

MODELS, FORMS AND MECHANISMS OF PUBLIC-PRIVATE PARTNERSHIP FOR THE CREATION OF COMPETITIVE ENTERPRISES IN AGRICULTURAL SECTOR

АГРАРЛЫҚ САЛАНЫҢ БӘСЕКЕГЕ ҚАБИЛЕТТІ КӘСІПОРЫНДАРЫН ҚҰРУ ҮШІН МЕМЛЕКЕТТІК-ЖЕКЕШЕЛІК ӘРІПТЕСТІКТІҢ ҮЛГІЛЕРІ, НЫСАНДАРЫ МЕН ТЕТІКТЕРІ

МОДЕЛИ, ФОРМЫ И МЕХАНИЗМЫ ГОСУДАРСТВЕННО-ЧАСТНОГО ПАРТНЕРСТВА ДЛЯ СОЗДАНИЯ КОНКУРЕНТОСПОСОБНЫХ ПРЕДПРИЯТИЙ АГРАРНОЙ ОТРАСЛИ

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Abstract. Issues and prospects of relations between the state and business have always been in the spotlight. They acquire particular relevance and significance when many sectors of economy need state support. The revision of the principles of agribusiness is fundamentally changing the approach to creating competitive enterprises in agricultural sector. One of the effective mechanisms is public-private partnership (PPP), which has not yet been fully studied, its potential has not been revealed. Successful implementation of PPP projects in grain products subcomplex requires an in-depth study, generalization and systematization of the experience of their use by national and foreign companies that have achieved high results in this area. A detailed analysis of the directions for increasing the competitiveness of domestic grain industry, primarily targeted investment in the development of production, is needed. *The goal* is a comprehensive study of theoretical and methodological foundations for creating models of public-private partnership in the agro-industrial complex. *Methods* – synthesis, systematization of scientific views to determine the potential of PPP in agriculture. *Results* – essence and various interpretations of the concept of "public-private partnership"

are shown, foreign experience in improving existing and emerging new forms of PPP as an institution for stimulating entrepreneurial activity is considered, the advantages of society, the state and business in the framework of public-private partnership are identified, as well as problems that constrain its development. *Conclusions* – based on the interpretation of the data, it has been established that discussions on PPP issues in the republic are due to the specifics and high risks in agricultural production, however, in a number of economically developed countries, this type of partnership has proven practical effectiveness and has become an important element in ensuring food security, attracting long-term investments in the agro-industrial complex, increasing its profitability, obtaining high quality products and their availability.

Аңдатпа. Мемлекет пен бизнес арасындағы қарым-қатынастың мәселелері мен перспективалары әрқашан назарда болды. Олар экономиканың көптеген салалары мемлекеттік қолдауға мұқтаж болған кезде ерекше өзектілігі мен маңыздылығына ие болады. Агробизнесті жүзеге асыру қағидаттарын қайта қарау аграрлық секторда бәсекеге қабілетті кәсіпорындар құру тәсілін түбегейлі өзгертеді. Пәрменді тетіктердің бірі – мемлекеттік-жекешелік әріптестік (МЖӘ), ол әлі толық зерттелмеген, оның әлеуеті ашылмаған. Астық өнімдерінің кіші кешенінде МЖӘ жобаларын табысты іске асыру үшін осы салада жоғары нәтижелерге қол жеткізген ұлттық және шетелдік компаниялардың оларды пайдалану тәжірибесін терең зерттеу, қорыту және жүйелеу талап етіледі. Отандық астық өнеркәсібінің бәсекеге қабілеттілігін арттыру, ең алдымен өндірісті дамытуды мақсатты инвестициялау бағыттарын егжей-тегжейлі талдау қажет. *Мақсаты* – АӨК-де мемлекеттік-жекешелік әріптестік модельдерін құрудың теориялық және әдіснамалық негіздерін кешенді зерттеу. *Әдістері* – ауыл шаруашылығындағы МЖӘ әлеуетін анықтау үшін ғылыми көзқарастарды синтездеу, жүйелеу әдістері. *Нәтижелер* – «мемлекеттік-жекешелік әріптестік» ұғымының мәні мен әртүрлі түсіндірмелері көрсетілді, кәсіпкерлік қызметті ынталандыру институты ретінде МЖӘ-нің қазіргі және пайда болып жатқан жаңа нысандарын жетілдірудің шетелдік тәжірибесі қаралды, Мемлекеттік-жекешелік әріптестік шеңберінде қоғамның, мемлекеттің және бизнестің артықшылықтары, сондай-ақ оның дамуын тежейтін проблемалар анықталды. *Қортындылар* – деректерді түсіндіру негізінде республикадағы МЖӘ мәселелері бойынша пікірталастар аграрлық өндірістегі ерекшеліктер мен жоғары тәуекелдерге байланысты екені анықталды, алайда бірқатар экономикалық дамыған елдерде серіктестіктің бұл түрі практикалық тиімділікті дәлелдеді және азық-түлік қауіпсіздігін қамтамасыз етудің, агроөнеркәсіптік кешенге ұзақ мерзімді инвестицияларды тартудың, оның рентабельділігін арттырудың, шығарылатын өнімнің жоғары сапасын алудың және оның қол жетімділігі де маңызды элементіне айналды.

