



FINANCIAL STATEMENT AT 31.12.2014
AND
MANAGEMENT REPORT
FINANCIAL YEAR 2014

Durazzo, 12-13-14 May 2015

ATTACHMENT B - FINANCIAL SITUATION YEAR 2014

REVENUE	Final balance 2014	EXPENDITURE	Final balance 2014
I. Associateship fees	€ 109,000.00	I. Costs of managing and operating the facility	€ 11,748.73
<i>I.I Present year fees</i>	€ 100,000.00	<i>I.I Postal charges</i>	€ 20.35
<i>I.II Previous year fees</i>	€ 9000.00	<i>I.II Telephone charges</i>	€ 1,021.60
		<i>I.III Printers</i>	€ 876.27
II. Other associateship contributions	€ 0,00	<i>I.IV Advertising</i>	€ 0,00
<i>II.I General contributions</i>	€ 0,00	<i>I.V Translation and Interpreting services</i>	€ 1,891.49
<i>II.II Contributions from specific projects</i>	€ 0,00	<i>I.VI Entertaining expenses</i>	€ 0,00
		<i>I.VII Expert advice</i>	€ 5,743.32
II. Third-party contributions and loans	€ 79,543.13	<i>I.VII.I Costs for Internet website service and other expert advice</i>	€ 1,848.30
<i>II.I General contributions</i>	€ 0,00	<i>I.VII.II General accounting and payroll</i>	€ 3,895.02
<i>II.II Contributions from specific projects (Region and other Bodies)</i>	€ 79,543.13	<i>I.VII.III Other expert advice</i>	€ 0.00
<i>II.III Expected contributions from the Chamber of Commerce and Industry of Ancona</i>		<i>I.VIII Various costs</i>	€ 2195.70
	€ 00,00	II. Costs of staff	€ 36,153.05
IV. Sponsorship	€ 0,00	<i>II.I Remunerations employee</i>	€ 33,260.99
<i>IV.I General contributions (donation of funds)</i>	€ 0,00	<i>II.II Business missions and trips</i>	€ 0.00
		<i>II.III Refund of travel and accommodation costs</i>	€ 2892.06
VI. Various income	€ 309.15	<i>II.V Costs for training stages</i>	€ 0.00
<i>VI. I Interest</i>	€ 0,38	III. Costs for statutory bodies	€ 1,531.30
<i>VI.II Capital gains</i>	€ 0,00	<i>III.I Refund of travel and accommodation costs</i>	€ 1531.30
<i>VI.III Refunds and other recoveries</i>	€ 308.77	<i>III.II Attendance fees</i>	
VII. The operating surplus of previous years	€ 11,516.35		€ 0.00
<i>VII.I Unexpended balance to earmark to specific projects</i>	€ 0,00	IV. Costs for promotional and institutional initiatives	€ 133940.93
<i>VII.II Unexpended balance earmarked to institutional initiatives</i>	€ 11,516.35	<i>IV.I Initiatives for the development and accreditation of the Association</i>	€ 46,947.62
		<i>IV.II Initiatives promoted by the thematic Working Groups</i>	€ 30853.69
		<i>IV.II Initiatives to promote the International Court of the Adriatic and the Ionian</i>	€ 1844.10
		<i>IV.IV Projects funded by various bodies and organisations</i>	€ 54295.52
		<i>IV.V Initiatives to strengthen partnership networks</i>	€ 0.00
		V. Costs for property purchases	€ 0.00
		<i>V.I Equipment</i>	€ 0.00
		<i>V.II Capital losses</i>	€ 0.00
		VI. Miscellaneous costs	€ 4,025.08
		<i>VI.I Bank costs</i>	€ 968.52
		<i>VI.II Insurance costs</i>	€ 590.00
		<i>VI.III Social Security contributions and taxes</i>	€ 2,466.56
	€ 200.368,63	TOTAL GENERAL EXPENDITURE	€ 187,399.09
MANAGEMENT LOSS		MANAGEMENTSURPLUS	€ 12,969.54
BALANCE	€ 200,368.63	BALANCE	€ 200,368.63

ANNEX I

COMPARISON BETWEEN ESTIMATE AND FINAL ACCOUNTS YEAR 2014

REVENUE	Estimate 2014	Final accounts 2014	Divergence	EXPENDITURE	Estimate 2014	Final accounts 2014	Divergence
I. Associateship fees	€ 143,000.00	€ 109,000.00	€ 34000.00)	I. Costs of managing and operating the facility	€ 10,366.00	€ 11,748.73	€ 1382.73
<i>I.I Present year fees</i>	€ 116,000.00	€ 100,000.00	€ 16000.00)	<i>I.I Postal charges</i>	€ 200.00	€ 20.35	€ 179.65
<i>I.II Previous year fees</i>	€ 27,000.00	€ 9000.00	€ 18000.00)	<i>I.II Telephone charges</i>	€ 1495.00	€ 1,021.60	€ 473.40
				<i>I.III Printers</i>	€ 300.00	€ 876.27	€ 576.27
II. Other associateship contributions	€ 0.00	€ 0.00	€ 0.00	<i>I.IV Advertising</i>	€ 0.00	€ 0.00	€ 0.00
<i>II.I General contributions</i>	€ 0.00	€ 0.00	€ 0.00	<i>I.V Translation and interpreting services</i>	€ 700.00	€ 1.891.49	€ 1,191.49
<i>II.II Contributions from specific projects</i>	€ 0.00	€ 700.00	€ 0.00	<i>I.VI Entertaining expenses</i>	€ 0.00	€ 0.00	€ 0.00
				<i>I.VII Expert advice</i>	€ 5,679.00	€ 5,743.32	€ 64.32
III. Third-party contributions and loans	€ 74,576.00	€ 79,543.13	€ 4,967.13	<i>I.VII.I Costs for Internet website service and other expert advice</i>	€ 1463.40	€ 1,848.30	€ 384.90
<i>III.I General contributions</i>	€ 0.00	€ 0.00	€ 0.00	<i>I.VII.II General accounting and payroll</i>	€ 4,215.60	€ 3,895.02	€ 320.58
				<i>I.VII.III Other expert advice</i>	€ 0.00	€ 0.00	€ 00.00
<i>III.II Contributions from specific projects (Region and other Bodies)</i>	€ 74,576.00	€ 79,543.13	€ 4,967.13	<i>I.VIII Miscellaneous costs</i>	€ 1,992.00	€ 2195.70	€ 203.70
<i>III.III Expected contributions from the Chamber of Commerce and Industry of Ancona</i>		€ 00.00	€ 0.00	II. Costs of staff	€ 39,958.00	€ 36,153.05	€(3,804.95)
IV. Sponsorship	€ 0.00	€ 0.00	€ 00.00	<i>II.I Remunerations employee</i>	€ 37,458.00	€ 33,260.66	€ 4197.01)
<i>IV.I General contributions (donation of funds)</i>	€ 00.00	€ 0.00	€ 00.00	<i>II.II Business missions and trips</i>	€ 00.00	€ 0.00	€ 00.00
				<i>II.III Refund of travel and accommodation costs</i>	€ 2,500.00	€ 2892.06	€ 392.06
				<i>II.IV Costs for employer-coordinated freelance work</i>	€ 00.00	€ 0.00	€ 00.00
VI. Miscellaneous income	€ 0.00	€ 309.15	€ 305.15	<i>II.V Costs for training stages</i>	€ 0.00	€ 0.00	€ 0.00
<i>VI. I Interest</i>	€ 0.00	€ 0.38	€ 0.62	II. Costs for statutory bodies	€ 1,500.00	€ 1,531.30	€ 31.30
<i>VI.II Capital gains</i>	€ 0.00	€ 0.00	€ 0.00	<i>II.III Refund of travel and accommodation costs</i>	€ 1,500.00	€ 1,531.30	€ 31.30
<i>VI.III Refunds and other recoveries</i>	€ 0.00	€ 308.77	€ 305.77	<i>II.II Attendance fees</i>	€ 0.00	€ 0.00	€ 0.00
VII. The operating surplus of previous years	€ 0.00	€ 11,516.35	€ 11,516.35	IV. Costs for promotional and institutional initiatives	€ 158,756.00	€ 133940.93	€ 0.00815.07)

