

Signature (Chairperson)	Signature (Secretary)	Project number

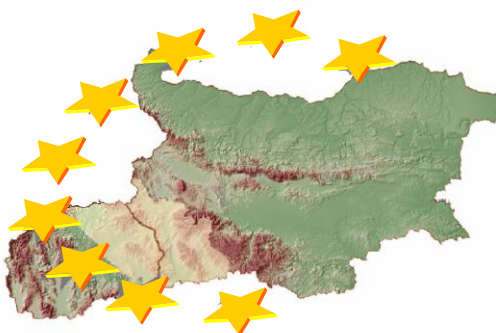
(filled in by the Joint Technical Secretariat)



Managing Authority
 Directorate General Territorial Cooperation Management
 Ministry of Regional Development and Public Works
 of the Republic of Bulgaria

IPA Cross Border Programme
 Call No: 2007CB16IPO007-2012-3
 Application Form

Project Acronym	Center for Education
Lead Partner – institution	American University in Bulgaria
Responsible person – name, signature, stamp	Michael Easton







Application Form
IPA CROSS-BORDER COOPERATION PROGRAMME
PART I



PROJECT PARTNER No 1

1. Identity

1.1. Detailed information

Organization (in English):	American University in Bulgaria
Organization (in original language):	Американски университет в България
Legal Status:	non profit organization
Country:	 <input checked="" type="radio"/>  <input type="radio"/>
District/NUTS III	Blagoevgrad
Town/city:	Blagoevgrad
Address:	1, Georgi Izmirliiev Sq.
Postal Code:	2700
Legal representative (Name):	Michael Easton
Legal representative (Position):	President
Telephone:	+359 73 888 307
Fax:	+359 73 888 344
E-mail:	cep@aubg.bg
Website:	www.aubg.bg/cep

1.2. Partner profile

Past experience (over the past 3 years) in territorial co-operation actions? (max 1000 chars)	In the past years AUBG have implemented three and is in a process of implementation of a two other projects for territorial cooperation. The first two are related to building up administrative capacities of local authorities, NGO's, business and other types of organization, especially in the Greece - Bulgaria cross border region. The third one aimed at bridging the existing gap in terms of employment concerning graduates' readiness to be employment according to the need of the businesses. The main activities consisted of trainings, surveys, organization of seminars, transfer of know-how, elaboration of guides and useful materials for long-term influence. The other two current projects are under ETCP "Greece - Bulgaria" 2007 - 2013. Their main activities are carrying out of surveys and e-learning seminars aiming at the enhancement of the human capital skills in entrepreneurship ("ENTRE+GB" project) and in the fashion sector ("Skills in Fashion" project).
What is the specific role of the partner in the implementation and management of this project? (max 1000 chars)	AUBG will be responsible for the overall project management. It will ensure that the equipment is installed in a timely manner and with the due quality. It will organize a research on traditional meals for the Kystendil and Blagoevgrad districts and will decide on the meals that will be selected to be included in the learning process of students and professionals. AUBG will prepare, edit and print a borchure / booklet in

Bulgarian language with traditional meals from the cross border region. It will organize a practical workshop for 20 AUBG and GDU students in the area of business management in terms of coaching them in establishing virtual enterprises in the catering, tourism and restaurant business. In addition, AUBG will participate in the workshop in Shtip and will host an Open Air Event in Blagoevgrad.

1.3. Partner experience

Have you ever received financing from European funds?

Yes

If Yes, please fill up at least 1 project in the table below.

Country of intervention	EU initiative/programme /project	Amount (EUR)	Year obtained
Bulgaria - Greece	PHARE, CBC Bulgaria - Greece	31.751,00	2006
Bulgaria - Greece	PHARE, CBC Bulgaria - Greece	38.177,60	2007
Bulgaria	Jean Monet Programme	32.205,00	2007
Bulgaria, Romania, Spain, Italy, UK, Czech Republic, Portugal	Leonardo da Vinci Programme, Project EU Women	29.958,00	2008
Bulgaria	Operational Programme Administrative Capacity	72.000,00	2008
Bulgaria - Macedonia	IPA CBC 2007CB16IPO007-2009-1 Bridging universities and businesses for enhancing employability skills for	77.615,69	2009

Please fill in the table below brief description for the successfully implemented project(s) - (choose from the above table the most relevant projects, maximum three projects for each project partner):

Initiative/Programme	PHARE, CBC Bulgaria - Greece
Project title	Human resources development and promotion of employment in the field of tourism

Short description <i>(max. 500 characters)</i>	The project aimed at the implementation of training initiatives in the Bulgaria-Greece cross border region in order to improve human resources skills in the area of tourism. It was achieved by joint development of curricula for training in the area of tourism. The attendees were trained in the form of seminars and a study tour in Greece. CDs with the learning materials were prepared.		
Total value:	38.177,60	Grant amount:	31.763,76
Organization's role in the project <i>(main applicant, partner etc.)</i>	Main applicant	Period of implementation (in months)	12

