



FINANCIAL STATEMENT ON 31.12.2019
AND
REPORT ON PERFORMED ACTIVITIES
IN 2019

15.05.2020

ANNEX B - FINANCIAL STATEMENT - YEAR 2019

REVENUES	Final Statement 2019	EXPENDITURES	Final Statement 2019
I. Membership fees	€ 72.088	I. Costs for the management and functioning of the association	€ 16.092
<i>I.I Fees for the current year</i>	65550	<i>I.I Postal fees</i>	35
<i>I.II Fees for the previous year</i>	6.538	<i>I.II Telephone fees</i>	220
		<i>I.III Printed material</i>	131
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>	3.278
<i>II.II Specific projects contributions</i>	0	<i>I.VI Representation expenses</i>	0
		<i>I.VII Consulting</i>	€ 12.098
III. Contributions and financing by third parties	€ 106.798	<i>I.VII.I Website assistance</i>	1.415
<i>III.I Generic contributions</i>	3.000	<i>I.VII.II Bookkeeping and payroll</i>	4.903
		<i>I.VII.III Other consulting services</i>	5.780
<i>III.II Specific projects contributions (Region and other entities)</i>	103.798	<i>I.VIII Other costs</i>	€ 330
<i>III.III Down-payment by Chamber of Commerce Marche</i>	0	<i>I.VIII.I Duty stamps</i>	95
		<i>I.VIII.II Costs for use of premises</i>	
		<i>I.VIII.III Other different costs</i>	60
		<i>I.VIII.V Costs of brand renewal</i>	175
		II. Payrolls and related costs	€ 43.415
IV. Sponsored events	€ 0	<i>II.I Remuneration for employees</i>	39.701
<i>IV.I Generic contributions (free donations)</i>	0	<i>II.II Travel fees and diaries</i>	0
V. Service -providing revenues	0	<i>II.III Reimbursement of travel and related expenses</i>	3.714
VI. Other revenues	€ 8	<i>II.IV Remuneration for coordinate & permanent cooperation</i>	0
<i>VI. I Interest receivables</i>	0	<i>II.V Traineeship expenses</i>	0
<i>VI.II Capital gains</i>	0	<i>II.VI Remuneration for temporary cooperation</i>	0
<i>VI.III Reimbursed and recovered sums of various nature</i>	8	III. Cost for Forum bodies	€ 2.544
VII. Surplus from management activity from previous years	€ 12.224	<i>III.I Reimbursement of travel and related expenses</i>	2.544
<i>VII.I Residual amounts for specific projects</i>	0	<i>III.II Attendance reimbursement</i>	0
<i>VII.II Residual amounts for institutional activities</i>	12.224		0
		IV. Promotional and institutional expenses	€ 79.404
		<i>IV.I Initiatives for development and promotion of the Association</i>	€ 13.655
		<i>a) Activities of promotion and integration of Western Balkan countries in EU (Adriatic Ionian Macroregion)</i>	7.905
		<i>b) International partnership networks</i>	5.750
		<i>IV.II Initiatives promoted by thematic working groups</i>	€ 7.001

FORUM AIC

		<i>a) Forum annual edition</i>	7.001
		<i>b) annual congress of female entrepreneurship</i>	0
		<i>c) thematic events</i>	0
		<i>IV.III Initiatives for promotion of Adriatic and Ionian international court</i>	€ 0
		<i>IV.IV Projects financed by various institutions and bodies</i>	€ 58.748
		<i>a) EU Projects</i>	48.995
		<i>1) AI-NURECC</i>	47.849
		<i>2)CHESS (erasmus +)</i>	1.146
		<i>b) Other projects</i>	9.753
		<i>1) Facility Point</i>	9.753
		<i>V. Expenses for the purchase of property</i>	€ 0
		<i>V.I Equipment</i>	0
		<i>V.II Capital losses</i>	0
		<i>VI. Various charges</i>	€ 2.489
		<i>VI.I Bank fees</i>	509
		<i>VI.II Insurance fees</i>	396
		<i>VI.III Tax and Social security fees</i>	1.584
TOTAL GENERAL REVENUES	€ 191.118	TOTAL GENERAL EXPENDITURES	€ 143.944
MANAGEMENT DEFICIT		MANAGEMENT SURPLUS	€ 47.174
TOTAL TO BALANCE	€ 191.118	TOTAL TO BALANCE	€ 191.118

ANNEX I

COMPARISON BETWEEN BUDGET PROPOSAL AND FINAL BUDGET - YEAR 2019

REVENUES	Budget proposal 2019	Final budget 2019	Difference	EXPENDITURES	Budget proposal 2019	Final budget 2019	Difference
I. Membership fees	€ 98.788	€ 72.088	-€ 26.700	I. Costs for the management and functioning of the association	€ 12.110	€ 16.092	€ 3.982
<i>I.I Fees for the current year</i>	68.700	65.550	(3.150)	<i>I.I Postal fees</i>	10	35	25
<i>I.II Fees for the previous year</i>	30.088	6.538	(23.550)	<i>I.II Telephone fees</i>		220	220
				<i>I.III Printed material</i>	500	131	(369)
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>	2.500	3.278	778
<i>II.II Specific projects contributions</i>	0	0	0	<i>I.VI Representation expenses</i>	0	0	0
				<i>I.VII Consulting</i>	7.300	12.098	4.798
				<i>I.VII.I Website assistance</i>	1.800	1.415	(385)
III. Contributions and financing by third parties	€ 83.495	€ 106.798	€ 23.303	<i>I.VII.II Bookkeeping and payroll</i>	4.500	4.903	403
<i>III.I Generic contributions</i>	3.000	3.000	0	<i>I.VII.III Other consulting services</i>	1.000	5.780	4.780
<i>III.II Specific projects contributions (Region and other entities)</i>	80.495	103.798	23.303)	I.VIII Other costs	1.800	330	(1.470)
<i>III.III Down-payment by Chamber of Commerce Marche</i>	0	0	0	<i>I.VIII.I Duty stamps</i>	200	95	(105)
				<i>I.VIII.II Costs for use of premises</i>	1.500	0	(1.500)
				<i>I.VIII.III Other different costs</i>	100	60	(40)
				<i>I.VIII.IV Costs for staff engagement</i>	0	0	0
				<i>I.VIII.V Brand renewal costs</i>		175	175
				II. Payrolls and related costs	€ 44.121	€ 43.415	-€ 706
IV. Sponsored events	€ 0	€ 0	€ 0	<i>II.I Remuneration for employees</i>	42.621	39.701	(2.920)
<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>	1.500	3.714	2.214)

