

LIST

of strategic documents elaborated with the assistance of the European Union, under Bulgaria-Macedonia IPA Cross-border Programme 2007-2013 *

| Project number | Project name | Project partners | Elaborated documents | Download link |
|-------------------------------|---|---|---|---|
| 1st Call for proposals | | | | |
| 2007CB16IPO007-2009-1-011 | Electronic challenge for modern education (ECME) | LP: Alliance for regional and civil initiatives (ARCI) – Blagoevgrad Branch, Republic of Bulgaria PP2: Citizen association HANDICAP PLUS-support group for people with disabilities, FYROM | 1. <i>Study on the level of professional qualification of the human resources in the area of tourism</i> <i>Elaborated by the LP</i> | http://www.trainyourself.org/bg/forproject.php |
| | | | 2. <i>Elaboration of training materials for e-learning module</i> <i>Elaborated by the LP</i> | http://trainyourself.org/bg/results.php |
| | | | 3. <i>Development of a web-platform and an e-learning module</i> <i>Elaborated by the LP</i> | www.trainyourself.org |
| 2007CB16IPO007-2009-1-013 | Promotion of rural and mountain hiking/bicycle tourism between Bulgaria and Macedonia | LP: NGO Woman's Organization - Stip; PP2: Chamber of Commerce and Industry - Blagoevgrad | <i>Study for Business opportunities for small-scale private investments in the field of rural and mountain hiking/bicycle tourism for the eastern region of the Republic of Macedonia</i> <i>Elaborated by NGO Woman's Organization - Stip</i> | http://www.freshair-ipa.eu/works_dinbusiness_MK.php |
| 2007CB16IPO007-2009-1-024 | Tourism without borders | LP: Municipality of Kyustendil PP2: Municipality of Stip PP3: Municipality of Kriva Palanka | <i>Marketing Strategy for Development of the Tourism in Kyustendil, Kriva Palanka and Shtip Municipalities</i> <i>Elaborated by the LP</i> | www.kustendil.bg |

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| 2007CB16IPO007-2009-1- 031 | Equal Opportunities for People with Intellectual Difficulties | LP: "Chance" Non-profit Association for Persons with Intellectual Disabilities,Razlog PP2: Association Regional Center for Persons with Intellectual Disabilities "Poraka Nasha", Kumanovo | <i>Strategy - "Common strategy for capacity building of human resources"</i> <i>Elaborated by "Chance" non-profit association for persons with intellectual disabilities;</i> <i>Analysis - "The social condition of the individuals with intellectual disability and the level of social services in Northeastern Region of Macedonia"</i> <i>Elaborated by "Poraka Nasha" - Kumanovo</i> | www.chance-bg.org www.eofpwd.com |
| 2007CB16IPO007-2009-1- 044 | Cultural Bridges for Sustainable Regional Development | LP: Institute for Orthodox Values and Cultural Development Foundation – Gotse Delcev PP2: Center for development and promotion “Promo Idea” - Strumica. | MARKETING STRATEGY FOR DEVELOPMENT OF THE CULTURAL AND RELIGIOUS TOURISM IN BLAGOEVGRAD AREA IN REPUBLIC OF BULGARIA AND SOUTH-EASTERN MACEDONIA <i>Elaborated by PP2</i> | http://www.ipa-cbc-007.eu/upload/docs/2015-04/Cultural_bridges_Marketing_Strategy_FINAL_3_44.pdf |
| 2007CB16IPO007-2009-1-052 | Encouragement of the social cohesion of the municipalities of Belica and Makedonska Kamenica | LP: Municipality of Belica PP2: Makedonska Kamenica | <i>Strategy for for creation and improvement of social services in the communities of Belitsa, Bulgaria and Makedonska Kamenica.</i> <i>Elaborated by Municipality of Belitsa</i> | www.belitsa.acstre.com |
| 2007CB16IPO007-2009-1-061 | Building cross-border cultural cooperation | LP: Municipality of Bansko PP2: Municipality of Vinica | JOINT PLAN FOR CULTURAL SITES MANAGEMENT WITHIN THE TERRITORY OF THE MUNICIPALITIES OF BANSKO AND VINITSA <i>Elaborated by: Municipality of Bansko - Contracting Authority; Performer - Center for Analyses and strategies LTD</i> | www.bansko.bg |

