FORUM OF THE CHAMBERS OF COMMERCE OF THE ADRIATIC AND IONIAN AREA

13th EDITION

MEĐUGORJE (BOSNIA-HERZEGOVINA), 14TH-16TH MAY 2013

FINAL DOCUMENTS OF THE WORKGROUPS

- ✓ AGRICULTURE
- ✓ WOMEN ENTREPRENEURSHIP
- ✓ FISHERIES/AQUACULTURE AND THE ENVIRONMENT
- ✓ TRANSPORTS
- ✓ TOURISM

REPORTS

- ✓ INTERNATIONAL COURT FOR THE ADRIATIC AND IONIAN AREA
- ✓ WORKGROUP ON EU PROJECT MANAGEMENT

WORKGROUP ON AGRICULTURE
FINAL DOCUMENT

Međugorje, 15th May 2013

Conclusions (agreed activities)

After the extensive discussion that characterized the Workgroup, participants agreed on the guidelines and interventions to carry out.

All activities have one single common objective, i.e. the consolidation of territorial collaboration between the countries of the two shores to guarantee the development of agriculture through quality through quality productions within the framework of the Adriatic-Ionian Macroregion.

Quality, safety and compliance of food products are the main elements at the basis of the development and growth of an agricultural sector, which is to be competitive on the world market.

Description of the activities:

- Organization of training courses for different categories of typical products of the Adriatic-Ionian Macroregion, like wine, olive oil, meat and meat products. The objective of this activity is to create and train professional profiles in the tourist-accommodation sector, as well as in the fields of catering and agricultural production;
- Continuation of training courses for professional olive oil tasters, in particular in the areas of Zadar and Split were the corresponding first-level courses have already been held. Ever since its inception, the initiative aims at training third-level professional olive oil tasters (panel leaders);
- Implementation of dissemination and education actions targeted to consumers, e.g. integration of courses for professional olive oil tasters in order to increase awareness on the consumption of high quality olive oil. An example of proposed activity consists in involving elementary and middle school through teaching courses. Activities can consist in short courses, lasting maximum two-three hours, during which the topic of olive oil consumption can be dealt with. Furthermore, these dissemination activities might be of interest also for some restaurants in the area;
- Proposal to implement the project named "Olive oil in your homes", which would see the involvement of elementary and middle school children and their parents. The project would aim to learn about the eating habits of families with regard to olive oil consumption and increase awareness on the importance of quality extra-virgin olive oil;
- Given the success obtained last year by the international oil contest "*L'Oro dei due mari*" (i.e. The gold of the two seas), during which quality virgin olive oil were presented, it was proposed to present the same initiative next year, too, in order to enhance participation of candidates from all countries in the Macroregion;

- Within the framework of the "Tipicità: Made in Marche Festival", an exhibition area to show visitors the traditional products of the area is expected to be implemented. The aim is to offer visitors a "journey" in the individual countries of the Macroregion;
- Furthermore, always within the framework of the "Tipicità: Made in Marche Festival", a conference on the presentation of experiences and best practices on specific agricultural practices is going to be organized, in line with the prospects and development of the Adriatic-Ionian Macroregion. This initiative can be a further opportunity to disseminate and increase knowledge of the typical products of the entire area and the Macroregion.

Participants in the Workgroup declared themselves interested and motivated in turning these proposals into tangible actions.

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WORKGROUP ON WOMEN ENTREPRENEURSHIP
FINAL DOCUMENT

Women's entrepreneurship of Adriatic and Ionian Area

Međugorje, 15th May 2013

The Workgroup on Women Entrepreneurship chaired by Jadranka Radovanić, i.e. the President of the Split Chamber of the Economy where the secretariat of the Workgroup is based, met within the framework of the 13th edition of the Forum of the Chambers of Commerce of the Adriatic and Ionian Area.

The Workgroup on Women Entrepreneurship was attended by a very large number of participants in this edition of the AIC Forum: about 70 female entrepreneurs, businesswomen and representatives from the five countries of the Adriatic-Ionian Area (Croatia, Bosnia-Herzegovina, Montenegro, Albania and Italy). The Workgroup made and analysed a "Presentation of best practices - a possible way to reinforce the economic activity of the region".

In opening the works, President Jadranka Radovanić shortly illustrated the activities that the Workgroup has carried out in its 13 years of activity, specifically in the 10 years since its official establishment, and listed the main activities performed since the AIC Forum last edition. In Tirana, for example, the support and present of the Albanian president Sali Berisha allowed for the successful organization of the 7th Congress of Women's Enterprises of the Adriatic and Ionian Area.

With reference to the European Commission proposal to introduce quotas for women on company boards of public companies to guarantee equal opportunities, the President expressed the position of the Croatian association of business women Krug, who consider this intervention particularly appropriate with special reference to the lists of political parties and boards of directors of companies with majority public shareholding. The Association does not agree, instead, on the application of the European directive on the introduction of quotas for women on company boards in the private sector, setting a 40% quota on the boards of directors of listed companies at a European level.

Again in the introductory proceedings, the Workgroup welcomed the Member of Parliament of the Federation of Bosnia-Herzegovina Selma Jakupović, the Director of the Gender Centre of the Federation of Bosnia-Herzegovina Ana Viković and the Vicepresident of the Croatian Chamber of the Economy Jasminka Trzun.

With reference to the setting up of the Club of MPs of the Lower House of the Federation of Bosnia-Herzegovina, Selma Jakupović pointed out that this Club aims at promoting several activities, e.g. drafting and approving legislation, solving problems already highlighted in the past, collaborating with non-governmental organizations and other clubs and councils. The Club will commit itself to make women's role more powerful, as so far women do not play the roles they deserve. To discuss these topics, a meeting specifically devoted to women entrepreneurship will be organized in a relatively short period of time.

Ana Vuković reported on the activities of the Gender Centre and informed participants on the situation of women entrepreneurship in the Federation of Bosnia-Herzegovina, thereby

explaining how difficult it is to work as an entrepreneur in the country and how much more difficult to act as such for a woman entrepreneur, given the countless political, administrative and traditional obstacles that need to be overcome. The second national strategy on gender equality is currently being prepared. It identifies 5 priorities, which comprise work and employment, including female employment. Ms Vuković also pointed out the two projects the Gender Centre is dealing with. The first project, which is being implemented at the Chamber of Commerce of the Federation of Bosnia-Herzegovina, analyses the conditions where female employment takes place in order to draw up adequate measures for it to develop. The second project, which the Gender Centre is currently developing in collaboration with the federal Ministry for the environment and tourism, is called TEGO. It is a *concept project,* whose objective is environmental protection through the creation of objects that can be used for tourist promotion and are derived by packaging waste lost in the environment. The TEGO project also aims at offering the largest number of jobs to people belonging to social groups in difficulties and thus contributing to poverty reduction.