V. Service - providing revenues	€ 0	€ 0	€ 0	II.IV Remuneration for coordinate & permanent cooperation	0	0	0
				II.V Traineeship expenses	0	0	0
VI. Other revenues	€ 0	€ 8	€ 8	II.VI Remuneration for temporary cooperation	0	0	0
VI.I Interest receivables	0	0	0	III. Cost for Forum bodies	€ 2.800	€ 2.544	-€ 256
VI.II Capital gains	0	0	0	III.I Reimbursement of travel and related expenses	2.800	2.544	(256)
VI.III Reimbursed and recovered sums of various nature	0	8	5	III.II Attendance reimbursement	0	0	0
VII. Surplus from management activity from previous years	€ 0	€ 12.224	€ 12.224				
VII.I Residual amounts for specific projects	0	0	0	IV. Promotional and institutional expenses	€ 118.770	€ 79.404	-€ 39.366
VII.II Residual amounts for institutional activities		12.224	12.224	IV.I Initiatives for development and promotion of the Association	18.275	13.655	(4.620)
				a) Activities of promotion and integration of Western Balkan countries in EU (Adriatic Ionian Macroregion)	12.525	7.905	(4.620)
				b) International partnership networks	5.750	5.750	00
				IV.II Initiatives promoted by thematic working groups	€ 20.000	€ 7.001	-€ 12.999
				a) Forum annual edition	12.500	7.001	(5.499)
				b) Biannual congress of female entrepreneurship	7.500	0	(7.500)
				c) Thematic events		0	0
				IV.III Initiatives for promotion of Adriatic and Ionian international court	0	0	0
				a) Promotional activities on national and international level	0	0	0
				IV.IV Projects financed by various institutions and bodies	€ 80.495	€ 58.748	-€ 21.747
				a) EU Projects	80.495	58.748	(21.747)
				V. Expenses for the purchase of property	€ 0	€ 0	€ 0
				V.I Equipment	0	0	0
				V.II Capital losses	0	0	0

FORUM AIC

				VI. Various charges	€ 4.482	€ 2.489	-€ 1.993
				<i>VI.I Bank fees</i>	533	509	(24)
				<i>VI.II Insurance fees</i>	1.350	396	(954)
				<i>VI.III Tax and Social security fees</i>	2.599	1.584	(1.015)
TOTAL GENERAL REVENUES	€ 182.283	€ 191.118	€ 8.835	TOTAL GENERAL EXPENDITURES	€ 182.283	€ 143.944	-€ 38.339
MANAGEMENT DEFICIT				MANAGEMENT SURPLUS		€ 47.174	€ 47.174
TOTAL TO BALANCE	€ 182.283	€ 191.118	€ 8.835	TOTAL TO BALANCE	€ 182.283	€ 191.118	€ 8.835

ANNEX II
COMPARISON BETWEEN FINAL BUDGET 2018 AND FINAL BUDGET 2019

REVENUES	Final Budget 2018	Final Budget 2019	Difference	EXPENDITURES	Final Budget 2018	Final Budget 2019	Difference
I. Membership fees	€ 73.888	€ 72.088	-€ 1.800	I. . Costs for the management and functioning of the association	€ 11.579	€ 16.092	€ 4.513
<i>I.I Fees for the current year</i>	64.350	65.550	1.200	<i>I.I Postal fees</i>	2	35	33
<i>I.II Fees for the previous year</i>	9.538	6.538	- 3.000	<i>I.II Telephone fees</i>	25	220	195
				<i>I.III Printed material</i>	0	131	131
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>	2.184	3.278	1.094
<i>II.II Specific projects contributions</i>	0	0	0	<i>I.VI Representation expenses</i>	0	0	0
				<i>I.VII Consulting</i>	7.723	12.098	4.375
III. Contributions and financing by third parties	€ 48.668	€ 106.798	€ 58.130	<i>I.VII.I Website assistance costs</i>	1.415	1.415	0
<i>III.I Generic contributions</i>	5.500	3000	-2.500	<i>I.VII.II Bookkeeping and payroll</i>	4.067	4.903	836
.				<i>I.VII.III Other consulting services</i>	2.241	5.780	3.539
<i>III.II Specific projects contributions (Region and other entities)</i>	43.168	103.798	60.630	<i>I.VIII Other costs</i>	1.645	330	-1.315
<i>III.III Down-payment by Chamber of Commerce Ancona</i>	0	0	0	II. Payrolls and related costs	€ 37.427	€ 43.415	€ 5.988
IV. Sponsored events	€ 0	€ 0	€ 0	<i>II.I Remuneration for employees</i>	36.250	39.701	3.451
<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>	1.177	3.714	2.537
VI. Other revenues	€ 6	€ 8	€ 2	<i>II.IV Costs for coordinate and permanent cooperation</i>	0	0	0
<i>VI. I Interest receivables</i>	1		-1	<i>II.V Stage expenses</i>	0	0	0
<i>VI.II Capital gains</i>	0	0	0	<i>II.VI</i>	0	0	0

				Remuneration for occasional cooperation work			
VI.III Reimbursed and recovered sums of various nature	5	8	3	III. Cost for Forum bodies	€ 2.718	€ 2.544	-€ 174
VII. Surplus from management activity from previous years	€ 12.855	€ 12.224	-€ 631	III.I Reimbursement of travel and related expenses	2.718	2.544	-174
VII.I Residual amounts for specific projects	0	0	0	III.II Attendance reimbursement	0	0	0
VII.II Residual amounts for institutional activities	12.855	12.224	-631	IV. Promotional and institutional expenses	€ 70.085	€ 79.404	€ 9.319
				IV.I Initiatives for development and promotion of the Association	7.928	13.655	5.727
				a) Activities of promotion and integration of the West Balkan Area in the EU (Adriatic Ionian Macroregion)	2.428	7.905	5.477
				b) International partnership networks	5.500	5.750	€ 250
				IV.II Initiatives promoted by thematic working groups	€ 9.935	€ 7.001	-€ 2.934
				a) Forum annual edition	9.935	7.001	-2.934
				b) Biannual congress of female entrepreneurship	0	0	0
				c) Thematic events	0	0	0
				IV.III Initiatives for promotion of Adriatic and Ionian international court	€ 0	€ 0	€ 0
				a) National and International promotional activities	0	0	0
				IV.IV Projects financed by various institutions and bodies	€ 52.222	€ 58.748	€ 6.526
				a) EU Projects	52.222	48.995	-3.227
				b) Other projects		9.753	9.753
				V. Expenses for the purchase of property	€ 0	€ 0	0
				V.I Equipment	0	0	0)
				V.II Capital losses	0	0	0
				VI. Various charges	€ 1.384	€ 2.489	€ 1.105
				VI.I Bank fees	350	509	159
				VI.II Insurance fees	245	396	151

