

## Cooperation Programme

Interreg V-A Greece-Bulgaria 2014-2020

“Market Changer”

“MarCh”

MIS Code: 5070788

Project Website: <http://marchproject.eu>

## Deliverable 1.5.3

7 CB Coordination Meetings



Regional Industrial Association – Kardzhali

The Project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



**Author: Trainer Consult Ltd**

**Kardzhali, 2023**

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**INTERREG V – A**  
**COOPERATION PROGRAMME GREECE – BULGARIA 2014-2020**

**Market Changer (MIS Code: 5070788)**  
**MarCh**

**AGENDA**

**COORDINATION MEETING**

**Wednesday, May 31, 2023 at 09:30 a.m.**

**Conference room, Paradise centre, 1-st floor**  
**Address: 9 “Pirin” str., 6600 Kardzhali, BG**

<b>TIME</b>	<b>SUBJECT</b>
<b>09.30 – 09.35</b>	<b>Welcome Speech by</b> Mr Aliosha Sinabov
<b>09.35 – 10.35</b>	<b>MarCh Project: State of Play</b> All Beneficiaries
<b>10.35 - 11.00</b>	<b>Financial Management</b> Ms. Tatiana Vasileiou, TRANSCOOP
<b>11.00 – 11.10</b>	<b>Coffee Break</b>
<b>11.10 – 12.00</b>	<b>Timetable and discussion on next steps</b> Mr. Sakis Karamoschos, TRANSCOOP
<b>12.00 – 13.00</b>	<b>Q&amp;A – Closing Remarks</b>

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report  
INTERREG V – A  
COOPERATION PROGRAMME GREECE – BULGARIA 2014-2020

**Market Changer (MIS Code: 5070788)**  
**MarCh**

**MINUTES OF MEETING**  
**2-nd COORDINATION MEETING**  
Wednesday, May 31, 2023 at 09:30 a.m.

Conference room, Paradise centre, 1-st floor  
Address: 9 "Pirin" str., 6600 Kardzhali, BG

On 31-st of May 2023 was held the second coordination meeting of the MarCh Project. It was attended by:

**LB - Agency For Transnational Training And Development.**

1. Mr Athanasios (Sakis) Karamoschos
2. Ms Soultana – Anastasia (Tatiana) Vasileiou

**PB2 –Center of Hellenic Commerce and Entrepreneurship Development**

3. Mr Christos Siromachos

**PB4 - Federation of Commerce and Entrepreneurship of Thrace**

5. Mr Antonis Frantzis

**PB5 Regional Industrial Association - Kardzhali**

Mr Aliosha Sinabov,  
Mr Vladimir Ivanov  
Mr Stoyan Dinev

**Record-keeper: Mr. Stoyan Dinev – PB5**

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The Chariman of PB5- Regional Industrial Association – Kardzhali – Mr Sinabov, opened the meeting and welcomed all the partners participating at the coordination meeting of MarCh Project.

### 1. MarCh Project: State of Play

All Beneficiaries presented the progress of their activities.

Additionally, Mr Georgi Gachev presented the results of BG Action 4.3 Digital Data Base for Branch Professionals and Action 4.4 Labor market digital platform, as a contractor of RIA-Kardzhali.

From the side of PB4 Mr. Frantzis presented the two digital platforms developed in Greece.

Technical details on the cooperation of the GR and BG platforms, as the translation of the documents in the partners' language, the automatic access to both platforms, the protection of the data of the users etc. were examined.

As next the issue of de minimis for the beneficiaries of the project activities was raised by Mr. Siromachos.

It was suggested, considering that the allocated EU support in the context of MarCh is very low, to examine with the JS to what extent it might be settled by a statement of the beneficiaries (enterprises, trainees etc.) that all, if any, EU financial support received by the resp. beneficiary within the last 3 years, including that of MarCh, lie below € 200.000.

LB should take care of the communication and accordingly inform the other PBs.