Initiative/Programme	PHARE, CBC Bulgaria - Greece		
Project title	Joining the European Union with knowledge and experience		
Short description (max. 500 characters)	The major objective of the project was to enhance local democracy by building up the administrative capacity of local authorities, NGOs, business and branch organisations in the Greek - Bulgarian border regions. The main activity was the organisation of a modular training programme for 40 representatives from the 4 districts, which will cover the Structural Funds and the Cohesion Fund of the EU and organization of practical training in Greece to strengthen the local cross border cooperation.		
Total value:	31.751,00	Grant amount:	28.326,00
Organization's role in the project (main applicant, partner etc.)	Main applicant	Period of implementation (in months)	12

Initiative/Programme	IPA CBC 2007CB16IPO007-2009-1-19		
Project title	Bridging universities and businesses for enhancing employability skills for students		
Short description (max. 500 characters)	The project addressed the weaknesses of the border region, related to limited entrepreneurial skills, low mobility, low living standards, and mostly - high unemployment rate among the youngs. A survey among institutions and enterprises from both sides of the border was conducted and the results undoubtedly illustrated that students and employers feel that higher education institutions should emphasize on developing practical skills. Series of trainings on employability skills were conducted.		
Total value:	77.615,69	Grant amount:	56.015,79
Organization's role in the project (main applicant, partner etc.)	Lead partner	Period of implementation (in months)	12

2. Financial Data

2.1. Detailed information

National registration code:	19449
VAT registration code (if applicable):	BG000019449
VAT recoverable:	No
IBAN (account number):	BG47RZBB91551487003794
BIC:	RZBBBGSF
Bank name:	Raiffaisen Bank
Bank address:	Blagoevgrad 2700, 5 Georgi Izmirliev Sq.

2.2. Financial status, capacity and equipment

Please provide the following information on the basis of the Profit and loss account and Balance sheet of your organization and any information related to the staff and technical capacity.

Year	Turnover or equivalent (in EUR)	Number of full-time staff	Number of part-time staff	Number of offices and description of equipment (if applicable)
2011	8.958.000,00	236	3	39 offices technically equipped with computers, faxes, printers and scanners, multimedia projectors, etc.; 16 computer labs in all university buildings
2010	8.426.000,00	233	3	39 offices technically equipped with computers, faxes, printers and scanners, multimedia projectors, etc.; 16 computer labs in all university buildings
2009	7.682.000,00	232	1	39 offices technically equipped with computers, faxes, printers and scanners, multimedia projectors, etc.; 16 computer labs in all university buildings

[go to Budget table for Partner 1](#)





**Application Form
IPA CROSS-BORDER COOPERATION PROGRAMME
PART I**



PROJECT PARTNER No 2

1. Identity

1.1. Detailed information

Organization (in English):	Goce Delchev University
Organization (in original language):	Универзитет „Гоце Делчев“
Legal Status:	public body
Country:	 <input type="radio"/>  <input checked="" type="radio"/>
District/NUTS III	East
Town/city:	Shtip
Address:	Krste Misirkov bb, p.o.box 201
Postal Code:	2000
Legal representative (Name):	Dr. Sasa MITREV, PhD
Legal representative (Position):	Rector of the University
Telephone:	+38932550002
Fax:	+38932390700
E-mail:	contact@ugd.edu.mk
Website:	www.ugd.edu.mk

1.2. Partner profile

Past experience (over the past 3 years) in territorial co-operation actions? (max 1000 chars)	As an integrated institution composed of 13 faculties, GDU takes part in numerous domestic and international projects. The following are the most recent ones: three TEMPUS, two SEE-ERA.NET, one NATO and one in IPA CBC call in 2009. In all of the projects Faculty of Agriculture is a partner institution. The status of the projects is as follows: the SEE-ERA.NET, IPA CBC projects are finished as is NATO project, while the 2 TEMPUS projects in their closing phases.
What is the specific role of the partner in the implementation and management of this project? (max 1000 chars)	GDU team will be responsible for implementation of the project activities and achieving project goals. It will maintain regular contacts with the Lead partner providing assistance in every step of project implementation. GDU will ensure that equipment installment is performed according to the agreed time-frame, gather information and prepare reports (phase reports, financial reports, analysis, administrative documents) according to the provisions of the CfA. It will organize a research on traditional meals for the East Planning region and will decide on the meals that will be selected to be included in the learning process of students and professionals. GDU will prepare, edit and print a brochure / booklet in Macedonian and English languages with traditional meals from the Cross border region. It will organize a workshop on selected traditional meals, participate in a workshop in Blagoevgrad and organize the Final Event.

1.3. Partner experience

Have you ever received financing from European funds?

Yes

If Yes, please fill up at least 1 project in the table below.