Jasminka Trzun reported on the activities that the Croatian Chamber of the Economy is currently implementing to favour the development of female entrepreneurship, of the Croatian association of business women Krug and of the results achieved so far: Croatia has developed a strategy for the development of female entrepreneurship in the 2010-2013 period and the action plan for its implementation. For nine years the Croatian Chamber of the Economy could make use of a fund, through which it was possible to finance female entrepreneurship, participate in several projects and provide consultancy services.

The contribution by the Vice-Secretary-General of Unioncamere Tiziana Pompei on women entrepreneurship in the Adriatic-Ionian Area and its results and opportunities focused on the topics of the network of Committees for the promotion of women entrepreneurship within the Italian system of chambers of commerce, of the good practices experimented within the Committees (i.e. application of good practices) and of the future opportunities and possibilities of collaboration.

In Italy, out of a total of 6 million businesses, 1.4 million are enterprises run by women, 600,000 of which are the female enterprises of the Adriatic-Ionian basin. This realization paves the way for common projects. In the Italian Parliament, 30% of the seats are held by women.

Ms Pompei also highlighted the need to have a real database on women entrepreneurs. In Italy, a project on “The Women Entrepreneurship Observatory" has been implemented since 2003 for the collection and gathering of data on female enterprises in Italy.

Furthermore, she made reference to the *Giro d'Italia* of women entrepreneurs, which has been organized for five years and is a good example of how women entrepreneurs have committed themselves to become increasingly visible. Ms Pompei proposed to involve the AIC Forum in this initiative.

Patrizia Casagrande Esposto from the Province of Ancona identified in female entrepreneurship the key answer to the crisis that is currently affecting Europe. Right because of the crisis women's role and their participation in networks, first and foremost in the Adriatic-Ionian Macroregion, must grow.

The Secretary-General of the Chamber of the Economy of Bosnia-Herzegovina Željana Bevanda presented the country's plan to support female entrepreneurship. Women account for 40.1% of the total number of those employed in Bosnia-Herzegovina. The resources made available to support Women Entrepreneurship in 2005 registered an increase in the first years, to then go start decreasing and be completely cut for three years. In 2012 resources for female entrepreneurship were made available again for a total amount of 215,000 euros (423,642.00 km). However, a number of problems exist when it comes to apply for and obtain the funds, e.g.

no application can be submitted if the exact documentation testifying the ownership by a woman is missing. All too often women own the business, but only by title. Ms Bevanda illustrated the activities and projects of the Chamber of the Economy in these areas, thereby highlighting the need to further develop the network and financing mechanisms, establish a closer collaboration with training institutions and carrying out activities of similar importance.

Branka Vukasinović illustrated very similar problems with reference to female entrepreneurship in Montenegro, where only 9.6% of women owns and runs a business.

Satber Drishti from Albania reported that the Albanian legislation foresees a 30% quota for women in state bodies and public institutions in order to guarantee equal opportunities. 27% is the percentage of women businesses in Albania out of the total number of registered enterprises.

Nand Shani from the Council for Regional Collaboration of Bosnia-Herzegovina illustrated the activities of the Council, which is currently working for the implementation of the Strategy for South-Eastern Europe 2020. The regional project on Women Entrepreneurship, which was started in 2012, aims at harmonizing all initiatives in favour of female entrepreneurship and focuses on gender equality and poverty reduction.

The executive director of the GTF Centre for equal opportunities from Zagreb Mary Ann Rukavina Cipetić illustrated the project on Women Entrepreneurship as a driver for job creation in South-East Europe. The project started in autumn 2012 and involves 9 participating countries. It is targeted to women entrepreneurs who are already working and aims at supporting them and promoting new job creation.

Rukavina Cipetić presented the first data for the Bosnian database on women-run enterprises. A sample of 10,000 enterprises from Bosnia-Herzegovina was analysed, i.e. about half of the businesses registered in the Federation. The analysis of 2011 data shows that in 25% of said businesses the majority shareholdings are held by women. These enterprises have a volume of sales worth over 1 billion euros, employ 20,847 people (about 8 employees per business) and generated a profit of about 30 million euros.

The second part of the meeting was devoted to the self-introduction of women entrepreneurs and the presentation of good practices.

The Croatian association of business women Krug, which has already been active for 18 years, was presented by its president Terezina Orlić, who briefly illustrated the several activities carried out and the results achieved and announced the following two important meetings, which will be soon held in Dubrovnik, thereby inviting participants to attend:

- congress of women entrepreneurs in the Adriatic-Ionian area, which will be held in the second half of October 2013;
- meeting of the FCEM World Organization of female entrepreneurs, which will be organized in April 2014.

Both events are important occasions to meet, exchange views and ideas and establish networks for the exchange experiences and good practices.

The President of the Split office of the Croatian association of business women Krug Morella Build informed participants on the project on the "Development of Women Entrepreneurship in the Split-Dalmatian County", which the Split branch of the association is currently implementing together with the City of Split, the Split-Dalmatian County and the Croatian Chamber of the Economy, County Chamber of Split. This project provides businesses in the county mainly owned by women with grants: the overall fund made available by the City and County is about 27,000 euros (200,000 kune), while the maximum amount of each contribution is about 1,300

euros (10,000 kune). The call for proposals lasted one month (from 14th March to 15th April 2013) and the enterprises that will benefit from these grants are currently being decided upon.

The Director of the Sinj Entrepreneurship Centre Ana Barać illustrated the activities of the centre, in particular the initiative of the Ham Fair, which has been organized in Siny for eight years. The member of the Board of Governors Amna Popovac, who is also one of the founders of the young association of women entrepreneurs ONE based in Sarajevo, presented the association and outlined the main problems that female entrepreneurs, who are business owners only by title, and the activities the association would like to focus on (tutoring, legislation, promotion of Women Entrepreneurship , among other issues).

Ružica Žurković presented the Attivo Association from Kupres and the UPIP Association of Female Entrepreneurs and Employers from Žepče, while the President of the Chamber of Crafts of Split Marija Crmarić took the opportunity to invite participants to the international contest of young florists, which will be held in Split from 5th to 8th September 2013.

Francesca Gironi from the Ancona Chamber of Commerce presented the Association of woman entrepreneurs of the Marche Region, which involves about 13,000 agricultural businesses owned and run by women.