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| 2007CB16IPO007-2009-1-073 | The cross-border region Bulgaria - Macedonia- a good place for manufacturing of clothes – today and tomorrow | LP: Association Textile and Clothes Branch Organization, Kyustendil, Bulgaria PP2: Textile trade association - Textile cluster - Stip, Macedonia PP3: Chamber of Commerce and Industry of Kyustendil, Bulgaria | 1. <i>Strategy for increase at the quality and the labour productiveness</i> <i>Elaborated by PP3</i> 2. <i>Catalogue, consisting of information on the members of the two associations, the project, the programme, EU</i> <i>Elaborated by PP3</i> 3. <i>A brochure with good European practices in the area of the tailoring industry -</i> <i>Elaborated by PP3</i> | http://textile-bg.mk.org/index.php?option=com_content&view=article&id=94&Itemid=71 |
| 2007CB16IPO007-2009-1-080 | Wise utilization of eco resources on the mountains Golak and Vlaina | LP: Municipality of Delcevo; PP2: Municipality of Blagoevgrad | <i>Joint study for herb potentials on Golak and Vlaina and its sustainable usage</i> <i>Elaborated by Municipality of Blagoevgrad</i> <i>Handbook for herb collectors</i> <i>Elaborated by Municipality of Delcevo</i> | http://delcevo.gov.mk/images/ler/book_MKD_PECHAT_compressed.pdf ; http://delcevo.gov.mk/images/ler/Brosura_priracnik_01_08_2012_finalen.compressed.pdf |
| 2007CB16IPO007-2009-1-081 | Cross-border Educational Network for Children with Disabilities | LP: Centre for development of the east planning region - Stip; PP2: Municipality of Gotse Delchev | <i>Study for potentials and opportunities of different types of institutions whose job is to accept and take care of the PD in the Cross Border region.</i> <i>Elaborated by Centre for development of the east planning region - Stip</i> | http://www.sinet-bg.eu/macedonian.html |