### 2. Financial Management

Ms. Tatiana Vasileiou, TRANSCOOP explained to all participants the need and the important value to prepare ASAP, for the financial management purpose:

- Payments and plans for reporting
- Updated STTP, with all dates of contracts and contracted amounts
- Time plan for ALL verifications for ALL beneficiaries

Following the above mentioned:

- The STPP is updated (attached document)
- The schedule for verifications is planned:

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LB - Agency for Transnational Training and Development		
Verification No	Amount	Date of Submission
1	38.887,63 €	Verified
2	25.208,70 €	30/6/2023
3	26.000,00 €	31/8/2023
4	60.000,00 €	31/10/2023
5	60.000,00 €	15/11/2023
6	31.588,00 €	30/11/2023
	<b>241.684,33 €</b>	

PB2 - Center of Hellenic Commerce and Entrepreneurship Development		
Verification No	Amount	Date of Submission
1	30.000,00 €	30/6/2023
2	7.000,00 €	31/7/2023
3	35.597,87 €	15/9/2023
	<b>72.597,87 €</b>	

PB4 - Federation of Commerce and Entrepreneurship of Thrace		
Verification No	Amount	Date of Submission
1	20.989,65 €	Verified
2	14.148,36 €	30/5/2023
3	26.678,09 €	17/7/2023
4	20.517,85 €	4/9/2023
5	38.874,85 €	31/10/2023
	<b>121.208,81 €</b>	

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PB5 - Regional Industrial Association – Kardzhali		
Verification No	Amount	Date of Submission
1	53.314,00 €	23/6/2023
2	78.354,00 €	15/9/2023
3	58.973,52 €	31/10/2023
	<b>190.641,52 €</b>	

### 3. Timetable and discussion on next steps

Mr. Sakis Karamoschos, TRANSCOOP – moderated planning of all CB common activities:

After a brief discussion, the draft Time plan for CB joined activities has been prepared, as follow:

1.3 CB Coordination meetings

- Kardzhali, 03-rd of October (9:00-12:00)
- Thessaloniki, August (jointly with 6.2)

2.4 Closing Conference:

- Kardzhali, 04-th of October (13:00-17:00)

5.5 Networking actions (plenary and B2B sessions):

- Alexandropolis and Komotini - (end of August and end of September)
- Kardzhali , 19-20 of September (from 13:00 1-st day till 12:30 2-nd day )
- Kardzhali, 03-04 of October (from 13:00 1-st day till 12:30 2-nd day )

6.2 Cross Border Lab on valorizing results and improving performance (1 lab Thessaloniki), end of August.

The overall timetable is finalized as follows:

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year		2021												2022												2023											
month		4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10					
Action 3.2	Elaborating Vision and Strategies with Local Stakeholders																																				
Action 3.3	Communicating Vision and Strategies to Local Communities																																				
Action 3.4	Semi Structured Research to Agri Food Businesses																																				
Action 3.5	Synthesis of Results and Definition on Intervention Axes																																				
<b>WP 4</b>	<b>Devising Business Support Structures' (BuSS) Infrastructure</b>																																				
Action 4.1	Action Plans for BuSSes																																				
Action 4.2	Operating BuSSes (Purchasing equipment+operational costs)																																				
Action 4.3	Digital Data Base for Branch Professionals																																				
Action 4.4	Labor market digital platform																																				
Action 4.5	Digital market place with business' assessment tool																																				

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#### 4. Q&A – Closing Remarks

At this session all participants share their opinion about the sustainability of the founded by MarCh project BuSSes and additional necessary actions in the scope of entrepreneur's support.

The meeting ended at 13: 15.

