



FINANCIAL STATEMENT ON 31.12.2020
AND
REPORT ON PERFORMED ACTIVITIES
IN 2020

28.04.2021

ANNEX B - FINANCIAL STATEMENT - YEAR 2020

REVENUES	Final Statement 2020	EXPENDITURES	Final Statement 2020
I. Membership fees	€ 70.088	I. Costs for the management and functioning of the association	€ 14.418
<i>I.I Fees for the current year</i>	€ 65.450	<i>I.I Postal fees</i>	€ 19
<i>I.II Fees for the previous year</i>	€ 4.638	<i>I.II Telephone fees</i>	€ 263
		<i>I.III Printed material</i>	€ 301
II. Other contributions by members	€ 0	<i>I.IV Advertising</i>	€ 0
<i>II.I Generic contributions</i>	€ 0	<i>I.V Interpretation and translation services</i>	€ 6.357
<i>II.II Specific projects contributions</i>	€ 0	<i>I.VI Representation expenses</i>	€ 0
		<i>I.VII Consulting</i>	€ 6.682
III. Contributions and financing by third parties	€ 89.720	<i>I.VII.I Website assistance and other consulting</i>	€ 1.019
<i>III.I Generic contributions</i>	€ 0	<i>I.VII.II Bookkeeping and payroll</i>	€ 5.663
		<i>I.VII.III Other consulting services</i>	€ 0
<i>III.II Specific projects contributions (Region and other entities)</i>	€ 89.720	<i>I.VIII Other costs</i>	€ 796
<i>III.II-a) EASI MOBILISE SME</i>	€ 6.351	<i>I.VIII.I Duty stamps</i>	€ 0
<i>III.II-b) CHES ERASMUS PLUS</i>	€ 10.799	<i>I.VIII.II Costs for use of premises</i>	
<i>III.II-c) COSME CEhTOUR</i>	€ 10.953	<i>I.VIII.III Other different costs</i>	€ 543
<i>III.II-d) FACILITY POINT</i>		<i>I.VIII.IV Licenses for use of software</i>	€ 44
<i>III.II-e) AI-NURECC</i>	€ 61.617	<i>I.VIII.V Costs of brand renewal</i>	€ 209
	€ 0	II. Payrolls and related costs	€ 31.534
IV. Sponsored events	€ 0	<i>II.I Remuneration for employees</i>	€ 30.317
<i>IV.I Generic contributions (free donations)</i>	€ 0	<i>II.II Travel fees and diaries</i>	
V. Service -providing revenues	€ 0	<i>II.III Reimbursement of travel and related expenses</i>	€ 967
VI. Other revenues	€ 6	<i>II.IV Remuneration for coordinate & permanent cooperation</i>	
<i>VI. I Interest receivables</i>	€ 1	<i>II.V Traineeship expenses</i>	€ 250
<i>VI.II Capital gains</i>		<i>II.VI Remuneration for temporary cooperation</i>	
<i>VI.III Reimbursed and recovered sums of various nature</i>	€ 5	III. Cost for Forum bodies	€ 1.274
VII. Surplus from management activity from previous years	€ 47.175	<i>III.I Reimbursement of travel and related expenses</i>	€ 1.274
<i>VII.I Residual amounts for specific projects</i>	€ 0	<i>III.II Attendance reimbursement</i>	
<i>VII.II Residual amounts for institutional activities</i>	€ 47.175		
		IV. Promotional and institutional expenses	€ 88.846

		IV.I Initiatives for development and promotion of the Association	€ 6.098
		a) Activities of promotion and integration of Western Balkan countries in EU (Adriatic Ionian Macroregion)	€ 48
		b) International partnership networks	€ 6.050
		IV.II Initiatives promoted by thematic working groups	€ 0
		a) Forum annual edition	€ 0
		b) annual congress of female entrepreneurship	
		c) thematic events	€ 0
		IV.III Initiatives for promotion of Adriatic and Ionian international court	
		IV.IV Projects financed by various institutions and bodies	€ 82.388
		IV.IV-a) EASI MOBILISE SME	€ 9.906
		IV.IV-b) CHESS ERASMUS PLUS	€ 4.500
		IV.IV-c) COSME CEnTOUR	€ 5.019
		IV.IV-d) FACILITY POINT	€ 61.220
		IV.IV-e) AI-NURECC	€ 1.743
		V. Expenses for the purchase of property	€ 0
		V.I Equipment	€ 0
		V.II Capital losses	€ 0
		VI. Various charges	€ 2.402
		VI.I Bank fees	€ 502
		VI.II Insurance fees	€ 651
		VI.III Tax and Social security fees	€ 1.249
TOTAL GENERAL REVENUES	€ 206.989	TOTAL GENERAL EXPENDITURES	€ 138.114
MANAGEMENT DEFICIT		MANAGEMENT SURPLUS	€ 68.875
TOTAL TO BALANCE	€ 206.989	TOTAL TO BALANCE	€ 206.989

In the resumed form, the Final Statement can be presented as follows:

FORUM OF ADRIATIC AND IONIAN CHAMBERS OF COMMERCE			
REVENUES		EXPENSES	
1. Membership fees 2020	70.088,00	1. Operating expenses	16.820,00
		<i>1.1. Costs for the management and functioning of the association</i>	14.418,00
III. Contributions and financing by third parties	89.720,00	<i>1.2. Miscellaneous expenses</i>	2.402,00
		<i>2) Expenses for the staff</i>	31.534,00
III.1 EASI MOBILISE SME	6.351,00	<i>3) Expenses for the organs</i>	1.274,00
III.2 ERASMUS CHESSE	10.799,00	<i>4) Expenses for initiatives FORUM</i>	6.098,00
III.3 COSME CENTOUR	10.953,00	<i>5) Projects</i>	82.388,00
III.4 FACILITY POINT	-	<i>5.1 EASI MOBILISE SME</i>	9.906,00
III.5 AI-NURECC	61.617,00	<i>5.2 ERASMUS CHESSE</i>	4.500,00
		<i>5.3 COSME CENTOUR</i>	5.019,00
VI. Other revenues	6,00	<i>5.4 FACILITY POINT</i>	61.220,00
		<i>5.5 AI-NURECC PLUS</i>	1.743,00
VII. Management surplus from previous years	47.175,00	TOTAL EXPENSES:	138.114,00
		MANAGEMENT SURPLUS	68.875,00
TOTAL REVENUE:	206.989,00	TOTAL TO BALANCE:	206.989,00

ANNEX I
COMPARISON BETWEEN BUDGET PROPOSAL AND FINAL BUDGET - YEAR 2020

REVENUES	Budget proposal 2020	Final Budget 2020	Difference	EXPENDITURES	Budget proposal 2020	Final Budget 2020	Difference
I. Membership fees	€ 105.575	€ 70.088	-€ 35.487	I. Costs for the management and functioning of the association	€ 11.360	€ 14.418	€ 3.058
<i>I.I Fees for the current year</i>	€ 73.800	€ 65.450	-€ 8.350	<i>I.I Postal fees</i>	€ 60	€ 19	-€ 41
<i>I.II Fees for the previous year</i>	€ 31.775	€ 4.638	-€ 27.137	<i>I.II Telephone fees</i>	€ 200	€ 263	€ 63
			€ 0	<i>I.III Printed material</i>	€ 750	€ 301	-€ 449
II. Other contributions by members	€ 0	€ 0	€ 0	<i>I.IV Advertising</i>	€ 0	€ 0	€ 0
<i>II.I Generic contributions</i>	€ 0	€ 0	€ 0	<i>I.V Interpretation and translation services</i>	€ 2.250	€ 6.357	€ 4.107
<i>II.II Specific projects contributions</i>		€ 0	€ 0	<i>I.VI Representation expenses</i>			€ 0
			€ 0	<i>I.VII Consulting</i>	€ 6.950	€ 6.682	-€ 268
			€ 0	<i>I.VII.I Website assistance</i>	€ 1.500	€ 1.019	-€ 481
III. Contributions and financing by third parties	€ 111.297	€ 89.720	-€ 21.577	<i>I.VII.II Bookkeeping and payroll</i>	€ 4.950	€ 5.663	€ 713
<i>III.I Generic contributions</i>	€ 0	€ 0	€ 0	<i>I.VII.III Other consulting services</i>	€ 500	€ 0	-€ 500
<i>III.II Specific projects contributions (Region and other entities)</i>	€ 111.297	€ 89.720	-€ 21.577	<i>I.VIII Other costs</i>	€ 1.150	€ 796	-€ 354
<i>III.III Down-payment by Chamber of Commerce Marche</i>		€ 0		<i>I.VIII.I Duty stamps</i>	€ 100	€ 0	-€ 100
				<i>I.VIII.III Other different costs</i>	€ 250	€ 543	€ 293
				<i>I.VIII.IV Licenses for software use</i>	€ 0	€ 44	€ 44
				<i>I.VIII.V Costs of brand renewal</i>	€ 800	€ 209	-€ 591
				II. Payrolls and related costs	€ 54.444	€31.534	- € 22.910
IV. Sponsored events	€ 0	€ 0		<i>II.I Remuneration for employees</i>	€ 51.944	€ 30.317	-€ 21.627
<i>IV.I Generic contributions (free donations)</i>	€ 0	€ 0		<i>II.II Travel fees and diaries</i>		€ 0	€ 0
				<i>II.III Reimbursement of travel and related expenses</i>	€ 2.500	€ 967	-€ 1.533
V. Service - providing revenues	€ 0			<i>II.IV Education expenses</i>	€ 0	€ 250	€ 250
				<i>II.V Traineeship expenses</i>	€ 0	€ 0	€ 0
VI. Other revenues	€ 0	€ 6	€ 6	<i>II.VI Remuneration for temporary cooperation</i>	€ 0	€ 0	€ 0
<i>VI. I Interest receivables</i>	€ 0	€ 1	€ 1	III. Costs for Forum bodies	€ 2.500	€ 1.274	-€ 1.226
<i>VI.II Capital gains</i>	€ 0	€ 0		<i>III.I Reimbursement of travel and related expenses</i>	€ 2.500	€ 1.274	-€ 1.226
<i>VI.III Reimbursed</i>	€ 0	€ 5	€ 5	<i>III.II Attendance</i>	€ 0	€ 0	€ 0