2nd Call for proposals

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| <p>2007CB16IPO007-2011-2-004</p> | <p>Promoting and preserving the biodiversity of Maleshevska Mountain</p> | <p>LP: Association Business Information and Consulting Centre - Sandanski PP2: Centre for Development of the East planning region</p> | <p><i>Analysis and data collection (flora and fauna) of the cross-border Malashevska Mountain (in three languages - BG, MK and EN)</i></p> <p><i>Elaborated by: Fund for Wild Flora and Fauna - Blagoevgrad</i></p> | <p>http://maleshmountain.eu/index.php/en/%D0%B7%D0%B0-%D0%BF%D1%80%D0%BE%D0%B5%D0%BA%D1%82%D0%B0/%D0%BE%D1%81%D0%BD%D0%BE%D0%B2%D0%BD%D0%B8-%D0%BF%D1%80%D0%BE%D0%B4%D1%83%D0%BA%D1%82%D0%B8-%D0%B8-%D1%80%D0%B5%D0%B7%D1%83%D0%BB%D1%82%D0%B0%D1%82%D0%B8</p> |
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| 2007CB16IPO007-2011-2-010 | European Knowledge and Qualification Network in the Cross-Border Region Bulgaria – FYRoM | <p>LP: Social Integration and Mutual Aid Association</p> <p>PP2: Association Alpha Club To Survive</p> <p>PP3: Municipality of Gevgelija</p> | <p>1. <i>Study Report on the Learning Needs in the Target Cross-border Region and Cross-border Operation of VET Centres</i> Elaborated by the LP</p> <p>2. <i>Handbook with best practices (BG/MK)</i> Elaborated by the LP</p> <p>3. <i>Study and data collection (CBR BG) for the needs of the functioning of the EKQ Network</i> Elaborated by PP2</p> <p>3. <i>Code of Conduct (for EKQ NET)</i> Elaborated by PP2</p> <p>4. <i>Medium-term strategic plan for the development of EKQ NET in the cross-border region Bulgaria-Macedonia</i> Elaborated by PP3</p> <p>5. <i>Study and data collection (CBR MK) for the needs of the functioning of the Network</i> Elaborated by PP3</p> <p>6. <i>Elaboration of training programs</i> Elaborated by PP3</p> | <p>http://www.ekqnet.com/en/library#tab1</p> |
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| 2007CB16IPO007-2011-2-012 | Social cohesion through investments in Human resources | LP: Alliance for regional and civil initiatives (ARCI) – Blagoevgrad Branch, Republic of Bulgaria PP2: Foundation for small and medium enterprises development - Kumanovo, FYROM | <p>1. Methodology for identification of discouraged and inactive people. Curriculum for motivational training included. <i>Elaborated by the LP</i></p> <p>2. Methodology for identification of discouraged and inactive people. Conducting of motivational training. <i>Elaborated by PP2</i></p> <p>3. Need analysis in the Manufacturing sector and Good practices in human resources management. <i>Elaborated by the LP</i></p> <p>4. Conducting of vocational training in Bulgaria <i>Elaborated by the LP</i></p> <p>5. Conducting of vocational training in FYROM <i>Elaborated by PP2</i></p> | www.arci-ngo.org |
| 2007CB16IPO007-2011-2-021 | Business has no borders (BNB) | LP: Bulgarian Management Association - Blagoevgrad PP2: RCC Spectar - Kriva Palanka PP3: Stratos Foundation - Belitsa | <p>1. Consulting materials, 2013 <i>Elaborated by the LP</i></p> <p>2. Research and analysis of the economic characteristics of the Northeast Region <i>Elaborated by PP2</i></p> <p>3. Research and analysis of the economic characteristics of the District of Kyustendil; Strategy for integrated economic development of the cross-border region <i>Elaborated by PP3</i></p> | <p>http://cbbusiness.eu/bg/consulting_materials.html#article1</p> <p>http://cbbusiness.eu/pdf/AnalisisMK.pdf</p> <p>http://cbbusiness.eu/pdf/Analisis_StrategyBG.pdf</p> |
| 2007CB16IPO007-2011-2-029 | NetWESS/NETworking for Efficient and Sustainable Civil Society across the Border | LP: European Institute Foundation - branch Blagoevgrad PP2: Center for Intercultural Dialogue | Comparative cross-border research of the civil society sector <i>Elaborated by European Institute Foundation - branch Blagoevgrad with the contribution of the Center for Intercultural Dialogue</i> | http://www.europeaninstitute.bg/page.php?c=163&d=461&page=2 |

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| 2007CB16IPO007-2011-2-031 | All children learn together – Cross border network of inclusive schools | LP: Centre for development of the Third North - East Planning Region - Kumanovo; PP2: Municipality of Dupnica | <i>Study for opportunities of different types of institutions in social care of persons with disabilities (PD) in the Cross Border region. Elaborated by Municipality of Dupnica</i> | http://www.together.dupnitsa.bg/ |
| 2007CB16IPO007-2011-2-038 | The tourism-our common future from Struma to Bregalnica | LP: Municipality of Simitli PP2: Municipality Karbinici | <i>Program for development of tourism in the border region of Simitli and Karbintsi 2012-2016 Elaborated by Municipality Karbinici - Macedonia</i> | http://www.ipa-cbc-007.eu/upload/docs/2015-04/Program_for_development_of_tourism_in_the_border_region_of_Simitli_and_Karbintsi_2012_2016_Elaborated_by_Municipality_Karbinici_Macedoniaq.pdf |