**On behalf of LB Agency For Transnational Training And Development**  
Mr Sakis Karamoschos

**On behalf of PB2 –Center of Hellenic Commerce and Entrepreneurship Development**  
Mr Christos Siromachos

**On behalf of PB4 - Federation of Commerce and Entrepreneurship of Thrace**  
Mr Antonis Frantzis

**On behalf of PB5 Regional Industrial Association - Kardzhali**  
Mr Aliosha Sinabov

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Signature:  
ΧΡΗΣΤΟΣ ΣΥΡΟΜΑΧΟΣ / CHRISTOS  
SYROMACHOS  
Father's name: ΔΗΜΗΤΡΙΟΣ / DIMITRIOS  
TIN: 061646039  
Date of signature: 16/06/2023 13:39:50

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Signature:  
ΑΝΤΩΝΙΟΣ ΦΡΑΝΤΖΗΣ / ANTONIOS FRANTZIS  
Father's name: ΝΙΚΟΛΑΟΣ / NIKOLAOS  
TIN: 033468880  
Date of signature: 19/06/2023 10:22:01

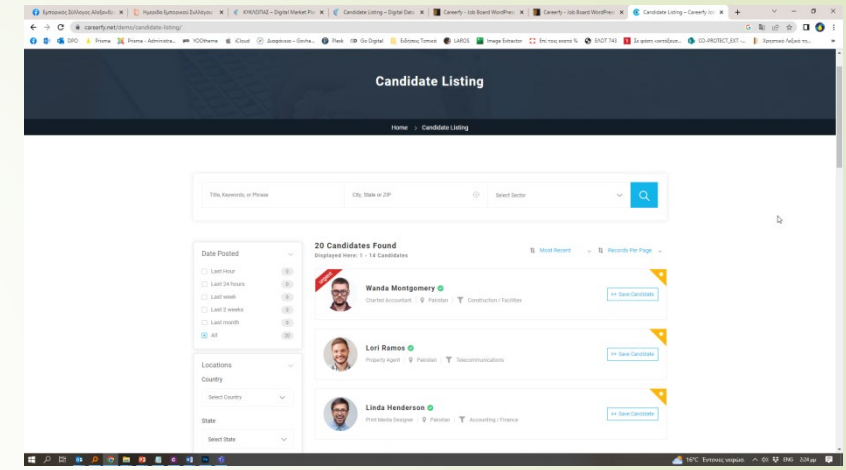
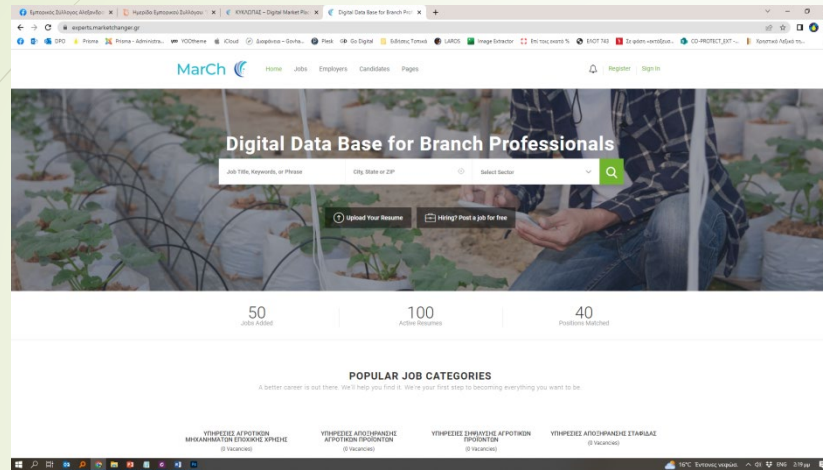
# Market Changer (MIS Code: 5070788) - MarCh