Country of intervention	EU initiative/programme /project	Amount (EUR)	Year obtained
France, Macedonia	SEE-ERA NET	50.000,00	2007
UK, The Netherlands, Finland, Czech Republic, Macedonia, Serbia, Bosnia & Herzegovina and	TEMPUS WBREN	1.078.547,00	2009
Albania, Macedonia, Kosovo	TEMPUS SATIS	1.220.140,00	2009
Bulgaria, Macedonia	IPA CBC BG - MK	77.615,79	2009

Please fill in the table below brief description for the successfully implemented project(s) - (choose from the above table the most relevant projects, maximum three projects for each project partner):

Initiative/Programme	SEE-ERA NET		
Project title	Global epidemiology of phytoplasma diseases of economic importance in SouthEast Europe		
Short description (max. 500 characters)	Coordination of efforts of plant pathologists, microbiologists and entomologists in South-East Europe countries to improve monitoring of phytoplasma strains propagation through nurseries and insect vectors at the European scale. This is investigated both in plants and insects using up-to-date molecular typing tools and real time PCR detection technology.		
Total value:	50.000,00	Grant amount:	10.000,00
Organization's role in the project (main applicant, partner etc.)	partner	Period of implementation (in months)	9

Initiative/Programme	TEMPUS WBREN		
Project title	Western Balkan rural extension network through curriculum reform		
Short description <i>(max. 500 characters)</i>	Agriculture extension and outreach operations in the Western Balkan region have struggled to play a significant role in the development of rural communities. Recognizing the insufficient number of trained professionals, the identified Western Balkan partner universities addresses the aforementioned problems and issues with the formation of the Western Balkan Rural Extension Network		
Total value:	1.078.547,00	Grant amount:	53.773,00
Organization's role in the project <i>(main applicant, partner etc.)</i>	partner	Period of implementation (in months)	36

Initiative/Programme	IPA CBC		
Project title	Bridging universities and business for enhancing employability skills for students		
Short description <i>(max. 500 characters)</i>	The project addressed the weaknesses of the border region, related to limited entrepreneurial skills, low mobility, low living standards, and mostly - high unemployment rate among the youngs. A survey among institutions and enterprises from both sides of the border was conducted and the results undoubtedly illustrated that students and employers feel that higher education institutions should emphasize on developing practical skills. Series of trainings on employability skills were conducted.		
Total value:	1.078.547,00	Grant amount:	53.773,00
Organization's role in the project <i>(main applicant, partner etc.)</i>	partner	Period of implementation (in months)	36

2. Financial Data

2.1. Detailed information

National registration code:	6237320
VAT registration code (if applicable):	MK4029007136199
VAT recoverable:	Yes
IBAN:	MK0 1007 0100 0083 202
BIC:	NBRM MK 2X
Bank name:	National Bank of the Republic of Macedonia
Bank address:	Kompleks banki bb, 1000 Skopje

2.2. Financial status, capacity and equipment

Please provide the following information on the basis of the Profit and loss account and Balance sheet of your organization and any information related to the staff and technical capacity.

Year	Turnover or equivalent (in EUR)	Number of full-time staff	Number of part-time staff	Number of offices and description of equipment (if applicable)
2012	8.897.024,00	664		Goce Delchev is an integrated University consisted of 13 faculties. Each faculty is equipped with means to provide best possible knowledge transfer
2011	8.372.290,00	664		Since January 2011 all documentation is in electronic format and teaching materials are uploaded on a platform so users can refer to teaching materials
2010	7.859.187,00	439		according to their needs and availability. On each campus there are computers available for users in order to gain knowledge as much as possible.

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Application Form
IPA CROSS-BORDER COOPERATION PROGRAMME
PART II



PROJECT IDENTIFICATION

1. Project Identity

1.1. Project Title

Full Name:	Congressional Network and Center for Vocational and Technical Skills
Acronym	Center for Education
Priority	Axis 1: Economic Development and Social Cohesion
Area of Intervention	1.2 Social Cohesion
Type of measure	Investment
Duration in months	24

1.2. Cross-border character of the project

Please indicate and, which of the following classifications applies to the activities of the project (minimum one)

Joint Development	<input checked="" type="checkbox"/>
Joint Implementation	<input checked="" type="checkbox"/>
Joint Staffing	<input checked="" type="checkbox"/>
Joint Financing	<input checked="" type="checkbox"/>

1.3 Cross-border impact of the project

(maximum 1200 characters):

The joint project between the two partners "BRIDGES", showed there is a strong need of strengthening human capacity in the region especially when it comes to the career development of young people. The intervention under this new project will build / improve the capacity in young people in business management and food preparation for catering, tourism and restaurant business. This would contribute to the reduction of the discrepancies in the needs of employees and employers in the field. The modernly equipped Centers will continue to run after the end of the project, providing environment for students and other professionals coming from the cross-border region to enhance their skills through participating in seminars, workshops, conferences and other forms of formal and non-formal education organized by both institutions. Students will become more competitive in terms of employment and entrepreneurship as they will be trained to operate machinery used in production process and to work with comprehensive business process software, while professionals will have the opportunity to exchange knowledge with their colleagues and widen their knowledge and business opportunities.