VII.I Unexpended balance to earmark to specific projects	€ 0.00	€ 0.00	€ 0.00	IV.I Initiatives for the development and accreditation of the Association	€ 49,680.00	€ 46,947.62	€ 0.00732.38)
VII.II Unexpended balance earmarked institutional initiatives	€ 0.00	€ 11,516.35	€ 11,516.35	IV.II Initiatives promoted by the thematic Working Groups	€ 31,500.00	€ 30853.69	€ 0.00
				IV. Initiatives to promote the International Court of the Adriatic and the Ionian	€ 3,000.00	€ 1844.10	€ 1155.90)
				IV.IV Projects funded by various bodies and organisations	€ 74,576.00	€ 54295.52	€ 20280.48)
				V. Costs for property purchases	€ 0.00	€ 0.00	€ 0.00
				V.I Equipment	€ 0.00	€ 0.00	€ 0.00
				V.II Capital losses	€ 0.00	€ 0.00	€ 0.00
						€ 0.00	
				VI. Miscellaneous costs	€ 7,000.00	€ 4,025.08	€ 2974.92)
				VI.I Bank costs	€ 1100.00	€ 968.52	€ 0.00
				VI.II Insurance costs	€ 600.00	€ 590.00	€ 10.00
				VI.III Social Security contributions and taxes	€ 5300.00	€ 2,466.56	€ 2833.44)
	€ 217,580.00	€ 200,368.63	€ 0.00211.37)	TOTAL GENERAL EXPENDITURE	€ 217,580.00	€ 187,399.09	€ 30180.91)
MANAGEMENT LOSS				MANAGEMENTSURPLUS		€ 12,969.54	€ 12,969.54
BALANCE	€ 217,580.00	€ 200,368.63	€(17.211.37)	BALANCE	€ 217,580.00	€ 200,368.63	€(17.211.37)

ANNEX II
COMPARISON BETWEEN FINAL ACCOUNTS YEAR 2013 AND FINAL ACCOUNTS YEAR 2014

REVENUE	Final accounts 2013	Final accounts 2014	Divergence	EXPENDITURE	Final accounts 2013	Final accounts 2014	Divergence
I. Associateship fees	€ 77,500.00	€ 109,000.00	€ 31,500.00	I. Costs of managing and operating the facility	€ 11,853.60	€ 11,748.73	€ 0.00
<i>I.I Present year fees</i>	€ 73,500.00	€ 100,000.00	€ 26,500.00	<i>I.I Postal charges</i>	€ 160.75	€ 20.35	€ 140.40
<i>I.II Previous year fees</i>	€ 4000.00	€ 9000.00	€ 5000.00	<i>I.II Telephone charges</i>	€ 1,484.71	€ 1,021.60	€ 463.11
				<i>I.III Printers</i>	€ 00.00	€ 876.27	€ 876.27
II. Other associateship contributions	€ 0.00	€ 0.00	€ 0.00	<i>I.IV Advertising</i>	€ 0.00	€ 0.00	€ 0.00
<i>II.I General contributions</i>	€ 0.00	€ 0.00	€ 0.00	<i>I.V Translation and Interpreting services</i>	€ 1,289.51	€ 1,891.49	€ 601.98
<i>II.II Contributions from specific projects</i>	€ 700.00	€ 700.00	€ 0.00	<i>I.VI Entertaining expenses</i>	€ 0.00	€ 0.00	€ 0.00
				I.VII Expert advice	€ 6,932.62	€ 5,743.32	€ 1189.30)
II. Third-party contributions and loans	€ 75,450.95	€ 79,543.13	€ 4,092.18	<i>I.VII.I Costs for Internet website service and other expert advice</i>	€ 2,758.80	€ 1,848.30	€ 910.50
<i>II.I General contributions</i>	€ 1,691.05	€ 0.00	€ 1691.05)	<i>I.VII.II General accounting and payroll</i>	€ 4,173.82	€ 3,895.02	€ 0.00
				<i>I.VII.III Other expert advice</i>	€ 0.00	€ 0.00	€ 0.00
<i>II.II Contributions from specific projects (Region and other Bodies)</i>	€ 32,775.40	€ 79,543.13	€ 46,767.73	I.VIII Miscellaneous costs	€ 1986.01	€ 2195.70	€ 209.69
<i>II.III Expected contributions from the Chamber of Commerce and Industry of Ancona</i>	€ 40984.50	€ 00.00	€ 0.00984.50)	II. Costs of staff	€ 36,910.56	€ 36,153.05	€ 0.00
IV. Sponsorship	€ 0.00	€ 0.00	€ 0.00	<i>II.I Remunerations employee</i>	€ 32,280.23	€ 33,260.99	€ 980.76
<i>IV.I General contributions (donation of funds)</i>	€ 0.00	€ 0.00	€ 0.00	<i>II.II Business missions and trips</i>	€ 0.00	€ 0.00	€ 00.00
				<i>II.III Refund of travel and accommodation costs</i>	€ 1771.45	€ 2892.06	€ 1,120.61
				<i>II.V Costs for training stages</i>	€ 2858.88	€ 0.00	€ 2858.88)
VI. Miscellaneous income	€ 5.84	€ 309.15	€ 303.31	<i>II.VII Costs for occasional professional service</i>	€ 0.00	€ 0.00	€ 0.00
<i>VI. I Interest</i>	€ 0.25	€ 0.38	€ 0.13	II. Costs for statutory bodies	€ 1,236.07	€ 1,531.30	€ 295.23
<i>VI.II Capital gains</i>	€ 0.00	€ 0.00	€ 0.00	<i>II.III Refund of travel and accommodation costs</i>	€ 1,236.07	€ 1531.30	€ 295.23
<i>VI.III Refunds and other recoveries</i>	€ 5.59	€ 308.77	€ 303.18	<i>II.II Attendance fees</i>	€ 0.00	€ 0.00	€ 0.00
VII. The operating surplus of previous years	€ 12,988.80	€ 11,516.35	€ 1472.45)				
<i>II.I Unexpended balance to earmark to specific projects</i>	€ 0.00	€ 0.00	€ 0.00	IV. Costs for promotional and institutional	€ 98195.92	€ 133940.93	€ 35,745.01

				initiatives			
<i>VI.II Unexpended balance earmarked to institutional initiatives</i>	€ 12,988.80	€ 11,516.35	€ 1472.45)	<i>IV.I Initiatives for the development and accreditation of the Association</i>	€ 21,292.66	€ 46,947.62	€ 25,654.96
				<i>IV.II Initiatives promoted by the thematic Working Groups</i>	€25,984.84	€ 30853.69	€ 4,868.85
				<i>IV .Initiatives to promote the International Court of the Adriatic and the Ionian</i>	€ 00.00	€ 1844.10	€ 1844.10
				<i>IV.IV Projects funded by various bodies and organisations</i>	€ 50918.42	€ 54295.52	€ 3,377.10
				<i>IV.V Initiatives to strengthen partnership networks</i>	€ 0.00	€ 0.00	€ 00.00
				V. Costs for property purchases	€ 0.00	€ 0.00	€ 0.00
				<i>V.I Equipment</i>	€ 0.00	€ 0.00	€ 0.00
				<i>V.II Capital losses</i>	€ 0.00	€ 0.00	€ 0.00
				VI. Miscellaneous costs	€ 6,233.09	€ 4,025.08	€ 0.00208.01)
				<i>VI.I Bank costs</i>	€ 942.81	€ 968.52	€ 25.71
				<i>VI.II Insurance costs</i>	€ 590.00	€ 590.00	€ 0.00
				<i>VI.III Social Security contributions and taxes</i>	€ 4,700.28	€ 2,466.56	€ 2233.72)
TOTAL GENERAL INCOME	€ 165,945.59	€ 200,368.63	€ 3,423.04	TOTAL GENERAL EXPENDITURE	€ 154,429.24	€ 187,399.09	€ 32,969.85
MANAGEMENT LOSS				MANAGEMENTSU RPLUS	€ 11,516.35	€ 12,969.54	€ 1,453.19
BALANCE	€ 165,945.59	€ 200,368.63	€ 34,423.04	BALANCE	€ 165,945.59	€ 200,368.63	€ 34,423.04

EXPLANATORY REPORT ON THE FINANCIAL STATEMENT FOR 2014

The annual economic report for 2014 was drawn up by the Governing Council in accordance with the Statute of the Forum of the Chambers of Commerce of the Adriatic and of the Ionian Seas and sets out - subdivided analytically and annotated with considerable precision and clarity - the Association's complete income and expenditure related to the institutional area, bearing in mind that no activities of a commercial nature are carried out.