				<i>VI.III Tax and Social security fees</i>	789	1.584	795
TOTAL GENERALREVENUES	€ 135.417	€ 191.118	€ 55.701	TOTAL GENERAL EXPENDITURES	€ 123.193	€ 143.944	€ 20.751
MANAGEMENT DEFICIT				MANAGEMENT SURPLUS	€ 12.224	€ 47.174	34.950)
TOTAL TO BALANCE	€ 135.417	€ 191.118	€ 55.701	TOTAL TO BALANCE	€ 135.417	€ 191.118	€ 55.701

REPORT ON THE FINANCIAL STATEMENT FOR THE YEAR 2019

The annual Financial statement for the financial year 2019 was drawn up by the Board of Directors 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 2019 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 cash flow 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 2019 and Final Budget 2019" (Annex I) and the differences between "Final Budget 2018 and Final Budget 2019" (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, 2019 in order to provide full information to the members on the financial situation of the Forum, bringing both cash and / or 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 2019 relate to :

MEMBERSHIP FEES : € 72.088

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

The membership fees have not changed compared to what was established in 2018, however it is noted the decrease of the number of members due to aggregation of the Italian chambers of commerce. It must be noted that, thanks to the efforts undertaken by Forum Secretariat, within the year 2019 are collected almost all of the planned membership fees. As recorded in the Annex "I" the difference between the planned membership fees and paid membership fees amounts to € 3.150 (€ 8.900 - € 5.750) , consisting of € 8.900 which is the unpaid amount of membership fees due for 2019 and most of the membership fees paid by the members : € 5.750 , which amount also includes the share of € 4.500 paid by the Chamber of Commerce Marche.

The fees that were due for previous years are collected in the amount of € 6.538. **At the end of the financial year, there are still fees to be collected totalling € 26.700 ,** consisting of the membership fees for the year 2019 in the amount of € 3.150 , and the fees due for 2018 and previous years in total amount of € 23.550.

CONTRIBUTIONS AND FINANCING BY THIRD PARTIES: € 106.798

- **generic contributions amounting to € 3.000** provided by the All Secretariat for sharing thematic event - Annual Forum held at Budva in May 2019;

- **contributions from specific projects amounting to € 103.798** refer to:

- the second part 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 **€ 22.999**;

- 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 **€ 70.000** related to 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 (Italian Project Partner) and Marche Chamber of Commerce which is assigned the

Forum Presidency within the entire year 2020, along with the Association headquarters. This Agreement has managed to engage Forum AIC, FAIC and Uniadrion, as the networks representing civil society of the Region in the online and offline activities of the Stakeholder Platform, which are going to be implemented during the year 2020, always aiming at dissemination of EUSAIR Strategy in coordination with the partners involved in the Project and with the coordinators of Thematic Steering Groups of 4 Pillars of EUSAIR. Accordingly, one part of the contribution collected within the year 2019, shall be transferred by the beginning of 2020, after signing of the agreement, to FAIC- Forum of the Cities in the amount of Euro 17.500 , and equal amount of € 17.500 to Uniadrion.

- recovery of costs for rounding of figures € 8;
- management surplus from operations in the previous years of € 12.224 declared in the Final statement presented for the year 2018.

EXPENDITURES

“Operative and functioning expenditures ” incurred during 2019 totalling to € 16.092 and record the increase in comparison to the previous year of € 4.513 corresponding to 38,98 %, mainly due to the costs incurred for amendments of the Statute, adopted at Extraordinary Assembly, held in Arta (Greece) in October 2019.

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 2019 totalling to € 43.416 and record the increase of € 5.988 compared to the previous year, or approximately 16 %. This increase is mainly due to the allocation of the Forum employee to the higher employment level. One share of these costs also refers to the reimbursement of travel & stay costs to the employees, totalling to € 3.714.

” Expenditures for Forum bodies” totalling to € 2.544 include travel & stay expenses reimbursed to members of the statutory bodies on occasion of the Budva (Montenegro) Edition of the Forum and the events held in 2019.

In general, in 2019, the Chambers of Commerce have covered by themselves the travel & stay costs of their representatives in the Board of Directors or in the Board of Auditors.

“Expenditures for promotional and institutional initiatives” totalling to € 79.404 and represent the increase of € 9.319 compared to the previous year, or ca. 13 %. This activity will be explained in detail in the second part, dedicated to the report on performed activities. However, the year 2019 has recorded the strong revival of Forum activities in European projects, proved not only by participation

in the project AI-NURECC, which has started in the previous financial year, but participating in the other new project, in cooperation with the other Forums.

In detail, these expenses were incurred for:

Initiatives oriented towards Forum development and accreditation: € 13.655

€ 7.905 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 € 5.750 to the costs incurred for the membership fee of Eurochambres (€ 5.000) and Necstour (€ 750).

Initiatives promoted by thematic working tables : € 7.001

These are costs incurred for the realization of the **II Edition of the Joint annual Forum of the Adriatic and Ionian Chambers of Commerce, Cities and Universities**, held in Budva (Montenegro) in the period 6-8 May 2019 and covered by Forum in the amount of € 7.001 , along with some activities that are not included in this item, because they are organised within the framework of the project AI-NURECC; no costs are incurred for the realisation of the **XI Congress of Female Entrepreneurship, held in Arta**, in October 2019 , since these costs are sustained and reported within the activities of the project Facility Point.

Projects funded by various bodies and organizations: € 58.748

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

EU Projects: € 48.995

- Project "AI- NURECC" : € 47.849

The Adriatic-Ionian Network of the Universities, Regions, Chambers of Commerce and Cities (AI-NURECC) has set the objective to contribute to the realisation of the political objectives of EUSAIR and to promote its Action Plan. In particular, it aims at promoting dialogue and close cooperation among different stakeholders: regions, local authorities, universities, chambers of commerce, youth associations and generally civil society.

The costs referring to this project also include the expenses incurred for the staff employed particularly for the realisation of the project and reimbursement of the costs sustained by the said employee.

- Project **"Chess Erasmus"** : **€ 1.146**

The Project Erasmus + "CHESS - Creative Intrapreneurship Empowerment Skills" which 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 2019 amount to € 1.146.

Other projects: € 9.753

The costs incurred in 2019 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 amount to € 9.753.

The item **"Various charges"** totalling to € 2.489 represents the increase of ca. 79,84 % compared to the previous year, i.e. increase of € 1.105

This item includes the costs incurred for:

- insurance premiums of € 396;
- tax charges consisting of taxes & fees, including IRAP due for staff, paid in 2019 of € 1.584;
- fees and banking services of € 509

" Management surplus / Management Deficit"

The financial statement for the financial year 2019 ends with the management surplus of € 47.174 presenting the surplus for the year 2018 of € 12.224 and the positive result for the year 2019 totalling € 34.950.