2. Financial information - Project budget (EUR)

2.1. Sources of financing (EUR)

	Amount	% of eligible
Total Value, of which	299.736,87	100,00%
EU funding	254.776,33	85,00%
National Co-financing, of which	44.960,54	15,00%

State Budgets Contribution	44.960,54	15,00%
Others	0,00	0,00%

2.2. Breakdown of eligible expenditure per year (EUR)

Type of eligible expenditure	Year 1	Year 2	Total	% from the total
Administrative costs	8.980,00	9.280,00	18.260,00	6%
Travel and accommodation	746,00	464,00	1.210,00	0%
Meetings, events etc.	17.926,67	9.643,33	27.570,00	9%
Information and publicity	1.606,67	256,67	1.863,34	1%
External expertise	8.200,00	1.800,00	10.000,00	3%
Investments	209.873,33	0,00	209.873,33	70%
Others	13.403,49	1.514,61	14.918,10	5%
Subtotal	260.736,16	22.958,61	283.694,77	95%
Eligible VAT	15.059,64	982,46	16.042,10	5%
TOTAL	275.795,80	23.941,07	299.736,87	

3. Project description

3.1. Consistency with programme strategy

Programme objective(s) (maximum 1000 symbols)	The project will bring together stakeholders in the area of higher education, tourism, catering and business logistics from both sides of the border and will use the learning curve to get them acquainted with latest technology and standards that need to be respected in order to have value added product. The project activities offer a comprehensive approach in transferring know-how to students and professionals from both sides of the region through organizing practical workshops and events. It emphasizes on simulating activities from real life and on using modern machines from the production process which will increase their competitiveness in the tourism, catering and business management in the region. With increased capacity they will be able to respond better to the needs of tourist services providers or start their own businesses in the sphere. This way the economic development in the rural areas of both cross-border regions will be strengthened.
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3.2. Project objectives

Describe the overall objective to which the action aims to contribute towards and the specific objective(s) that the action aims to achieve (maxim 2000 characters- 2 x 1000)

The Overall Objective is building human capacity of the students and professionals from both institutions through organizing practical work and introducing standards required in the area of nutrition, catering, business management and logistics for the development of virtual enterprises and meeting the employers' requirements in the sphere. The Specific objectives are:

1. To institutionalize the cross-border cooperation in the area of formal and non-formal education.
2. To improve education and labor skills for implementation of standards in the area of tourism, gastronomy, business management and logistics.
3. To improve the infrastructure for building human capacity in the cross-border region.
4. To introduce new practical approach in knowledge transfer system.

3.3. Background and demand for the overall project

Needs, strengths, weaknesses and constraints of the target group(s) and target region(s) (maximum 1200 characters)

To diminish the negative effect of the inconsistency between the formal education and the practical skills students obtain after their graduation, GDU and AUBG consider the necessity of establishing two modern centers for professional training where students and other interested parties from the cross-border area could attend training occasions and improve their practical skills in food preparation, serving and business management. Further to the tourism and gastronomy practices developed in the region as well as the academic expertise of both partners in business management and gastronomy, this project aims to provide employability and entrepreneurship training using the contemporary tools for practical education available in the centres. After the completion of the investment activities the centres will provide environment for two workshops, two events and other forms of formal and non-formal education.

Brief description of the project strategy concerning the above issues (maximum 1200 characters)

Goce Delchev University has a facility transferred by the Government of the Republic of Macedonia which used to serve as summer camp for pupils in primary education. Since 2007 that facility has been transferred in ownership to the GDU and significant amount was invested in order to bring this facility in shape which will provide conditions to organize summer camps, seminars, conferences. Years in a row the Faculty of Tourism and Business Logistics is a faculty with largest number of students and two years in row students from this faculty are having their internship in hotels in Germany in Spain. After they return, vast majority are complaining that theoretically they managed quite well, but what they lack is skills i.e. they are required to work on machines or serving in a restaurant, a process they know only by pictures or manuals. Through purchase of the proposed equipment through theory and practice conditions will be created

know only by pictures or manuals. Through purchase of the proposed equipment through theory and practice conditions will be created to familiarize the attendees hence making them feel comfortable in their future working environment as employees.