The financial statement sets out the income and expenditure occurring during that year classified according to the scheme referenced in "Annex B" and forming an integral part of the Association's "Rules of financial management".

The accounting criterion adopted for the recording of operations carried out is exclusively cash-based, by which the income and expenditure in question assumes relevance only when the associated financial transactions occur (receipts or payments).

The data exhibited in the financial statement correspond to the accounting records regularly kept during 2014 and represent the financial result of the institutional activity carried out by the Association's organs.

In order to provide exhaustive information to associates on the Association's financial trends over time and on the reliability of the forecasts made, in addition to the financial statement drawn up according to the scheme referenced in Annex B of the Rules of financial management, two further schemes have been developed ("Annex I and II") where the divergences are highlighted between "Estimate for 2014 and Final Accounts for 2014" (Annex I) and between "Final Accounts for 2013" and "Final Accounts for 2014" (Annex II).

Furthermore, the explanatory report concluded by highlighting the Association's credit and debit items at 31.12.2014, in order to fully inform the associates about the Forum's financial situation, impacted as it was by the commitments undertaken and credits accrued, as well as by incoming and/or outgoing cash/bank transactions.

Revenue

Revenue showing during 2014:

- The fees paid by the associates as determined by the Governing Council relating to the current year as well as previous years, totalling € 109,000.00;
- The contributions paid for activities of community planning, totalling € 69,543.13;
- The contribution of € 10,000.00 paid by the "Permanent Secretariat Foundation of the Adriatic-Ionian Initiative" to cover part of the costs incurred to create the 14th edition of the Forum of the Chambers of Commerce in Corfu.

- Interest income received on current account balances of € 0.38;

- Refunds and other recoveries of € 308.77;
- The operating surplus of previous years of € 11,516.35.

The item "**associateship fees**" specified in section I of the Revenue, including the fees paid by the associates during the 2014 financial year, of which € 100,000.00 relate to that year while € 9,000.00 relate to receipts for fees applicable to previous years. At the year's end, fees totalling € 42,500.00 remain to be collected.

More specifically:

- fees for the years 2009-2010-2011-2012-2013-2014 totalling € 8,500.00 due from the Chamber of Commerce of Lezhe;
- fees for the years 2010-2011-2012-2013-2014 totalling € 7,500.00 due from the Chamber of Commerce and Industry of Tirana;
- fees for the years 2013-2014 totalling € 4,000.00 due from the Economic Chamber of Greece;
- fees for the years 2013- 2014 totalling € 4,000.00 due from the Chamber of Commerce and Industry of Aetoloakarnania;
- fees for the years 2013- 2014 totalling € 4,000.00 due from the Chamber of Commerce and Industry of Ileaia;
- fees for the years 2013- 2014 totalling € 4,000.00 due from the Chamber of Commerce and Industry of Ioannina;
- fees for the years 2013-2014 totalling € 4,000.00 due from the Chamber of Commerce and Industry of Preveza. The Chamber of Commerce of Preveza submitted a request for withdrawal from the Association during the 2014 financial year;
- fees for the years 2013- 2014 totalling € 4,000.00 due from the Chamber of Commerce and Industry of Thesprotia;
- fees for the years 2013-2014 totalling € 2,500.00 due from the National Assonautical Association.

The Chambers of Commerce of Chieti and Pordenone were admitted as new associates during 2014.

The item "**Third-party contributions and loans**" consists of the following:

"Contributions from specific projects" totalling € 79,543.13. This amount consists of:

- **contributions to funded projects: € 69,543.13.** These consist of contributions of € 8,149.28 made by the Special Enterprise PROMEC of the Modena Chamber of Commerce, aimed to partially cover the costs incurred in the first half of 2013 to implement the project "The tourism sector"; of € 23,689.51 made by the Italian Union of chambers of commerce for the project "Development of the fruit and vegetables sector"; of € 12,225.00 for the "IAI Permanent Secretariat" for the project "*Innovative*

skills and competences for entrepreneurs in order to promote a new sustainable tourism in the Adriatic and Ionian Area”; of € 24,277.80 by the Italian Union of chambers of commerce for the project “*MedDiet – Mediterranean Diet and enhancement of traditional products*”; of € 1,201.54 by the Chamber of Commerce of the Veneto for the TECHTOUR project.

- **Contribution "14th edition of the Forum of the Chambers of Commerce in Corfu": € 10,000.00.**

Following the request made by the President of the AIC Forum and upon the prior submission of appropriate accounts for the expenditure incurred in realising the 14th Edition, the IAI Permanent Secretariat Foundation made a contribution of € 10,000.00.

The item “**sundry revenues**” of € 309.15 consists of interest accrued on the current account balance for € 0.38 and recovery of various expenditures for € 308.77.

The item "**Operating surplus for previous years**" show the surplus resulting from the final accounts for 2013 of € 11,516.35.

Expenditure

The "**Costs of managing and operating the facility**" during 2014 represented € 11,748.73 in total, roughly a 1% decrease compared to the previous year (€ 104.87).

The costs incurred were broken down in detail in the financial statement; the sub-item "Miscellaneous expenses" consists primarily of the cost incurred in 2014 for the use of the premises in 2013, amounting to € 1,758.85. The breakdown of this cost consists of charges for energy, water, heating, cleaning and security of the premises used by the Forum’s Secretariat.

The "**Costs for Personnel**" amounted to € 36,153.05 in 2014, a decrease of € 757.51 compared to the previous year, amounting to about 3%. This decrease is primarily due to the non-existence in the 2014 financial year of the remuneration paid during 2013 to an intern employed in administrative activities as part of a training apprenticeship. If account is not taken of the cost incurred for the intern during 2013, personnel costs increase by € 2,101.00, or roughly 6%.

Personnel costs also included reimbursements made to employees for travel and subsistence expenses of € 2,892.06.

The "**Costs for statutory bodies**" of € 1,531.30 in total include the reimbursement of travel and subsistence expenses for the associates of the statutory bodies associated with the 14th edition of the Forum.

In general, also during 2014, the associated Chambers of Commerce directly incurred the travel and subsistence costs of their representative associates of the Governing Council or of the Board of Auditors.

The "**Costs for promotional and institutional initiatives**" totalled € 133,940.93, representing an increase of € 35,745.01 over the previous year (or roughly 36%), confirming and improving upon the performance achieved in previous years. There will be a detailed breakdown of such activities in the second part devoted to the management report. In detail, these costs were incurred for the following:

Initiatives for the development and accreditation of the Association: € 46,947.62

Of this amount, € 41,447.62 relate to expenses incurred for the promotion and integration of the Western Balkans into the European Union (Adriatic - Ionian Macro-region), and € 5,500.00 relate to costs incurred for the activity of the international partnership networks;

Initiatives promoted by the thematic Working Groups: € 30,853.69

These represent the costs incurred in realising the **14th Edition of the Forum 2014** held in Corfu on 10-12 June 2014.

The **Conference of Female Enterprises in the Adriatic and Ionian** did not take place in 2014, an event to be held every six months as envisaged by the Congress held in Dubrovnik in 2013.

Initiatives to promote the International Court of the Adriatic and the Ionian: € 1,884.10

Costs were incurred in the 2014 financial year for the promotion of the International Court of the Adriatic and the Ionian amounting to € 1,844.10.

Projects funded by various bodies and organisations: € 54,295.52

These represent costs incurred for project planning activities, particularly:

- Project "Development for the fruit and vegetable sector" - Law 84/2001

On 24-25-26 March the final activities took place related to the project co-funded by the Italian Ministry of Economic Development for the purposes of the Law 84/2001, with the collaboration of the AIC Forum, the Abruzzo Foreign Centre and the Chamber of Commerce of Forli-Cesena. The costs actually incurred in 2014 were modest and amounted to € 3,127.43. During the year, however, the balance of the statement for the third quarter of 2013 was provided by the Italian union of chambers of commerce, amounting to € 23,689.51. Part of this contribution will have to be returned to the Chamber of Commerce of Ancona which - in 2013 through a special agreement - advanced the amount required to cover the costs incurred in that year.

Note that on 29/12/2014, the Italian union of chambers of commerce again disbursed the contribution related to the accounts for the third quarter of 2013 of € 23,685.51, and this amount was returned on 27/01/2015. So as not to distort the result for 2014 with insubstantial

revenue, this amount was included in the memorandum accounts as an item of debt to the disbursing entity.