*Federation of Commerce and Entrepreneurship of Thrace  
Antonios Frantzis*

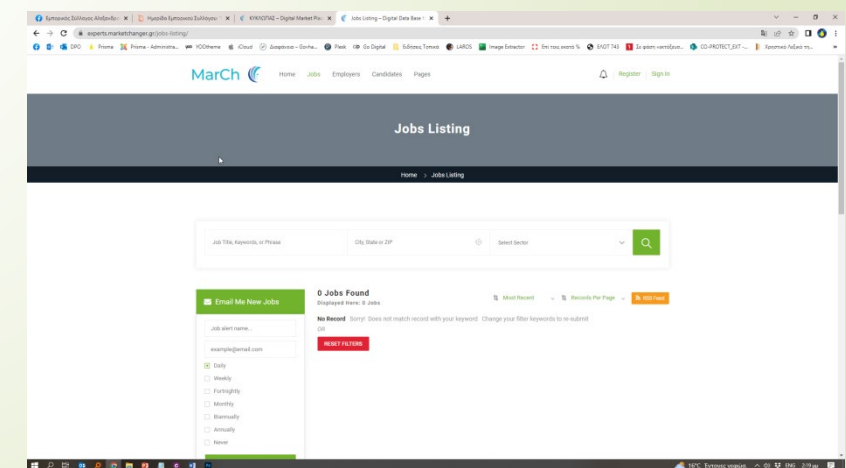
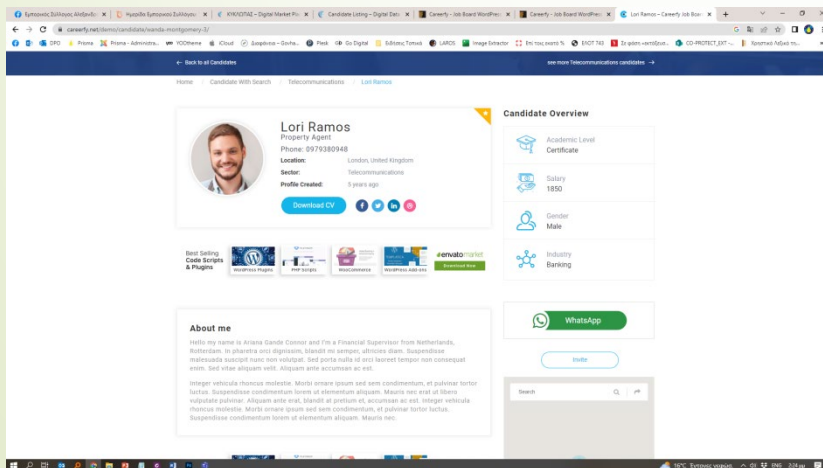
# Project Status (Federation of Commerce and Entrepreneurship of Thrace – PB4)

Deliverables / Actions	WorkPackage (WP)	Type	Status	Status
Equipment	4	Equipment	Contracted	<b>Finished</b>
Event Organization	1 / 2 / 3 / 5	External services	Contracted	On-going (4 out of 10 organized)
Digital Data Base for Branch Professionals	4	External services	Contracted	<b>Finished</b>
Digital market place	4	External services	Contracted	<b>Finished</b>
External services for rent for BuSSEs	4	External services	Contracted	On-going
External services for First Level Control	1	External services	Contracted	On-going
Project management	1	Staff	Contracted	On-going
Financial management	1	Staff	Contracted	On-going
Administrative actions	WP 1 / 2 / 3 / 4 / 5	Staff	Contracted	On-going
Action plan for BuSSEs	WP 3 / 4	Staff	Contracted	On-going
Other actions	WP 4	Staff	Contracted	On-going