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| 2007CB16IPO007-2012-3-042 | Leadership and Motivation – Vocation or Profession | LP: Foundation for small and medium enterprises development - Kumanovo, FYROM PP2: Alliance for regional and civil initiatives (ARCI) – Blagoevgrad Branch, Republic of Bulgaria | <p>1. <i>Analysis and Manual for incorporation of modern European strandards for Human resources management in the policy of SMEs in the cross-border region</i> Elaborated by PP2</p> <p>2. <i>Conducted specialised specialized training - training academy for managers and HR specialists in FYROM</i> Elaborated by the LP</p> <p>3. <i>Conducted specialised specialized training - training academy for managers and HR specialists in Bulgaria</i> Elaborated by PP2</p> <p>4. <i>Conducted Group trainings - internal corporate training for employees of companies in FYROM</i> Elaborated by the LP</p> <p>5. <i>Conducted Group trainings - internal corporate training for employees of companies in Bulgaria</i> Elaborated by PP2</p> | www.arci-ngo.org |
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| 2007CB16IPO007-2011-2-044 | Mapping of cultural heritage in the municipalities of Strumyani, Bulgaria and Karbinci, FYROM and stimulation of the development cultural tourism through integrated tourist products | LP: In focus Association PP2: Municipality of Karbinci | <p>1. <i>Management model for Early Christian Episcopal basilica in the "Gradishteto" area, Municipality of Strumyani, Republic of Bulgaria</i> Elaborated by the LP</p> <p>2. <i>Management model for Archaeological site BARGALA, Municipality of Karbinci, FYROM</i> Elaborated by the LP</p> <p>3. <i>Studied 52 sites, part of the historical, cultural and anthropogenic resources on the territories of the Strumyani (29) and Karbinci(23) municipalities. Prepared Final report (164 sheets with annexes) with findings and suggestions</i> Elaborated by the LP</p> <p>Prepared Final report with annexes (total 155 pages) Elaborated by PP2</p> <p>4. <i>Developed joint cross-border cultural tourism route "With time machine across Strumyani and Karbinci" with more than 20 historical and cultural sites in the two municipalities</i> Elaborated by the LP</p> | www.nafocus.eu |
| 2007CB16IPO007-2011-2-046 | Bike Lanes for Citizens and Visitors to Kyustendil and Kriva Palanka | LP: Municipality of Kyustendil PP2: Municipality of Kriva Palanka | <p>1. <i>Study for Environmental protection</i> Elaborated by the LP</p> <p>2. <i>Presentation - Good European Practices Regarding Cycling</i> Elaborated by PP2</p> <p>3. <i>Joint research study and data collection on natural resources protection</i> Elaborated by PP2</p> | http://krivapalanka.gov.mk/index.php?option=com_content&view=article&id=824&Itemid=1&lang=mk |

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| 2007CB16IPO007-2011-2-061 | Improvement quality and accessibility to natural attractions in Municipality of Belitsa and Municipality of Makedonska Kamenica | LP: Municipality of Makedonska Kamenica ; PP2: Municipality of Belica | <i>Joint tourist plan created for tourist promotion of natural values and resources of Municipality Makedonska Kamenica and Municipality Belitsa Elaborated by Municipality of Makedonska Kamenica</i> | http://makedonskakamenica.gov.mk/index.php/mk/the-news/319-ompleksot-lenec-pusten-vo-upotreba; http://makedonskakamenica.gov.mk/images/stories/articles/International/IPA/2nd_call/eleneec/finale/Zaednicki_plan_za_razvojnaturizmot.pdf |
| 2007CB16IPO007-2011-2-086 | Savouring Unique Nature - Bicycle-tourism in support of nature | LP: Association Center for Rural Development Bujrum; PP2: European Integration Agency - Branch Kyustendil; PP3: Association Business Information and Consulting Centre - Sandanski; PP4: "We the Women Movement" Asociacion | <i>Feasibility Study for hiking and biking establishing common biking routes, A common strategy for cooperation on environmental protection in cross-border region, joint marketing strategy for eco tourism Elaborated by "We the Women Movement" Asociacion</i> | http://sun-eu.com/Feasibility%20Study%20for%20hiking%20and%20biking.pdf; |
| 2007CB16IPO007-2011-2-101 | TRADIKOS/Traditional knowledge for sustainability - a cross-border network for utilization and protection of wild and cultivated plant diversity of East Macedonia and South-West Bulgaria | LP: Agricultural association Machinery ring - Probistip PP2: European Institute Foundation - branch Blagoevgrad | <i>1. Survey of local practices in using plant resources/ Elaborated by European Institute Foundation - branch Blagoevgrad and Agricultural Association Machinery Ring</i> | http://tradikos.europeaninstitute.bg/page.php?category=165&id=457 |
| | | | <i>2. Guide to local plant/ Elaborated by European Institute Foundation - branch Blagoevgrad</i> | http://tradikos.europeaninstitute.bg/page.php?category=165&id=458 |

