11769.9	7.4	2	Moscow	684.4	26.8	2
Sverdlovsk Oblast	6926.8	4.4	3	Saint Petersburg	569.6	9.5	3
Krasnodar Krai	5536.6	3.5	4	Leningrad Oblast	504.4	2.9	4
Republic of Tatarstan	5344.5	3.4	5	Sverdlovsk Oblast	466.7	6.4	5
Rostov Oblast	5211.2	3.3	6	Nizhny Novgorod Oblast	453.8	4.7	6
Moscow Oblast	4719.9	3.0	7	Novosibirsk Oblast	426.5	3.7	7
Leningrad Oblast	4645.4	2.9	8	Kaluga Oblast	380.4	1.2	8
Krasnoyarsk Krai	4297.1	2.7	9	Moscow Oblast	351.7	8.2	9
Perm Krai	4172.5	2.6	10	Yaroslavl Oblast	350.3	1.4	10
Republic of Bashkortostan	4093.6	2.6	11	Smolensk Oblast	346.0	1	11
Tyumen Oblast	3881.1	2.5	12	Republic of Komi	337.7	0.9	12
Chelyabinsk Oblast	3857.2	2.4	13	Arkhangelsk Oblast	284.3	1	13
Irkutsk Oblast	3806.8	2.4	14	Republic of Karelia	281.8	0.6	14
Samara Oblast	3619.4	2.3	15	Ulyanovsk Oblast	224.8	0.9	15
Lipetsk Oblast	3017.0	1.9	16	Kurgan Oblast	218.8	0.6	16
Tula Oblast	2852.8	1.8	17	Republic of Tatarstan	212.7	2.6	17
Vologda Oblast	2807.6	1.8	18	Kaliningrad Oblast	212.6	0.7	18
Kemerovo Oblast	2802.5	1.8	19	Kostroma Oblast	196.7	0.4	19
Nizhny Novgorod Oblast	2779.9	1.8	20	Rostov Oblast	184.8	2.5	20

The uneven distribution of export activity has led to the fact that, according to our approach, top ten subjects provide for 69.3% of the total volume of non-resource-based exports in the country (*Tab. 5*). While the last 63 subjects account for less than one fifth of that.

Thus, today the structure of non-resource-based exports in Russia is largely formed by the goods of low technological processing. And its bulk (up to 70%) is formed in ten regions of the Russian Federation. We think that the proposed approach largely reflects

the current structure of non-resource-based exports; and the achievement of the planned indicators in this situation will stimulate the development of high-tech production and, consequently, contribute to economic growth.

Export support in other countries is a system of interacting and interconnected governmental and non-governmental organizations. On the whole, an assessment of international experience in export promotion shows that the work is being carried out in the following main areas (*Tab. 6*).

Table 5. Distribution of regions by share in all-Russian non-resource-based exports

Level	Approach of AO Russian Export Center		Our own approach	
	Number of regions, units	Their share in the total volume, %	Number of regions, units	Their share in the total volume, %
High	15	71.3	10	69.3
Average	10	14.9	9	11.7
Low	57	13.6	63	19.1

Note. High – the share above 2%; average – from 2 to 1%; low – below 1%.

Table 6. Areas of support for export activities in other countries

Key export support methods/tools	Countries/territories
<i>1. Export funding</i>	
1.1. Trade and credit financing	EU countries; Belarus, USA, China, South Korea, Japan
1.2. Insurance	China, South Korea, Japan, UK, France, Germany, USA
1.3. Investment	China, UK, Germany, USA, Japan, Malaysia
<i>2. Export subsidies</i>	
2.1. Direct subsidies	USA, Japan, Germany
2.2. Tax credits /deductions (in the production of exported products from imported components)	Malaysia, South Korea, Germany, USA
2.3. Subsidization of interest on export credits	Germany, Italy, The Netherlands, UK, Japan
<i>3. Export-promoting organizations</i>	
3.1. Creating a favorable image of the exporting country in international markets	USA, Germany, Italy, France, China, South Korea, Japan
3.2. Promoting the products through trade missions, international exhibitions/fairs, etc.	EU countries; USA, South Korea, Japan, Belarus
3.3. Information and consulting support for exporters to enter foreign markets	EU countries; USA, Belarus, China, South Korea, Japan and other countries
3.4. Marketing support-definition of target products and markets	India, UK, Germany, France, USA, South Korea, Malaysia
<i>4. Special economic zones</i>	
4.1. Tax benefits	EU countries; USA, China, Malaysia
4.2. Simplified procedures for the import of components and export of products	EU countries; China, South Korea, Japan, Malaysia
4.3. General research and production infrastructure	UK, Germany, Ireland, USA, China, Japan
Source: our own compilation.	