*-Project: **VeRo Tour***

In 2014 the AIC Forum as a project partner organised - in collaboration with the Veneto Region (leader) - participation in the Sajam Turizma International Fair on Tourism in Belgrade (Serbia) from February 26 - 27, with a dedicated stand, involving a total cost of € 15,434.54 for this activity and for other activities occurring during 2014. During 2014, contributions to cover these costs were not paid, therefore the Forum association has postponed the repayment of the advance received during 2013 from the Chamber of Commerce of Ancona.

The project concluded on 30 October 2014.

*-Project **"The tourism sector: cooperation between the Emilia Romagna/Marches Regions and Albania, Croatia and Montenegro"***

The project was implemented in cooperation with the special enterprise Promec. During 2014, no costs were incurred attributable to this project but, following the account rendering of expenses incurred in the first half of 2013, presented during the 2013 financial year, a contribution of € 8,149 was received in February 2014 from the special enterprise Promec of the Chamber of Commerce of Modena.

*-Project **"Innovative skills and competences for entrepreneurs in order to promote a new sustainable tourism in the Adriatic and Ionian Area"***. A breakdown is given in the management report of the activities implemented during 2014. The direct costs incurred during 2014 for these activities amount to € 12,416.75 while revenue amounts to € 12,225.00, ensuring that those costs will be covered almost in their entirety.

*-Project **"MedDiet – Mediterranean Diet and enhancement of traditional products"*** The direct costs incurred in 2014 for implementing this project activity, which is broken down in the management report, amount to € 22,581.77 and are fully covered by the contribution paid by the Italian union of chambers of commerce, amounting to € 24,277.80.

*-Project **"Techtour"***. This project is funded by the Veneto union of chambers of commerce. No costs were incurred in 2014, but a contribution of € 1,201.54 was received which partially covered the costs incurred in 2013.

The expense item "**Miscellaneous costs**" includes costs incurred for insurance premiums and premiums for the National Institute for Insurance against Occupational Accidents (INAIL) amounting to € 590.00; for tax charges related to taxes and fees paid during 2014 of € 2,466.56 and costs incurred for banking services amounting to € 968.52.

For non-profit organisations that carry out solely institutional activities, note that the tax base for the calculation of the Regional Tax on production activities (IRAP) is determined by applying the pay-based method, and consists of the sum of:

- remunerations due to employees;

- remunerations for personnel treated as receiving income from employment;
- remunerations paid for 'continuous and coordinated' contractual relationships;
- remunerations paid for occasional self-employed activities.

“Operating Surplus/Deficit”

The financial statement for the year 2014 closes with an operating surplus of € 12,969.54, representing the sum of the operating surplus for 2013 (€ 11,516.35) and the financial year result for 2014 (€ 1,453.19).

Operating surplus for 2013	€ 11,516.35
+ Revenues for 2014	€ 188,852.28
+ Expenditure for 2014	€ 187,399.09
Operating surplus for 2014	€ 12,969.54

The operating surplus as determined above is allocated - in the amount of € 10,691.09 - to cover the severance pay Fund accrued at 31.12.2014 and corresponds to the amount to be paid to the employee in the event of termination of the employment relationship at that date.

A detailed breakdown of the liquid assets to 31.12.2014 completes the information on the 2014 results; such assets coincide in full with the operating surplus to be reported in the 2015 financial year:

Balance of the ordinary bank current account (net of the balance of € 156.94 and of the amount erroneously paid by the Italian union of chambers of commerce for the Fruit and Vegetable project) to 31.12.2014

€ 10,517.48

Balance of the current account dedicated to the Med-DIET project to 31.12.2014

€ 1,845.33

Cash balance to 31.12.2014

€ 350.96

Prepaid credit card availability to 31.12.2014

€ 255.77

Total

€ 12,969.54

It is also worth highlighting that during 2014, receivables became due from associates and debts accrued to third parties. In particular, the following is the financial situation at the end of the 2014 financial year:

RECEIVABLES**Receivables from associates for unpaid fees: € 42,500.00**

of which

€ 17,500.00 for training in 2014;

€ 25,000.00 for training in previous years;

Tax receivables based on Decree Law 66/2014: € 142.00**Current bank account for erroneous payment of the Italian union of chambers of commerce****€ 23,689.51****Total financial flow receivable € 66,331.51****DEBTS****Debts to the Revenue for withholdings applied € 705.43****Debts to the Region for additional personal income taxes (Irpef) € 160.97****Debts to the Commune for surtaxes €****78.52****Debts to employees for severance pay € 10,691.09****Debts to the National Social Security Institute (INPS) for contributions € 1,204.00****Debts to the National Institute for Insurance against Occupational Accidents (INAIL) for****contributions € 24.41****Debts to the Italian union of chambers of commerce for the return of the mistaken****payment of € 23,689.51****Debts to the Chamber of Commerce of Ancona € 40,984.50****Total financial flow payable € 77,538.43**

An examination of the above highlights that the total anticipated flow of financial receivables added to the liquid assets at year end 2014 (66,331.51+12,969.54) totalling **€ 79,301.05** is just sufficient to cover the definitive total flow of financial liabilities at 31/12/2014 amounting to **€ 77,538.43**.

This low liquidity situation should be noted by associates.

REPORT ON MANAGEMENT ACTIVITIES IN 2014

PARTECIPATION IN THE ROUND TABLE “INCREASING THE REGIONAL COOPERATION IN TOURISM FIELD BETWEEN MEMBER STATES OF ALL WITH SPECIAL FOCUS ON EUSAIR” (TIRANA, 10TH JANUARY)

On 10th January 2014 Tirana was the venue of the All Workgroup on Tourism, which focussed on the increase of regional cooperation in the field of tourism between the members of the Adriatic-Ionian Initiative, with a special focus on the European Strategy for the Adriatic-Ionian Macroregion.

The AIC Forum was represented by the President of the Durres Chamber of Commerce and Industry Andrea Xhavera. On this occasion the proposal of the Adriatic-Ionian system of chambers of commerce for the definition of the Action Plan for the Adriatic-Ionian Macroregion, which was drafted by the AIC Forum, was submitted to the participants in the All Workgroup on Tourism, i.e. Joanna Mouliou (Programme Manager of the European Commission - DG Regional and Urban Policies), Cinzia De Marzo (European Commission – DG Enterprises and Industry), Blanka Belošević (Croatian Ministry for Tourism), Antonios Fysekidis (European Commission – Expert for the EUSAIR 4th Pillar), as well as to representatives of various Albanian ministries (Ministry for Urban and Tourism Development, Ministry for Economic Development, Trade and Entrepreneurship, Ministry for Foreign Affairs) and earned itself Joanna Mouliou's commitment to integrate the AIC Forum proposal in the documents issued by the European Commission - DG Regional and Urban Policies relevant to the topic of the EUSAIR Strategy.

EUSAIR STAKEHOLDERS CONFERENCE (ATHENS, 6TH-7TH FEBRUARY 2014)

The AIC Forum President and Secretary-General participated in this important conference, which represented the last and official moment of consultations within the framework of the EUSAIR Strategy. The conference was organised in two sessions, i.e. a plenary session and a session of theme-specific workgroups devoted to each of the 4 pillars of the EUSAIR Strategy.

The conference saw the participation of several Italian representatives and highlighted a large number of ideas, for example the modification of the pillar 4 name which changed from “Increasing regional attractiveness” to “Sustainable tourism”, thereby testifying to the clear willingness to have the Adriatic-Ionian Macroregion consider tourism as such as a priority sector.

Following the conference, Italian regions updated their “position paper” through the work of the Italian EUSAIR Group; the document was from the very beginning immediately shared with the Italian Foreign Affairs Ministry, but also with the AIC Forum, which was called upon to reformulate its document on the EUSAIR Strategy focussing on real projects that should be based on synergies and in line with the content of the 4 pillars, as emerged from the Athens Conference.

PARTICIPATION IN THE Round Table on transport and maritime cooperation (DURRES, 21ST FEBRUARY 2014)

On 21st February Durres hosted The All Workshop on the Development of Maritime Transports and Ports within the framework of the new forms of cooperation concerning the Adriatic-Ionian Macroregioni.