The Workgroup reached the following conclusions:

- a strategy for the development of Women Entrepreneurship in the countries, where this has not yet been developed, must be developed;
- the priorities of Women Entrepreneurship must be flown in the Strategy for the Adriatic-Ionian Macroregion, which will be finalized by the end of 2014;
- the databases of enterprises owned by women in the countries, where these are not yet present, must be finalized;
- the working modalities of the Workgroup must be standardized, hence the decision to use only simultaneous interpretation.

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WORKGROUP ON FISHERIES/AQUACULTURE AND THE ENVIRONMENT
FINAL DOCUMENT

Međugorje, 15th May 2013

Dr Jakov Dulčić from the Split Institute of Oceanography and Fisheries pronounced an introductory address on "Coastal fisheries with special focus on coastal fisheries in Croatia". Mr. Dulčić provided an overview of the new invasive species in the Adriatic Sea and their potential socio-economic impact on the Adriatic fauna.

A keynote remark on environmental protection was presented by the president of the coastal mountain county Gerhard Lempl, who illustrated the two recently launched IPA Adriatic projects HAZARD and ECOSEA.

The Workgroup proposed the following:

- bearing in mind that a definition of coastal fisheries varies from country to country, it is necessary to agree on a unified and simplified definition aimed at creating a common strategy;
- in order to provide a better and more comprehensive assessment of coastal fishing resources, it is necessary to improve the fisheries data monitoring and collection system;
- At the moment, we do not pay enough attention to research on coastal fisheries resources, unlike what happens with the trawler and pelagic resources. Considering that 50% of the overall fishing activity in the Mediterranean refers to this type of fisheries, it is necessary that coastal fisheries are attached greater national importance and the countries allocate more funds for research activities on these resources. As the loss of this type of fisheries also implies the loss of skills, tradition, knowledge and culture, which make up the social fabric of communities, countries must conduct a more comprehensive socio-economic analysis of this type of fisheries;
- the important issue of coastal fisheries and the support to the research activities based on the above definition of management measures should be more represented by the commissions and scientific committees of the General Fisheries Commission for the Mediterranean;
- Given the positive experience of the Adriatic region with regard to the AdriaMed project when it comes to research on trawler and pelagic resources and the sporadic surveys of coastal resources, the activities of the project should be carried on with the support of more detailed research work. Within the framework of the Adriatic-Ionian Forum, it was also proposed to implement a new project to assist the countries in this region in the development and analysis of coastal fisheries activities;
- An overview of new invasive species of fish in the Adriatic Sea was provided in the framework of the presentation. Most of the species shown are present in the eastern

part of the Adriatic coast and their increase can be explained as a result of climate change, the tropicalisation of the sea and the flows that are typical of this area, which stimulate the entry of said species in the sea. Catching a lot of these species may become economically beneficial, yet this requires adequate fishing gear and equipment and specific fishing methodology. Furthermore, some of these species may find themselves in an environment, which is not their autochthonous one, and they can therefore represent a socio-economic problem, as catching them might lead to the destruction of other more economically important species. For the above reasons, it is necessary to be very cautious and monitor the impact that these invasive species have on biodiversity and the environment in the waters of the Adriatic Sea, as well as their impact on human health;

- a major problem in the Adriatic Sea are ballast waters, thus the proposal was to declare the Adriatic area as a particularly sensitive sea area;
- the HAZARD and ECOSEA projects, which were presented during the works, are very good examples of institutional cooperation in the region and the correlation between different policies (ecology and fisheries) in order to preserve the environment and ensure sustainable development;
- Given the positive and fruitful experience made with this year and last year's Workgroup, it is suggested that the Workgroup on fisheries and the environment is organized together in the future as well.

Note:
In the organization of the future meetings of the Workgroup on fisheries and aquaculture attention should be paid to the dates of the annual sessions General Commission for Fisheries, in order to ensure participation by important representatives from the administration, science and business world at the meetings, as well as to guarantee a high quality debate.

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WORKGROUP ON TRANSPORTS
FINAL DOCUMENT

TRANSPORTS

Međugorje, 15th May 2013

This year, too, the Workgroup on transports saw the participation of a large number of people from the 5 countries of the area.

The key speaker Ida Simonella provided participants with a lot of important information on the circulation of passengers, trucks and containers during 2012.

It was underlined and proven that the crisis within the EU has significantly influenced the circulation and status of the ports. We are witnessing some radical changes within the ports compared to the past years, e.g.

- for the first time after 4 years, 2 main ports like Venice and Koper have registered a reduction in maritime traffic;
- the traffic registered in the port of Taranto has registered a collapse due to the cancellation of some transhipment lines;
- the ro-pax segment, which is the most important one for Adriatic and Ionian ports, has experienced a significant decrease of 30% during the last 4 years, mainly due to the Greek crisis and the incapability of smaller countries like Albania, Croatia and Montenegro to resist.

The bad news is that the crisis is bound to continue and Greece, Italy and Slovenia will be the countries that will be most affected by it.
The good news is that the cruise segment is continuing to grow and it seems that the cruise business will continue increasing by offering new products to new consumers.
A time in history has come when old and tested methods are to be rejected and new routes opened in order for countries to survive.

The following interesting points emerged:

- North African ports should be exploited. A very large part of the container traffic directed to the North African currently countries goes through North Mediterranean ports;
- the Workgroup has once again stressed its interest and propensity towards inter-modality;
- a joint use of infrastructures plays a key role, as geographical position alone cannot solve the problem;

- account should be taken of the fact that, as far as the circulation of passengers (including tourists) is concerned, a new "enemy" has shown up, i.e. low-cost airlines, causing remarkable negative effects;
- Ferry companies have lost over 1 billion euros over the last 4 years. This means that the whole reference context will change and it is thus necessary to react in time;
- New markets are a prerequisite for development, hence the reason why the East Mediterranean area is a new outlet market, where Turkey can be a major player in this direction.

Proposals – Crucial points

Transports are actually related to all the other Workgroups of the AIC Forum: tourism, agriculture, Women Entrepreneurship, fisheries and the environment. If the transport sector decreases, this will cause a domino effect.

During particularly difficult times the chance has to be taken to take advantage of the establishment of Adriatic- Ionian Macroregion, which could connect an area of 450,000 km2 with approximately 60 million inhabitants from Italy, Greece, Slovenia, Croatia, Montenegro, Albania, Bosnia-Herzegovina and Serbia.