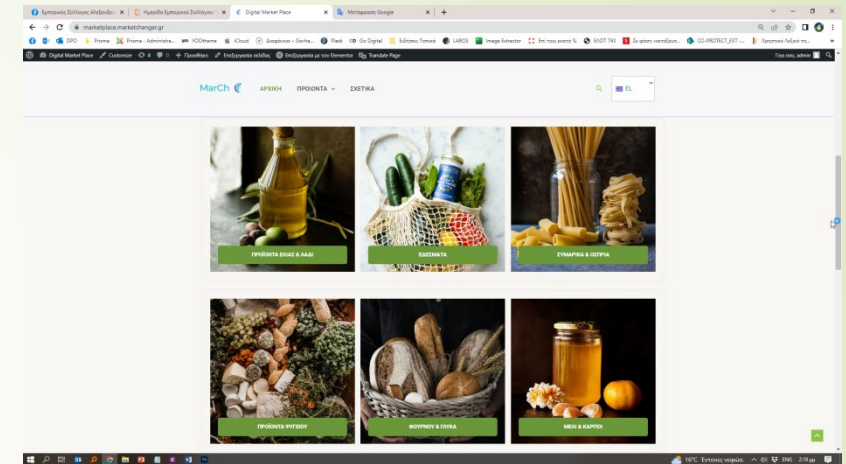
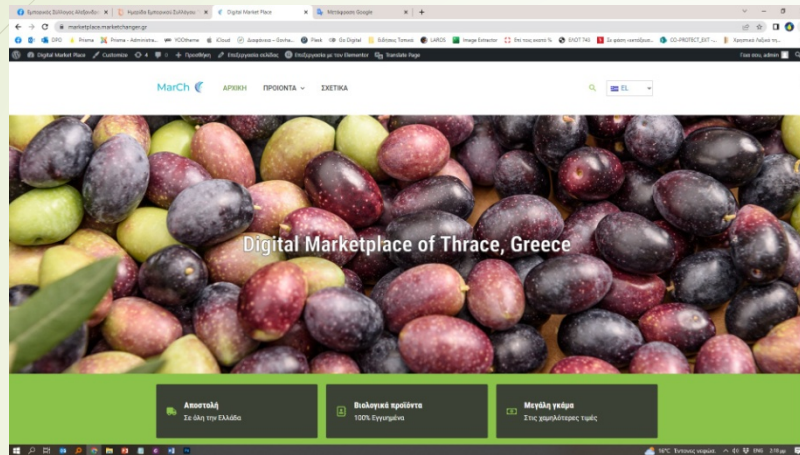
# Digital Data Base for Branch Professionals



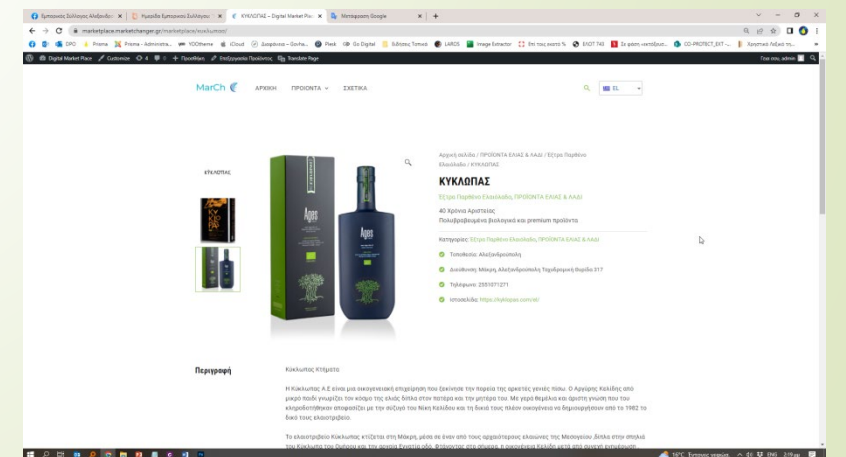
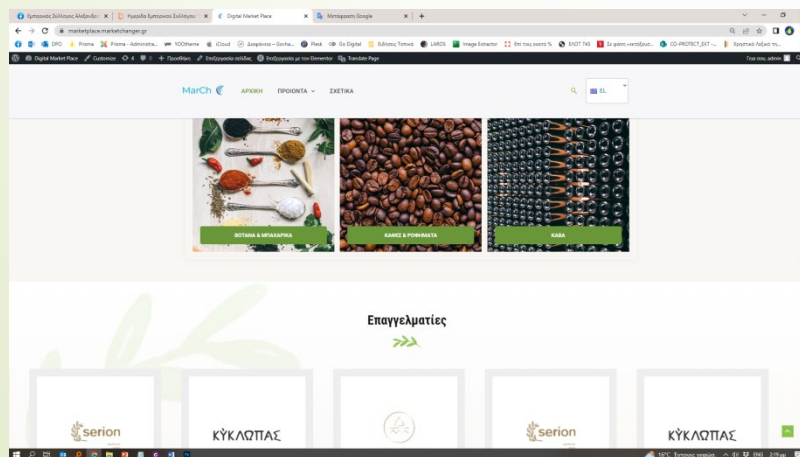
<https://experts.marketchanger.gr>



