

Application Form IPA CROSS-BORDER COOPERATION PROGRAMME PART II



PROJECT IDENTIFICATION

1.1. Project Title Full Name: Joint Implementation of Innovative Tools for New Generation Entrepreneurs and Profesionalist Developmen Acronym JINGER Priority Axis 1: Economic Development and Social Cohesion Area of Intervention 1.1 Economic Development Type of measure Soft Duration in months

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	✓
Joint Implementation	V
Joint Staffing	V
Joint Financing	✓

1.3 Cross-border impact of the project

(maximum 1200 characters):

The list of the direct and immediate effects includes: Enhanced cross-border cooperation among the cross-border area; Created favorable business environment for entrepreneurs and business organizations and networking; Further promotion of the entrepreneurship on local and regional level; Enhanced environment and culture for entrepreneurship to expand; Enhanced increase in employment; Enhanced market integration, leading to an decrease in disparities in the cross-border area within development of the economies in the region and the improvement in their economic environments; Continuous renewal of the region in the form of ongoing changes to its physical and perceived territory, buildings and milieu, as well as values and lifestyles of people and social network in the region. Joint Dev.-The project is based on analysis of economic development of the area, identified needs and constraints. Joint Impl.-Activities are structured complementarily in each side of the border. Joint Staffing-The project has a joint project team. Joint Fin.-The LP is responsible for administrating and distributing funding to partners and reporting. Each partner is responsible for the expenses management.

2. Financial information - Project budget (EUR)

2.1. Sources of financing (EUR)

	Amount	% of eligible
Total Value, of which	97.296,71	100,00%
EU funding	82.702,18	85,00%
National Co-financing, of which	14.594,53	15,00%

State Budgets Contribution	14.594,53	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	24.278,40	0,00	24.278,40	25%
Travel and accommodation	3.124,20	0,00	3.124,20	3%
Meetings, events etc.	6.320,00	0,00	6.320,00	6%
Information and publicity	26.225,83	0,00	26.225,83	27%
External expertise	22.710,00	0,00	22.710,00	23%
Investments	3.775,00	0,00	3.775,00	4%
Others	6.742,12	0,00	6.742,12	7%
Subtotal	93.175,55	0,00	93.175,55	96%
Eligible VAT	4.121,16	0,00	4.121,16	4%
TOTAL	97.296,71	0,00	97.296,71	

3. Project description

3.1. Consistency with programme strategy

Programme objective(s)	The overall objective of the project is to promote and encourage entrepreneurship for
(maximum 1000 symbols)	sustainable economic growth in the cross-border area. The project objectives and
(activities cover the overall strategic goal of the programme "Sustainable development
	in the cross-border region in support of wider European Cooperation and Integration
	Efforts" in the part that Sustainable development couldn't be achieved without
	sustainable economic growth. Taking into account the advantages and disadvantages
	of the region identified in the regional plans for development project partners focus the
	activities on trainings development, know-how transfer and networking. Moreover the
	project is in complete compatibility with the objectives of the Priority Axis 1 and plans
	actions to encourage entrepreneurship and business networking.

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)

1/ To promote social inclusion through effective integration into the labor market and developing economic independence; 2/To promote entrepreneurship through the means of continuing training, learning by experience and use of ICT;3/. To improve the links between SMEs in the cross border region through development of guiding materials for investments in the cross-border area; 4. To encourage economic independence of beginning entrepreneurs for raising the standard of living.

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)

Problems:1/High level of unemployment;2/Lack of entrepreneurship-friendly environment;3/Gap between education and business needs. The main need of the CBR in the framework of the program is to foster the sustainable economic growth to evolve the region as an economically strong region with high standard of living and to strengthen cross border cohesion between EU country and non-EU country. Needs:1/working places and self-employment opportunities;2/improvement of the education. In BG every 4 of 10 young people under 29 are unemployed and 10% of them are with university degree. In Dist. of Kyustendil the % of unemployment in 2012 is 16.2% and the tendency for young people is to migrate to bigger cities and foreign countries. According to EUROSTAT the share of self-employed youths aged 15-24 in BG is 3.4%/GR-7.8%, ROM/11.3%/. In the Southeast Region (MK) unemployment is 9,3% (decreased since 2010) which is mark for good opportunities of the region. Weaknesses:1/Still high rate of unemployment;2/Low level of local entrepreneurial initiative;3/Lack of mutual market knowledge on the EU trade rules. Strengths:1/Similar market characteristics;2/Opportunity for access to the EU market for MK.