Аннотация. Вопросы и перспективы взаимоотношений государства и бизнеса всегда находились в центре внимания. Особую актуальность и значимость они приобретают, когда многие отрасли экономики нуждаются в государственной поддержке. Пересмотр принципов осуществления агробизнеса коренным образом меняет подход к созданию конкурентоспособных предприятий в аграрном секторе. Один из действенных механизмов – государственно-частное партнерство (ГЧП), которое еще не в полной мере изучено, не раскрыт его потенциал. Для успешной реализации проектов ГЧП в зернопродуктовом подкомплексе требуются углубленное изучение, обобщение и систематизация опыта их использования национальными и зарубежными компаниями, добившихся высоких результатов в данной сфере. Необходим детальный анализ направлений повышения конкурентоспособности отечественной зерновой промышленности, прежде всего, целевого инвестирования развития производства. *Цель* – комплексное исследование теоретических и методологических основ создания моделей государственно-частного партнерства в АПК. *Методы* – синтеза, систематизации научных взглядов для определения потенциала ГЧП в сельском хозяйстве. *Результаты* – показаны сущность и различные толкования понятия «государственно-частное партнерство», рассмотрен зарубежный опыт совершенствования имеющихся и зарождающихся новых форм ГЧП как института стимулирования предпринимательской деятельности, выявлены преимущества общества, государства и бизнеса в рамках государственно-частного партнерства, а также проблемы, сдерживающие его развитие. *Выводы* – на основе интерпретации данных установлено, что дискуссии по вопросам ГЧП в республике обусловлены спецификой и высокими рисками в аграрном производстве, однако в ряде экономически развитых стран этот вид партнерства доказал практическую эффективность и стал важным элементом обеспечения продовольственной безопасности, привлечения долгосрочных инвестиций в агропромышленный комплекс, повышения его рентабельности, получения высокого качества выпускаемой продукции и ее доступности.

theoretic and methodological aspects of models and PPP mechanism forming in agriculture. All positive aspects of public-private partnership drafts implementation are systematized for all parties, for state, private sector and the state economic as a whole.

Results and their discussion. There are plenty of definitions and interpretation of term public-private partnership for today. Social and economic projects in healthcare, education, science, HCS, innovative technologies, transport, culture, sport, and in a small part of agriculture and turism fields can be attributed public-private partnership.

The term “public-private partnership” is translating of common term worldwide “public-private partnership”. Partnership in the mixed economic, when the state delegates some of its duties for regulation the economic to business (self-regulation organizations, representing the interests of the business), is necessary requirement for development individual industries and areas [4].

We carried out a research the existing foreign and domestic scientific literature, available definitions public-private partnership are systematized in table 1.