In order to facilitate the overall development of the area of the Adriatic and Ionian Sea, the aim will be to provide high quality transport integration of the entire area. In this direction, the Workgroup highlights the following proposals:

- increased accessibility of people and goods with a special focus on isolated and marginalized areas;
- specialization of ports so that there is no competition among the ports of the same country, but instead clarification and strengthening of services they provide based on their geographical, financial and political capacity, as well as on other types of capacity. The era of multi- functionality with no specialization is over;
- development of new smaller ports as cruise ports;
- Development of marinas, which largely contribute to the economy of the regions. New opportunities thanks to competitive prices with respect to already famous and established traditional areas;
- creation of transport clusters, who could promote and invest in intermodal connections, which represent a sustainable way to develop port systems;
- promotion of networking, in order to strengthen and integrate regional transport systems in the Adriatic and Ionian area;
- Active participation of the countries in the preparation of the Adriatic- Ionian Macroregional Strategy, with special emphasis on maritime and transports factors.

A change of culture is thus of crucial importance at this stage and it is equally fundamentally important to understand the need for synergies in order to limit the crisis in the transportation sector, while there is still time.

Annex:
Observatory on Sea traffic in the Adriatic and Ionian basin
Report on traffic as of 2012
(Source – ISTAO Ancona)

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STUDI PER LA GESTIONE
DELL'ECONOMIA
E DELLE AZIENDE

Forum delle Camere di Commercio dell'Adriatico e Ionio

OSSERVATORIO TRAFFICI MARITTIMI – RELAZIONE 2012
PORTI DELL'ADRIATICO E IONIO.
IL FUTURO DEI PRINCIPALI SEGMENTI DI TRAFFICO

Ida Simonella

Medjugorje, 14-16 maggio 2013

Objectives and methodology.

As traditional practice, the opening report of the works within the Workgroup on Transports showed the results of the analysis of sea traffic in the ports of the Macroregion[1] and focused on their medium-term prospects. The analysis of the various countries' development prospects took the impact of the current European economic downturn into account, which is of fundamental importance to outline the correct framework for the potential of the transport sector.

Ro-pax and ro-ro short sea shipping traffic

2012 was characterized by a substantial drop in passenger and goods traffic with regard to ferry-boats on international connections. The decrease registered was very strong for Patras (-32%), Ancona (-25%) and Igoumenitsa (- 23%) and more moderate for Durres (-6%) and Bari (-6%).

Along these trends, Bari has taken on a leading position in the basin with 1,235,000 passengers, thereby outperforming Ancona for the first time, with the latter registering 1,062,000 passengers. For years the overall traffic in the Macroregion involved about 7 million passenger movements, however in recent years traffic has decreased very rapidly and currently concerns about 5.6 million passengers. Years with similar data were registered only in the last century.

Similar considerations can be made with regard to HGV-trailer movements. A constant overall reduction has been registered since 2008, when several countries were hit by the financial crisis.

To best understand the phenomenon, an analysis of the traffic trends in each individual market (Greece, Croatia, Albania and Montenegro) starting from Italian ports was carried out. For each of them, data referring to the traffic flows registered in 2012 and the variations registered in comparison to the previous year were registered. A comparison with 2008 data was furthermore added in order to better understand medium-term trends and future prospects.

Connections between Italy and Greece – It is widespread knowledge that this is the largest market in the basin in terms of size with regard to ro-pax in international connections. This market alone currently accounts for about 49% of the movements registered in Italian Adriatic ports, yet only four years ago its overall weight was more than 60%.

The drop of the market got worse in 2012 (-28.5%). The reduction in the number of services from Venice more than halved the number of passengers from this port and Ancona lost 31% of movements in the same year, though maintaining its market leading position; the ports of Bari and Brindisi registered a slightly more limited reduction of 9% and 15% respectively.

[1] The following ports were monitored: Trieste, Venice, Ravenna, Ancona, Bari, Brindisi and Taranto for Italy; Koper for Slovenia; Rijeka, Split, Zadar, Ploce and Dubrovnik for Croatia; Durres for Albania; Bar for Serbia-Montenegro; Igoumenitsa and Patras for Greece.

Similar considerations can be made for the traffic of traffic of heavy goods vehicles, which decreased by about 10% in the last year.

PAX TOWARD AND FROM GREECE

SHORT TERM

	Pax 2012	2012/11 Var ann	Market share 2012
Ancona	661.894	-31,5%	45%
Bari	343.179	-9,3%	23%
Brindisi	305.406	-15,0%	21%
Venezia	158.000	-55,0%	11%
Tot Italy side	*1.468.479*	*-28,5%*	*100%*
Igoumenitsa	852.445	-23,0%	63%
Patras	508.990	-32,0%	37%
Tot. Greece side	*1.361.435*	*-26,6%*	*100%*

MEDIUM TERM

Pax 2008-2012	
N.	%
-406.170	-38%
-184.504	-35%
-51.306	-14%
-230.605	-59%
-185.963	-18%
-585.460	-53%
-771.423	*-36%*

Source: ISTAO OTM on Port Authorities data

TIR/TRAILER TOWARD AND FROM GREECE

SHORT TERM

	TIR/T RAILERS	2012/11 Var ann	Market share 2012
Ancona	123.844	-14,11%	33,71%
Bari	103.623	-1,84%	28,21%
Brindisi	45.915	-14,82%	12,50%
Venezia	94.000	-9,35%	25,59%
Tot Italy side	*367.382*	*-9,81%*	*100,00%*
Igoumenitsa	142.608	-8%	42%
Patras	197.164	-1%	58%
Tot. Greece side	339.772	-4%	100%

MEDIUM TERM

TIR TRAILERS - 2008-2012	
N.	%
-85.318	-35%
-46.164	-31%
-40.127	-47%
-26.219	-22%
-177.828	*-33%*
-39.282	-135%
-115.295	-21%
-154.577	*-37%*

Source: ISTAO OTM on Port Authorities data

Yet, the above figures provide reason for serious concern if current data is compared to 2008 figures.

In four years alone Adriatic ports lost about 872,000 passengers and 178,000 trucks on the route to Greece, which correspond to a market reduction of 37% for passengers and 33% for trucks.

Connections between Italy and Albania – This is the second largest market of the Adriatic-Ionian basin in terms of passenger and heavy vehicles. This market, which has slightly less than a million passengers, registered a decrease of 1% in passengers and 5% in HGV-trailer movements in 2012. In the four years considered it has grown, instead, by 4% (plus 40,000), while the heavy goods market has decreased by 6%.