<i>and recovered sums of various nature</i>				<i>reimbursement</i>			
VII. Surplus from management activity from previous years	€ 0	€ 47.175	€ 47.175				
VII.I Residual amounts for specific project	€ 0			IV. Promotional and institutional expenses	€ 145.985	€ 88.486	-€ 57.499
VII.II Residual amounts for institutional activities		€ 47.175	€ 47.175	IV.I Initiatives for development and promotion of the Association	€ 14.950	€ 6.098	-€ 8.852
				a) <i>Activities of promotion and integration of Western Balkan countries in EU (Adriatic Ionian Macroregion)</i>	€ 9.200	€ 48	-€ 9.152
				b) <i>International partnership networks</i>	€ 5.750	€ 6.050	€ 300
				IV.II Initiatives promoted by thematic working groups	€ 22.650	€ 0	-€ 22.650
				a) <i>Annual Forum</i>	€ 12.500	€ 0	-€ 12.500
				b) <i>Annual Congress of Female Entrepreneurship</i>	€ 7.650	€ 0	-€ 7.650
				c) <i>Thematic events</i>	€ 2.500	€ 0	-€ 2.500
				IV.III Initiatives for promotion of Adriatic and Ionian international court	€ 0	€ 0	€ 0
				a) <i>Promotional activities on national and international level</i>		€ 0	€ 0
				IV.IV Projects financed by various institutions and bodies	€ 108.385	€ 82.388	-€ 25.997
				a) <i>EU Projects</i>	€ 108.385	€ 82.388	-€ 25.997
				V. Expenses for the purchase of property	€ 0	€ 0	€ 0
				<i>V.I Equipment</i>	€ 0	€ 0	€ 0
				<i>V.II Capital losses</i>	€ 0	€ 0	€ 0
				VI. Various charges	€ 2.583	€ 2.402	-€ 181
				<i>VI.I Bank fees</i>	€ 533	€ 502	-€ 31
				<i>VI.II Insurance fees</i>	€ 450	€ 651	€ 201
				<i>VI.III Tax and Social security fees</i>	€ 1.600	€ 1.249	-€ 351
TOTAL GENERAL REVENUES	€ 216.872	€ 206.989	-€ 9.883	TOTAL GENERAL EXPENDITURES	€ 216.872	€ 138.114	-€ 78.758
MANAGEMENT DEFICIT				MANAGEMENT SURPLUS		€ 68.875	€ 68.875
TOTAL TO BALANCE	€ 216.872	€ 206.989	-€ 9.883	TOTAL TO BALANCE	€ 216.872	€ 206.989	-€ 9.883

ANNEX II

COMPARISON BETWEEN FINAL BUDGET 2019 AND FINAL BUDGET 2020

REVENUES	Final Budget 2019	Final Budget 2020	Difference	EXPENDITURES	Final Budget 2019	Final Budget 2020	Difference
I. Membership fees	€ 72.088	€ 70.088	-€ 2.000	I. Costs for the management and functioning of the association	€ 16.092	€ 14.418	-€ 1.674
<i>I.I Fees for the current year</i>	€ 65.550	€ 65.450	-€ 100	<i>I.I Postal fees</i>	€ 35	€ 19	-€ 16
<i>I.II Fees for the previous year</i>	€ 6.538	€ 4.638	-€ 1.900	<i>I.II Telephone fees</i>	€ 220	€ 263	€ 43
				<i>I.III Printed material</i>	€ 131	€ 301	€ 170
II. Other contributions by members	€ 0	€ 0	€ 0	<i>I.IV Advertising</i>	€ 0	€ 0	€ 0
<i>II.I Generic contributions</i>	€ 0	€ 0	€ 0	<i>I.V Interpretation and translation services</i>	€ 3.278	€ 6.357	€ 3.079
<i>II.II Specific projects contributions</i>	€ 0	€ 0	€ 0	<i>I.VI Representation expenses</i>	€ 0	€ 0	€ 0
			€ 0	<i>I.VII Consulting</i>	€ 12.098	€ 6.682	-€ 5.416
III. Contributions and financing by third parties	€ 106.798	€ 89.720	-€ 17.078	<i>I.VII.I Website assistance costs</i>	€ 1.415	€ 1.019	-€ 396
<i>III.I Generic contributions</i>	€ 3.000	€ 0	-€ 3.000	<i>I.VII.II Bookkeeping and payroll</i>	€ 4.903	€ 5.663	€ 760
			€ 0	<i>I.VII.III Other consulting services</i>	€ 5.780	€ 0	-€ 5.780
<i>III.II Specific projects contributions (Region and other entities)</i>	€ 103.798	€ 89.720	-€ 14.078	<i>I.VIII Other costs</i>	€ 330	€ 796	€ 466
<i>III.III Down-payment by Chamber of Commerce Marche</i>	€ 0	€ 0	€ 0	II. Payrolls and related costs	€ 43.415	€ 31.534	-€ 11.881
IV. Sponsored events	€ 0	€ 0	€ 0	<i>II.I Remuneration for employees</i>	€ 39.701	€ 30.317	-€ 9.384
<i>IV.I Generic contributions (free donations)</i>	€ 0	€ 0	€ 0	<i>II.II Travel fees and diaries</i>	€ 0	€ 0	€ 0
				<i>II.III Reimbursement of travel and related expenses</i>	€ 3.714	€ 967	-€ 2.747
VI. Other revenues	€ 8	€ 6	-€ 2	<i>II.IV Costs for coordinate and permanent cooperation</i>			
<i>VI. I Interest receivables</i>	€ 0	€ 1	€ 1	<i>II.V Stage expenses</i>	€ 0	€ 250	€ 250
<i>VI.II Capital gains</i>	€ 0	€ 0	€ 0	<i>II.VI Remuneration for occasional cooperation work</i>	€ 0	€ 0	€ 0
<i>VI.III Reimbursed and recovered sums of various nature</i>	€ 8	€ 5	-€ 3	III. Cost for Forum bodies	€ 2.544	€ 1.274	-€ 1.270
VII. Surplus from management activity from previous years	€ 12.224	€ 47.175	€ 34.951	<i>III.I Reimbursement of travel and related expenses</i>	€ 2.544	€ 1.274	-€ 1.270