Management surplus 2018	€	12.224
+ Revenues 2019	€	178.894
- Expenditures 2019	- €	143.944
Management surplus 2019	€	47.174

In order to complete the statement for the year 2019, the detailed data on the balance on December 31, 2019 are provided hereby, which coincides with the operating surplus to be brought forward in the financial year 2020:

Cash at bank - balance on 31.12.2019	€ 44.497
Cash at hand on 31.12.2019 (in Euro and in valuta)	€ 129
Prepaid credit card availability on 31.12.2019	€ 2.548
Total	€ 47.174

It is also considered useful to point out that in 2019 there have been receivables from the members and debts towards third parties. In particular, at the end of the financial year 2019, the situation is, as follows:

CLAIMS

Claims from the members for unpaid membership fees : € **32.450**

of which

€ 8.900 for membership fees due in 2019;

€ 23.550 for membership fees due in 2018 and previous years

Claim for the third instalment of the Project AI-NURECC € **34.498**

Total active cash flow € **66.948**

DEBTS

Debts to employees for TFR € **7.996**

Debts to state budget for taxes withheld from salaries to employees € **1.585**

Debts to social security, health and pension institutes € **2.759**

Debts to suppliers € **37**

Debts to other associations (FAIC and UNIADRION) € **35.000**

Total passive cash flow € **47.377**

From the above, it is evident that the expected total active cash flow, plus liquid assets at the end of 2019 (66.948 + 47.174) , totalling to € **114.122** is going to be sufficient to cover the total financial passive cash flow on 31.12.2019 of € **47.377**

REPORT ON THE FORUM ACTIVITIES PERFORMED IN 2019

The program for the year 2019 was addressed to the countries of the Adriatic Ionian Region and the collaborations and coordination with the other two fora of civil society (Forum of the Cities and Uniadriion) continued in the context of the working methods of the Integrated Secretariat and initiatives and projects involving the three networks as stakeholders of the EUSAIR (European Strategies for the Adriatic Ionian Region).

Many of the initiatives carried out are part of the AI-NURECC strategic project which started its activities in March 2018 and ended on 31/12/2019, after the final event held in Brussels on 4 December 2019 with all the project partner and with the coordinator of the EUSAIR Strategy of the European Commission DG Regio, Mr. Giuseppe Di Paola

The Network of Universities, Regions, Chambers of Commerce and Cities (AI-NURECC) is an initiative, funded by the European Commission - DG Regio, which for the first time saw the collaboration of stakeholders from the entire Adriatic Ionian Region, who have decided to join forces in support of the EUSAIR strategy, officially launched by the European Commission in June 2014 and approved by the Council of the European Union in October 2014. It involves 8 countries, including 4 EU member states: Italy, Slovenia, Croatia, Greece and four non-EU countries: Bosnia-Herzegovina, Serbia, Montenegro and Albania. The AI-NURECC initiative helped to promote the policy objectives of the Strategy and the implementation of its Action Plan. In particular, it promoted dialogue and solid cooperation between the various actors (Regions, Local Authorities, Universities, Chambers of Commerce, youth associations and civil society in general) through the development of four macro-activities for youth; for cultural industries and to support creativity; for tourism and cultural heritage; for the development of skills and training.

During 2019, the AIC Forum organized:

- Workshop “Doing Business in the Creative and Cultural Field – How to develop your business idea”, 8th March Sarajevo (BiH)

The Workshop “Doing Business in the Creative and Cultural Field – How to develop your business idea”, held in the framework of AI-NURECC Initiative, took place on 8th of March, hosted by University of Sarajevo – Center for Interdisciplinary Studies (BiH).

The Adriatic-Ionian region has great potential to develop competitive and innovative creative and cultural industries that would benefit a wide range of stakeholders in the area. The purpose of the workshop was to encourage and support the creation of start-ups that link their activities to cultural heritage.

The Training Workshop was split in different sessions: the day started with the greetings held by of relevant institutional actors, as Prof.dr. Aleksandra Nikolić, University of Sarajevo Vicerector; H.E. Nicola Minasi, Ambassador of Italy in Bosnia and Herzegovina; Phd. Marko Šantić, President of Chamber of Economy of the Federation of Bosnia and Herzegovina, member of Forum AIC; Stavros Kalognomos, Executive Secretary of the CPMR Balkan and Black Sea Commission, AI-NURECC Coordinator and Francesca Farinelli, General Manager Ecapital Culture.

H.E. Nicola Minasi, Ambassador of Italy in Bosnia and Herzegovina, highlighted the important link between Universities and Institutions related to the business opportunities in the field of cultural heritage and tourism, a sector in expansion in Bosnia-Herzegovina. Moreover, the Ambassador mentioned that is necessary to create the start-up atmosphere by enhancing the following activities: develop government strategies for policies, programs and instruments that are key to entrepreneurship development, provide the level of formal education that from the earliest days will encourage young people to develop the spirit of entrepreneurship and create competencies that are crucial to further development.

Then the training-session, introduced and moderated by Dr Giuseppe De Maso, Marche Polytechnic University, was held by professors and experts on territorial development which showcased methodologies and territorial, as well as financial opportunities.

In particular, Prof. Jovo Ateljević, Faculty of Economics, University of Banja Luka, spoke about Tourism Industry in Bosnia-Herzegovina. After explaining which are the characteristics of a successful entrepreneur, the Professor exposed how tourism entrepreneurship can answer to the new circumstances.

Then, Prof. Almir Pestek, University of Sarajevo intervened speaking about “Strategic management and marketing in the creative and cultural industries”. During the second session participants were split in working groups. Participants had the opportunity to start developing a concrete business idea.

During this session, the Adriatic Start-up School, 2019 Edition, was presented by the General Manager of Ecapital Culture. The project, that will take place in Ancona during the summer, intends to encourage creation and development of innovative cultural companies aimed at enhancing the cultural heritage of the Adriatic-Ionian Macroregion. The Adriatic Start-up School final purpose is to draw up business plans to be submitted to the institutional, entrepreneurial and financial world of EUSAIR. One of the successful cases, developed during the first edition of the Adriatic Start-up School, “Life on a boat”, was then presented by its CEO, Genta Ahmeti.

At the end of the workshop, all participants received a certificate of attendance and a start-up package with materials useful to further develop entrepreneurial skills as self-study.

On Saturday 9 March 2019, the Italian Embassy in Sarajevo organized the first University Fair which took place at the Faculty of Philosophy of the University of Sarajevo. The event aim was to allow students of

high schools and universities in Bosnia and Herzegovina interested in following a course of study in Italy to learn about the courses in degree offered by some of the most prestigious Italian universities.

The Fair responds to the growing number of students interested in study opportunities in Italy. To this end, as part of AI-NURECC initiative, the Adriatic Start-up School newcoming edition was presented.