The AIC Forum was represented by the President of the Durres Chamber of Commerce and Industry Andrea Xhavera. The President of the Durres Chamber of Commerce and Industry believes that major investments in infrastructures, safety and security and privatizations would represent a valuable asset, capable of bringing about benefits both to

SMEs and the entire regional economy. It also emerged during the workshop that the port is an economic area; hence the privatisation of its activities is expected to lead to an increase of its work volume, which should be adequately monitored by Port Authorities and the relevant ministries in each individual country. All participants agreed on the fact that the use of port assets for the expansion of enterprises and the increase of jobs can be considered one of the most challenging topics for new projects within the framework of the new geopolitical context of the Adriatic-Ionian Macroregion.

EUSAIR COORDINATION MEETINGS (ROME, 24TH and 25TH FEBRUARY 2014)

Meeting at the Ministry for Foreign Affairs:

On 25th February representatives of the AIC Forum took part in a meeting at the premises of the Italian Foreign Affairs Ministry for the presentation of a research study carried out by CESPI under the title "The viewpoint of the Adriatic-Ionian Macroregional within the Italian foreign policy – indications for the Italian EU Presidency semester". The meeting contributed to a more lively exchange of views between the various participating public and private bodies in view of the approval of the next Action Plan for the Adriatic-Ionian Macroregion with a new "functional" approach that is not linked to the geographical borders of individual countries or regions, but rather to the borders, which are functional to a shared objective, i.e. social and economic cohesion. The presented study was also based on a cross-matching research activity with other existing macroregions (e.g. the Baltic Macroregion), the best practices of which were illustrated.

The topics emerged during the debate included the future role of the AII (i.e. an "intergovernmental anchorage" role), the Central European Initiative (INCE, which will act as the future control body of the two Danube and Adriatic-Ionian Macroregions), as well as of other entities, like third sector entities or professional associations, which are currently considering the possibility of a coordination at a macroregional level through the setting up of specific fora.

Meeting at the Ministry for Economic Development - Department for Development and Cohesion (DPS)

On 24th February 2014 at the Italian Ministry for Economic Development, following the invitation of the Italian Union of Chambers of Commerce Unioncamere an AIC Forum representative participated in a meeting of the most important Italian stakeholders (regional authorities, universities, research centres and ministries competent for their respective sector, etc.), who were involved in the definition of the partnership agreement for the programming of 2014-2020 structural funds. The meeting aimed at consolidating synergies between the contents of the future EUSAIR Action Plan and the thematic objectives of the Partnership Agreement, i.e. a reference documents for each Italian region for the drafting of their respective operational plans on the use of structural funds.

This stage for the programming of structural funds is of strategic importance for the future of the new Macroregion, as it will make it possible to better intercept resources through projects that will be shared between various regions and countries. For the system of chambers of commerce this meeting must serve as an incentive to launch shared projects starting from the main topics, which were identified in the AIC Forum Position paper in line with the Partnership Agreement thematic objectives

14th AIC FORUM EDITION (Corfu- Greece, 10th-12th June 2014)

The 14th Edition of the AIC Forum took place in Greece, on the island of Corfu on the 10th-11th-12th of June 2014. The Event was organized in collaboration with the Corfu Chamber of Commerce and obtained, in addition to the European Institutions' patronage granted by the European Economic and Social Committee and the Committee of the Regions, the High Patronage of the European Parliament which has regarded the Initiative as a valuable tool to strengthen cooperation and socio-economic development among the countries of the Adriatic Ionian Macroregion. This year the Edition was devoted to the following topic: "The Adriatic Ionian Macroregion: the role of Chambers of Commerce in the new economic scenario". The location, that well matches the undergoing EU Greek Presidency, and the topic of the Event highlight the high commitment that the AIC Forum is placing towards the macroregional process, in view of the upcoming Italian Presidency in the second half of 2014 when the Action Plan and the EUSAIR Strategy documents will be approved by the European Council.

Two hundred delegates were present at this year Edition: representatives of the European institutions (DG Regio and DG Enterprise and Industry), national bodies of the countries of the Adriatic and Ionian Area (National Contact Points and representatives from different Ministries) including the Permanent Secretary of the Adriatic Ionian Initiative (AII), network of Universities UNIADRION as well as representatives from the business community and international partnership networks such as ASCAME and Insuleur. Also the strategic participation of the Baltic and Danube Macroregions' representatives who presented best practices and ongoing projects in their respective areas of strategy implementation, turned out to be an interesting starting point. Not least, the coordinators of managing authorities who are in charge of the new Adriatic Ionian Transnational Programme 2014 gave useful insights on the European and national funding system, relevant both to the four pillars of the EUSAIR Strategy and in general to the Adriatic Ionian issues.

PLENARY SESSION – 10th June 2014

Welcoming addresses

The meeting opened on the 10th of June with welcome addresses of local authorities, coordinated by Mr. Andrea Stocchiero, Vice President of CeSPI (Centro Studi di Politica Internazionale) and also author of the recent study "The EU Strategy for the Adriatic-Ionian Region and the Italian foreign policy" (CeSPI e ISTRID – Istituto Ricerche Studi Informazioni Difesa). The speakers were: Mr. Rodolfo Giampieri, AIC Forum President, Mr. George P. Chondrogiannis, Corfu Chamber of Commerce President and Mr. Spiridon Spirou, Ionian Region President. Also Mr. Spyridon Andriotis – Nicolas, Port Authority of Corfu Chairman, Ms. Anastasi Papasali, Ionian University Rector and Mr. George Benetos, INSULEUR network representative welcomed the participants.

The state of art and future perspectives : the priorities of Chambers of Commerce

The plenary session's reports got started, providing a well detailed acknowledgment about the progress of the EUSAIR Strategy and of the 2014-2020 EU programming period. Ms. Joanna Mouliou spoke on behalf of the European Commission - DG REGIO. She outlined the general principles of the EUSAIR Strategy by carrying out a historical excursus, starting from the Adriatic and Ionian Macroregion setting up, to the Athens stakeholders Conference and its achievements. The speech focused on the pillars laid down by the Strategy, the challenges and opportunities of the Area and the next steps required for the fulfilment of the Strategy, starting from the January 2015. The next speech,

held by the Greek National Contact Point Mr. Vassilios Tselios focused on the EUSIAR Strategy under the Greek EU Presidency. Ms. Silvia Grandi, representative of the Managing Authority of the new Adriatic Ionian 2014-2020 Transnational Programme, supported a very pragmatic and technical report with an overview on the new programs and calls for the countries of the Macroregion. It was then the turn of Mr. George Assonitis, representative of the Union of the Hellenic Chambers of Commerce and of Mr. Fabio Pizzino on behalf of Unioncamere (Italy). They both discussed about the respective economic situation of their countries within the Adriatic Ionian Macroregion. Furthermore, Mr. Pizzino brought to the plenary attention the AIC Forum "Position Paper" drawn up during the final stage of the EUSAIR consultation in close collaboration with the Italian Chambers of Commerce system.

Other macroregional experiences

Significant contributions were made by the representatives of the two already existing Macroregions: the Baltic Sea and the Danube River. Mr. Jan Wedemeier, on behalf of the EU Strategy for the Baltic Region, presented the Area's features, with a focus on the Strategy's pillars that seem to be aligned with the EUSAIR ones. Being this true especially for those pillars which focus on the connectivity of the region and the preservation of the environment and the marine ecosystem. Mr. Wedemeier subsequently illustrated the practical example of the KEO Study, which analyses the status quo of one region that is part of the wider Baltic Macroregion. The KEO Study is a best practice and it could be raised again also in the Adriatic Ionian Area not only for its usefulness but also because it is carried out by the KEO Chamber of Commerce situated in the region of the Oder and the Elde rivers which cross the three countries of the Area. During the speech held by Ms. Dragica Karajić, the attention was drawn towards the Danube Region clusters' efficiency and the importance that the Croatian Government is giving to the Macroregion. It has been consequently reported how the Croatian Government has aligned its actions to the priorities set by the EU Danube Strategy. What both the speakers have highly recommended, is to place more importance on a careful and strategic analysis before the development and implementation of activities.