FORUM AIC

<i>VII.I Residual amounts for specific projects</i>	€ 0	€ 0	€ 0	<i>III.II Attendance reimbursement</i>			
<i>VII.II Residual amounts for institutional activities</i>	€ 12.224	€ 47.175	€ 34.951	IV. Promotional and institutional expenses	€ 79.404	€ 88.846	€ 9.082
				IV.I Initiatives for development and promotion of the Association	€ 13.655	€ 6.098	-€ 7.557
				<i>a) Activities of promotion and integration of the West Balkan Area in the EU (Adriatic Ionian Macroregion)</i>	€ 7.905	€ 48	-€ 7.857
				<i>b) International partnership networks</i>	€ 5.750	€ 6.050	€ 300
				IV.II Initiatives promoted by thematic working groups	€ 7.001	€ 0	-€ 7.001
				<i>a) Forum annual edition</i>	€ 7.001	€ 0	-€ 7.001
				<i>b) Annual congress of female entrepreneurship</i>	€ 0	€ 0	€ 0
				<i>c) Thematic events</i>	€ 0	€ 0	€ 0
				IV.III Initiatives for promotion of Adriatic and Ionian international court	€ 0	€ 0	€ 0
				<i>a) National and International promotional activities</i>	€ 0	€ 0	€ 0
				IV.IV Projects financed by various institutions and bodies	€ 58.748	€ 82.388	€ 23.640
				<i>a) EU Projects</i>	€ 58.748	€ 82.388	€ 23.640
				<i>b) Other projects</i>	€ 0	€ 0	€ 0
				V. . Expenses for the purchase of property	€ 0	€ 0	€ 0
				<i>V.I Equipment</i>	€ 0	€ 0	€ 0
				<i>V.II Capital losses</i>	€ 0	€ 0	€ 0
				VI. Various charges	€ 2.489	€ 2.402	-€ 87
				<i>VI.I Bank fees</i>	€ 509	€ 502	-€ 7
				<i>VI.II Insurance fees</i>	€ 396	€ 651	€ 255
				<i>VI.III Tax and Social security fees</i>	€ 1.584	€ 1.249	-€ 335
TOTAL GENERAL REVENUES	€ 191.118	€ 206.989	€ 15.871	TOTAL GENERAL EXPENDITURES	€ 143.944	€ 138.114	-€ 5.830
MANAGEMENT DEFICIT				MANAGEMENT SURPLUS	€ 47.174	€ 68.875	€ 21.701
TOTAL TO BALANCE	€ 191.118	€ 206.989	€ 15.871	TOTAL TO BALANCE	€ 191.118	€ 206.989	€ 15.871

REPORT ON THE FINANCIAL STATEMENT FOR THE YEAR 2020

The annual Financial statement for the financial year 2020 was drawn up by the Board of Governors in accordance with the rules established by the Statute of the Forum of the Chambers of Commerce of the Adriatic and Ionian Region, and contains analytical items annotated with extreme precision and clarity, with all the revenues and the expenditures of the Association, given the fact that no commercial activities have been carried.

The Financial statement is the statement of a financial nature and shows the revenues and expenditures in the year, distributed according to the scheme included in the "Annex B" which forms the integral part of the "Financial Management Rules" of Forum.

The accounting policy adopted for the registration of the transactions applies a pure cash criterion, pursuant to which revenues and expenditures become relevant and recorded when the financial transaction occurs (receipts or payments).

The figures in the Financial statement correspond to the results of the accounting records regularly held in 2020 and represent the financial result of the institutional activity carried out by the organs of the Association.

