



BULGARIA ECONOMIC FORUM

Bulgaria Economic Forum is a non-profit legal entity founded by Bulgarian and international private companies, Bulgarian public institutions and non-government organizations in 1998 with the main objectives to promote the business environment of Bulgaria and Southeast Europe to potential foreign investors and to facilitate the dialogue between government and business. It currently has 45 members which are key stakeholders in Bulgarian economical and social life. Its activity covers the territory of whole Bulgaria. BEF has offices in Sofia, Montana and Kyustendil. Its members are key industrial chambers and associations, significant companies, financial institutions, public organizations, etc.

The main activities of Bulgaria Economic Forum are:

- organization of international economic forums, conferences, seminars, business meetings, educational seminars and trainings
- publication and distribution of newsletters, brochures, reports, analysis, surveys and more;
- organization of information campaigns in Bulgaria and abroad;
- implementation of EU and other donors financed projects.

BEF is largely recognised for organising some of the most important events for the business actors not only from Bulgaria but from Central and Southeast Europe as well. Those forums are venues where business representatives meet, exchange opinions and create useful contacts. BEF annually organises Southeast Europe Economic Forum, which has different emphasis every year. It also organizes various local, national and international thematic forums and ones dedicated on important economic issues, such as International Economic Forum Danube - "Promoting Business and Local Development during the Global Recession", the annual forum Maritsa aimed at the encouragement of the economic development of South Central region of Bulgaria, the International Business Forum "Food and Beverages", Eco Business Forum, etc. BEF also organizes educational seminars and trainings on different topics

The organisation also plays an important role in promoting the funding opportunities, provided by different EU funded and other donor programmes. BEF annually organizes the national exhibition "Europe for us" where Managing authorities and beneficiaries meet and discuss issues of mutual interest. BEF not only promotes the instruments in this direction but also gives outstanding examples through its project activities. All projects, implemented by BEF, are in different ways related to improving business conditions as well as building and enhancing business capacities.

Projects implemented by BEF:

South East Europe Transnational Cooperation Programme 2007-2013

1. Project title: Transnational Strategy for the Sustainable Territorial Development of the Danube Area with special regard to Tourism, DATOURWAY

- Period of implementation: May 2009- February 2012
- Total Budget: 2 888 952 EURO
- Project description: The project was aimed at developing transnational cooperation committed to the development of tourism along and on the middle and south-eastern section of the Danube River, with particular attention to the protection and enhancement of the natural and cultural resources.
- Countries included: Bulgaria, Croatia, Hungary, Italy, Romania, Serbia, Slovakia
- Role of BEF - Partner organization responsible for WP6 – Networking and coordinator of one of the pilot projects within DATOURWAY;



BULGARIA ECONOMIC FORUM

2. Project title: Adriatic Danubian Clustering, ADC

- Period of implementation: May 2009- March 2012
- Total Budget: 2 060 000 EURO
- Project description: ADC's objective was the establishment of sectoral cluster networks, suitable to enhance the effective integration of the more competitive transnational value chains and to reduce regional disparities in the Adriatic-Danubian Region;
- Countries included: Bosnia and Herzegovina, Bulgaria, Croatia, Hungary, Italy, Montenegro, Romania, Slovenia, Serbia
- Role of BEF - Partner organization responsible for WP2 Communication

3. Project title: AGRO-START

- Period of implementation: 01.12.2012-01.12.2014
- Total budget: 1 713 000,00 EUR
- Project description: The main objective of the project is to increase the SMEs competitiveness and promote and facilitate and innovative entrepreneurship by giving answer to the need of a specific support Service for SMEs in the horticulture and animal breeding sector that adapts an integrated transnational approach.
- Countries included: 12 organizations from 7 countries – Bulgaria, Italy, Albania, Romania, Greece, Slovenia, Macedonia
- Role of BEF - Partner organization, responsible for WP 4 Structural support measures to improve SME support services in the animal breeding and horticulture sector

EEA Financial Mechanism

4. Project title: "Strengthening the capacity of the local authorities of the North-West Planning Region of Bulgaria for attracting foreign investors, institutional support for investments and IT solutions for administrative services" - InvestNorthWest

- Period of implementation: May 2009 – April 2011
- Total Budget: 485 800
- Project description: The overall objective of the project was to increase the level of foreign investment and to improve the business climate in the North-West planning region of Bulgaria. It was aimed at raising the competences of the local administration by training of the human resources for attracting foreign investment (focus on innovation) and institutional support for investors (focus on linkages with local SMEs and clusters), and IT usage for better provision of services
- Countries included: Bulgaria and Norway
- Role of BEF - Lead organisation - overall management and organization

Human Resources Development Operational Programme 2007-2013

5. Project title: Transfer of innovative techniques on human resources development and management in small businesses

- Period of implementation: April 2012- April 2013
- Total budget: 95 595 EURO
- Project description: Specific objectives of the project are: setting the beginning of cooperation in the field of services provision for small businesses; identification and transfer of innovative management techniques in human resources management within small businesses in Bulgaria, partially or fully owned by foreign investors; application of the Italian experience in the use of European Social Fund financing for provision of integrated business support to small businesses. Trainings of SMEs on HR development and use of European Social Fund
- Countries included: Bulgaria and Italy
- Role of BEF - Lead organisation - overall management and organization