Networking: possible collaborations with the other stakeholders of the Area

The last part of the plenary session has seen the participation of the Area's networks, whose commitment was essential for the fruitful collaboration provided during the macroregional process. The Ambassador Fabio Pigliapoco, on behalf of the Adriatic and Ionian Initiative, attended with Prof. Fausto Pugnali, Secretary General of the Uniadriatic University along with the Councillor of the Ancona municipality, Ms. Ida Simonella who represented the Forum of the Adriatic and Ionian Cities. She has presented the "Youth Games", the first important initiative aimed at youngsters and "branded" by the Adriatic Ionian Macroregion. The "Youth Games" took place in Ancona, from the last 6th to 8th of June and saw the participation of more than 1000 young people between their fifteen and sixteen, coming from the all 8 countries of the Area. This event is the evident proof of how a civil society can achieve great results for the benefit of its citizens. To conclude, Mr. Feargus Roche, Coordinator of the ASCAME network Project department, presented the network and its activities whose bond with the AIC Forum dates back to 2008 when the Memorandum of Understanding has been signed. One of the most relevant activities is the MEDDIET project focused on the Mediterranean diet, lately recognized as part of the UNESCO intangible heritages. The MEDDIET project was also at the centre of this year's AIC Forum Workgroup on Agriculture where on the day after the plenary session the first "International Capitalization Meeting" was held.

Another important appointment highlighted by the Adriatic and Ionian Initiative is the Adriatic and Mediterranean Festival. The Opening session of the eighth Edition of the Festival was held the 17th of June 2014 in Sarajevo. It is a high quality cultural event thanks to involvement of artists and intellectuals from the whole Area and it is a sign of cultural and social integration awareness: a feeling of unity among different countries whose cultures have somehow melted in the centuries. This year the Bosnia and Herzegovina does not only host the Adriatic and Mediterranean Festival but takes charge of the IAI Presidency. This Edition, in particular, has been completely devoted to the Adriatic and Ionian Macroregion. Meetings, shows, gigs and concerts leave space for comparisons among countries.

After the Opening session, the Ambassadors Ivan Orlić and Fabio Pigliapoco (Adriatic Ionian Initiative General Secretary) presided the meeting of the Senior Officials Committee. The newly constituted Presidency has presented the annual activities' programme and the priorities tightly connected to the European Strategy objectives targeted for the Adriatic Ionian Macroregion (EUSAIR) and aligned with the macroregional path that will see its Action Plan adopted definitely in autumn 2014.

Workgroups: 11th June 2014

To stick to the AIC Forum tradition, as in the last Edition, the second day was entirely devoted to the thematic Workgroups, all of them coherent with the four pillars of the EUSAIR Strategy. Therefore, the Workgroups have concentrated their efforts on the Action Plan priorities included in the "Suggested Actions" (part of the "Summary Report" laid down during the Athens Conference).

The Workgroup on Agriculture was characterized by a specific in-depth analysis about one of potentially main issues of the forthcoming Adriatic Ionian Macroregion: the Mediterranean diet.

Thanks to the MEDDIET Project, funded by the ENPI CBC MED Programme and coordinated by Unioncamere and to a numerous participations of the Project Partnership bodies, the Mediterranean diet experts, called for this occasion from the Adriatic and Ionian Countries (in particular there were participants from Italy, Greece, Croatia, Bosnia and Herzegovina, Montenegro and Albania), the Mediterranean diet topic was deeply discussed.

The aim was the comparison among the participants about the Mediterranean diet by examining in depth of some tools for raising of awareness on the Mediterranean diet promoted by the MEDDIET Project: MEDDIET Guidelines for School, MEDDIET Guidelines for Local Authorities, Mediterranean Diet Quality Label for restaurants owners, and on the other hand by highlighting of peculiarities of each Macroregions' Country, even considering their best practices and their master actions on this topic.

Many issues emerged from the speeches, strongly linked to quality, to healthiness and to European and international laws compliance of agricultural and food products, as indispensable requirements not only for consumers' health and wealth, but also as their indispensable requisite for a stronger competitiveness on international market.

Always concerning the MEDDIET project, an important commitment document the "MEDDIET Declaration" was signed by the Presidents of the AIC Forum Chambers of Commerce coming from different countries of the Adriatic Ionian Macroregion which attended the Event in Corfu, together with some Project Partners, as for example the Messinian Chamber of Commerce and the Cultural Foundation "The Routes of the Olive Tree", but also with other Organizations as the Croatian Medical Association and Vitaminoteka Nutrition Consulting (Croatia).

This document, that can be signed also later during the MEDDIET Project residual time, represents a first and important moment of shared and concrete commitment to act together in the future about this topic, important for all of us but mostly for future generations.

From **the Workgroup on fisheries and aquaculture** an important conclusion was highlighted: the need to achieve more involvement from stakeholders through the creation of clusters related to both the field of fisheries and marine culture and other related sectors. It seems necessary to move towards project management activities that promote and enhance the cluster-designing process, regarding it as a competitive booster tool. This decision finds itself coherent with the trend of many of the countries of the Adriatic Ionian Region: some of the countries are already divided in propulsive clusters, some others are just starting their cluster experience. The Workgroup, having taken into account the recent European Directive on maritime spatial planning (Communication n. 2013/133 dated 12.03.2013), succeeded in pointing out how integrated management of the coastal zones stands as the starting point to avoid conflicts, possible overlapping and irregular activities. Not only sustainable fisheries and aquaculture in clean water offer the opportunity to produce organic food, they would also make the brand gain momentum, being it well-known and trustworthy so to enrich the tourist offer in the entire Area. Major challenges are still: safety and health of fish and marine life, as well as safety in terms of sustainable production. A common struggle is to be directed to a clear set of project management activities that will define objectives and roles of each accountable country, regarding in particular programmes for the safety and health of fish and marine life. As a result, different types of fishing have to be distinguished. Beside the fact that fishing is always regarded as a commercial activity, it is not to be forgotten how the different way of fishing resembles the lifestyle and culture. To preserve traditions, fisheries policies should not jeopardize these assets, being these policies able to ensure sustainable fisheries at the same time.

It is in the course of **the Workgroup on Women Entrepreneurship** that a series of collected available data on women entrepreneurship funding allocated to the countries of the Adriatic Ionian Macroregion were presented. The data show a number of substantial reductions, not to say financial aid programs write-offs. The Workgroup highlighted the need of encouraging all the Adriatic and Ionian Chambers of Commerce to identify the ad-hoc priorities of a women enterprises, along with the major issues consequently involved (being them: access to credit, training, technological innovation). Also, the importance of taking immediate actions with a concrete planning to be aligned with the mentioned priorities was stated, always taking into consideration the set of European programs (2014-2020) available for the Macroregion. The Workgroup has laid the foundations for a concrete support to women entrepreneurship and its issues, particularly in the planning documents devoted to the Macroregional Strategy, throughout the whole period (the upcoming seven years) in which new financial tools will be finally at the Macroregions' disposal. It was decided also that the Congress on Women Entrepreneurship, so far organized annually, will be held every two years. During the Congress the activity of monitoring of statistical data, as a ground on which future projects are to be designed, will continue. The Workgroup regards as essential, to extend the Strategy for development of women entrepreneurship in the countries where it does not exist yet.

During the Workgroup on Transports the Adriatic and Ionian maritime traffics were analysed, concerning the constant decrease of passengers number (over a million less than in 2004, in various connection between Italy and Greece).

This depends on economic crisis and in part on strong competition of low cost flights. Even goods traffic has been subjected to a stop in last five years, with exception of containers, a segment in which all the most important ports are growing. However, the excessive fragmentation of this traffic among many ports (7 ports handle 2.5 million TEUS, much less than that of a single large port in Northern Europe) is a strong limit to a further leap in the growth and ability to attract global players.

The Adriatic Ionian Macroregion is expected to deal with the aforementioned issue, tackling it in a more innovative and ingenious way, so to look with favour at a streamlining and specializing activity on ports. Also, the Macroregion should place even more emphasis on policies supporting “multi-modality”, given that currently routes on tires are still more competitive than those with a lower environmental impact.

The cruise traffic is a growing sector that can cover many ports in the Area, even some that are considered to be minor, and produce economic impact on their hinterlands to be evaluated carefully. However, the trend in place for some years combines an increase in a number of passengers and a reduction of moorings thanks to the use of larger vessels. In the next years many ports could find themselves with the internal infrastructure not adequate to receive these ships. The Workgroup highlights the necessity to get facilitated within the Macroregion also the “ad hoc interventions”.