In order to provide full information to its members regarding the financial performance of the Association and the flow in time, as well as the reliability of the forecasts made, in addition to the Financial statement drawn up in accordance with the schedule set out in Annex B to the Financial Management Rules, two other annexes "Annex I and II" have been drafted, in which the differences between "Budget proposal 2020 and Final Budget 2020" (Annex I) and the differences between "Final Budget 2019 and Final Budget 2020" (Annex II) have been highlighted.

Furthermore, at the end of the Budget Report, the Association's credit and debt notes are disclosed as of December 31, 2020 in order to provide full information to the members on the financial situation of the Forum, bringing both cash / bank transactions in revenues and / or in expenditures, as well as the commitments undertaken and credits accrued.

The values are expressed in Euro, with no decimals, using the rounding method. Eventual differences due to rounding are declared in the items "Other revenues" and "Other costs".

REVENUES

Revenues collected in 2020 relate to :

MEMBERSHIP FEES : € 70.088

The membership fees paid in the amount agreed upon by the Board of Governors, refer both to the current year and to the previous years.

The membership fees have not changed compared to what was established by Board of Governors for the year 2019. In the year 2020 are not collected the fees due for the current year in total amount of Euro 8.350, as recorded in the Annex "I", noted as difference between the planned membership fees and paid membership fees.

The fees that were due for previous years are collected in the year 2020 in the amount of € 4.638.

At the end of the financial year, there are still fees to be collected totalling € 35.487, consisting of the membership fees for the year 2020 in the amount of € 8.350, and the fees due for previous years in total amount of € 27.137; out of this amount of due fees € 12.600 refer to the years 2019-2018 and remaining amount of € 14.537 refer to the year 2017 and previous ones.

CONTRIBUTIONS AND FINANCING BY THIRD PARTIES: € 89.720

- **contributions from specific projects amounting to € 89.720** refer to:
 - final instalment of the contribution, financed by DG Regio Funds for **European project AI-NURECC**, deriving from the cooperation with the Association CRPM (Conference of Peripheral Maritime European Regions) and Adriatic-Ionian Euroregion, which together with the Forums of Civil Society represent the main stakeholders of EUSAIR area, in the amount of **€ 61.617**;
 - the contribution of **€ 10.799** regarding the Project Erasmus + "CHESS - Creative Intrepreneurship Empowerment Skills" which aims to provide integrate support, adjusted to the needs and peculiarities of youth aged 20-29 in creative industries;
 - the contribution of **€ 10.953** regarding the Project COSME CEnTOUR aimed at stimulating the development of sustainable tourism and competences of SME in tourist sector, through transnational cooperation and transfer of knowledge in order to launch the processes of circular economy;
 - the contribution of **€ 6.351** regarding the Project EaSI Mobilise SME intended to implement mobility and comparison among SME employees, enabling them to exchange best practices to learn one from another and to establish new partnerships and new relations for mutual benefit .
 - recovery of costs for rounding of figures € 6;
 - management surplus from operations in the previous years of **€ 47.174** declared in the Final statement presented for the year 2019, with the rounding of 1 euro, corresponding to € 47.175.

EXPENDITURES

"Costs for the management and functioning of the association" incurred during 2020 totalling to € **14.418** record the decrease in comparison to the previous year of € 1.674 corresponding to ca. 10,00 %, mainly due to the absence of costs that were expected for the extraordinary events.

The expenditures are specified in details in the Final statement and compared with the results of the previous year.

"Personnel expenses" incurred in the year 2020 totalling to € **31.534** record decrease of € 11.881 compared to the previous year, or approximately 27,37 %. This decrease is mainly due to the allocation of the part of the costs referring to the engagement of the staff to the Funded projects, to the specific cost items, in order to provide for better accounting of the costs incurred for each specific project .

One share of these costs also refers to the reimbursement of travel & stay costs to the employees, totalling to € 967 and the education costs of € 250.

"Expenditures for Forum bodies" totalling to € 1.274 include travel & stay expenses reimbursed to members of the statutory bodies on occasion of the Forum related events.

"Expenditures for promotional and institutional initiatives" totalling to € **101.860** represent the increase of € 22.456 compared to the previous year, or ca. 28 %. This activity will be explained in detail in the second part, dedicated to the report on performed activities. However, the year 2020 has recorded the strong revival of Forum activities in European projects, proved by participation in the new projects, namely Easi Mobilise Sme e Cosme CEnTOUR.

In detail, these expenses were incurred for:

Initiatives oriented towards Forum development and accreditation: € 6.098

€ 48 of this amount refers to expenditures incurred for the promotion and integration of the Western Balkans Area into the European Union (Adriatic - Ionian Macroregion) and the remaining € 6.050 to the costs incurred for the membership fee of Eurochambres (€ 5.300) and Necstour (€ 750).

Due to Covid-19 pandemic which has prevented for the most of the year 2020 the course of manifestations, meetings and travelling, the Forum activities have been concentrated only to those activities which could have been carried in digital form .