# Digital market place



<https://marketplace.marketchanger.gr>



# Event Organization

## ➤ Kick – off meeting:

➤ *Alexandroupoli*: 18 January 2023 / 52 attendants

## ➤ Local Awareness Raising Seminars:

➤ *Xanthi* : 13 February 2023

➤ *Komotini* : 20 February 2023

## ➤ Conference:

➤ *Alexandroupoli* : 3 April 2023





# Event Organization

- ▶ **Conferences to be implemented:**
  - ▶ Xanthi : 07 June 2023
  - ▶ Komotini: 19 June 2023
  - ▶ 2 Conferences for the networking actions will be implemented at the end of the project.



**THANK YOU FOR YOUR ATTENTION**



# Center Of Hellenic Commerce And Entrepreneurship Development Centre of Hellenic

The Center Of Hellenic Commerce And Entrepreneurship Development (KAELE) is the educational and development arm of ESEE(Hellenic Confederation of Commerce and Entrepreneurship representing SME at national and international level) . It is active in the fields of continuing vocational training, adult education, professional counseling for individuals, business consulting etc.

Since its establishment in 1995, it has implemented a number of activities and has actively linked its activities with the design, organization, implementation, management and evaluation of vocational training and adult education programs in the context of lifelong learning, with the aim of coverage of the needs related to the modernization and development of Greek entrepreneurship, with a special focus on the commercial enterprise.

# Deliverables for Market Change(MarCh)

#### Deliverable 4.2.4 «Labor market digital platform»

- A digital platform in GR and BG where businesses from both sides of the border can post job offers for job seekers .
- The objective is to increase movement of skilled labor between the two countries :
- businesses will have a bigger pool of skilled employees
  - Job seekers will have a bigger pool of business to find jobs and reduce unemployment.

## Deliverable 5.2.4

Seminars in Alexandroupolis ,Komotini and Ksanthi for 15 local businesses and start ups on each city

Seminars will cover topics on :

- Innovation
- Branding
- E-commerce
- Extroversion



Thank you!

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# Financial Management of “MarCh” Project

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2nd COORDINATION MEETING  
May 31, 2023



*Tatiana Vasileiou*

*Agency for Transnational Training and Development - TRANSCOOP*

# Paid out expenditures so far

Beneficiary	Total Approved Budget	Total paid out expenditures untill 30/04/2023	Forecast of Paid out expenditures untill 30/06/2023	Percentage % of paid out
LB - Agency for Transnational Training and Development	242.699,40 €	78.070,93 €	<b>92.835,00 €</b>	38,25%
PB2 - Center of Hellenic Commerce and Entrepreneurship Development	72.597,87 €	12.345,00 €	<b>44.586,00 €</b>	61,42%
PB4 - Federation of Commerce and Entrepreneurship of Thrace	122.264,60 €	59.935,50 €	<b>59.935,50 €</b>	49,02%
PB5 - Regional Industrial Association – Kardzhali	191.146,90 €	45.242,74 €	<b>86.527,48 €</b>	45,27%
<b>TOTAL</b>	<b>628.708,77 €</b>	<b>195.594,17 €</b>	<b>283.883,98 €</b>	<b>45,15%</b>