3.4. Description of the target groups, beneficiaries and estimated number:

“Target groups” are the groups/entities who will be positively affected by the project

“Direct beneficiaries” are those directly involved in the project implementation

“Final beneficiaries” are those who will benefit from the project in a long term

	Name and Short description (up to 300 symbols)	Indicative Number
Target groups	AUBG and GDU students. They will be trained under the project activities in the two established centers, which will contribute to improving their working skills.	20
	Professionals from both sides of the region as they can advantage of the two created centers either by visiting them or by sending their employees for transfer of know-how.	30
	Scientific community from both institutions which will take the opportunity to use the two established centers for their work.	200

Direct beneficiaries	American University in Bulgaria and Goce Delchev University. The equipment, installed under the project will make it possible for a Center for education in business management and logistic and a Center for education in gastronomy and nutrition to be created. This will allow for carrying out modern trainings where trainees will be able to use contemporary software and appliances.	2
Final beneficiaries	Enterprises in the area of catering, tourism and restaurant business. They will have the opportunity to take advantage of the professionally trained employees or entrepreneurs, who will apply directly their knowledge in the companies and will improve their competitiveness.	50

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3.5. Project activities, description and methods of implementation

(Maximum of 1000 chars for Description and methodology)

No.	Brief description of activities	Location (NUTS III)	Responsible Partner
1	Overall project management	Blagoevgrad	American University in Bulgaria
	<p>The AUBG team, in its capacity as a Lead partner, will be responsible for the financial, technical and operational management of the project, as well as for its quality monitoring and evaluation. It will perform the overall coordination of the project activities implementation. In order to do so, regular communication between partners will take place in two types: a) via e-mail, skype and by phone and b) on one kick-off and four technical meetings of project partners. While the responsibility for the project activities implementation lies with the partners, the LP's primary role is to coordinate and facilitate the various partners' inputs required. The AUBG team will provide financial statements to the authorities in charge of FLC and will report to the JTS regarding the financial and operational progress of the project.</p>		
2	Establishment of a Center for education in gastronomy and nutrition	Shtip, Plakovitsa	Goce Delchev University
	<p>Public procurement procedures according to PRAG rules will be carried out for the purchase of specific equipment for the establishment of a Center for education in gastronomy and nutrition. PRAG rules will be used as a guideline when identifying the procedure type, the ToRs, and other templates.</p> <p>In the Center's premises students and other interested parties from both sides of the cross-border area will have conditions to attend training occasions, organized by both institutions, partners in this project. It will allow for practical exercises in professional cooking and serving. Thus, kitchen, refrigeration and cooking equipment is necessary to be installed in order to ensure suitable environment.</p>		
3	Establishment of a Center for education in business management and logistics	Blagoevgrad	American University in Bulgaria
	<p>Procurement procedures according to PRAG rules will be carried out for the purchase of specific equipment for the establishment of a Center for education in gastronomy and nutrition. PRAG rules will be used as a guideline when identifying the procedure type, the ToRs, and other templates.</p> <p>It will be fully equipped in order to serve as modern and innovative and business-support center for the creation of virtual enterprises by students in the spheres of Catering, Tourism, Restaurant business, etc. They will have the opportunity to work with real specialized software for business management. Networking will be ensured by connecting a server to training laptops with installed necessary booking software.</p>		
4	Research activity on 'Traditional meals' in cross-border region on the side of FYROM.	East Planning Region	Goce Delchev University

	<p>A research on traditional meals in the cross-border region on the side of FYROM will be assigned to external expertise. A contractor will be chosen following public procurement procedure according to PRAG rules, used as a guideline when identifying the type procedure type, ToRs, templates.</p> <p>The research aims at identifying the traditional Macedonian meals, specific for the East Planning region, which will be of tourist interest. A full report on the conducted research is to be submitted by the researchers. The meals included in the research will be used as a basis for issuing a recipes' booklet (activity 8 under this project). As well as that, the identified recipes will be used for the preparation of meals in the workshop in Shtip (activity 6 under this project).</p>		
5	Research activity on 'Traditional meals' in cross-border region on the Bulgarian side.	Blagoevgrad and Kyustendil district	American University in Bulgaria
	<p>A research on traditional meals in the cross-border region on the Bulgarian side will be assigned to external expertise. A contractor will be chosen following public procurement procedure according to PRAG rules, used as a guideline when identifying the type procedure type, ToRs, templates.</p> <p>The research aims at identifying the traditional Bulgarian meals, specific for the region of Blagoevgrad and Kyustendil, which will be of tourist interest. A full report on the conducted research is to be submitted by the researchers. The meals included in the research will be used as a basis for issuing a recipes' booklet (activity 8 under this project). As well as that, the identified recipes will be used for the preparation of meals in the workshop in Shtip (activity 6 under this project).</p>		
6	5-day practical workshop in the area of gastronomy	Shtip, Plakovitsa	Goce Delchev University
	<p>Based on the reports on traditional meals of both research teams a list of recipes will be followed when preparing food in a 5-day practical workshop. 20 participants will be recruited (10 from Bulgaria and 10 from FYROM) to participate in the project events. They will be split in groups - each group representing different enterprise. In five consecutive days participants will be trained in professional cooking and serving; catering services; hospitality etiquette. Detailed training programme and schedules will be elaborated.</p> <p>All ingredients and materials, necessary for the workshop will be ensured by the project budget, following a public procurement procedure, according to PRAG rules. External expertise will be engaged in providing training on the practical workshops. A contractor will be chosen following public procurement procedure according to PRAG rules.</p>		
7	5-day practical workshop in the area of business management and logistic	Blagoevgrad	American University in Bulgaria
	<p>The 20 participants, recruited in the first workshop will be gathered again on a 5-day practical workshop in the area of business management and logistic. The already defined work groups (virtual enterprises) will be trained in establishing and managing catering, tourism and restaurant business. They will be taught to use business management software, integrated in most advanced and prosperous companies. Enhancing skills and knowledge in applying it gives them a competitive advantage in establishing and managing business. Along with that, the foreseen appliances (screens, multifunctional printer, interactive whiteboards, etc.) will allow for innovative methods of coaching students in creating their virtual enterprises, including stimulating creativity, reactivity in real business environment. External expertise will be engaged in providing training on the practical workshops. A contractor will be chosen following procurement procedure according to PRAG rules.</p>		
8	Preparation of a brochure/booklet on Traditional meals	Shtip	Goce Delchev University

