



**2007CB16IPO007-2012-2-21**

**Project title**

Business has no borders  
- BNB

**Axis**

Priority axis 1: Economic Development and Social Cohesion

**Area of intervention**

1.1 Economic Development

**Lead Partner**

Bulgarian Management Association - Blagoevgrad

**Partner 2**

RCC Spectar – Kriva Palanka

**Partner 3**

Stratos Foundation - Simitli

**Duration**

12 months

**Total budget**

94 273,49 EUR

**Project description**

The project is addressed to integrated research, analysis and preparation of a strategy for integrated cross-border economic development. It is designed to help local authorities, NGOs supporting businesses, investors and finance providers to adjust their policies and plans to meet the needs of entrepreneurs and small businesses in the area. Two study visits in Bulgaria and Macedonia and conference on entrepreneurship and business opportunities had helped to be established a number of cross-border partnerships, exchange information on business opportunities, best practices and know-how among entrepreneurs, small and medium enterprises and farmers from both sides of the border. The involvement of local authorities, investors and business support NGOs in the conference, give opportunities to be in database and use the data from the website, contributed to the overall improvement of the local business climate for entrepreneurship development and small and medium enterprises.

**Result**

- Prepared analyses of the current economic situation in the District of Kyustendil and the Macedonian North-East Region.
- Prepared strategies for integrated cross-border economic development for the District of Kyustendil and the North-East Region.
- 20 entrepreneurs, representatives of SMEs and farmers exchanged experience in Bulgaria and Macedonia.
- 40 persons participated at the conference on entrepreneurship and business opportunities in Kyustendil.
- Web portal and database developed to assist entrepreneurs, SMEs and potential investors in both regions.
- A set of consulting materials was prepared and the most important information was translated into Macedonian and English.



IPA Cross-Border Programme





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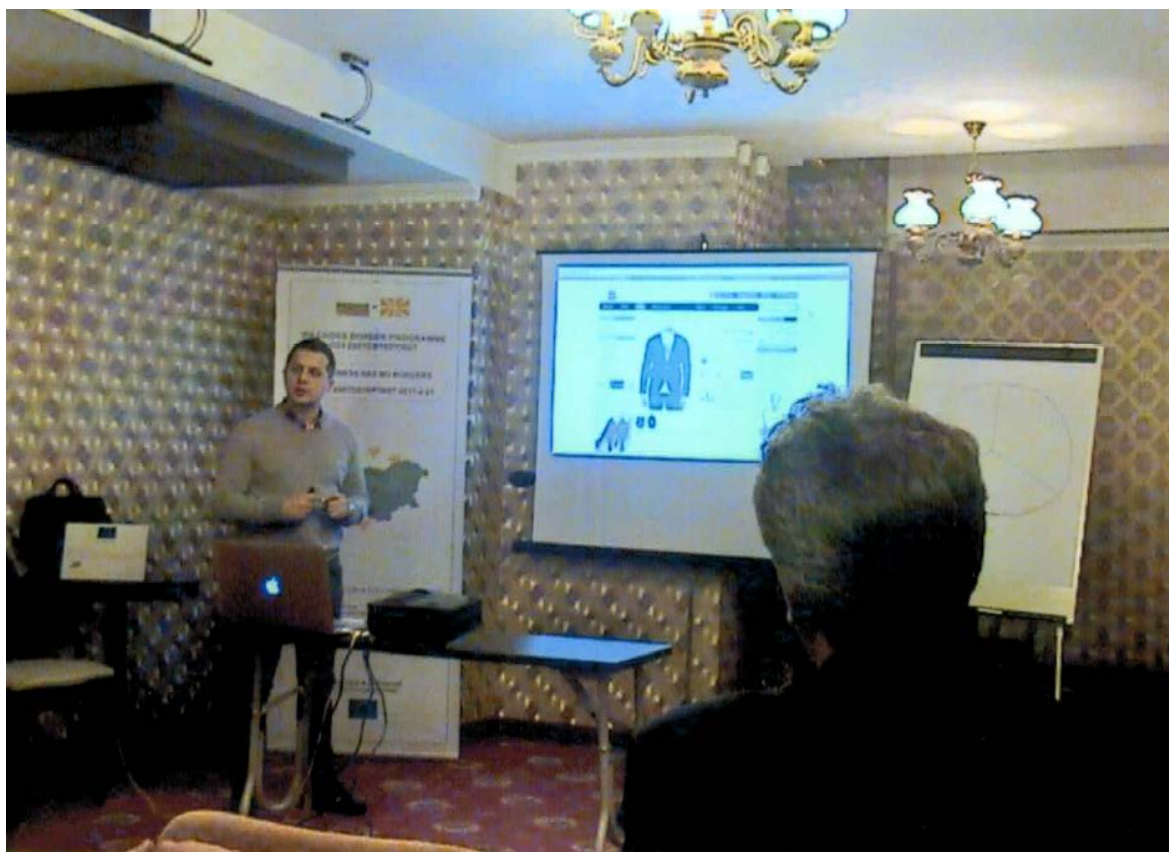
- Project promotion and publicity – 2 000 brochures, four plates, two boards, 4 newspaper releases and 4 regional radio announcements.
- As a result of project activities four new jobs due to the increased cross-border cooperation were created: two unemployed persons were hired by Mitovski Holding because of the increased customers coming from Bulgaria; one unemployed person was hired by TP Oblache Komerz because of the increased customer volume due to the contacts with Bulgarian businesses provided by the project. One Macedonian person made a cooperation contract with a Bulgarian representative of LR Health and Beauty Ltd. And started distribution of the respective products;.
- On the site were registered over 400 visits and over 120 downloads of loaded documents.

The project has been successfully accomplished in July 2013.



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Presentation – Kriva Palanka





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Presentation - Kumanovo



Ala konfekcija - Kriva Palanka



Tehno-abraziv – Kratovo



Bosut – Rankovce