BULGARIA ECONOMIC FORUM

6. Project title: Entrepreneurship Knowledge

- Period of implementation: 23.04.2013 – 23.10.2014
- Total budget: 121 433,30 EUR
- Project description: The overall objective of the current project is to create the necessary conditions for the partners, the target groups and the stakeholders to benefit from the EQUAL experience, as well as to exchange ideas and plans for the best use of the financial assistance of the ESF in the field of employment, education, lifelong learning and good project management. The specific objectives are: to encourage the launching of own business in Bulgaria through improving of the information resources and the knowledge of entrepreneurship; to benefit from the Italian experience in trainings on entrepreneurship for preparing future and new entrepreneurs in Bulgaria; development of an interactive information web platform for entrepreneurs, managed under the mentoring of the Italian partner.
- Countries included: Bulgaria, Italy
- Role of BEF: Lead organization

Bulgaria-Serbia IPA Cross-border Programme

7. Project title: Establishment of a Bulgarian-Serbian Chamber of Commerce and Industry

- Period of implementation: 29.01.2013 - 29.01.2014
- Total budget: 193 213,51 EUR
- Project description: The overall objective of the project is to stimulate the economic development of the Bulgarian- Serbian cross-border region. The specific objectives of the project are: to establish and develop a functioning Bulgarian-Serbian Chamber of Commerce and Industry; to facilitate business-to business relations in the cross-border region; to stimulate the development of trans-border partnerships between businesses from the region and companies from the whole Bulgarian and Serbian territories for the benefit of the cross-border region; to provide services enabling companies to better respond to the market requirements.
- Countries included: Bulgaria, Serbia
- Role of BEF - Partner organization

ERASMUS for Young Entrepreneurs

8. Project title: GYMNASIUM V

- Period of implementation: 01.02.2013-01.02.2015
- Total budget: 206294,99 EUR
- Project description: The key objectives of the GYMNASIUM V Project are: to support new entrepreneurs (NEs) in the start-up phase by providing them with specific and high quality information; to improve and consolidate the business communities created within the past EYE Projects; to enhance market access and international business cooperation; to become a point of reference for other organizations participating in EYE programme; to give a concrete opportunity to the entrepreneurs wishing to internationalize; to continue and further develop the experience gained through the past editions; to continue with the successful thread of the GYMNASIUM experience, involving organizations such as Universities, Municipalities, science and research centres, incubators, crafting associations, etc; to support female entrepreneurship; to enhance inter-cultural learning by reducing the gap due to geographical and linguistic barriers among EU entrepreneurs.
- Countries included: Belgium, Italy, Hungary, Bulgaria, Denmark
- Role of BEF: Partner organization



BULGARIA ECONOMIC FORUM

Lifelong Learning Programme 2007-2013, Leonardo da Vinci

9. Project title: The Italian learning experience in the development and marketing of touristic products"

- Period of implementation: 21.10.2013 – 21.10.2014
- Total budget: 45 800,00 EUR
- Project description: The overall objective of the project is to promote the continuing training of professionals in the field of vocational training from companies in the sectors: tourism, food and drinks, tourist marketing and advertising from Bulgaria and stimulate practical exchanges with organizations in Italy by providing opportunities for acquisition and transfer of knowledge and skills. The specific objectives are related to improving participants' knowledge and skills through training and practical experience with Italian companies in the tourism field; capacity building for production and marketing of high quality touristic products, improving the quality of vocational training in organizations covered by mobility and promoting mutual exchange between the involved participants and countries on the value and effectiveness of professional training.
- Countries included: Bulgaria, Italy
- Role of BEF: Lead organization

Projects managed by BEF

Human Resources Development Operational Programme 2007-2013

1. Project title: Exchange of experience and good practices in the conduction of information campaigns on separate waste collection and waste treatment - Eco Train

- Period of implementation: 9.04.2013 - 8.04.2014
- Total budget: 145 121,30 EUR
- Project description: The overall objective of the project is to create a platform facilitating the transfer of ideas and plans on improvement of education, training and qualification of workers as a means for efficient transition to "green economy". The specific objectives are: Human resources development in media and organisations (including companies, NGOs and municipalities), related to the process of waste management; Exchange of international experience, knowledge and good practices in the organisation and conduction of PR and information campaigns in the field of separate waste collection and waste treatment as a component of green economy.
- Countries included: Bulgaria, Portugal
- Beneficiary: Ecobulpack Jsc, Bulgaria
- Role of BEF: Overall management of the project

2. Project title: European Model of Human Resources Management in Borima AD

- Period of implementation: 01.06.2014-31.05.2015
- Total budget: 139 144,68 EUR
- Project description: The overall objective of the project is to build an innovative platform for transferring ideas and plans for human resources development contributing to the improvement of the qualifications of Borima AD employees and increasing the competitiveness and market presentation of the company. The specific objectives are: to upgrade the knowledge and skills of Borima AD employees in order to increase the productivity and the production capacity and to create job opening opportunities; to exchange proven international experience, knowledge and good practices for development of new skills and increasing the company's competitiveness
- Countries included: Bulgaria, Italy
- Beneficiary: Borima AD, Bulgaria
- Role of BEF: Overall management of the project

For more information, please visit our web-site: www.biforum.org

86, Vitosha Blvd., 1463 Sofia, Bulgaria

Tel. (+359 2) 951 52 59, 951 57 59, 951 68 10; Fax: (+359 2) 953 29 24

e-mail: info@biforum.org, www.biforum.org,