	<p>Following the reports of the researches under project activity 4 and 5 a brochure / booklet with the identified traditional meals will be issued. Its design and printing will be assigned to external expertise. A contractor will be chosen following procurement procedure according to PRAG rules, used as a guideline when identifying the type procedure type, ToRs, templates. The brochure / booklet will be printed in 350 in copies in total, respectively - 150 copies in Macedonian and Bulgarian languages and additional 50 copies in English language. An e-version of the brochure / booklet will be uploaded on the web-sites of the project partners. The brochure / booklet will be disseminated on the following project activities under this project - an Open Air Event in Blagoevgrad and Final Event in Shtip.</p>		
9	Carrying out of a two-day Open Air Event	Blagoevgrad	American University in Bulgaria
	<p>After the two practical workshops, the 20 participants will have obtained knowledge and skills in food preparation and business management. They will demonstrate their preparedness on an Open Air Event. The already defined work groups (virtual enterprises) will use the established Center for education in business management and logistics in order to prepare materials for their virtual enterprise representation on stands at the Open Air Event - e.g. brochures, catalogues, other promotional materials. They will be able to use modern means of presentation, such as video, photo materials, models, etc. to visualize their organizational structure, production process, etc. The objective of the event is to stimulate participants to apply their accumulated knowledge and creativeness in a real situation. All attendees of the event will be able to view the stands of the virtual enterprises and to exchange opinions, contacts, etc.</p>		
10	Carrying out of a two-day Final Event	Shtip, Plakovitsa	Goce Delchev University
	<p>After presenting their virtual companies in their business organizational structure, the 20 participants will be given the opportunity to demonstrate their nutrition products on a Final Event. In order to prepare the enterprise teams will use the booking software to ensure connection, facilitating the organization of the virtual enterprises' management and production processes on both sides of the border. The event will be organized again on stands where every group (virtual enterprise) will prepare and show various meals they offer. The Final Event will be also a closing activity where project activities and results will be disseminated through various channels - distribution of the brochure / booklet on Traditional meals, prepared under project activity 8; demonstration of the virtual enterprises, etc.. Students from both universities and their professors will be given the opportunity to express their opinions, comments and recommendation on the project.</p>		
11			
12			

13			
14			
15			

3.6. Duration and action plan:

Activities	Duration of activities (trimesters)							
	1st	2nd	3rd	4th	5th	6th	7th	8th
Overall project management	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Establishment of a Center for education in gastronomy and nutrition	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Establishment of a Center for education in business management and logistics	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Research activity on 'Traditional meals' in cross-border region on the side of FYROM.	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Research activity on 'Traditional meals' in cross-border region on the Bulgarian side.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5-day practical workshop in the area of gastronomy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5-day practical workshop in the area of business management and logisitc	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Preparation of a brochure/booklet on Traditional meals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Carrying out of a two-day Open Air Event	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Carrying out of a two-day Final Event	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.1. Expected outputs

Please specify to which of the programme output indicators the project contributes:

Priority axis	Measures	Objectively verifiable indicators of achievement	Quant
1. Economic Development and Social Cohesion	1.1. Economic development	· Business and educational linkages created	
		· Communities & institutions participating in knowledge economy	
		· Awareness campaigns of the benefits of ICT and new media	
		· ICT trainings	
		· Access to and usage of new technology	
		· SMEs involved/addressed in CBC projects	
		· Institutions / bodies benefiting of programme activities	
		· New jobs created	
	1.2. Social Cohesion	· Joint cooperation projects on development of skills and knowledge	2
		· Training places created	2
		· Management and job-related training courses	4
		· People participating in training	20
		· People with enhanced skills	20
		· Business to education linkages	6
		· People from vulnerable groups trained	
1.3. Project preparation	· Scientific exchange and transfer of know-how	4	
	· Networking structures created/developed	1	
	· Joint plans for cooperation in sphere of human resources	1	
	· Feasibility studies		