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

The purpose and activities of this project aim to overcome the problems identified after analyzing the social and economic environment, review of strategic issues and research among the target groups in the border region by strengthening cooperation between important actors. The project team builds 3 main directions of intervention: 1/Creates opportunity to bring in the theory into practice and start own businesses 2/The project creates instruments for developing strong connections for business cooperation – business missions, marketplace;3/Uses ICT tools(interactive online platform for training) to overcome the lack of time and opportunity for education. Using the motivation for change of the target group together with the capacity and professional experience of the project team the un-pointed weaknesses could be overcome with the following approaches defined in the project implementation.

strategy:1/Transfer of know-how;2/On-spot research to define the needs, weaknesses, strengths and opportunities of the region;3/Mentoring tools 4/Networking 5/b2b events;6/ICT tools; 7/Developed internal rules for communication, monitoring and reporting and will establish Joint Managing Committee.			

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

[&]quot;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	Unemployed from the cross-border regions	100
	Students - registered in universities in Bulgaria and Macedonia regardless of the area of their education	100
	College graduates - Recently graduated from high school youths, students and candidate students	100

[&]quot;Target groups" are the groups/entities who will be positively affected by the project

[&]quot;Direct beneficiaries" are those directly involved in the project implementation

Direct beneficiaries	Unemployed - unemployed people from the cross border area with secondary and higher education orientated in entrepreneurship and business ideas	20
	Students and college graduates with business ideas - Students from universities in Bulgaria and Macedonia regardless of the area of their education but with business ideas	20
	Disoriented young people - Young people from the cross border area that can not recognize and address the difficulties of "school-to-work-transition"	
Final beneficiaries	Companies which will "do business" with trained youths	10
	Local community - Local people in the places of the future businesses who could be hired and directly benefit from the business of the entrepreneurs. They will get some new services.	100

3.5. Project activities, description and methods of implementation (Maximum of 1000 chars for Descriptuion and methodology)

No.	Brief description of activities	Location (NUTS III)	Responsible Partner	
1	Kick-off meeting	South East, Macedonia	Association INVENTIVNOST - Radovis	
	Joint 2-days meeting for reviewing the project plan and ensuring prompt realization of the planed activities. The aims of meeting are to: 1/To establish Joint Managing Committee; 2/To develop internal rules for communication, monitoring and reporting. During the event the project team will synchronized and organize the future actions and the schedule; 3/Know-how and best practices transfer between the partners;developing of methodology for motivating of the representatives of the target groups Needed resources: – human resources /project team - 5; daily allowances, travel and accommodation - for 3 Bulgarian team members.			
2	On spot research	District of Kyustendil; District of Blagoevgrad; South East, Macedonia	Kauzi Foundation - branch Dupnitsa	
The aim of the research is to identify:the current economic and employment situation in the cross border analysis; business needs and expectation; local community needs and the influence of the state and mur administration on the opportunities for doing business. The research includes the following stages: 1/deve Methodology; 2/ Impelemntation (PP1, PP2, and PP2) - interviews with the stakeholders—unemployed, companies, state and local administrative structures, local community; summarizing the results and prepared conclusions; 5/preparing the recommendations in Report. Needed resources:—external experts; translators - 100 pages /Methodology and Report/.				
3	Development of web-based trainig system	District of Kyustendil; District of Blagoevgrad; South Eas	Kauzi Foundation - branch Dupnitsa	
	The main aim of the activity is to create innovative and effective training tool for continuous education in the field of entrepreneurship and career beginners. Online based platform (Online Career Beginners and Start-ups Academy) be separated in 2 parts-Career Beginning and Entrepreneurship Capacity Building. Activity stages:1/Preparation, adaptation and translation of training materials and multimedia elements by 2 experts (career development and entrepreneurship);2/Technical development of the online platform-with opportunity for continuous improvement, adding materials and different levels of access-administrators, users and lecturers;3/Filling in the training materials and multimedia elements in the online platform;4/Aprobation of the materials and the system with selected representatives of the target groups;5/Pressconference for the web-based platform promotion. Needed resources:Technical and expert staff;Internet; translators; computers;hall.			
4	Career days in Blagoevgrad	District of Blagoevgrad	Foundation for cultural and intelectual development "Optimist"	