Analysis of foreign experience in supporting export activities (primarily in the EU and the USA, in a number of countries with developing economies – Korea, India, China) shows that most countries have formed a comprehensive system for support of export-oriented companies. It involves state assistance at all stages of the project aimed at creating an export product: from R&D (for example, the availability of appropriate research and production infrastructure) to the stage of service maintenance. This system takes into account the requirements of companies in both financial and non-financial instruments.

Russia is also developing a system to support export activities of companies. For instance, in 2003, the Concept for development of the state financial (guarantee) support for industrial exports was approved, which provides for the creation of a system of state guarantees for political and long-term commercial risks

in export operations, for the expansion of long-term export credit, for the creation of a mechanism for reimbursement of interest rates on export loans of Russian credit institutions. In 2008, the Concept for long-term socio-economic development of the Russian Federation for the period up to 2020 was approved. It points out the need to expand the opportunities for implementation of Russia's comparative advantages in foreign markets and to use the opportunities of globalization to attract capital, technology and qualified personnel to the country.

In 2014, the State program of the Russian Federation entitled “Development of foreign economic activity” was approved; its goals provide for the achievement of definite values of the following indicators: “growth rates of exports of non-commodity goods”, “growth rates of exports of non-resource-based and non-energy goods”, “share of machinery,

equipment and vehicles in the export of goods”. In 2015, AO Russian Export Center (REC) was established, its purpose is to work with exporters in the “single window” mode in the field of financial and non-financial support measures. In 2016, the REC Group was formed, which provides comprehensive support to all exporters of non-resource-based goods without industry-related restrictions [28]. For instance, AO Eksimbank of Russia, which is included in the REC group and is an agent of the Government of the Russian Federation for state support of export, issues loans to companies and provides on-demand different types of guarantees on its behalf.

In 2017, the projects “System measures for the development of international cooperation and exports”, “International cooperation and export in the industry”, and “Development of exports of the products of the agro-industrial complex” were launched, which also imply the development of non-resource-based exports. In addition, the Strategy for the development of export of the automotive industry and automotive components production in the Russian Federation for the period till 2025”, the Strategy for the development of exports in the sector of agricultural engineering for

the period till 2025, and the Strategy for the development of export of railway engineering were approved.

Over the past 5–7 years, the infrastructure that supports non-resource-based exports in the country has been actively formed (*Tab. 7*). Non-financial measures and certain elements of the system of financial support of exports at the federal level have been developed and are now implemented. They include export credits, interest rate subsidy program, insurance against business and political risks, and state guarantees and loans.

At the same time, despite the range of financial and non-financial support instruments available in the Russian Federation, the effectiveness of this support is rather low in comparison with developed countries (USA, Germany, Japan), which is confirmed primarily by the chain of interaction at all stages of the export cycle. First, the competitiveness of credit instruments in Russia is weaker than in other countries (in the Russian Federation, interest rates on the loans for exporting enterprises are much higher than in other countries where there is a possibility of interest-free installment payments, for example, in Japan); and second, the range of companies that can be recipients