2.Improvement the Quality of Life	2.1. Utilisation of eco resources	· Preliminary and detailed design works	
		· Project environmental assessments	
	2.1. Utilisation of eco resources	· Number of joint environmental friendly projects	
		· Joint Eco-itineraries created/ developed	
		· Joint tourist services created/ developed	
		· Partnerships for cases of natural disasters established	
		· Joint environmental management plans	
		· Permanent networks for environmental protection and reasonable	
	2.2. Utilisation of cultural resources	· Environmental awareness campaigns	
		· Number of projects concerning common cultural heritage	
		· Tourist destinations created/ developed	
		· Tourist services created/ developed	
		· Surrounding area of cultural spots improved	
		· Joint cultural events carried out	
· Events popularizing intangible cultural heritage and traditions			
· Awareness campaigns			

Project Specific outputs

Fill in if any additional project specific outputs are applicable

Virtual enterprises in the fields of tourism, nutrition and gastronomy	7

4.2. Expected results

Please specify the project's contribution to the programme result indicators. Please provide justification:

Priority axis	Measures	Objectively verifiable indicators of achievement	Quantity	Justification
1. Economic Development and Social Cohesion	1.1. Economic development	· Joint information services established		
		· Increased cross-border movement of people and exchange of goods and services in the region		

	1.2. Social Cohesion	· New Social Economic enterprises created		
		· Improved environment for development of relationships across the border	120	List of participants of two practical workshops, the Open Air Event and Final Event
	1.3. Project preparation	· Projects actually applied		
2. Improvement the Quality of Life	2.1. Utilisation of eco resources	· Decreased pollution in the region		
		· Awareness-raising on environmental protection		
	2.2. Utilisation of cultural resources	· Increased attractiveness of the region based on preservation of natural resources and cultural heritage		
		· Increased common cultural capital		

Project specific results

Add if any additional outputs are expected

Practical training programme	1	Developed practical training programme in gastronomy and business management

4.3. Multiplier effect

Describe the possibilities for replication and extension of the action outcomes (maximum 1200 characters).

Once the two centers for education are established, they will serve as modern halls for delivering trainings, workshops, seminars and different forms of know-how transfer. Both GDU and AUBG have adopted formal and informal approaches to education, including organizing summer schools, practical exercises, simulations, etc. as a part of their regular curriculum. The two centers will ensure the material base for multiple future actions in this direction. On the other hand, the lessons learnt and the good practices from the project implementation will contribute to better meeting the needs of students and young professionals in the field of practical education in food preparation and serving and business management. This will result in elaborating different training programmes in the sphere. As well as that, trainees from the workshop will have made new contacts with which they can develop their business ideas, exchange know-how and good practices.

4.4. Sustainability

Please describe if and how the project will continue after the EU financing will cease. Which activities will be continued? (maximum 1200 characters).

After the end of the project, the two established centers for education in business management and in gastronomy and nutrition will continue to be used for organizing trainings, seminars, workshops, etc. The foreseen equipment will ensure the necessary standards for delivering profound practical education in the field of food preparation and serving and business management and logistics in the catering, tourism and restaurant business. Both universities will consider the centers for carrying out practical exercises under the traditional formal courses they offer. Apart from that, the two centers will be used in any future activities under different mutual or separate projects. They can serve as summer camps, training facilities in the area of Botany, Organic Farming and Business Management and Logistics. As well as that, the formed virtual enterprises under the project might end up into real enterprises.

5. Project coherence with:

5.1. Other programmes/strategies

Where the action is part of a larger programme, please explain how it fits or is coordinated with this programme and specify the potential synergies with other initiatives, in particular from the EC (maxim 1000 characters)

The proposed activity is in-line with 2 of 4 strategic priorities listed in the National Strategic Reference Framework for Bulgaria 2007-2013, e.g. increasing quality of human capital with focus on employment and supporting balanced territorial development. As well as that, the project is in conformity with the following key objectives from the National Development Plan for FYROM 2009-2013: development of new and improving existing physical infrastructure; improved quality of education and training; creation of preconditions for better agricultural potential of the country. The action is in direct compliance with IPARD programs priority for FYROM, Axis I: Improvement of competetiveness through introduction of EU standards with investments of farm level, processing and marketing in the sectors of grapes, wine and fruit production as well as horticulture and food processing in milk production and dairy products.

5.2. Other projects

(maxim 1000 characters)

Since 2010 Faculty of Agriculture participates in TEMPUS Western Balkan Rural Extension Network project. The main goal is to improve education techniques to the formal and non-formal education. Appropriate methods and approaches from this project will be applied in the knowledge and experience transfer procedures. The Faculty of Tourism and Business Logistics participated in a TEMPUS program framework, whereas GDU was partner in the project 'Using local resources for micro regional development sustainable agribusiness and tourism in the southern Balkans project'. Visits to the colleges/universities were organized for higher education institutions from FYROM, Serbia, Albania and Kosovo in order to gain experience for latest in knowledge transfer methodology. In addition, AUBG has implemented three projects for human capacity building with Greek and Macedonian partners and is process of implementing another two territorial projects for education in entrepreneurship.