PAX AND TRUCKS TOWARD AND FROM ALBANIA

SHORT TERM

	Pax 2012	2012/11 Var ann	Market share 2012
Ancona	51.960	29,8%	5%
Bari	746.818	-2,8%	78%
Brindisi	162.773	0,3%	17%
Trieste	0	-100,0%	
Tot Italy side	961.551	-1,1%	100%

MEDIUM TERM

Pax 2008-2012	
N.	%
2.441	5%
46.317	7%
28.203	21%
-36.717	-100%
40.244	4%

	TIR e TRAILERS	2012/11 Var ann	Market share 2012
	N.	%	%
Ancona	4.217	81%	8%
Bari	47.769	-9%	92%
Tot Italy side	*51.986*	*-5%*	*100%*

TIR e TRAILERS - 2008-2012	
N.	%
- 1.901	-31%
- 1.235	-3%
- 3.136	*- 6%*

Source: ISTAO OTM on Port Authorities data

The ports of Bari and Brindisi in Apulia have traditionally been market leaders, certainly thanks to their geographical position. Also Ancona has, however, performed well: although the movements registered have been more limited, over the last twelve months the port has increased its traffic in each individual segment.

Source: Istao, Processing by the Sea Traffic Observatory of Port Authority data

Connections between Italy and Croatia. The traffic with Croatia has instead registered a strong reduction. This traffic consists of movements linked to tourist flows, which mainly take place during the summer.

In 2012 traffic flows went down by 12.1%, specifically traffic from the market leader Ancona and from Bari.

In spite of this, the overall number of passengers registered in the four years considered has increased by 55,000 people and 11% in value.

PAX TOWARD AND FROM CROATIA

	SHORT TERM			MEDIUM TERM	
	Pax 2012	2012/11 Var ann	Market share 2012	Pax 2008-2012 N.	Pax 2008-2012 %
Ancona	340.249	-13,1%	62%	37.636	12%
Bari	108.805	-12,5%	20%	31.850	41%
Venezia	102.000	-8,1%	19%	-14.293	-12%
Tot Italy side	***551.054***	***-12,1%***	**100%**	55.193	11%
Zadar	48.497	-22,4%	11%	-10.913	-18%
Split	278.812	-9,6%	64%	66.413	31%
Dubrovnik	107.415	-12,7%	25%	34.229	47%
Tot. Croatia side	***434.724***	***-12,0%***	***100%***	***89.729***	***26%***

Source: ISTAO OTM on Port Authorities data

Source: ISTAO OTM on Port Authorities data

PAX AND TRUCKS TOWARD AND FROM MONTENEGRO

	SHORT TERM			MEDIUM TERM	
	Pax 2012	2012/11 Var ann	Market share 2012	Pax 2008-2012 N.	Pax 2008-2012 %
Ancona	8.280	-28,1%	18%	-9.022	-52%
Bari	36.533	-13,9%	82%	-38.987	-52%
e	**44.813**	**-16,9%**	100%	**-48.009**	**-52%**
	TIR TRAILERS N.	2012/11 Var ann %	Market share 2012 %	TIR e TRAILERS - 2008-2012 N.	TIR e TRAILERS - 2008-2012 %
Ancona	60	-41%	2%	- 20	**-25%**
Bari	2.938	13%	98%	- 1.890	**-39%**
Tot Italy side	***2.998***	***11%***	100%	- ***1.910***	***-39%***

Source: ISTAO OTM on Port Authorities data

Source: ISTAO OTM on Port Authorities data

Connections between Italy and Montenegro – Also passenger movements to and from the port of Bar, especially from and to Ancona, have registered a significant reduction. Over the last twelve months connections from the port of Bari have held their position well with regard to HGV-trailer movements. In general, however, this route has halved its volumes of activity in the four-year period concerned.

1. Cruise traffic

Cruise passenger movements have continued to grow very positively. In the ports analyzed, overall traffic has decreased by about 2% in 2012, partly due to the temporary effect caused by the accident of the Concordia cruise ship. Cruise navigation companies are counting on a good recovery as early as in 2013.

It should also be noted that the Adriatic and Ionian eastern shore has smaller ports, with no Port Authority, which represent major important entry gates for cruise trips. These ports currently register movements, which are largely more significant than the ones of ports, sometimes located in nearby areas, where a Port Authority is present.

This is the case of Katakolon, entry gate to the ruins of Olympia in Greece, which is located near Patras. While passenger traffic in Patras has significantly decreased over the last few years, Katakolon has by far registered higher movements. Similar considerations can be made for Corfu compared to Igoumenitsa or Kotor compared to Bar.

PAX IN FERRY AND CRUISERS : TWO MARKETS CLOSER AND CLOSER

CRUISE TRAFFIC IN ADRIATIC AND IONIAN PORTS

2. Container traffic

Container traffic in 2012 has on the whole remained basically stable with 2.1 million TEUs. This type of traffic underwent a marked decline in the Ionian basin, instead, specifically in the port of Taranto. Container traffic movements went from 604,000 TEUs to only 263,000 TEUs.

As is known, Taranto is a *transshipment* port and the only one in the Adriatic-Ionian basin. Due to the recent changes in the transport system, Taranto is facing the fierce competition of the ports on the southern shore of the Mediterranean. The loss of some important international connection services is the main reason for the decrease registered last year.

On the Adriatic front, container traffics from Koper and Venice, i.e. the two most important ports of the basin, have been decreasing for the first time since 2009, while Trieste and Rijeka in the north have been registering increasing trends. In the central part of the basin, Ancona turned out to be the most dynamic port of the area (+18%), while Ravenna suffered a major halt (-3%). It should be pointed out that the port of Ravenna has never reached the traffic volumes registered before the crisis, while Ancona has grown by 40% since 2008.

Considered as a whole, the Adriatic area has been characterized by a relatively good overall dynamism since the beginning of the century, though suffering a minor halt in the first year of the international economic crisis (2009).

From this viewpoint it has performed better than some areas of the Mediterranean that Adriatic ports are faced and competing with as entry gates to the inland markets of central Europe.

Adriatic ports have registered about half of the movements compared to the ports of Liguria (including the Tuscan port of Livorno) and yet the system has never reached the 4 million TEUs of 2008.

A high degree of dynamism has been shown by the system of ports of the Black Sea (Costanta, Novorossisk and Odessa), which in 2008 had already reached a total number of 2 million TEUs, thereby registering an impressive growth in the previous

years. Following the economic crisis volumes immediately halved and after four years of economic downturn about 1.77 million TEUs are still currently handled.