More info are available on Forum website: <https://www.forumaic.org/training-workshop-in-sarajevo-8-march-2019-doing-business-in-the-creative-and-cultural-field-how-to-develop-your-business-idea/>

- Workshop “Creative Cities & Creative Industries Sustainable Tourism and Cultural Heritage in the Adriatic – Ionian Region”, 12/ June, Fabriano

The Workshop “Creative Cities & Creative Industries Sustainable Tourism and Cultural Heritage in the Adriatic – Ionian Region”, held in the framework of AI-NURECC Initiative and organized in collaboration with FAIC, took place on 12th of June, within the wider context of the XIII Annual Conference of UNESCO Creative Cities.

Meetings, workshops, seminars and assemblies transformed Fabriano into a large open-air laboratory about the theme of creativity.

The purpose of the workshop was to support the dialogue in the field of culture by promoting the rich and diverse cultural heritage of the Adriatic-Ionian region as well as to promote capitalisation on existing project ideas, identifying issues of common interest and sharing excellence and best practises.

After the institutional greetings, Cinzia De Marzo, Lawyer, specialized in European Union Law & international sustainable tourism presented the EU policy on cultural and creative industries linked with sustainable cultural tourism, stressing out the UN Agenda 2030 Sdgs and the Eusair strategy with a focus on the 4 thematic pillars. Moreover, Mrs Cinzia presented the EU funding opportunities in the framework of cultural and creative industries, detailed information can be found in her presentation (attached).

The session was moderated by Giovanni Manzotti, Economic Development Department of Marche Region Chamber of Commerce, Forum AIC member who provided interesting insights regarding the cultural and creative industries in the AI Area.

During the second session dedicated to “Case studies – Cultural and Creative Spaces and Cities” we had the chance to analyze and discuss different best practices expected to contribute to the future planning of relevant policies and sectors both in the Adriatic and Ionian region and the wider region.

The panel saw the participation of Mr Manfredi Mangano, representative of Fabriano Unesco Creative City, who presented the path taken by the city of Fabriano in the race for the UNESCO recognition, the challenges faced in order to become part of this international network as well as the satisfaction of cooperation at multiple levels where institutions, stakeholders, civil society have been closely involved in order to make this real.

Significant was the presentation of Roberto Cioppi, Vice-mayor of Urbino Municipality UNESCO world heritage site since 1998 who shared Urbino's experience in terms of new technologies and historical territorial enhancement through urban regeneration processes.

Nevertheless when we speak about Urban regeneration and creative cities we can not forget the Municipality of Bologna, UNESCO Creative City and the project INCREDIBOL! (Bologna's Creative Innovation). Livio Talozzi, from Fablab Bo, presented the project started in 2010 with the aim to promote creative and cultural activities in the Emilia-Romagna region, coordinated by the Municipality of Bologna and supported by the Emilia-Romagna Region in conjunction with public and private players. The ICC sector plays a more and more important role in the area, not only in terms of economic development and job creation but also in terms of social innovation, urban rehabilitation and life quality improvement. Emilia-Romagna Region acknowledged its importance by including this development strategy within the broader 'smart specialization strategy' 2014-2020, known as "S3", underscoring its partially still unleashed potential and launching new policies and supporting action. Mr Talozzi presented also the best practice FabLab Bo winner of the call of Incredibol Initiative.

More info are available on Forum website: <https://www.forumaic.org/workshop-creative-cities-creative-industries-sustainable-tourism-and-cultural-heritage-in-the-adriatic-ionic-ionian-region/>

- Final Event Adriatic Start-Up School Ecapital Culture – AI-NURECC, 26-27 / June 2019 Ancona

At the end of the third edition of the Adriatic Start-up school, lasting two months, which saw the participation of 15 young entrepreneurs in the cultural creative sector, coming from the eight countries of the Adriatic Ionian Area, selected for their business ideas (three scholarships were funded by the AIC Forum as part of the AI-NURECC project) a final event was organized which saw the participation, among the important institutions and entrepreneurs, also of the members of the Board of Directors of the AIC Forum.

Important days for the Forum, those of 26 and 27 June: the Presidents of the Chambers of Commerce of the Adriatic-Ionian area, gathered in Ancona during the Governing Board, discussed future projects, including the **Adriatic Start-Up School of Ecapital Culture**. The School, held in Ancona and organized this year with the contribution of the AI-NURECC initiative, lasted 2 months and saw young people from the entire Adriatic-Ionian area as protagonists.

The Presidents, who – during the closing day of the School – had the pleasure of attending the presentations of the projects of these young talents, were able to reflect on the importance of investment in culture and young people as a way of developing the territory and also on the importance of the sense of belonging to a single area: the Macroregional one. During these two days it was discussed how to spread the Adriatic Start-Up School project even more effectively in the Macroregion territory, through the involvement of local stakeholders from different countries of the Adriatic-Ionian area.

The day before, the Presidents of the Chambers of Commerce, together with the students from the Adriatic Start-Up School of Ecapital Culture, had gone to Muccia, a town in the Marche region that was most affected by the earthquake of 2016, for the inauguration of the School of primary Education “E. De Amicis”.

The School, thanks to Andrea Bocelli Foundation and – among the other partners – to Fondazione Marche, has returned to live again, and with it the community. The indissoluble union between culture and territory (one cannot exist without investing in the other, and vice versa) was the reason why the Marche Foundation wanted in this day the exponents of the Chambers of Commerce and the students of the startup school based in Ancona.

4th EUSAIR Forum / 2nd Joint Annual Conference of the Fora – Budva, Montenegro – 6/8 May 2019

The 4th EUSAIR Forum jointly organized by Montenegro and the European Commission and with the support of the strategic project EUSAIR Facility Point took place in Budva, Montenegro on 7 – 8 May 2019. Montenegro organised the 4th EUSAIR Forum in coordination with the 2nd Forum of the Adriatic and Ionian Chambers of Commerce, Cities and Universities. The two events represented joint effort of the Ministry of Foreign Affairs, European Integration Office and Chamber of Commerce.

The event was a great and unique opportunity for promotion of deeper and wider cooperation between EUSAIR-EU member states and candidate/potential candidate countries participating in the EUSAIR with special focus on the fields of Blue Growth and Tourism.

The Official opening of the IV Eusair Forum saw between its keynote addresses the intervention of: **Ms Corina Crețu**, European Commissioner for Regional Policy; **Mr Karmenu Vella**, European Commissioner for Maritime Affairs and Fisheries; **Mr Vlastimir Golubović**, President of the Chamber of Economy of Montenegro; **Mr Rudolf Niessler**, Director for Smart and Sustainable Growth and Programme Implementation, European Commission, DG REGIO; **Ms Mirjana Čagalj**, President of the Forum of the Adriatic and Ionian Chambers of Commerce; **Mr Danilo Nikolić**, President of UniAdriion; **Ms Ida Simonella**, Secretary-General of the Forum of the Adriatic and Ionian Cities and **Ms Eleni Marianou**, Secretary General, Conference of Peripheral Maritime Regions.