Table 1- Systematization of public-private partnership meanings

Authors	Definitions
V. Varnavskiy	PPP - alliance of institutional and organization character between the state and business, created in order to projects implement a different scale, but always socially meaningful important fields of activity: from development strategically important fields of production and scientific-research design works to providing public services [5].
The Law of RK No. 379-V “On public-private partnership” dated October 31, 2015	PPP is a form of partnership between state and private partners, consistent with signs, certain the present Law. PPP signs are: relations between public and private parties construction by a conclusion PPP contract; medium-term or long-term of interaction parties for implementation; both parties of contract participate in draft realization; the draft implementation requires resources combination of state and private partners [6].
P. Rosenau	PPP is a legal form of the cooperation, with which can be remove a market and the state failure, associated the best qualities both parties for obtaining synergistic positive effect [7].
S.Linder, E.Savas	Term PPP uses as a word game, the purpose of which is hiding a true derogatory meaning if this word- privatization and contract work. According their opinion, PPP is linguistic tricks, is intended to mask the true purposes, such as privatization and desire to involve private entrepreneurship in process of provision of public goods at the expend of state entrepreneurships [8,9].
V. Ham	A long cooperation between participates of private and state sectors, which allows them to design products and services jointly, as well as distribution of risks, costs and resources related to provision these products and services [10].

Thus, PPP is institute of equal relationships, which are necessarily issued by contracts between legal entities with an efforts association for achievement single goal for them.

A number of authors [Ik.3,5], identified the following main PPP signs:

- parties of the partnership must be presented by both state and private sectors;
- relations of the PPP parties must be legally registered (a contract in accordance with the current legislation);
- relations of the parties must be partnership, i.e. equal character. In the PPP framework, state must not be a regulator, namely equal partner;
- partners must have agreed goals, allowing to implement interests both of partners;

- PPP parties must associate own resources (financial, labor, informational) for achievement agreed goals;
- partners must participate in making decision, for which take responsible (personal, subsidiary, general);
- the parties of partnership must distribute costs and risks, participate in using obtained results.

In case one of any signs is not respected, it can be said that the partnership is not formed institution, and will not bring planned results. In addition, specified goals of partners will remain only as intentions about partnership.

Put simply, the state and private business are always PPP parties, and their interaction has equal character, and conclusion official legal contract. Almost all PPP drafts have

* risk-sharing between agreement participants on the basis of certain agreements of the parties.

From the successful development of public-private partnership exists definitely

advantages for all their participants, for both the state and business, and for society in equal share (figure 1).