In this year’s Edition merged the Workgroups on Tourism and the Workgroup on Environment in order to act in line with the indications emerged during the EUSAIR Conference held in Athens when the EUSAIR Strategy referents discussed about the 4th EUSAIR pillar. They have all agreed upon welcoming the European Commission’s proposal and changed then the name (being this previously “Increasing regional attractiveness”) in “Sustainable Tourism”, to state the synergy between tourism and social and environmental sustainability. To come back to the reason of a joint Workgroup, it is decisive to remember that the brand under the name ADRION should place itself as tool to fulfil a coordinated branding policy within the Macroregion, always concerned about sustainability. Also, ADRION is expected to be always aligned with the European regulations, especially with the most relevant ones, such as: “The EU Strategy for promoting coastal and maritime tourism (Communication n. 86/2014)”. The Macroregion is well-known for being heterogeneous, with its different types of tourism and settings. It is therefore necessary to carry out a wise set of project management activities by taking into consideration all these varieties, to come up with tourist destinations that address the common macroregional culture. The short-term commitment is to define and propose shared projects to be displayed in a European context and to put together all the necessary skills to bring out the Adriatic Ionian Macroregion as a single tourist destination, conveyable through the brand Adrion. More strength, along with a long-lived identity should be given to the whole Adriatic Ionian community from a tourist and cultural standpoint. With the new EU funds programming on the way and the recognition of the Adriatic and Ionian Macroregion, this year is considered to be a fruitful starting point.

Up to now pivotal moments:

- existence of a cooperation Memorandum of Understanding among Ministries of Tourism of the Adriatic Ionian countries, entered into force in November 2010;
- inclusion of the ADRION brand in the European Communication n. 713 del 30.11.2012;
- presence of the upgraded Regulations of use intended to a safe and correct use of the brand ADRION;

- launch of the online marketing tools to be shared with the network of tour operators and travel agencies from the Area (web wholesaler and smart phone' apps) in order to promote the Adriatic and Ionian tourism.

A strong engagement is expected from all the Chambers of Commerce that are members of the AIC Forum, in order to achieve a widespread dissemination of the brand ADRION throughout the Area, along with the involvement of tour operators and local institutions. During the Workgroup on tourism and environment, a discussion about macroregional partnerships also took place. Partnerships are intended to better promote ADRION projects, so to take advantage of the very first calls, to be launched within the new EU Territorial Cooperation programs for the Adriatic Ionian Macroregion.

WORKGROUP ON EU PROJECT MANAGEMENT, INTERNATIONAL COURT AND CLOSING SESSION

12th June 2014

On the third and last day of the Edition, both the Workgroup on EU Project Management and the International Court of the Adriatic and Ionian Area occurred.

The Workgroup on EU Project Management has focused on the need of the Chambers of Commerce under the AIC Forum to strengthen the commitments towards the EU programming, taking into consideration the renovated political context represented by the Macroregion. The new Macroregion establishment concurs with the 2014-2020 European programming period and the new Cross-border cooperation programme (in particular the bilateral Italy-Croatia, the three-sided Italy-Montenegro-Albania and the new Adriatic Ionian Transnational Programme). It has been then reported the need to plan a set of shared activities, coherent with the actions suggested as fore grounded actions within the new EUSAIR Action Plan. In this regard, experts involved in the Workgroup strongly advised their respective political delegation to invest in qualified human resources to be employed in the EU programming activities and to activate a prompt coordinated set of synchronized actions.

Among various activities to carry out in the next months:

- a coordinate lobby action at Regions and Ministries of the Macroregion so to shed light to the Chambers of Commerce engagement in dealing with the topics that are important for the SMEs, according to the EUSAIR Action Plan;
- the possibility to set up officially a conjoint lobby, considering the AIC Forum leadership within the period of EUSAIR consultations;
- implementation of a set of matrices that facilitate the scheduling and projecting activities of the Workgroup in order to highlight the needs of each AIC Forum Chamber of Commerce:
 - a) areas of interest/priority topics highlighting the previous experience in those specific fields;
 - b) main EU eligible funds;
 - c) projects "on the stocks" ready to be shared and presented under a next identified calls;
 - d) staff (internal officers and consultants) available for the EU projects and international relations sector;
 - e) survey on presence or absence of the EEN Network and of other relations between Chambers and international networks (Eurochambres, ASCAME, etc ...);

- f) indication of a "key regions"/"lead partner" that means of local areas/strategic institutions which could drive new projects, considering the proven ability of management and strategic role in the context/field of expertise.

These stated actions are a set of duties that the Workgroup acquired in order to foster the quality of the AIC Forum and its associated Chambers projects. At a macroregional level, programming should be synchronized, grounded on three essential conditions: "mainstreaming" - the acquisition by local, national and the UE politics and regulations of best practices experienced at a single pilot project level, "evaluation"- the importance of taking into consideration the impact of interventions of territorial cooperation forecasting therefore the indicators (not only result but also impact) that could be verified in impartial way, "transfer and exploitation" - capacity to non-repeat similar projects in the same areas of interventions and to transfer and exploit in best way results obtained from successful projects already financed from the UE funds with an eye on follow-up and continuous growth of the Adriatic Ionian Macroregion.

All the topics that were strongly highlighted during the Workgroup are important so that the Chambers of Commerce of the Adriatic and Ionian Area do not miss this extraordinary occasion to play an important role in the new 2014-2020 EU programming period unlike it happened in the previous one referred to the 2007-2013 period.

The International Court of the Adriatic and Ionian Area has renewed its willingness to work towards training pathways aimed at increasing the conciliation and arbitration culture in those countries with an attitude which is less keen to the deployment of alternative justice, giving reward to the already implemented best practices in the Macroregion. Another objective is to spread the knowledge of the alternative dispute resolution tools for international commercial transactions, the institutions of mediation and arbitration. The counterparts which have signed a transnational contract or those under negotiation, need to be assisted while drafting the clauses and agreements in order to have access to a conciliation or arbitration proceedings. Finally, the commitment addresses the promotion of international cooperation, with the aim of creating synergies able to produce some concrete proposals for the EU projects designing at an international and community level and to set up partnerships on international alternative dispute resolution topics.

After the meeting of the AIC Forum Bodies, the Board of Auditors, the Board of Governors and the Assembly, the Closing Session of the 14th Edition began with a reading of the Workgroups' final documents and a thanksgiving speech by the President Giampieri for all the participants and for the Corfu Chamber of Commerce mentioning its warm welcome.

PRESENTATION OF THE NEW TRANSNATIONAL COOPERATION PROGRAMME FOR THE ADRIATIC-IONIAN AREA 2014-2020 (ANCONA, 3RD SEPTEMBER);

Last September 3, the Marche Region hosted an initial encounter between potential Italian stakeholders of the new Transnational Cooperation Programme devoted to the Area of the Adriatic-Ionian Macroregion for the period 2014-2020.

This initiative was then replicated two days later, on September 5, in Spalato, for the Western Balkans Area.

This was not a Programme information day, as such, since many legal and administrative aspects characterising its operation are currently being defined, but was instead an opportunity for discussion and analysis of the possible

substance of future investment priorities (IP) which will be the basis for the structuring of the Programme itself in light of the publication of the first calls for tender.

In line with the Thematic Objectives of the new European Structural and Investment Funds scheduling for 2014-2020, the new programme for the Adriatic-Ionian Area will be called upon to promote a concentration of resources on key themes for the entire Basin, with particular reference to those contained in the Pillars of the EUSAIR Strategy.

Through an open and proactive method of encounter between those present (working groups divided by macro-themes: "Innovative and Smart Region", "Sustainable Region" and "Connected Region"), many issues emerged related to themes of significant interest whose planning can be converged, to the procedures for establishing partnerships, to co-financing and other topics still being defined, in relation to which the stakeholders and target groups have been asked to contribute.

The meeting, sponsored by the Marches Region - the principal local entity engaged in the process of setting up the Adriatic-Ionian Macroregion - saw the participation of a number of representatives of the Region of Emilia-Romagna (Ms. Silvia Grandi and Mr. Ludovico Gherardi) as the Management Authority, and of a number consultants from the technical assistance task force.

The participants included a contact person for the AIC Forum as well as other parties representing chambers of commerce associated with the AIC Forum (e.g. Unioncamere Veneto, Chamber of Commerce of Campobasso).

Productive work was accomplished. Many topics of interest emerged which the Management Authority will take due consideration of during this phase of detailed definition of the operating documents of the new Programme being launched.