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| | | | 3. Booklet with the most popular recipes/ Elaborated by European Institute Foundation - branch Blagoevgrad | http://tradikos.europeaninstitute.bg/page.php?category=168 |
| 2007CB16IPO007-2011-2-107 | Forms of cooperations among Craftsmen and SME's for joint participation in local cultural and economic events in Municipalities Kyustendil, Strumica and Kriva Palanka | LP: Foundation for Development of SME's - Strumica PP2: Regional Chamber of Skilled Crafts - Kyustendil PP3: Regional Development Agency - Kriva Palanka | 1. Assessment Study for competitiveness of Craftsmen and SME's of Kyustendil District and their opportunities for participation in large, organized events Elaborated by PP2 2. Report "Best Practices" Elaborated by PP2 | www.rzk.alte.bg |
| 2007CB16IPO007-2011-2-112 | Better life for children in cross border region | LP: Kinder garden Detelina, Gotse Delchev PP2: Municipality of Gotse Delchev PP3: OU Vanco Prke - Delcevo | Plan for environmental management Elaborated by the LP | www.gotse-delchev.bg |

3rd Call for proposals

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| 2007CB16IPO007-2012-3-010 | Integrated human resources development in the Bulgaria-Macedonia cross-border region | LP: Stratos foundation - Belitsa PP2: EGRI - Kriva Palanka | 1. Research on the human resources in the District of Blagoevgrad and District of Kyustendil Elaborated by the LP | http://www.stratosfund.org/ http://www.stratosfund.org/the_mes/shield/assets/pdf/Strategy_BG-MK.pdf |
| | | | 2. Strategy for integrated human resources development Elaborated by the LP | |
| 2007CB16IPO007-2012-3-011 | Entrepreneurs' Club | LP: Bulgarian Management Association - Blagoevgrad PP2: RCC Spectar - Kriva Palanka | 3. Research on the human resources in the Northeast and Southeast region Elaborated by PP2 | http://www.stratosfund.org/ |
| | | | 1. Training materials on entrepreneurship Elaborated by the LP | http://cbstartups.eu/ |
| | | | 2. Manual for entrepreneurs Elaborated by PP2 | http://cbstartups.eu/pdf/entrepreneurship_manual_en.pdf |