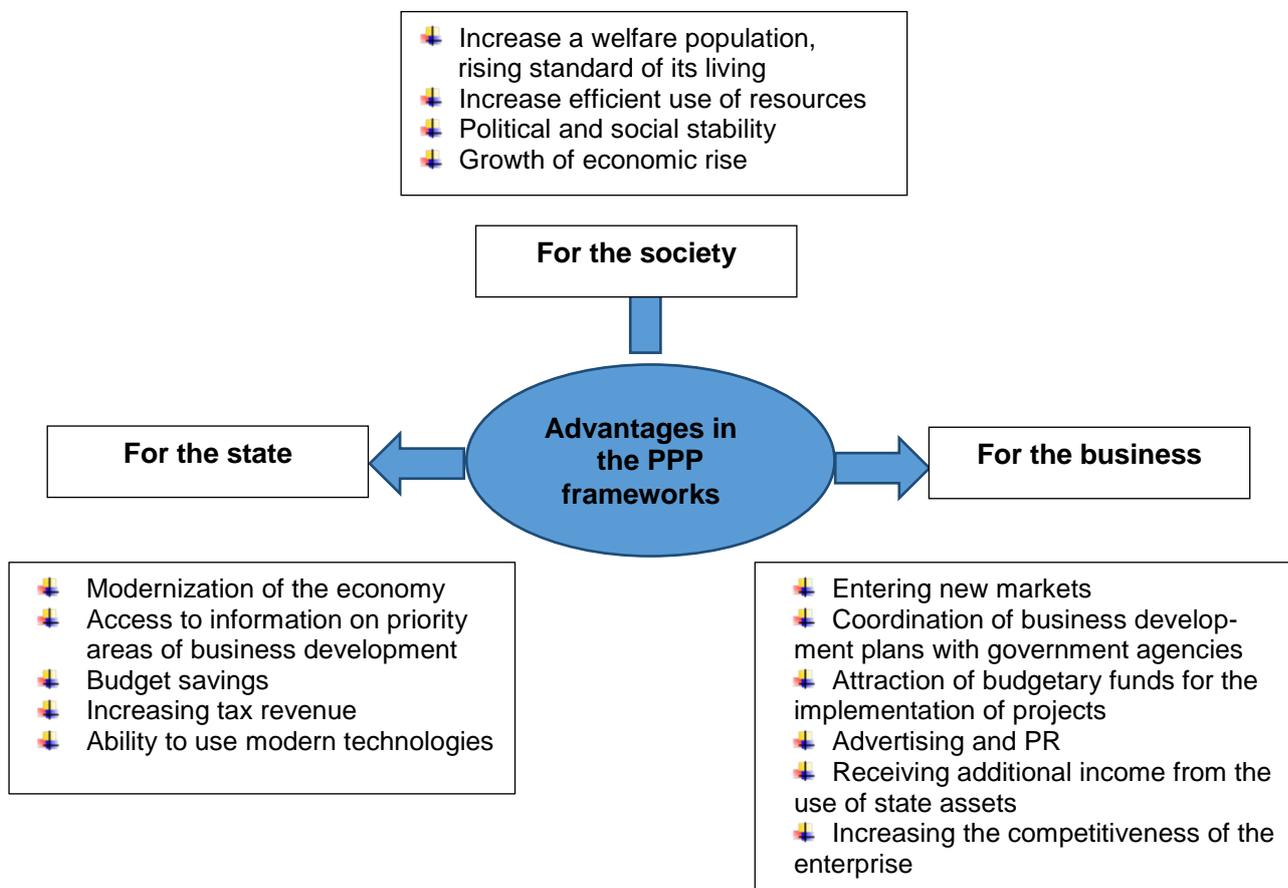


Figure 1- Advantages the society, the state and the business in the PPP frameworks

Thus, public-private partnership (PPP) in agrarian sector of the economic is a mutually beneficial cooperation between state and agribusiness, implemented in various forms and with its aim to increase product competitive on the basis of complex modernize (grocery, technical, technological, organizational) in all AIC industries and spheres and providing sustainable development of rural territories. Economic essence of the partnership lies in harmonization of parties' interests, engages in relations. In violation of interests of any parties in any sphere – the partnership can formal preserve, however, economic effect will be small in this case. During the research, it was established that there is no ambiguous meaning “PPP forms and models” still.

According to writing of Soltangazinov A.R., the multidimensionality of PPP forms and models is due to a specific feature of forming and development of institutional environment, a heterogeneity of partnership

subjects' interests in the context of individual PPP project, as well as certain infrastructural tasks, which solve on the basis of the cooperation state and business.

Depending on role of each of PPP subject in funding, property and management relationship can allocate five PPP models: operator, leasing, concession, cooperation and model contract.

Deryabina M.A., Soltangazinov A.R. [Ik.11;12] allocate three PPP models, in accordance with purposes of the partnership cooperation, and solvable social-economic problems:

- organization model is concessive agreement between a rightholder and a customer;
- funding model includes commercial tenancy, rent, leasing, preliminary and associated project funding;
- cooperation model suggests various integration forms and methods of the participants' efforts of the partnership,

responsible for integral parts of reproduction and create new consumption cost.

In table 2 distinctive features PPP models are shown, most frequently applied in the practise of developed countries.