CONTAINERS IN AREA A-I (.000 TEUS)

CONTAINER AREA A-I – Trend in the main ports 2001 - 2012

Adriatic container ports are facing problems, too: factors like excessive fragmentation and fierce competition do not help reinforce the area as a whole and furthermore problems still persist on the other hand, which maintain the competitiveness of Northern Range ports unchanged.

A very interesting study carried out by Nea Transport Research in 2011 on behalf of a number of major port authorities from Northern Europe, amongst others, like Rotterdam, Antwerp and Hamburg, compares the potential in terms of goods to be transported, of the European market basins of each port with the quantities handled by the same ports.

It emerged from the study that in all the market areas of the Adriatic and Ionian ports analyzed these ports handle less goods than the quantities potentially expressed by each market basin. Conversely, the Northern European range of ports from Belgium to Germany handles at least 7 million TEUs more compared to its potential, with this quantities often coming from markets that are closer to the Mediterranean.

GAP BETWEEN THE ACTUAL FLOWS AND MARKET POTENTIAL OF EACH REGION (in .000.000 TEUs)

WHY?

The problem is that our ports still need to bridge a series of impressive gaps on several fronts in comparison to Northern European ports. As perfectly illustrated by the most recent studies by the Bank of Italy, Italian ports still have a strong competitive edge in terms of geographical position, both due to their proximity to the main Asia-Suez-Europe trade route and their closeness to the inland basins to serve.

This competitive edge is however completed eroded by an impressive list of delays compared to Western Mediterranean and Northern European ports, with said delays referring to port infrastructures (piers, areas, depth of the waters), road and railway connection infrastructures, the lack of efficient logistics, as well as the administrative and procedural organization of ports.

3. Forecasts

The measures to adopt in the handling of containers in Adriatic and Ionian ports have been clear for years: they include the elimination of the inefficiencies reported in the previous paragraph.

The container market as a whole has registered a rising trend, mainly driven by Asian countries and newly industrialized countries, by a process of "goods containerization" that has been going on for a number of years and above all by the economic recovery, which is expected to take place next year.

The cruise segment is experiencing a very good situation: cruise navigation companies have continued to focus on the Mediterranean and Adriatic Sea and to invest in their productive capacity (number of beds). Over the years new opportunities have emerged for already existing ports. Above all, however, there are ports, which tend to be considered minor ports, which today need specific facilities, installations and services necessary to welcome cruise tourists, including tourists in transit. This is the real emerging phenomenon in the area.

The most serious reasons for concern relate to the ro-pax sector, which has traditionally been one of the strengths of Adriatic-Ionian ports.

In 2012 the collapse of the market, which was already evident in previous years, registered a sharp acceleration. In four years the market decreased by about one third, with regard to both passenger and truck movements. Along the Greek route, about 900,000 passengers and 180,000 heavy goods vehicles have been lost in four years. Other markets (Albania and Croatia) have endured the situation well in the four years; however they are too small to replace the traffic volumes of Greece.

Short-term prospects are not bright: since 2009 Greece has lost about 25% of its GDP and international trade has suffered a major drop, too. According to the International Monetary Fund, recovery will not take place before 2015; it will be clearly very slow and unable to generate the volumes of transport demand of the pre-crisis periods.

After all, the same shipping segment related to ferry-boats will be radically changed. The situation is particularly serious for major navigation companies. The losses registered since 2009 lead to the assumption that the four most important navigation

companies have lost at least 1 billion Euros in four years. Economic recovery is still a long way off and risks jeopardizing the very same survival of some of these companies.

Truck traffic (accompanied and unaccompanied) is strongly conditioned by the Greek economy and international trade of that country with the rest of the EU

Furthermore, several other countries of the Adriatic-Ionian basin are going through a recession, in particular Italy and Slovenia. The economies, which have been less hit by the crisis, are small (Albania, Montenegro, B&H) and certainly do not make up for the sharp drop in the transport demand by other countries.

As for passenger traffic, the 2013 forecasts of an increase in tourist demand for Greece, especially from countries like Germany and the United Kingdom, are a good reason for hope. However, most of this demand will be met by low-cost airlines. We are witnessing a structural change in demand, which will have a decisive impact on the ferry transport supply.

The very near future will be characterized by the search for new markets. The Eastern Mediterranean shows good potential, especially with Turkey, Israel and Lebanon, i.e. countries that have started growing again after the 2009 recession. Egypt's political and social instability still represents, instead, a strong limitation to the development of that market, in spite of its good macroeconomic indicators.

Turkey is the market with the most immediate potential. It went through a deep recession in 2009, however unlike most European countries it immediately got out of it. It is currently growing at a 4% annual pace and the International Monetary Fund is expecting more significant increases in the next few years.

Turkey is a huge market of about 80 million people and higher political and social stability than other Eastern Mediterranean areas, with obvious positive effects on the entire economy.

Tangible evidence of Turkey's potential lies in the Adriatic, in the port of Trieste, where ro-ro traffic flows along this route have always been significant. The port has been for years offering a regular service three times a week and since January 2013, i.e. in the midst of the European economic crisis. A new biweekly service has been provided. These services generally involve trailers and semi-trailers from Istanbul and

Mersin, which are then loaded on a train and mainly transported to Germany. This is the most striking example of what the Adriatic should offer to regain competitiveness: presence on new major markets, intermodal transport services and environmental sustainability.

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WORKGROUP ON TOURISM
FINAL DOCUMENT

Međugorje, 15th May 2013

Introduction

The mention of the Adrion logo in the European Commission Communication no. 713 of 30th November 2012 "*A Maritime Strategy for the Adriatic and Ionian Seas*" is undoubtedly the most prestigious recognition of the work carried out so far by the AIC Forum Workgroup on Tourism.

The European Commission communication states that tourism is economically significant as one of the main and fast-growing maritime activities. It strongly benefits the regional economy by creating jobs and promoting the conservation of coastal and maritime cultural heritage. Proper management of intensive coastal tourism is fundamental not only to mitigate possible negative effects on the coastal and marine environment on which it strongly depends, but also to provide an entry gate to surrounding territories.

Based on the experience made with the Adrion brand and thanks to the collaborations established with other European networks, the Workgroup can act in compliance with EC Communication no. 713 and in line with the operational stage of the European Strategy for the Adriatic-Ionian Macroregion that opened up following the conclusions of the European Council of 14th December 2012, which highlighted that the European Commission is called upon to draft an Action Plan by the end of 2014. This decision expresses the confidence and strong willingness of Europe to invest in the Adriatic-Ionian Macroregion as a strategic area for the South-East of Europe, which should be enhanced in all of its aspects. Within this context, the AIC Forum has served as an interlocutor for the preparation and future implementation of the Strategy and proposed itself as a network to promote broad and shared coordination, which is a fundamental pre-requisite for a winning and successful strategy for our territories, hence the belief on the part of the AIC Forum to program future activities.