Initiatives promoted by thematic working tables : € 0

As previously explained, the pandemic which has affected the financial year 2020 has impeded the realization of the **III Edition of the Joint annual Forum of the Adriatic and Ionian Chambers of Commerce, Cities and Universities** and the realisation of the **XII Congress of Female Entrepreneurship**.

The events, in form of webinar were held in January 2021 , as the events organised in parallel with V Forum EUSAIR under the Serbian Chairmanship, in cooperation with Adriatic-Ionian Initiative

Projects funded by various bodies and organizations: € 83.388

These are the costs incurred for carrying out the project activities, in particular:

- Project “ EaSI Mobilise SME “: € 9.906

For the realisation of this Project, which has already been described in the respective item of the "Revenues" , have been incurred the costs of € 9.096 , partly referring to the cost of the staff engaged in its realisation.

- Project “Chess Erasmus Plus”: € 4.500

The Project Erasmus + “CHESS - Creative Intrapreneurship Empowerment Skills” aims to provide integrate support, adjusted to the needs and peculiarities of youth aged 20-29 in creative industries; the costs incurred for this Project in the financial year 2020 amount to € 4.500, out of which amount one share refers to the staff engaged in its realisation.

- Project “COSME CEnTOUR”: € 5.019

For this Project aimed at stimulating development of sustainable tourism and competences of SMEs in tourist sector through transnational cooperation and transfer of knowledge, in order to launch the processes of circular economy, have been incurred the costs amounting to € 5.019 , sustained for the staff engaged in its realisation.

- Project “Facility Point”: € 61.220

For the Project “Facility Point – Supporting the Governance of the EUSAIR” (Axis 4 of the Programme Interreg ADRION) in virtue of the Agreement entered between Marche Region and Marche Chamber of Commerce, which has enabled the engagement of three Forums (Forum AIC, FAIC and Uniadrion) , as the networks representing civil society of the Region in the online and offline activities of the Stakeholder Platform, always aiming at dissemination of EUSAIR Strategy in coordination with the partners involved in the Project and the coordinators of Thematic Steering Groups of 4 EUSAIR Pillars, in the year 2020 have been incurred the costs amounting to € 61.220 , partly due to the contributions collected in 2019,

however granted to Forum AIC in order to be further allocated to the other two Forums engaged in the Project - in the amount of € 35.000; the remaining part of the costs is mostly attributed to the cost of the staff engaged in the Project.

- Project "AI- NURECC": € 1.743

This is the Project realised by the Adriatic-Ionian Network of the Universities, Regions, Chambers of Commerce and Cities (AI-NURECC) , which ended in the first months of the year 2020; the costs incurred are the remaining costs partly referred to the staff, employed specifically for its realisation.

The cost item "**Various charges**" totalling to € 2.402 represents the slight decrease compared to the previous year, i.e. decrease of € 87

This item includes the costs incurred for:

- insurance premiums of € 651;
- tax charges consisting of taxes & fees, including IRAP due for staff, paid in 2020 of € 1.249;
- fees and banking services of € 502

" Management surplus / Management Deficit"

The Financial statement for the financial year 2020 ends with the management surplus of € 68.875 presenting the surplus for the year 2019 of € 47.174 and the positive result for the year 2020 of € 21.701.

Management surplus 2019	€ 47.174
+ Revenues 2020	€ 159.814
- Expenditures 2020	- € 138.114
Rounding	€ 1
Management surplus 2020	€ 68.875

In order to complete the statement for the year 2020, the detailed data on the balance on December 31, 2020 are provided hereby, which fully coincides with the operating surplus to be brought forward in the financial year 2021:

Cash at bank - balance on 31.12.2020	€ 67.761
Cash at hand on 31.12.2020 (in euro and in currency)	€ 133
Prepaid credit card availability on 31.12.2020	€ 981
Total	€ 68.875

It is also considered useful to point out that in 2020 have become due the receivables from the members and debts towards third parties. In particular, at the end of the financial year 2020, the financial situation is, as follows:

CLAIMS/ RECEIVABLES

Claims from the members for unpaid membership fees : € **35.487**

of which

€ 8.350 for membership fees due in 2020;

€ 27.137 for membership fees due in 2019 and previous years

Total active cash flow € **35.487**

DEBTS

Debts to employees for accruals

Holidays, accrued public holidays, and 14th salary € **6.706**

Debts to employees for TFR € **12.030**

Debts to state budget for taxes withheld from employees' salaries € **1.699**

Debts to social security, health and pension institutes € **5.157**

Total passive cash flow € **25.592**

From the above, it is evident that the expected total active cash flow, plus liquid assets at the end of 2020 (35.487 + 68.875) , totalling to € **104.362** is going to be sufficient to cover the total financial passive cash flow on 31.12.2020 of € **25.592**

REPORT ON ACTIVITIES PERFORMED IN 2020

The activities planned for 2020 could not be carried out due to the global Covid-19 pandemic that hit countries and populations.

Even if the work, as well as personal activity, has been overwhelmed and distorted by the events we know, the Forum has nevertheless taken some important steps forward.