5.3. Horizontal themes

Please explain how your project is coherent with the following horizontal themes (maximum 500 characters for each field):

Equal Opportunities	The two established centers for education will be open to all the faculties, departments and students of the two universities, partners under this project. According to the Law of higher education, AUBG and GDU will respect each individual's right to equal chance for education regardless of their religious, gender or belief.
Environmental Impacts	The Center for education in gastronomy and nutrition in GDU will be located in dense oak forest managed by the PE Macedonian forests. It will be equipped by every mean of prevention of pollution. In support to this, its building permit was issued in respect to the environmental requirements for the region. The Center for education in business management and logistics in AUBG will be located in the center of the city. The organization does not foresee to use any hazardous materials and there is no danger for harming the city infrastructure or the nearby recreation areas.
Innovative Elements	The project envisages establishing of modernly equipped centers, which will ensure practical training to students and professionals in the entire process of running business in catering, tourism and nutrition. The two workshops aim to train participants in using kitchen appliances and business process management software, introduced in most modern enterprises.

6. Management of the project

6.1. General coordination and management including administrative and financial aspects

(maximum 2000 characters - 2 x 1000)

AUBG and GDU have been working in close cooperation on the project preparation in order to develop sound project proposal. Having the experience in being a Lead partner AUBG takes the leadership again. It will be responsible for the overall project implementation, including activity planning, budget management, communication with partners and facilitation of communication between partners. AUBG is responsible for the overall decision-making with the involvement and opinion-sharing of GDU as a partner. This will ensure the effective management and communication between participating institutions. The main roles and responsibilities have been preliminary distributed between partners according to the individual expertise and competences. AUBG will supervise and monitor the project implementation through requesting regular feedback and evaluation from GDU and the involved stakeholders. Activities have been allocated

between partners in the process of project development based on the expertise of each organisation, who will have the full responsibility over the timely and quality implementation of the activities.

In addition, during the first partner meeting a clear action planning will be prepared and followed in the period of implementation of the project. The e-mail communication will be widely used to provide updates, but also to make decisions on the project.

The key management activities under the proposed project cover the preparation of the project proposal, organization of the kick-off meeting and 4 other project meetings of the team. The project team will be producing minutes from the meetings and will prepare project progress and final reports. Analyses reports on the project progress will be elaborated and analyses reports on the feedback of the participants in the training and conference activities will be prepared.

6.2. Team proposed for project implementation (by function, no need of names)

Please provide in attachment CVs for every position (maximum 500 characters)

Position	Brief description of responsibilities	No	Project Partner/s
Project Manager	The Project Manager at AUBG will be responsible for the overall project management and implementation of the project. The Project Manager will ensure the duly implementation of all activities, the effective communication among partners and donor, and the constant feedback from all stakeholders. The Project Manager is responsible for the administrative and financial management of the	1	AUBG
Project Coordinator	The Project Coordinator will coordinate the implementation of the activities on GDU side. The Project Coordinator will prepare analysis reports, documents and other necessary reports and will communicate constantly with the other partner. The Project Coordinator will secure the smooth project implementation though performing administrative and technical duties.	1	GDU
Project Assitant	The Project Assistants will make sure that every activity has proper documenation and will prepare monthly reports. They will be responsible for the organization of the practical workshops and the project events. They will ensure logistic support.	2	GDU & AUBG
Accountant	The Accountants will be responsible to keep the project accountancy in compliance with the international and national accountancy standarts and the programme requirements. They will be preprepare all sorts of financial reports.	2	GDU & AUBG

7. Information and publicity

(maximum 1000 characters)

The integrated approach applied will involve a Communication and Dissemination Plan to be elaborated and include aims, target groups, content of information and publicity measures, presenting the Community assistance at regional and local level; who will be responsible from the project partners and how the information and publication measures will be evaluated in terms of visibility and awareness of the programme: promotion in regional radio and TV stations. Furthermore, before every workshop and event, information about them will be published on the web site of the both universities so as the interested parties can become aware of opportunity for career development. In front of the Center for education in gastronomy and nutrition an information plate will be erected, specifying the project funder, the project partners, the project goals and the duration. By the end of the project a three-lingual brochure / booklet will be printed and e-version will be uploaded on unversities web-pages. It will be distributed to the Open Air Event and the Final Event, where wider audience will be invited.

TABLE 1 - TOTAL BUDGET PER PROJECT PARTNERS

ACRONYM:	Center for Education
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PROJECT PARTNERS	Institution	Total financial contribution (sum of EU and national co-financing) in EUR
PP1 LP	American University in Bulgaria	119.853,70
PP2	Goce Delchev University	179.883,17
PP3		0,00
PP4		0,00
PP5		0,00
Total		299.736,87