Remarks and conclusions of the Workgroup on Tourism

In a context where the Adriatic-Macroregion is focusing on 5 priority axes, i.e. tourism, fisheries and sea economy, the environment and transports, as well as on two cross-cutting topics, i.e. innovation and capacity building, the AIC Forum proposes itself as an instrument at the disposal of European institutions, in particular the Tourism Unit of the European Commission, to encourage transnational initiatives for the promotion of the area as a single tourist destination, in view of the integration and broad involvement of all territories concerned.

To reach this goal, the Workgroup agreed on a shared programme of activities, which should be preliminary to the Action Plan for the Adriatic-Ionian Macroregion, as the latter plays a very

important role also from an economic and commercial viewpoint given the fact that about a million enterprises are active in the area.

The 2013 Workgroup on Tourism aims at:

- promoting a coordinated and shared "market strategy", thereby involving the Adriatic-Ionian Initiative senior officials, ministers for tourism, national boards for tourist promotion and regions, starting from the Adriatic-Ionian Euroregion. The peculiarities, highlights and identity values of the area should be jointly promoted among the various institutional levels and the various countries of the Adriatic-Ionian area, thereby making the most out of on-going projects, like the one with the Matera Chamber of Commerce that is aimed at offering an integrated tourist package based on minor Unesco sites, with the Adriatic-Ionian area considered as a single and integrated tourist destination in order to thrill and move tourists;
- supporting the promotion and identification of a shared single branding policy around the Adrion model with the aim of favouring the future recognition of the area and promote new European Cultural Routes, as in the case of the European project VeroTouRnon the topic of "Venetian commercial routes" that was co-financed by the European Commission (DGENTR-Tourism Unit) within the framework of a 2011 call for proposals. The AIC Forum is a partner of this project, for which the Adrion label can be a valid proposal to enhance the visibility and recognition of the Adriatic-Ionian Macroregion for European and international tourists;
- Promoting the establishment of sections of the Assonautica nautical association at the chambers of commerce member to the AIC Forum outside Italy, in order to enhance grouping and raise the awareness of territories towards the Blue Economy and sea resources. Through Assonautica and based on the existing legacy of 3000 years common history, the Workgroup on Tourism be able to promote a standardization of the services offered, so as to invest on competitive factors and take on the role of a "leading area" able to act as a model and a bridge towards new tourist basins, like Central Europe, the Middle East and Africa;
- supporting the launch of a project on Adriatic hospitality (*Ospitalità Adriatica*) stemming from the successful experience of the *Ospitalità Italiana* project by Isnart. This initiative, which is promoted by the Italian system of chambers of commerce with its quality label *Ospitalità Italiana* that comprises over 6,000 tourist certified companies in Italy and over 1,000 abroad, can serve as a model for the establishment of a strategic network to activate tangible actions of promotion and marketing and thus become a prestigious showcase for the promotion of *ad hoc* tourist packages and itineraries in the Adriatic-Ionian area to foreign customers;
- promoting the establishment of a working group with the task of drafting and identifying specific quality criteria, with the objective of reviewing the parameters of the Adrion label specifications and relaunching the competitiveness of the area in line with the European quality tourism label policy (ETQ) proposed by the European Commission and which will be adopted as a community regulation by the end of 2013, always considering the needs of private tourist operators;
- in view of integrating the Adrion label specifications, this tool should be adapted to the need to highlight the potential of the label (e.g. through theme-specific, not only multi-country, tourist packages, joint tourist promotion activities by national tourist promotion agencies, the support to investments in training, the creation of consortia between tourist operators bade on the so-called "wholesaler model", a broader

application of the logo with the possibility for the label to be used not only by tourist operators, but also by catering and accommodation facilities);

- Listening to the needs of the territories, thereby trying to cross-match them with the planning activity of the future 2014-2020 programming period and the financial tools made available by the EU. To this end, constant and periodical updates can be sent to the Workgroup on tourism thanks to the participation by the Ancona Chamber of Commerce to the national consultations, which are coordinated by the Italian Ministry for Foreign Affairs and the Department for Development and Economic Cohesion of the Italian Ministry for Economic Development (MISE) and were started with the aim of ensuring greater consistency between the Italian contribution to the Action Plan and the Partnership Agreement, i.e. the Agreement between the Member State and the European commission for the 2014-2020 programming period. Furthermore, the Workgroup will have the chance to monitor the financial tools made available by the Department for Enterprises and Internationalization of the Italian Ministry for Economic Development (MISE);
- stressing the need for stronger lobbying actions between Adriatic-Ionian networks (Forum of Adriatic and Ionian Cities and Towns, Uniadrion university network) and international networks (Insuleur, Ascame and NecsTouR) in order to streamline all individual experiences and outstanding features, share ideas, actions and projects and create a synergy that enables to participate in the European decision-making process, thereby replying to the EU consultations and providing a uniform and single point of view at the level of chambers of commerce on priority issues.

The Workgroup will furthermore take the indications of the Tourism Unit of the European Commission into account, which concern the possibility to:

- aligning to the objectives of the future European Commission Communication o coastal and maritime tourism;
- promoting the dissemination of the new European system on tourism indicators to measure the sustainability performance of tourist destinations (ETIS, European Tourism Indicators System), which was presented for the first time in Brussels on 22nd February 2013, also including the management models experimented by NecsTouR, and actively participating in the pilot stage that will start on 1st July 2013, which will also involve some tourist destinations;
- submit new projects within the framework of European calls for projects of interest for the international, regional or local system of chambers of commerce, which should be implemented jointly;
- sharing the need to link up to and act consistently with existing technological innovation tools, like the turismlink platform, the Calypso platform and the virtual Tourism European Observatory, as well as with other actions foreseen by the EC Communication no. 352/2010 "*Europe, the world's No 1 tourist destination – a new political framework for tourism in Europe*" that might be of interest for the AIC Forum.

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REPORT ON THE ACTIVITIES OF THE INTERNATIONAL COURT OF THE ADRIATIC AND IONIAN AREA

AIC
CORTE INTERNAZIONALE
DELL' ADRIATICO E DELLO IONIO

Međugorje, 16th May 2013

The Adriatic and Ionian International Court was established to provide players in the Adriatic-Ionian area with arbitration and mediation services, i.e. instruments with a very high added value in the trade between players from different countries.