The opening speech was held by Mr. Dusko Markovic. The **Prime Minister of Montenegro** underlined the importance of the Strategy EUSAIR for the exchange of best practices and for strengthening EU mechanisms. The strategy is an added value for cross-border international cooperation and the Macroregion reflects all the European values: the Adriatic Ionian area is an important natural and economic resource, it is the home of more than 70 million inhabitants who share resources and potential, despite different economic indices. In these territories, the Prime Minister noted, it is important to invest in research sectors, through Cities, Universities and Chambers of Commerce.

It was then the turn for the representatives of the Fora to give their greetings, as well as for the president of the Chamber of Commerce of Montenegro. The latter underlined how the Adriatic Ionian area promotes mobility and this leads to the development of greater integration. Since 2000 the AIC Forum has been working on the development of the area and in this sense new investments are fundamental.

“It is extremely important to involve all stakeholders in order to realize the EUSAIR Strategy and the Action Plan as efficiently as possible”. Thus began the speech by the President of the Forum, **Mrs. Cagalj**.

“The focus and aspects of our actions differ, but we all have one goal, and that is the wellbeing of the Adriatic and Ionian region, what the motto of this year’s conference proves. Our focus has been on the economic development and prosperity of the whole area since 2001, when the Chamber of Commerce of Ancona and the Croatian Chamber of Economy Split County Chamber established our association, a unique network in the economic world of the Adriatic and Ionian area”, Mrs. Mirjana Cagalj said.

“Over the years, we have defined topics of common interest and within our workgroups we worked on identifying and solving current challenges. We were very pleased when the European Union brought the EUSAIR, and the pillars of the Strategy were in line with the four topics we have discussed over the years at the meetings of our workgroups”. Forum AIC President also emphasized the Workgroup on Women Entrepreneurship, which has been from the very beginning doing its best to equalize different positions and starting points of women in the world of entrepreneurship in the Adriatic and Ionian area. “We have witnessed positive shifts and best practice examples. We are very proud of everything that has been done so far and with the same enthusiasm, we continue. We are a project-oriented network and in the last two years, we have been focusing on the concretization of long-term partnerships through projects of common interest financed by EU funds. So we have applied a series of projects on cross-border and transnational cooperation programs, and in this direction we will continue in the future”.

The President underlined as the support of the European Commission has been very important, thanks to which the project AI-NURECC is being implemented. Also in this event, there were activities and initiatives organized within the AI-NURECC project. In particular, three Workgroups were organized in the framework of the project and structured on the basis of the EUSAIR Pillars: **Societal Challenges, Economic Analysis and – of course – Women Entrepreneurship**. “Development of Adriatic Ionian area through cooperation – opportunities and challenges” was the title of the first Workgroup, moderated by Phd. **Marko Šantić**, President of Chamber of Economy of the Federation of Bosnia and Herzegovina. “**Digitalization – a tool for the development of society and economy**” and “**Innovative women in creative industries of the Adriatic and Ionian Region**” were the main topics of the respective Workgroups on Economic and Policy Analysis and Women Entrepreneurship. The first one was moderated and introduced by **Giuseppe Ieraci**, PhD Political Science DiSPeS – University of Trieste, while the second saw as moderator **Antonija Bašić**, from the Chamber of Economy of Croatia, Split. Forum AIC

Workgroups took place together with the EUSAIR Pillars Sessions, in which some of our speakers have been involved.

A last mention goes to the EU-project Workgroup, which saw the intervention of **Lodovico Gherardi**, Coordinator of the managing Authority Unit of Interreg ADRION Programme: during his speech, he underlined as the AI-NURECC project is an example of good practice for the implementation of the EUSAIR strategy.

Going back to Forum AIC President words: “Namely, the European Commission has identified our Forum as well as our partners, Cities and Universities as key stakeholders of the EUSAIR Strategy and we are extremely proud of that. In order to make the most of the potentials of our three networks, last year we have decided to bring together more than 120 bodies and institutions in one place, in Split in Croatia. [The conference](#) was extremely successful with more than 400 participants, and the representatives of the Danube Chambers of Commerce Association also participated”.

The participation of DCCA delegation was important in building relationships with other macroregions. The result was a [Memorandum of Understanding](#), signed at the end of last year.

“I hope that I have managed to get you more familiar with the Forum of the Adriatic and Ionian Chamber of Commerce, that is at your disposal as a partner for all the initiatives that have the benefit of the Adriatic and Ionian Region in mind. In the end, we cannot do without each other, we need each other, and it is up to us to build our own future and assume responsibility. By joint work for the benefit of the whole region, we can achieve what we are dreaming of. We all want to help each other! The region is rich and can provide to everyone, our way of life is free and beautiful but we must not lose the way. We have developed speed, machines give us abundance, and intellect makes us hard, airplanes and the internet have brought us closer together.

However, what we need here is more than our cleverness. We need goodness and humanity, we need it in this region and beyond, we need a world where science and progress will bring the happiness for all of us”, Mrs. Cagalj concluded.

In this wider context, Forum AIC Governing Board and General Assembly meetings took place, with the election of the new President: **Mr. Gino Sabatini**, President of Marche Chamber of Commerce, **has been unanimously elected by the Assembly**. After 2 years of Croatian Presidency, held by Mrs. Mirjana Cagalj, President of Split Chamber of Commerce, the leadership comes back to Italy.

Forum AIC Governing Board has also a new Vice President: **Mr. Marko Šantić** of the Chamber of the Federation of Bosnia and Herzegovina, until the meeting of the extraordinary Assembly of the Forum to be held in Arta next autumn. Arta was indeed chosen for hosting the 11th Congress of women entrepreneurship in the Adriatic and Ionian Area. On that occasion, an amendment to the Statute, already discussed in the meeting held on 8 May, will be brought to the approval of the Assembly, with the inclusion of two additional vice presidents, as well as the alternation of Presidency and Vice-

Presidency founding Chambers of the Forum: the Split Chamber of Economy and the Marche Chamber of Commerce.

After the 2nd Annual Conference of the 3 Fora and the 4th EUSAIR Forum had been held in Budva, from 6 to 8 of May, the [Budva Declaration](#) has been adopted on the 8th of May 2019 by the high-level political representatives of the AI/EUSAIR participating countries at the Adriatic Ionian Council / EUSAIR Ministerial meeting.