Table 2 - Classification of the PPP models

PPP models	The essence
Build-Own-Operate	The private partner builds and operates objects or provides services without ownership of the state sector
Build-Operate-Transfer	The private partner builds objects in accordance with a specification, agreed with state agency, operates them during a certain period of time and then transfers to the state
Buy-Build-Operate	The government sells an existing object to private sector entrepreneurship, which then update or extend, necessarily for its efficient operation
Design-Build-Operate	The private partner designs, builds and operates state objects with ownership in state sector
Build-Develop-Operate	The private partner leases or buys an existing object of the state agency, invests own capital for updating, modernization, then operates by agreement with the state

Two scripts of the partnership between public and private sectors are forming now, different composition of institutional change from each other. The development of the first script of state and business cooperation takes place in countries with high level of the social-economic development and characterizes structural changes of the institutional environment in the light of changing priority directions country's economic system. The implementation the second script takes place in states Eastern Europe and CIS, as well as in integral developing countries on the basis of a cardinal change of the legal framework and a development of the PPP institutional support structure [13].

According to systematization of long-term experience in world practice on the drafts implementation between the public sector and business-structure, was established a classification of basic PPP form by World Bank (table 3).

Among the fundamental directions of systematization various actions and admissions to structuring diverse number of the existing models, forms, as well as PPP mechanisms, carried out such national organizations as Organization for economic cooperation, UN, World Bank, National bank of reconstruction and development, are:

- the model of legislated structuring of projects, under which shares institutional and contract PPP forms. In the first case special legal entity is created in legal form of the limited liability partnership or joint stock company and on the basis of different approach of capitalization builds PPP object. Contract PPP form suggests a implementation draft via signing PPP contracts;
- defining the precise boundaries of private sector obligations at different stages of the project live cycle (design and estimate documents, construction or reconstruction, funding or joint funding, operating, service, etc.) [lk.13].

Table 3 - Main PPP forms

PPP forms	Specific features
The contracts for management and rent	This form suggests transfer infrastructure object to business in order to exercise management functions, however ownership of the transferring object would preserve through state partner
Concession agreements	The specific of this scheme is that when implementation infrastructure PPP project assigns private company major investment obligations. Also among the specific features of this scheme includes a long-term nature contract
Greenfield-projects, projects from "scratch", projects from "zero"	A prerequisite in implementation process is a new infrastructure construction
The transfer property, participate in capital	This form suggests realization complete or incomplete transfer ownership to private partner on a property complex [14].

Various PPP forms and models enables primarily for the public sector, involve investment of the private sector and is widely used its possibility in socially significant problems solving, related on the infrastructure development. However, foreign and domestic practices shows that as a rule described above PPP models apply in different pairing [15].

Each of described above PPP forms and models has own advantages and disadvantages, therefore a structure public-private partnership project should coordinate with priority needs of the sector and goals of the draft.

Conclusion

Ready receipts of ensuring the growth on the basis of the cooperation of state and business does not exist surely in agriculture.

1. There is a need for accounting features of particular territory, its resources, prospects of development in each case. The specialists allocate several actual directions of public-private partnership in agrarian complex, which can use both as separately and in combination depending on particular region condition.

2. Diversity of already tested and not yet too common in agro industrial complex public-private partnership forms opens wide possibility for efforts combination and rational distribution resources. To find partnership forms that are more successful is a goal of each region. Its solving will allow involving private investment and providing further solving contemporary tasks of development of agriculture of Kazakhstan.

3. The discussions about public-private partnership using based on specific and high riskiness of agrarian production in agro industrial complex in our country. Important role and relevance PPP in AIC note in numerous state target program and strategies of industry development. PPP mechanism in agriculture will able to become a main effective factor and a tool to ensure national food security.

4. PPP aims to the long-term partnership and systemic state support, that provides a complex approach to development of this cooperation on the basis of program-target and project approaches. Positive experience of implement of state and business partnership in AIC will allow forming susceptibility of agribusiness to innovative development in long-term prospect, and a timely adjustment scientific-theoretic, methodological and methodical ensuring, institutional support initiates an application of adequate methods and tools.

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