	The main aim of this activity is to present the employment opportunities in the cross border area. The 2-days event (for 50 participants - 20 from Macedonia; 20 from Blagoevgrad, 10 Gotze Delchev) in Bulgaria will be organised in Blagoevgrad because of the presence of two universities and higher schools in the city and the availability of unemloyed but highly motivated young people in the region. Agenda: 1st day: The need of long life learning to bridge the gap between education and business needs; The opportunities for additional education; opportunities for employment in Macedonia; 2nd - Best HR practices sharing; inspiration sessions; career centers presentations. Needed resources: coordinators and 3 lecturers; interpreters; equipped hall; USBs, laptop and multimedia, advertising materials.			
5	Career days in Stumitca	South East, Macedonia	Association INVENTIVNOST - Radovis	
	The main aim of this activity is to present the employment opportunities in the cross border area. The 2-days event (for 50 participants - 30 from, Macedonia and 20 from Bulgaria) in Macedonia will be organised in Strumitsa due to the closeness of university and higher schools in the region and the availability of unemloyed but highly motivated young people in the region. Agenda: 1st day: The need of long life learning to bridge the gap between education and business needs; The opportunities for additional education; opportunities for employment in Bulgaria; 2nd - Best HR practices sharing; inspiration sessions; career centers presentations. Needed resources: coordinators and 3 lecturers; equipped hall; USBs, laptop and multimedia, materials.			
6	Developing 2 trilingual Guides	District of Kyustendil; District of Blagoevgrad;	Association INVENTIVNOST -	
	South East, Macedonia Radovis The project foresees the preparation and printing of 2 trilingual (Bulgarian, Macedonian and English) Step by step Guides - How to enter the Bulgarian market and How to enter the Macedonian market to support the entrepreneurs from the cross border area to enter foreign markets. The circulation of 32-pages Guides is total 500.Authors of the guides will be experts with long experience in the field of law and international economic relations. The stages in the preparation are:1/forming a team of experts;2/Coordination of work schedules and deadlines; 3/ Editing and stylistic uniformity; 4/Support provided by prepress materials, photographs and diagrams; 5/Printing; 6/Testing on the target group.Resources:coordinator and experts – 2 authors-experts in law and international economic relations, translators			
7	b2b meeting in Strumica	South East, Macedonia	Association INVENTIVNOST - Radovis	
	The main aim of the 2-day meeting is to meet entrepreneurs and future entrepreneurs from Bulgaria (20 representatives of the target group - 10 from MK and 10 from BG) with partners of the other side of the border in the cross border area. The preparation includes: identification of the business needs of the participants with specific criteria; selection of the possible business partners. Agenda: 1st day – meetings with banks, industrial chamber, municipality representatives; 2nd day -meetings with future business partners. The event will simulate business-to-business /b2b/ networking among the entrepreneurs with the main aim to encourage entering the foreign market. Resources: project coordinators, 1 moderator/; interpreters; equipped hall with laptop, multimedia, sound systems and interpreting systems, office and promotional materials.			
8	b2b meeting in Gotze Delchev	District of Blagoevgrad;	Foundation for cultural and intelectual development "Optimist"	