11th Congress of Women's Entrepreneurship of Adriatic and Ionian Area, 16/18 October 2019, Arta (Greece)

The **11th Congress of Women's Entrepreneurship of Adriatic and Ionian Area** was held on the 16th-18th of October for the first time in Greece, in the city of Arta. The event, jointly organized by the Forum AIC and the Arta Chamber of Commerce in collaboration with Ioannina University and Split Chamber of the Economy is set within the wider context of the "Facility Point – Supporting the governance of the EUSAIR" project and has been organized with the support of Marche Region – Italian Project Partner. It focused on "***Women's entrepreneurship contribution to the alternative and sustainable tourism in the AI Region***" and saw the participation of more than 100 speakers, entrepreneurs, institutional representatives and stakeholders (all committed to the development of female entrepreneurship) from Italy, Greece, Croatia, Bosnia and Herzegovina, Montenegro, Albania .

This edition dealt with the Sustainable Tourism, addressing with in-depth analysis from national and international speakers issues related to innovation aspects of women's entrepreneurship, alternative and potentially sustainable forms of tourism and related opportunities. Although tourism is already one of the fastest-growing economic activities in the Adriatic- Ionian Region the full potential of the Region is not yet exploited in a sustainable and responsible way (EUSAIR Action Plan, Pillar 4 – Topic 1 Diversified tourism offer). Congress provided not only the opportunity to share ideas and best practices but also to better respond to current challenges as well as on how to react to emerging sustainable tourism trends.

After the initial greetings, the Congress is divided into two parts: The first part of the plenary session "Current situation of women entrepreneurs in the EUSAIR area" which analyzed the current data of female businesses in the area and their lack of homogeneity. While the second session of the first day event focused on "Education and support tools for the development of Women Entrepreneurship and the FORUM AIC presentation of the stakeholder platform as a clue tool for networking between institutions and stakeholders interested in the EUSAIR area.

The first-day conclusion has been made by **Donatella Romozzi** from Marche Region, which is the Italian project partner of the project "***Facility Point – Supporting the governance of the EUSAIR***". She presented the Macroregional Strategies processes focusing on EUSAIR. The Commission Communication on EUSAIR identifies the involvement of interested stakeholders – including civil society, academia, NGOs – as a key

condition for good implementation of the Strategy. EUSAIR governance structures emphasized the importance of increased engagement of stakeholders in the coordination and implementation processes through consultative networks or platforms. To this, ***Facility Point project includes a specific WP – EUSAIR Stakeholder Platform (SP)***, lasting for the whole project duration (2016-2022) ***and conceived as a preferred tool to increase stakeholder engagement in EUSAIR Strategy coordination and implementation processes and support a two-way “vertical” communication between stakeholders and EUSAIR key implementers (Governing Board and Thematic Steering Groups) and vice-versa.***

During our event, participants had the chance to learn more about the SP, and the possibility to register to the platform, technical support has been available during the 2 days. Moreover a dedicated group in the Sharing Channel of the Platform [***“Women Entrepreneurs in the Adriatic and Ionian Aerea”***](#) has been created which will allow to follow-up on the outputs of the workshops and presentations, as well as networking opportunities following the Congress.

The second day was dedicated to the active involvement of the participants attending the congress, workshops and networking sessions allowed the sharing of best practices and the development of new partnerships and collaborations.

During the two-day conference, the Workshop on “Women’s Entrepreneurship, Sustainable Development and Alternative Tourism” was organized, facilitated by Prof. Eva Stefanidakis, University of Aegean.

The aim of the Workshop was to identify the challenges and obstacles that have a negative impact on the development of female entrepreneurship at the macro-regional level, as well as highlight solutions with a common scope. The major obstacles that have emerged are the social organization of modern women, the lack of support structures and limited funding opportunities.

The second part of the second day of the Congress was devoted to the exchange of experiences and best practices between female entrepreneurs from the AI region.

Immediately thereafter, the two-day event ended with a tour of the **Archaeological Museum of Arta** by archaeologist Ms. Maria Niaru followed with a simultaneous translation into three languages. The guests of the Congress traveled to Ancient Ambrakia, got acquainted with the customs and homes of the Ambracians and were impressed by all the excavation findings

On the 18th of October, The Forum AIC Extraordinary General Meeting took place. Great success has been achieved with the Charter amendments which allow the admission of Serbia as an ordinary member of the Association. Moreover, a new article on the three Vice-Presidents was added. Panagiotis Tsichritzis – Aetoloakarnania Chamber of Commerce, Marko Santic (Vicar) – Chamber of the Federation of the Bosnia-Herzegovina and Joze Tomas – Chamber of Split Chamber of Economy, were unanimously elected for the two-years period 2019-2021. President Sabatini is ready to keep working on Forum Activities with the 3 Vice Presidents and all the other members.

In parallel with the Forum AIC General Meetings, a poster session coordinated by Professor Jenny Pagge from Ioannina University was running, during which projects, best practices, case studies were presented.

More detailed report of the event, presentations and other material are available on the AIC Forum website: <https://www.forumaic.org/11th-congress-of-womens-entrepreneurship-of-adriatic-and-ionic-area-report/?lang=en>

Three important Collaboration Agreements were signed in 2019:

- **with The Phoenicians&Route - Cultural Route of the Council of Europe**, included in the Routes4U project. The Forum and the Phoenicians' Route, having as their common objective the enhancement of the territories of the Adriatic-Ionian and Mediterranean area, undertake to collaborate to better preserve and develop the material and intangible heritage of the Macroregion. In particular, the sector of greatest interest will be that of sustainable and creative tourism, in which the two entities will lend their support to small and medium-sized enterprises.

- On the occasion of the VIII International Exchange on cultural tourism and IV Exchange on Food & Drinks held on November 18 in Matera, the President Gino Sabatini and the President Angelo Tortorelli signed **the Cooperation Agreement between the AIC Forum and the MIRABILIA network** which connects SMEs operating in the tourism sector with UNESCO sites, combining the offer of culture, gastronomy, art, crafts, fashion, creative industries, design, cultural and natural heritage and the value chain of cultural tourism services with a holistic and bottom-up integrated approach.

Thanks to this cooperation agreement, Forum AIC will coordinate the development of the Mirabilia network in the Adriatic and Ionian area within the working group on sustainable tourism. At the same time, Mirabilia Network will support the AIC actions of the Forum on tourism and will extend participation in the annual international exchange of cultural tourism to buyers and sellers of the Adriatic and Ionian area.

The vice-presidents of the AIC Forum Joze Tomas and Panagiotis Tschritzis attended the event while the Split Chamber and the Aetoloakarnania Chamber are part of the Mirabilia Network.