Safe transactions and the certainty that contractual obligations are complied with play a fundamental role in the development and trends of international trade. International relations are not a mere bilateral exchange between two players, but they rather represent a very complex system of relations/interactions that last over time and integrate segments/parts of products and production processes. On the one hand, it therefore takes for international relations more time and money to be established and consolidated; on the other hand they tend to be weaker because they are more subject to the misunderstandings that physiologically develop in the business world.

From this viewpoint, Alternative Dispute Resolution tools, which are based on the principles of cooperation and active participation, are an efficient and effective alternative because they start from the assumption that disputes can be solved with methods that can be beneficial to both parties and bring about the development of economic resources and international trade.

Yet, the Adriatic and Ionian International Court is much more than this: during the meeting held on the occasion of this the 13th edition of the AIC Forum the Court decided to embrace new prospects to increasingly become an international reference point to provide assistance to crossborder business players and a qualified one to receive information and answers to doubts and questions.

The intention is to give the Court a new connotation, in order for it to become something more: not only a body able to provide tools to solve disputes, but a setting for concerted actions and the exchange of experiences on ADR in the area.

In particular, the objective to pursue in future months is for the court to become a round table for consultations and the exchange of experiences on the issue of ADR tools, a setting for the sharing of best practices, a privileged context to carry out research and study activities in the field of arbitration and mediation, both following the initiative of all those who might be interested in investigating the matter at various levels (arbitrators, mediators, professionals, business legal experts and lawyers, researchers and students) and on one's own initiative. From this viewpoint, the Adriatic and Ionian International Court wishes to become the ideal channel for the dissemination of scientifically qualified information on ADR tools, which is the result of a careful activity of examination of regulatory and doctrinal sources, law cases and the existing practice in Italy or other countries or institutions.

This way, enterprises, business players and professionals wishing to include clauses of various forms of ADR in their contracts will be able to benefit from qualified and documented assistance on the development and the state of mediation and arbitration organs in their area.

Yet the Adriatic and Ionian International Court also intends to serve as a centre for the coordination of training and information activities in the field of international ADR. From this viewpoint, the Court might propose contributions by renowned professors on the occasion of congresses/events/seminars organized within the Adriatic-Ionian organized within the Adriatic-Ionian Area for business players and professionals interested in an international/crossborder approach.

The Adriatic and Ionian International Court will finally serve as the best context to create community and international project proposals and establish special partnerships on topics related to international alternative dispute resolution for the participation in calls for proposals/tenders.

The Adriatic and Ionian International Court serves exactly these purposes, hence the establishment of this organ so as to have a reference point able to provide tangible answers to the needs of Adriatic and Ionian business players and above all to reassure those wishing to establish trade relations with players on the other shore of the Adriatic.

Activities aimed at the promotion of the work of the Court will of course continue, as well as those aimed at maintaining and widening bilateral relations with arbitration institutions, other chambers of commerce and other institutions that have an interest in developing the ADR culture in their respective countries.

After an initial four-year period, in which the Court was equipped with all the necessary tools (rules, code of ethics, forms) to start being operational, after a second four-year period where the focus was on training and three pathways were organized in Croatia, Albania and Greece for the presentation of the advantages offered by ADR tools to professionals in the area, the focus is now on the promotion of the activity of the Court and the dissemination of the organ's new development prospects:

- this can be achieved by stipulating arrangements and agreements with other institutions, so that the collaboration can generate a synergy able to provide actual support to the entrepreneurs of the area;
- Drawing up agreements with the relevant international associations aimed at introducing the Court clauses into the contract models used by their associates.

The engagement of all chambers of commerce member to the AIC Forum is however fundamental to achieve these goals: for this reason, we would like to ask you to disseminate the Court clauses and suggest that they are entered into the contracts and presented during the initiatives that will be organized during international transactions, thereby declaring ourselves available to participate to illustrate the advantages that can derive from their use.

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WORKGROUP ON EU PROJECT MANAGEMENT
FINAL DOCUMENT

Međugorje, 16th May 2013

The Workgroup on EU Project Management was attended by a large number of participants this year, too: 19 representatives of all countries member to the AIC Forum, together with a representative of Insuleur, a representative of Necstour, of the Italian-Bosnian Chamber of Commerce and one representative of the Istrian County. The Workgroup specifically dealt with on-going projects, which see the direct participation of the AIC Forum, and with new calls for proposals of common interest. New players participating in this Workgroup for the very first time also attended.
A number of issues emerged, that Workgroup participants committed themselves to work on in the following months:

Task 1.
Improve communication between the members of the Workgroup on EU Project Management before, during and after the presentation of individual projects in order to optimize and share ideas in view of new candidate projects, as well as improved efforts for programming and developing the activities of already financed projects. In this respect, the reference person of the Ancona Chamber of Commerce renewed his commitment, as already expressed during the AIC Forum previous edition, to propose a new communication method aimed at ensuring the utmost involvement of all the members of the network.

Task 2.
Upon request by the Durres Chamber of Commerce, the Workgroup proposed to submit all AIC Forum chambers of commerce a questionnaire aimed at detecting the topics and needs that the Workgroup activities should focus on in terms of search for calls for tenders and subsequent planning of new interventions.

Task 3.
Participants agree on the need for a stronger collaboration of all member chambers of commerce to support the AIC Forum Secretariat and the Ancona Chamber of Commerce in implementing the various projects already financed;

Task 4.
Upon request by Unioncamere Veneto, the need was stressed to recover and propose again projects already presented in the past, but which had not been financed, e.g. the ADRION project (IPA CBC - II Call for proposal for ordinary project) and to concentrate efforts on the new European Territorial Cooperation projects for the 2014-2020 period (e.g. SEE Gateway, Bilateral Italy-Croatia IPA Programme, etc.)

Task 5.
Upon request by the Brindisi colleague and following notification by the colleague from Matera (although the latter did not attend the Workgroup) a joint collaboration on two specific topics was proposed, i.e. the promotion of cultural and creative enterprises at international level through the Creative Europe Programme (1.8 billion euros) and the sector of sustainable

tourism through possible projects to propose within the next call for projects entitled "Supporting the enhancement and promotion of sustainable transnational thematic tourism products".

Task 6.
As the Workgroup on EU Project Management was attended by a representative of the Insuleur network, participants in the Workgroup agreed on the need to establish synergies between the projects of the AIC Forum and other international networks (Eurochambres, ASCAME, NecsTour, INCE, INSULEUR, etc.), also through a stable and reciprocal participation in various working groups organized by each network.

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