- Relations with the EUSAIR and the Adriatic Ionian Initiative

The associative reality of the Forum thrives on relationships and, the one made possible thanks to the Ionian Adriatic Initiative, with the Serbian EUSAIR Presidency (ended last May 2020), led to the entry of the Chamber of Serbia, as an ordinary member, and greater involvement of the Fora within the annual EUSAIR Forum. The V EUSAIR Forum, which was to take place in Belgrade in May 2020, was organized online in January 2021 and the AIC Forum together with the other two Fora of Universities (UniAdriatic) and Cities (FAIC), with some of their associates, in collaboration with the Adriatic Ionian Initiative and with the Slovenian IAI / EUSAIR Presidency - Presidency of the Republic of Slovenia, organized **3 Side-Events, on 27th and 29th of January precisely, as part of the V EUSAIR Forum**. The webinars analyzed and discussed the impact of Covid-19 on three main themes:

- crisis management and marketing communication, thanks to the cooperation with the Chamber of Economy of the Federation of Bosnia-Herzegovina and the Chamber of Durrës (Report and material available at the following link: https://www.forumaic.org/report_webinar-crisis-management-and-marketing-communication-during-covid-19-focus-su-bosnia-erzegovina-e-albania-27-01-2021/);

- innovation and robotics for the conservation of natural resources, organized in cooperation with the Dubrovnik Chamber (Report and material available at the following link:

https://www.forumaic.org/report_webinar-preservation-of-natural-resources-innovation-and-robotics-for-the-development-of-the-economy-in-the-adriatic-ionian-region-27-01-2021/).

- female entrepreneurship (Report and material available at the following link:

https://www.forumaic.org/report_webinar-covid-19-pandemic-imposed-catalyst-for-womens-entrepreneurship-progress-in-the-adriatic-and-ionian-region-29-01-2021/),

Cooperation with the Adriatic-Ionian Initiative and the current Presidency proved to be strategic also for the entry of the Slovenian Chamber of Primorska (the only country in the Macroregion not yet represented, in addition to the new entry in 2020, North Macedonia) which will be approved by the Board of Directors of the Forum in April 2021.

- Involvement of the Forum in strategic projects in the EUSAIR: Facility Point and AI-NURECC Plus

As already presented in the previous report of the 2019 Budget, the Marche Region, Italian Project partner, thanks to a broader agreement already in place with the Marche Chamber of Commerce, has entered into a specific agreement on the Facility Point project - Supporting the Governance of the EUSAIR with the aforementioned Chamber in order to involve the AIC Forum and the other two networks (FAIC and Uniadrion) in the development and animation of the Stakeholder Platform, conceived as a tool to increase the involvement of stakeholders in the coordination and implementation processes of the EUSAIR Strategy in coordination with the project partners and the coordinators of the Thematic Steering Groups of the 4 EUSAIR Pillars.

During the 2020 health emergency, offline activities had to be interrupted, which included workshops in all countries. The activities have been reformulated and the **Fora Database** has been developed which includes all the INTERREG projects of the 2014-2020 Programming in which the members of the three Fora are found (UniAdrion, Forum AIC - Forum of the Adriatic and Ionian Chambers of Commerce; FAIC - Forum of the Ionian Adriatic Cities) as a lead or project partner. This research was done through data obtained from the official websites of the European Commission, in order to identify the expertise of the Fora members and to be able to intervene in the consultation of the European CTE 2021-2027 programming period. Among the consultation activities, a questionnaire was also shared with all the Fora members to obtain information about their experience in presenting INTERREG projects and their opinion regarding the Pillars and strategic EUSAIR “Flagship” projects.

Furthermore, as part of the EUSAIR Stakeholder Platform, the Forum organized one of the three ONLINE EVENTS on the issues of CONNECTIVITY, which were held on December 15th-16th-17th.

Connectivity as transports and infrastructures, Connectivity as sustainable Adriatic-Ionian cycling route and Connectivity as digital innovation for effective solutions to Covid-19 pandemic.

The **Webinar “CONNECTIVITY AND COVID-19: THE CRISIS AS A FACTOR OF DIGITAL TRANSFORMATION AND INNOVATIVE ACCELERATOR”**, which was held **on December 17**, was organized by Marche Region and the Forum of the Adriatic and Ionian Chambers of Commerce (Forum AIC), in collaboration with Marche Chamber of Commerce, Marche Polytechnic University, UniAdrion and FAIC.

The focus of the event was the possible effective local solutions to the Covid-19 pandemic at the intersection of connectivity, digital innovation and new social policies and saw the participation of a large number of Forum Stakeholders, all committed to the future of innovation in the EUSAIR area, which will inevitably have to face a series of challenges, which address development issues related to digitization, the blue and green economy, tourism and well-being.

The Report and the material of the event are available on the Forum website:

https://www.forumaic.org/report_webinar-connettivita-e-covid-19-la-crisi-come-fattore-di-trasformazione-digitale-e-acceleratore-innovativo-17-12-2020/.