Table 7. Measures of export support in the Russian Federation*

Instruments	Institutions
<i>Financial measures for export support</i>	
1. Loans	State Corporation Vnesheconombank; ZAO Eksimbank of Russia; OAO MSP Bank
2. Insurance	OAO EXIAR
3. Guarantees	ZAO Eksimbank of Russia
<i>Non-financial measures for export support</i>	
1. Information and advisory measures	AO Russian Export Center; trade missions of the Russian Federation in other countries.
	Regional centers of support for export-oriented small and medium-sized businesses.
2. Promotion and organization measures	AO Russian Export Center; RF Ministry of Economic Development; RF Ministry of Industry and Trade.
	Trade missions of the Russian Federation in other countries
	Regional centers of support for export-oriented small and medium-sized businesses.
3. Eliminating barriers to export	RF Ministry of Economic Development; Agency for Strategic Initiatives; Federal Customs Service, FSTEC Russia, AO Russian Export Center.
* Compiled on the basis of [29].	

of support is narrow (Eksimbank's services can be used only by large exporting companies); third, the financial component at the regional level is non-effective or does not exist at all (in Russia all financial support is provided mainly through Eksimbank, whose office is located only in Moscow).

Despite the wide range of support measures implemented by the authorities, even the regions leading in non-resource-based exports do not carry out comprehensive and systematic work in this direction.

In our opinion, it is necessary to talk not about the support of exporting enterprises, but about the management of export activities at all levels, based on the implementation of the relevant structural policy of the state.

Proposals and conclusion

The main tools in the formation of governmental policy in the field of development of exports and building a full cycle from the initial (market research) to the final (agreements with foreign contractors) stage should be as follows:

1. Building an effective program to support export activities of the full cycle according to the "region–federal center–region" type, where the exporter is a beneficiary, and the prerogative in obtaining financial support and expanding non-financial measures is formed at the regional level in cooperation with national specialized organizations and supervising ministries.

2. Designing segment forms of support with the construction of an integrated system aimed at the development of export-oriented non-resource-based industries, taking into account best practices of foreign countries.

3. Defining promising territorial shop groups (sectors) in order to create financial forms of support at the regional level aimed at specific exporter organizations.

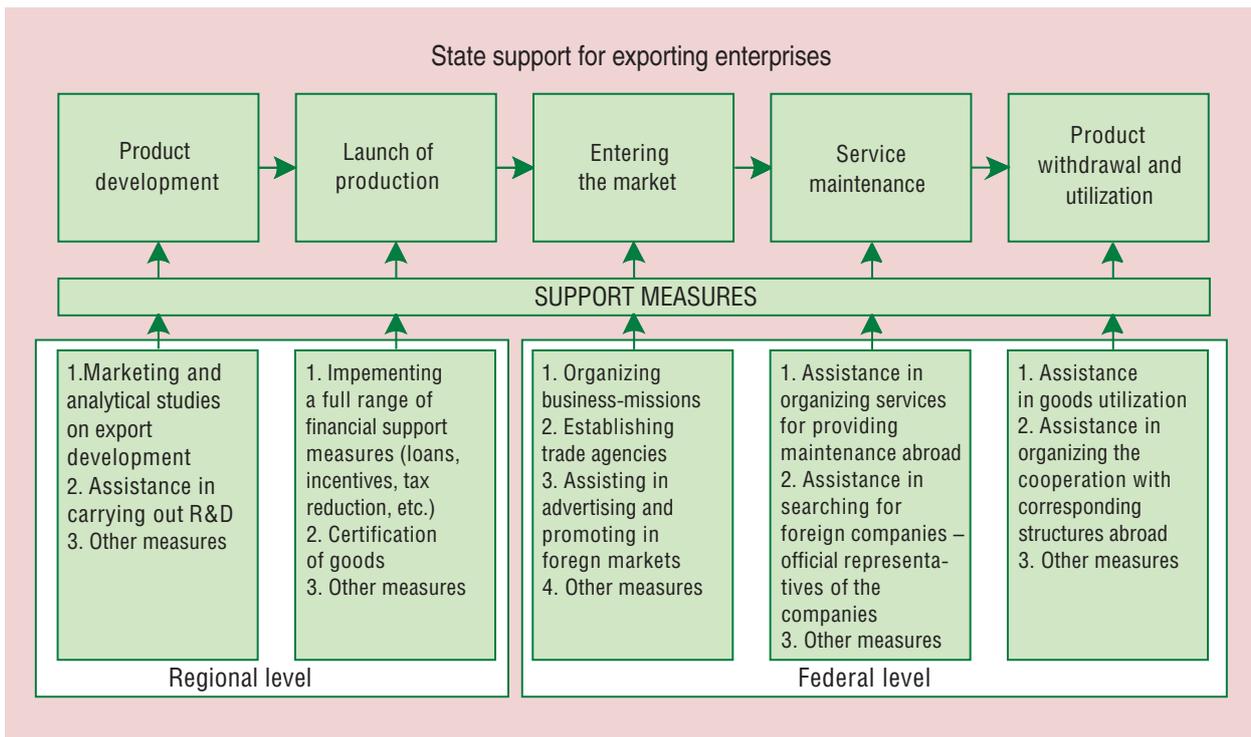
4. Monitoring (on a permanent basis) the condition of international specialization both at the federal (in comparison with the developed and developing countries) and at the regional levels, in order to determine the export component (primary and non-primary goods) to make a forecast and develop new forms of support, as well as to adjust the existing forms of support aimed at the development of exports and formation of economic growth of territories.