	The main aim of the 2-day meeting is to meet entrepreneurs and future entrepreneurs from Macedonia -(20 representatives of the target group - 10 from MK and 10 from BG) with partners of the other side of the border in the cross border area. The preparation includes:identification of the business needs of the participants with specific criteria;selection of the possible business partners. Agenda: 1st day – meetings with banks, industrial chamber, municipality representatives; 2nd day -meetings with future business partners. The event will simulate business-to-business /b2b/ networking among the entrepreneurs with the main aim to encourage entering the foreign market.Resources:project coordinators, 1 moderator/;interpreters;equipped hall with laptop,multimedia,sound systems and interpreting systems,office and promotional materials.					
9	Public Awareness Campaign The project provides a broad campaign to promote its activities this purpose will be printed: 500 leaflets for the project; 60 post					
	Will be produced: 4 video and 4 radio clips; 3 press-conference materials will be complying with program requirements informa expert - 2; USBs, laptop and multimedia, advertising materials.	es - during the career days a tion and publicity.Resources	nd b2b meeting . All :coordinator and PR			
10	Project management	District of Kyustendil; District of Blagoevgrad; South East, Macedonia	Association INVENTIVNOST - Radovis			
	The project management includes:establishing Joint Steering C management, evaluation and monitoring during the project, mee and supplies, making the technical and financial reports; providin system. The main responsibility is of the Project Manager and responsible for the proper spending. Resources: members of the video camera; multimedia projector; 2 mobile phones, print, copy expenses, office materials.	Committee; approved manual sting deadlines, taking accoung certain documents based the coordinators. The financiate project team, 2 mobile com	with internal rules; current nt of results of operations on the internal control al experts of the team are nouters with Internet, digital			
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3.6. Duration ar				Durat:	on of	vitica /t-:	ooters)		
	Activities	1st	2nd	3rd	4th	vities (trim 5th	6th 7th	8th	
Kick-off meeting		✓							
		✓							

On spot research	✓		Ш			
Development of web-based trainig system	✓	✓				
Career days in Blagoevgrad			✓			
Career days in Stumitca			✓			
Developing 2 trilingual Guides		✓	✓			
b2b meeting in Strumica				V		
b2b meeting in Gotze Delchev				7		
Public Awareness Campaign	✓	√	√	√		
Project management	✓	✓	✓	√		

4.1. Expected outputsPlease specify to which of the programme output indicators the project contributes:

Priority axis	Measures	Objectively verifiable indicators of achievement	Quant
1. Economic	1.1. Economic development	Business and educational linkages created	5
Development		· Communities & institutions participating in knowledge economy	5
and Social Cohesion		· Awareness campaigns of the benefits of ICT and new media	1
0011001011		· ICT trainings	2
		Access to and usage of new technology	2
		SMEs involved/addressed in CBC projects	10
		· Institutions / bodies benefiting of programme activities	3
		· New jobs created	1
	1.2. Social Cohesion	· Joint cooperation projects on development of skills and	
		Training places created	
		Management and job-related training courses	
		· People participating in training	
		People with enhanced skills	
		· Business to education linkages	
		People from vulnerable groups trained	
		Scientific exchange and transfer of know-how	
		Networking structures created/developed	
		· Joint plans for cooperation in sphere of human resources	
	1.3. Project preparation	· Feasibility studies	

		Preliminary and detailed design works
		Project environmental assessments
2.Improvement	2.1. Utilisation of eco	Number of joint environmental friendly projects
the Quality of Life	resources	· 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
		Environmental awareness campaigns
	2.2. Utilisation of cultural	Number of projects concerning common cultural heritage
	resources	· 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

ICT based training tool	1

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		Online training system and 2 trilingual guides
		Increased cross-border movement of people and exchange of goods and services in the region	60 people	List of participants

		enterprises created	
		Improved environment for development of relationships across the border	
	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 specif	fic results nal outputs are expected		

New Social Economic

4.3. Multiplier effect

1.2. Social Cohesion

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

The online training system will accessible after the end of the project and could be used by other beneficiaries and the developed tools
will be implemented in other projects and activities of the project partners. The built expertise in the project team members and
experts will be implemented in other projects. This will multiply the number of trained people after the end of the project. The 2
trilingual guides will be published on the Internet based Academy of the project and will be accessible for everyone who is interested in
entering the foreign market or start business in the cross border area. The Internet based Academy with all the materials will exist
after the end of the project and accessible for all stakeholders.
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).

In the framework of "Europe 2020" Strategy the project supports the intelligent, sustainable and inclusive development. With the project activities will be created new working places and entrepreneurship and self-employment friendly environment in the cross border area. Developed skills in the target groups, experts and team members will be implemented in their activities. One of the main results of the project is to build a lasting partnership between the project partners. It could be used for developing and implementation of other projects in the same area and that will ensure the sustainability of the project. Networks and connections between other target groups is also sustainable result.