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| 2007CB16IPO007-2012-3-020 | Cross Border Centre for Human Resources Development | LP: Civil Initiative for Local Development Foundation, Kyustendil PP2: Assosiation Euro-vision, Strumica PP3: Association Development of Children and Youth in Dupnitsa | <ol style="list-style-type: none"> 1. <i>Programs: Operational management, Strategic management, Employment Elaborated by the LP</i> 2. <i>Program Cultural management Elaborated by PP2</i> 3. <i>Programs: Development of the teams, Personal development, Conflict management strategies Elaborated by PP3</i> | www.perspectives.mk/hr-perspectives.com |
| 2007CB16IPO007-2012-3-028 | E-learning and ICT in Support of Human Resource Development in the Cross-border Region | LP: Association Business Information and Consulting Centre - Sandanski PP2: Centre for Development and promotion "Promo Idea" | <p><i>Human resource development strategy in the field of tourism for the cross-border region of Sandanski and Strumitsa</i></p> <p><i>Elaborated by: Euro - vista Consulting - Strumitsa</i></p> | http://e-tourism-bg.mk.eu/upload/strategy-esupport.pdf |
| 2007CB16IPO007-2012-3-030 | Women entrepreneurship for sustainable economic development | LP: Chamber of Commerce and Industry of Kyustendil PP2: Fondation Euro center | <ol style="list-style-type: none"> 1. <i>Research study on women entrepreneurship-WE SEE with Comparative Analysis and Recommendations on the Bulgarian cross-border region - Elaborated by the LP</i> 2. <i>Guideline for "Marketing for SMEs" Elaborated by LP</i> 3. <i>Research study on women entrepreneurship-WE SEE with Comparative Analysis and Recommendations on the Macedonian cross-border region Elaborated by PP2</i> 4. <i>Guideline for "Management for SMEs" Elaborated by PP2</i> | http://www.project-wesee.org/index.php/bg/%D0%B7%D0%B0-%D0%BF%D1%80%D0%BE%D0%B5%D0%BA%D1%82%D0%B0/%D0%B5%D0%BB%D0%B5%D0%BA%D1%82%D1%80%D0%BE%D0%BD%D0%BD%D0%B8-%D0%BA%D0%BD%D0%B8%D0%B3%D0%B8 |

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| 2007CB16IPO007-2012-3-036 | E-Region: Development Opportunity | LP: Center for Intercultural Dialogue PP2: European Institute Foundation - branch Blagoevgrad | <p><i>The study offers analysis and overview of existing stakeholders in VET and E-Media, and will outcome short report that will outline project deliverables and outputs</i></p> <p><i>Elaborated by European Institute Foundation - branch Blagoevgrad</i></p> | http://www.europeaninstitute.bg/page.php?c=163&d=466&page=2 |
| 2007CB16IPO007-2012-3-040 | ROAD TO HERBS | LP: NGO "EVRO" Kyustendil PP2: NGO "Eko Slavishki" Rankovce | <ol style="list-style-type: none"> 1. <i>Research on the use of herbs and essential crops</i> <i>Elaborated by PP2</i> 2. <i>Program preparation for collection of "species of organic kind" and their cultivated growing</i> <i>Elaborated by PP2</i> 3. <i>Marketing strategy for entering on the regional market</i> <i>Elaborated by PP2</i> 4. <i>Manual for sustainable organic farming</i> <i>Elaborated by both PPs</i> | https://www.facebook.com/groups/661607067285691/?fref=ts |

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| 2007CB16IPO007-2012-3-050 | "We are giving hands for a better future" | LP: Regional Chamber of Skilled Crafts - Kyustendil PP2: Norges Vel Kriva Palanka | <p><i>1. Research of the European and national laws and politics for branding of crafts and business products</i> <i>Elaborated by the LP</i></p> <p><i>2. Curricula for training seminar for IT technologies</i> <i>Elaborated by the LP</i></p> <p><i>3. Report of the European and national laws and politics for branding of crafts and bussines products</i> <i>Elaborated by PP2</i></p> <p><i>4. Handbook of business - marketing</i> <i>Elaborated by PP2</i></p> <p><i>5. Curricula for training seminar for business - marketing</i> <i>Elaborated by PP2</i></p> | Facebook profile Rzk Kyustendil; http://rzk.alle.bg/доклади/ |
| 2007CB16IPO007-2012-3-086 | "TOWARDS THE FUTURE" - Study on the potential and utilization of renewable energy sources in the cross border region | LP: Centre for development of the South-East planning region PP2: Association of South Western Municipalities | <p><i>Study on the Potential and Utilization of Renewable energy sources in the cross-border region</i> <i>Elaborated by the LP</i></p> | www.aswm.net www.rds.mk/southeastregion |

*** Note:** These publications have been produced with the assistance of the European Union through IPA Cross-border Programme 2007-2013 CCI No 2007CB16IPO007. The contents of these publications are the sole responsibility of the beneficiaries listed above and can in no way be taken to reflect the views of the European Union or the Managing Authority of the Programme.