**Low percentage**

**We need to achieve the goal of the declared forecast for 30/6/2023**

# Verifications so far

Beneficiary	Total paid out expenditures untill 30/04/2023	Total verified expenditures in MIS	Total expenditures under submission in MIS	Remaining paid out expenditures not submitted
LB - Agency for Transnational Training and Development	78.070,93 €	38.887,63 €	25.208,70 €	13.974,60 €
PB2 - Center of Hellenic Commerce and Entrepreneurship Development	12.345,00 €	0,00 €	0,00 €	12.345,00 €
PB4 - Federation of Commerce and Entrepreneurship of Thrace	59.935,50 €	20.989,65 €	14.148,36 €	24.797,49 €
PB5 - Regional Industrial Association – Kardzhali	45.242,74 €	0,00 €	0,00 €	45.242,74 €
<b>TOTAL</b>	<b>195.594,17 €</b>	<b>59.877,28 €</b>	<b>39.357,06 €</b>	<b>96.359,83 €</b>

***Please submit the paid out expenditures in the MIS  
PB5 – FLC?***

# Verifications Planning

Beneficiary's Name		
Verification No	Amount (ap)	Date of Submission
1		
2		
3		
.....		
	0,00 €	

***Please fill in the attached excel "Verifications Planning"***

# Procurements

WP	Del.	Budget line	Brief description of the tender- Steps to be followed, etc	Tender Nr.	Type of tender	Amount of tender (€)	Estimated Date of launching (MM/YYYY)	Estimated Date of tender closure (MM/YYYY)	Estimated Date of Contract granting (MM/YYYY)	Estimated date of Contract ending (MM/YYYY)	Amount Contracted
WP1	D1.1.5	External Expertise and Services	First Level Controller	Not required	Direct	4.800,00 €			11/11/2022	31/12/2023	4.800,00 €
WP1	D1.1.3	External Expertise and Services	2 Coordination Meetings (Catering/hall)	Not required	Direct	660,00 €			20/3/2023		0,00 €
WP2	D2.1.2	External Expertise and Services	External expert responsible for the development and maintenance of the website of the project and the design of the logo	Not required	Direct	4.000,00 €			20/5/2022	20/6/2022 (maintenance by June 2027)	3.900,00 €
WP2	D2.1.3	External Expertise and Services	Production of publicity material (1st Flyer)	Not required	Direct	400,00 €			16/1/2023		0,00 €
WP2	D2.1.3	External Expertise and Services	Production of publicity material (2nd Flyer, e-brochure, sticks)	Not required	Direct	7.600,00 €			6/3/2023		0,00 €
WP3	D3.1.4	External Expertise and Services	Executing Research to Enterprises	Not required	Direct	9.815,06 €			28/4/2023	15/5/2023	8.900,00 €
WP5	D5.1.1	External Expertise and Services	Expert for Strengths' Weaknesses' Diagnoses for 50 enterprises, Designing and Coaching Business Plans for 20 businesses, Counselling to 60 entrepreneurs 1. Preparation of tender documents 2. Approval Decision on launching the Call and on approving the tender documents 3. Publication of the tender – the deadline for the submission of offers is estimated approximately to 30 days 4. Evaluation of offers - Approval of results 5. Signing Contract	Tender 1	Open	25.000,00 €	9/3/2023	15/6/2023	15/6/2023	15/9/2023	96.300,00 €
WP5	D5.1.2	External Expertise and Services				50.000,00 €					
WP5	D5.1.3	External Expertise and Services				21.600,00 €					
WP6	D6.1.2	External Expertise and Services	Organization of CB Lab in Thessaloniki, Hall - Catering - Equipment	Not required	Direct	1.200,00 €			3/4/2023		0,00 €
WP6	D6.1.4	External Expertise and Services	Organization of CB event in Alexandroupolis, Raporteurs - Hall - Catering - Equipment	Not required	Direct	1.200,00 €			3/4/2023		0,00 €