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)

One of the main targets of the "Europe 2020" Strategy is "75% of the 20-64 year-olds to be employed". The strategy encourages and the use of ICT as a tool for economic growth. In line with "Europe 2020", the European Employment Strategy seeks to create more and better jobs throughout the EU. The European Entrepreneurship and Innovation Programme (EIP) seeks to support innovation SMEs in the EU with focus on access to finance, building a network and supporting innovation. This project proposal is in full compliance with the Bulgarian National Strategy the first priority is "Promotion of economic activity and career development of young people".

5.2. Other projects

(maxim 1000 characters)

The activities of Kauzi foundation team are focused in 2 main directions:1/General public services for youth/The partner manages Youth Informational and Advisory Center–part of national network of 34 centers. The center provides free services in the field of access to information for starting job, career development, social integration etc.2/Fostering youth entrepreneurship.For 3 years till now Kauzi developed and implemented Mentoring methodology and is a main organizer of Youth Entrepreneurship Marketplace-yearly national-wide event where the youths present their own products and services and SMEs explore new partnerships and markets.Additionally the project adds value to other (Y-CEENATRA) cross-border project of the partner.

5.3. Horizontal themes

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

Equal Opportunities	Within this project, all activities will respect and promote equal opportunities alongside with EU, including Macedonia and Bulgaria. Project's activities are equally addressed to men and women from Macedonia and Bulgaria. The methodology of trainings and consulting is designed with special module on social integration. All materials and project's results will be translated into Macedonian, Bulgarian and English for larger dissemination and ensuring participation of large number of beneficiaries. The online system gives access of people with disabilities to entrepreneurshi training program.
Environmental Impacts	Kauzi is one of the pioneers in corporative social responsibility in BG. The project team has experience in consulting SMEs in sustainability and environmental issues. Increasing the culture of entrepreneurs in CSR direction is a prerequisite for active action on the environment. Most of the documents wouldn't be printed and the others will be on recycled paper. The electronic supplies will be with low CO2 emissions.
Innovative Elements	Methodology developed by the partners to provide advice and training for young entrepreneurs and young people relies on innovative methods such as online service, proactive training methods; strong emphasis on training in a virtual environment and the use of information technologies; youths will be trained in "Enterprise 2020" Strategy for smart, sustainable and inclusive economy; will be used the approaches of virtual training companies.

6. Management of the project

6.1. General coordination and management including administrative and financial aspects (maximum 2000 characters - 2 x 1000)

For successful project management will be established an internal control system of rules for communication and sharing of duties and responsibilities of all team members. The primary responsibility of the project manager is to monitor the proper implementation of activities. The team includes 1 financially responsible person to directly subordinate to the Project Manager. Coordinators from every partner will coordinate the activities; will support the manager in reporting; will be responsible for organizing events; for the collection, summarizing the presentation of the appropriate type of information brochures and other printed materials and also are directly subordinate to the Project Manager. According to program requirements, the Lead partner will receive the financing from the Managing Authority and will distribute it among the other partners.

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

Position	Brief description of responsibilities	Nº	Project Partner/s
Project manager	Responsible for overall project management; controls the process of implementation of project activities; realizes monitoring and control of project activities and subcontracting; conclusion of contracts, signing official documents; controls the preparation of technical and financial report on the project; timely informs stakeholders for the implementation of activities; monitors the publicity of	1	PP2
Financial Manager	Responsible for the timely and accurate financial reporting and payment of the project, transfer of sums due, made cash payments, prepare financial statements, maintain financial records.	1	PP1
Project Coordinator	Responsible for coordination between the project partners and a team of experts, liaison with target groups, coordinate the implementation of project activities, technical preparation of documents for project preparation and organization of discussion forums, keeping records of the project.	3	PP1, PP2, PP3

7. Information and publicity

(maximum 1000 characters)

The project team considers information and public activities as extremely important for the successful implementation of the project	ject.
The communication strategy that is a part of the whole strategy for project implementation is designed to reach targeted activitie	-
Activities and project results will be widely promoted. The partners have developed a network of contacts with electronic and pri	
media. The following channels will be used: Conduct of press conferences; Media campaign - interviews of participants, reports,	, news,
radio and TV spots; Public institutions (by announcing messages, outdoor posters and leaflets); Internet - by maintaining the we	bsite
of the foundation and the site of the project, social networks; Printed materials with a programme logo; Updated web based platt	form
with current information; Public events. Project partners will comply with all requirements for information and publicity of the	
Programme and will announce the EU contribution for the project implementation.	