5. Organizing an indicative assessment by the authorities at the regional level, based on the feedback from the participants of export activities, in order to analyze the effectiveness and feasibility of the use of existing measures in compliance with the principle of transparency.

In order to boost the growth of non-resource-based exports and its share in GDP, it is necessary to implement governmental structural policy to ensure comprehensive system support for exporting enterprises. Various support measures are required, depending on the life cycle of the product, and this should be taken into account when forming state support for exporting enterprises (*Figure*).

In fact, now there is only support for enterprises at the stage of product promotion on the market (marketing and sales). While export activity consists is not only in selling products abroad, but also in their development and production. Therefore, it seems appropriate to organize support for companies at all stages of implementation of projects [30]. We note that now there is no support at the stage of after-sales maintenance and disposal of goods. Support for exporting enterprises at the stage of product development and production should be provided at the regional level.

Although it is necessary to consider exports in the regions in the aspect of tactical and



strategic control, at present operational management of exports is carried out with a focus on support with elements of fragmented policy; therefore, it is necessary to develop systems for methodological support with the creation of a classification in high-tech exports in order to generate statistics and build forecast models.

In this regard, the main task for the authorities in the export policy should be to establish such conditions under which export could show a business entity its strategic horizons of development in the long and medium term, rather than provide only short-term benefits. This requires the system approach, including the above-described range of solutions aimed at fostering a diversified export portfolio, which represents the set of the nomenclature of goods of a particular enterprise and, in particular, the total number of registered business entities engaged in manufacturing (production) in the region and in the supply of products to foreign markets. At the same time,

the main thing in the approach we propose is to reduce risks by creating package conditions at all stages of the export cycle and building new infrastructure elements in the form of a coordination center and a committee for the development of export expansion. The expansion of the range of supplies and the development of high-tech exports will not only increase the revenues of the budgets of all levels, but also, mainly, will provide long-term investments in the economy of the country and its regions [31; 32].

We would like to point out once again that the supplies of high-tech products of the non-resource-based export segment can become the main driver of the economy of Russian regions, which will contribute to the production of high-quality competitive products that are in demand in the world markets.

To sum up, we would like to point out that this study is comprehensive. Its results contribute to the development of methodological aspects, the assessment of the

real share of non-resource-based exports of Russian regions in the total volume of products shipped abroad, and the development of tools and measures to enhance the growth of non-resource-based exports at the federal and regional level.

The further stages of our study will be to identify groups of competitive factors that have

a direct impact on export activities in non-resource-based export in regions in the context of providing economic growth; another direction of our study is to substantiate and develop a mechanism for managing non-resource-based export of regions by promoting the development of non-resource-based exports in order to ensure economic growth.

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