**Please update and fill in the attached "STPP" file**

Tatiana Vasileiou, May 31, 2023

# Next Steps

- Update the “STPP” file – **by Friday 2/6/2023**
- Fill in the “Verifications Planning” file - **by Friday 2/6/2023**
- Timetable of deliverables - **by Friday 2/6/2023**  
*(The files above should be part of the meeting’s minutes)*
- Stick to the paid out forecast by 30/6/2023
- Proceed to the submission of tables of expenditures in the MIS for the paid out amounts – **within June**
- Progress and Financial Report for period 1/1/2023-30/6/2023  
- **by 10/7/2023**

# In General

## HIGHLY RECOMMENDED

- Please issue all invoices by the end of September the latest
- Complete all payments by the end of October – early November the latest
- Complete all verifications by early December the latest

**Any Questions?**



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**Thank You for Your Attention!**

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*Tatiana Vasileiou*

*Agency for Transnational Training and Development - TRANSCOOP*



**Interreg**   
**Greece-Bulgaria**  
**MarCh**   
Industrial Association Karabul



**Project / Проект "MarCh"**  
**Subsidy contract / Договор за БФП № В6.3а.12**

Funded under investment priority 3a "Promoting entrepreneurship, in particular by facilitating the economic application of new ideas and fostering the creation of new firms, including through business incubators" of the Interreg V-A Cooperation Programme "Greece-Bulgaria 2014-2020", co-financed by the European Regional Fund Development Fund (ERDF) and national funds of Greece and Bulgaria.

Финансиран по инвестиционна приоритет 3а "Поддръжка на предприемачеството, в частност чрез улесняване на икономическото приложение на нови идеи и стимулиране на създаването на нови фирми, включително чрез бизнес инкубатори" на Програмата за сътрудничество Interreg V.A "Гърция-България 2014-2020", кофинансирана от Европейския фонд за регионално развитие (ЕФРР) и национални фондове на Гърция и България.

**Project Beneficiaries / Beneficiari**

 Agency for Regional Development – Lead Beneficiary /  
Агенция за регионално развитие - водач бенефициент

 KAELE /  
KAELE





**Interreg**    
**Greece-Bulgaria**  
**MarCh**   
European Regional Development Fund Industrial Association Kardzhali

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**Project / Проект "MarCh"**  
**Subsidiry contract / Договор за БФП № В6.3а.12**

Funded under investment priority 3a: "Promoting entrepreneurship, in particular by facilitating the economic exploitation of new ideas and fostering the creation of new firms, including tough business incubators", of the Interreg V-A Cooperation Programme "Greece-Bulgaria 2014-2020, co-financed by the European Regional Fund Development Fund (ERDF) and national funds of Greece and Bulgaria.

Финансиран по инвестиционен приоритет 3а: «Насърчаване на предприемачеството, по-специално чрез улесняване на икономическото прилагане на нови идеи и насърчаване на създаването на нови фирми, включително чрез бизнес инкубатори», на Програмата за сътрудничество Interreg V-A "Гърция-България 2014-2020", съфинансиран от Европейския фонд за регионално развитие (ЕФРР) и от национални фондове на Гърция и България.

Project Beneficiaries / Бенефициенти по проекта:

-  Agency for Transnational Training and Development – Lead Beneficiary / Агенция за транснационално обучение и развитие - водещ бенефициент
-  Center Of Hellenic Commerce & Entrepreneurship Development – KAELE / Център за гръцка търговия и развитие на предприемачеството - KAELE
-  Federation of Commerce & Entrepreneurship of Thrace / Федерация на търговията и предприемачеството в Тракия
-  Regional Industrial Association – Kardzhali / Стопанска Камара - Кърджали

Project start / Начало на проекта: 13.04.2021  
Project end / Край на проекта: 12.10.2023  
... проекта (евро): 628.708.77