Once AI-NURECC will be completed at the end of 2019 / early 2020, AI-NURECC **Plus** will be launched in 2021, led by the CPMR (Conference of Peripheral Maritime Regions) and in partnership with the Adriatic-Ionian Euroregion, the AIC Forum and the other two Fora, and financed with direct funds from the European Commission - DG Regio on the initiative of some MEPs. The new AI-NURECC Plus will focus on circular economy, creative and cultural businesses and tourism.

Activities of design and planning

The Forum in 2020 started and continued to implement the following projects financed under direct funding calls:

- ***CHES: Creative Entrepreneurship Empowerment Skills*** ERASMUS PLUS - strategic partnerships for innovation.

The project, which started in August 2019 (ending in August 2021) aims to provide integrated support, adapted to the needs and specificities of young people aged 20-29 through the development and validation of integrated innovative training tools and materials in order to: increase their motivation and self-awareness; - create incentives for the acquisition of new skills related to entrepreneurship; - promote their efficient and sustainable integration into the world of work and society.

During 2020 the Forum worked on the realization of the online course launched in January: the **CHES Academy**, a free course aimed at young people (and all interested people) which aims to develop soft skills - 4 groups have been organized, following the large number of adhesion. The 6-modules course also includes the issue of certificates. Find the info on the official website of the project. It is still possible to register: <https://www.chessproject.eu/>.

- Mobility Exchange program for SME staff (MobiliseSME) - EASI Program: Employment, Social Affairs and Inclusion program

Mobilise SME is a project under the European EASI call with a duration of 24 months that began in August 2020. It is a pilot project that aims at promoting the mobility and exchange of personnel of SMEs managers / employees / entrepreneurs from different European countries, allowing them to exchange good practices, develop new collaborations and international markets, build new partnerships and establish new relationships for the benefit of both parties.

The general objective of the project is to organize and support short-term (1-2 months) cross-border mobility periods for employees, managers and / or (co) owners, in particular of small and medium-sized enterprises.

Such exchanges must offer opportunities to develop skills and competences ("learning objective"), as well as offer companies the opportunity to develop their business by establishing new contacts abroad or

by strengthening their existing partnerships ("international business opportunities for SMEs "). The project aims at strengthening cooperation and dissemination mechanisms, involving employers' organizations as facilitators, participating companies and employees.

The Forum is managing the first mobilities, of the 20 planned to Italy and 20 from Italy to European and non-European countries. It is confirmed the possibility of involving SMEs from the countries of the macro-region, from any economic sector, to participate in the mobility project. The project partners, including the Forum, are helping SMEs to get in touch (also through a matching platform - which is still in the implementation phase - and the website) and follow them in achieving the objectives set for the exchange. The sending companies must continue to pay the salary to the employee taking part in the project, while the travel and subsistence costs are covered by the project partners. Find the info on the official website of the project: <https://mobilise-sme.eu/>.

- CEnTOUR Circular Economy in Tourism: Boosting sustainable tourism development and capacity of tourism SMEs through transnational cooperation and knowledge transfer.

It is a project under the European COSME program, and has a duration of 30 months, starting date 1/09/2020.

The project represents a strategic opportunity to develop and test innovative ideas to support SMEs in the tourism sector in the transition to circular economy, promoting an integrated system at local / regional level. SMEs, particularly in the tourism sector, are slowly facing the challenges of moving from a linear to a circular economic model and, given their average size, they usually lack the resources and skills to tackle it with adequate tools and references. It is therefore important to support SMEs in the development and implementation of circular enterprises (in terms of transfer of knowledge, skills, innovation, certifications) and implement them within an integrated system for local development.

During 2020, the Forum implemented a Call dissemination strategy for companies and has the role of disseminating the results. Find the info on the official website of the project: <http://circulartourism.eu>.

New activities of design and planning

- The Eureka project was presented, as part of the Call for Proposal "Creative Europe" and the bilateral agreements signed between the Chambers of Commerce of the Forum, members of the Board of Directors, and the Organizing Committee of Capital Culture, a project was elaborated together with the Uniadriatic Polytechnic University of Marche which aims to strengthen the activities of the Capital Culture Adriatic Start up school.

The consortium included 17 partners: Univpm leader, Forum AIC, Marche Foundation on the Italian front and a university and a chamber of commerce of the 7 EUSAIR countries).

The project aimed at increasing the effectiveness of the Adriatic Start up school project with activities before and after the school that would allow the development of creative and cultural enterprises in the Adriatic Ionian Area. The project was not successful. /was not accepted. Unfortunately it was not selected even with a high evaluation score. It will be resubmitted with new calls.

- The Memorandum of Understanding was also followed up: with the Association of Chambers of Commerce of the Danube Region (DCCA, signed in November 2018) with which a project proposal was written under the Europe for Citizens Program: this is the COMPARE project - "Connecting Macroregions for the promotion of active participation in Europe" (under evaluation) presented by the three Fora in collaboration with the Danube Civil Society Associations (Chambers of Commerce - DCCA, Universities and Cities). The project was not successful. /was not accepted. Unfortunately it was not selected but will be re-presented in the **new program: Citizens, Equality, Rights & Values**, which combined the old programs: Europe for Citizens and Rights, Equality, Citizenship.