- The AIC Forum **has become a full partner of the E-Capital Culture project** within which the Adriatic Start Up school is part. Moreover, thanks to the intermediary role it was possible to better include the members starting from the members of the Board of Directors: they were **7 Bilateral Agreements signed** with the Ecapital Culture Organizing Committee, through which the Chambers of Commerce undertake to provide integrated local support for young entrepreneurs for the development of start-ups in the creative cultural sector returning from the Adriatic Start-up school.

There have been many initiatives among the members of the Forum, among the most important that has become an annual event is the Business Conference organized by the Chamber of Economy of the Federation of Bosnia and Herzegovina in collaboration with the Croatian Chamber of Economy organized in the wider context of the **Mostar International Fair** which takes place at the beginning of April in the city of Mostar. The Conference usually consists of four panels focused on current issues of interest for the development of the Area, including energy, environment, tourism and cultural heritage, connectivity and other issues in line with the EUSAIR Pillars.

The Fair and the Conference always sees a wide participation of the Forum members, even with the presence of important stands. It was the intention of the Forum to have a stand for the first time in 2020 for all members who wanted to participate, but, unfortunately, due to the global emergency of Covid-19, this opportunity has been postponed to upcoming dates to be decided.

ACTIVITIES OF DESIGN AND PLANNING

The meetings organized in Mostar on 12 April 2019 (by the Chamber of Economy of the Federation of Bosnia and Herzegovina) were important to discuss with the members how to develop new cooperation ideas within the Interreg Adrion Program and the meeting that took place in Budva, during the EUSAIR and Fora event, with the Coordinator of the Interreg Adrion Managing Authority, Lodovico Gherardi who encouraged the voice of the three Fora for the new 2021-2027 consultation that is being developed within the project Facility Point.

The Forum in 2019 / early 2020 was part of the following projects:

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

The project has been approved by the European Commission and has a duration of 24 months with a starting date of 1/09/2019. The project aims to provide integrated support, adapted to the needs and specificities of young people aged 20-29 from the creative and cultural industries, through the development and validation of innovative integrated 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.

The proposed project aims to support young entrepreneurs in creative industries, supporting the start-up of competitive and viable micro-enterprises through transnational cooperation, connecting the different activities with those of the Adriatic Start-up School which will see the involvement of the Chambers of Commerce members. Training activities will be organized (workshops, seminars both face-to-face and

online), a digital platform will be built to facilitate training and cooperation between partners, trainers and trainees, as well as transnational mobility activities.

The total project budget is € 168,980.00, of which the Forum as partner has been assigned a budget of € 26,998.00. There is no co-financing required.

AI-NURECC:

The AI-NURECC strategic project was concluded during the final conference which took place in Brussels in December together with the Steering Committee. The meeting was attended by representatives of the European Commission, respectively Joanna Mouliou coordinator for the AI-NURECC activities by DG Regio and Giuseppe Di Paola, coordinator of the Eusair strategy, who were satisfied and positive about the activities developed during the project implementation period. We recall the strategic importance of this project which saw us engaged in all the territories of the AI area with various activities including workshops, conferences and thematic events. ***We are verifying the possibility of a second edition of the AI-NURECC + project***, the representatives of the European institutions have shown themselves interested and positive in this regard, therefore with the Conference of Peripheral Maritime Regions and the other project partners we will soon work on the proposal for the second AI-NURECC funding. Updates will follow as soon as possible.

- Involvement in the project **“Supporting the governance of the EUSAIR - Facility Point”** (funded by the Interreg Adrion Axis 4 program): the Marche Region, Italian Project partner, thanks to a wider agreement already in place with the Marche Chamber of Commerce, has signed a special agreement on the Facility Point project with the same Chamber at aim 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.

This agreement sees the involvement of the AIC Forum, the FAIC and Uniadrion, as representative networks of the civil society of the Area for the online and offline activities of the Stakeholder Platform which aim at the diffusion of the EUSAIR Strategy in coordination with the project partners of the project and the coordinators of the Thematic Steering Groups of the 4 EUSAIR Pillars.

- Mobility Exchange program for SME staff (MobiliseSME)

Mobilise SME is a project under the European EASI call with a duration of 24 months and the expected date was March 2020, but given the Covid-19 emergency we are still awaiting updates from the Lead Partner and the European Commission. The aims to implement a mobility and exchange program for the staff of SMEs from different European countries that allows them to exchange good practices, learn from each other and 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 cross-border mobility periods (minimum 1 month max 6 months) 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 to strengthen cooperation and dissemination mechanisms, involving employers, organizations as facilitators, participating companies and employees.

The activities to be developed will consist of:

1. Consultations, surveys and market research to improve adequate identification of the needs and obstacles on both sides, of sending and hosting companies, including target sectors with high international or cross-border activity and employees, managers and / or (co -) owners ready for mobility.
2. Development of the awareness and matching strategy, through the strengthening of cooperation and dissemination mechanisms, involving employers organizations as facilitators, participating companies and employees. The task of the partners will be to establish the infrastructures, roles and responsibilities of the different participating parties and to help overcome the obstacle for the participating companies during the entire life cycle of the project.
3. Develop rules and procedures to make mobility periods useful for all stakeholders. This may include developing a short plan, summarizing the motivations of both parties, the learning objectives and a clear description of the conditions and requirements.

The consortium is made up of several organizations and chambers of commerce in Europe: Dublin Chamber of Commerce, Luxembourg Chamber of Commerce, Spanish Chamber of Commerce in Belgium, Business incubator Novi Sad Drustvo SA, (BINS, Serbia), Chamber of Commerce Italian-Slovenian, Tehnopolis Ltd. Incubator (TERA, Croatia), Fundación Equipo Humano (FEH, Spain), Innovation Agency Poslovni podporni center (BSC, Slovenia).

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

COS-TOURCOOP-2019-3-01 is a project under the European COSME program, and has a duration of 30 months, starting date 1/06/2020.

The project represents a strategic opportunity to develop and test innovative ideas to support SMEs in the tourism sector in the transition to the circular economy, promoting an integrated system at local / regional level. SMEs, particularly in the tourism sector, are slowly facing the challenges of transitioning

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.

1. develop and test an effective support scheme for SMEs to provide them with the skills, knowledge and adequate resources (including in terms of local governance) to develop innovative solutions towards a circular economy, increasing their ability to rethink their activities, products and services;
2. help participating SMEs to develop and implement solutions to create circular supply chains at local level and in particular the project will focus on the opportunities offered by the reintroduction of waste vegetable oil from the tourism sector, developing the associated brand and promotional opportunities for tourist destinations. In addition, the project will develop specific tools and policy recommendations to replicate the support scheme.

The project leader is the Marche Chamber of Commerce, while the AIC Forum is a partner together with other organizations from Italy, Greece, Spain and Moldova.