Based on what has emerged here, the next stages involve the final approval of the Programme's Operational Plan by the end of 2014, the launch of the Programme envisaged for the beginning of 2015, and the publication of the first calls for tender by the second quarter of the same year.

AIC FORUM IN ZAGREB. MEETING WITH THE PRESIDENT OF THE CHAMBER OF ECONOMY OF CROATIA (10TH OCTOBER 2014)

A little less than a month before the formalization of the Adriatic Ionian Macroregion by the European Council (scheduled for the next meeting on the next 24th October 2014 in Brussels), the AIC Forum encouraged a meeting in Zagreb at the Croatia Chamber of Economy in order to present the development programs of the Association and to co-ordinate future cross-border strategies. The new president of the Croatian Chamber of Economy, Mr. Luka Burilovic appreciated the Forum activities and the entrance process of the Croatian Chamber of Economy in the Association is being implemented. It is supposed to be formalized at the beginning of 2015, again in Zagreb, when an event about Macroregione – addressed to Croatian entrepreneurs and citizens – will be held.

In recent years, the AIC Forum was considered one of the stakeholders of the public consultation launched by the European Commission on the EUSAIR Strategy, moreover it was mentioned several times as a subject of reference for the future macroregional strategy implementation phase. Effectively the AIC Forum is mentioned in the recent Communication from the European Commission last June and its Action Plan.

Besides the President Burilović, the meeting was attended by the President of the AIC Forum Rodolfo Giampieri, the Secretary General Michele De Vita and the Presidents of all the iCounty Chamber of Economy: Terezina Orlic

(Chamber of Dubrovnik), Jasna Jaklin Majetić (Chamber of Pola), Vidoje Vujić (Chamber of Rijeka), Petar Skender (Chamber of Sibenik), Dario Jurin (Chamber of Zara).

The economic reality of Croatia is considered of great interest and the local Chamber system is characterized by a massive component of women entrepreneurs and presidents. Among them, there is the President of the Chamber of Split, Katia Buličić, newly-elected after the death of Jadranka Radovanic, the first President of the AIC Forum which was founded in 2001 on their own initiative of the Chamber of Split and the Chamber of Commerce of Ancona.

UNIADRION GENERAL ASSEMBLY (ANCONA 16TH OCTOBER 2014)

It was held in Ancona, October 16, at the headquarters of the Polytechnic University of Marche, the Assembly of members of the Network Uniadrion.

The Assembly, composed of the Rectors of the Universities of the Area, also saw the participation of the President of the AIC Forum, Mr. Rodolfo Giampieri and the Secretary General, Mr. Michele De Vita, as well as the representatives of the Forum of Adriatic and Ionian Cities. Their presences were due to the existing close relationship and the Declaration of Intent for an Integrated Adriatic Ionian Secretariat - signed by the three Fora of the Area, that are among the first promoters of the Macroregion. In agenda the elections of the new President and the Steering Committee for the biennium 2014-2016 are expected.

LAUNCH CONFERENCE OF THE EUSAIR STRATEGY. ITALIAN PRESIDENCY LAUNCHES THE STRATEGY AFTER THE APPROVAL OF THE COUNCIL OF OCTOBER (BRUSSELS, 18TH NOVEMBER 2014)

On 18 November 2014 in Brussels the Conference to launch the Strategy for the Adriatic-Ionian Macroregion will take place, organised by the Italian Presidency of the Council of the European Union in collaboration with the European Commission, the Adriatic-Ionian Initiative and the Marches Region, the latter heading up the Intergroup Adriatic Ionian Committee of the Regions.

In the wake of the European Commission's publication of the official Communication of the Strategy accompanied by the Action Plan last June 18, the next European Council meeting of 23 and 24 October is awaited for its final approval. The Conference seeks to unite the leading players of the EUSAIR Strategy to create an operational framework for its implementation.

This important initiative is addressed to:

- the national and regional authorities responsible for the implementation of the Strategy and for the management of EU funds;
- the European institutions (Commission, Council, European Parliament, Committee of the Regions, Economic and Social Committee);
- the organisations and regional entities involved.

The AIC Forum will be represented by President Rodolfo Giampieri who will take part in the Conference, however all the other Chambers members may participate freely.

MEDITERRANEAN WEEK OF ECONOMIC LEADERS AND MEDITOUR 2014 - VIII EDITION OF THE MEDITERRANEAN ECONOMIC EVENT AND IV MEDITERRANEAN TOURISM FORUM MEDITOUR 2014 (Barcelona 26-28 November 2014)

Barcelona will be the city to host the VIII Edition of the "Mediterranean Week of Economic Leaders" next November, one of the leading Mediterranean economic events organised by the ASCAME network together with the Chamber of Commerce of Barcelona and in collaboration with the Union for the Mediterranean (UfM), the European Institute of the Mediterranean (IEMed), the European Investment Bank (EIB) and other institutions involved in the Mediterranean project.

The event, which aims to promote Euro-Mediterranean cooperation and integration as a key factor in the area's socio-economic development, will this year explore the theme "The need for change", highlighting in particular the issue of the "green economy".

Through a number of discussion forums and other important activities, certain aspects of key importance for sustainable development in the Mediterranean region will be analysed, such as renewable energy and eco-efficiency, Green banking and Islamic banking, entrepreneurship and education, free trade zones or the integration of the Maghreb region. In this context, the VI Mediterranean Tourism Forum (MediTour 2014) will also take place, which will focus on the Lebanon as a tourist destination and an important historical and cultural center in the Mediterranean, as well as a promoter of sustainable tourism.

The AIC Forum has been formally invited to participate in this event based on the Protocol of Understanding signed with the ASCAME network, in 2008, but also in the light of recent meetings held within the MEDDIET project. The intervention of the President Rodolfo Giampieri, as requested by the organisers, will focus on tourism promotion in the Adriatic-Ionian Area in the new context of the Macroregion, highlighting a number of best practices including the experience obtained with the logo ADRION, which may well be reserved a special display space.

ADRIATIC – IONIAN STRATEGY: THE BRIDGE TO THE EU. THE ADRIATIC AND IONIAN REGION: AN IMPORTANT PRIORITY FOR THE UE ITALIAN PRESIDENCY (RIMINI, 10TH DECEMBER 2014)

The conference entitled "EU Strategy for the Adriatic Ionian Region: the bridge to Europe" was held in Rimini on December 10, 2014, following the launch conference of the Adriatic-Ionian Macroregion, held on November 18, 2014.

The Rimini event was organized in the closing phase of the European Semester presided by the Italian Presidency, and it was promoted by the Undersecretary of State for European Affairs, Sandro Gozi. Honorable Mr. Gozi declared, that the Italian EU Presidency considers the Macroregion to be the topic of highest priority.

The conference was divided in three sessions dedicated to sharing ideas on political membership, building identity networks, and implementation of Action Plan. The conference has brought together major institutional and other stakeholders of the Strategy, such as: national governments, regions, European entities, representatives of other countries, chambers of commerce, universities and other bodies.

The Conference was attended by distinguished speakers like Silvia Velo, Undersecretary for the Environment, Gentian Elezi, Deputy Minister for European Integration of Albania, Gian Mario Spacca, President of the Marche Region, Franco Iacop, President of the Regional Council of the Region Friuli Venezia Giulia. The Chairman of the Forum AIC Rodolfo

Giampieri was invited to participate along with the Secretary General Michele De Vita. The conclusive remarks were expressed by Benedetto Della Vedova, Undersecretary for Foreign Affairs.

XVI SESSION OF THE FORUM OF THE ADRIATIC AND IONIAN CITIES (PESCARA, 12-13 DECEMBER 2014)

The sixteenth edition of the Forum of Adriatic and Ionian Cities was held in Pescara on December 12-13, 2014. Following the Adriatic-Ionian Macroregion Launch Conference, and the adoption of the Joint Statement and the Guidelines for the management of EUSAIR, the Forum of Cities focused this year on "projects and governance of the strategy of Macroregion Adriatic - Ionian Initiative and the commitment to the Forum member cities".

The event was organized in two working days. The President of the Abruzzo Region, Luciano D'Alfonso, the Ambassador Pigliapoco of the Permanent Secretariat of the IAI and the President of the Forum AIC, Rodolfo Giampieri were of the impression that the first day was mainly oriented to discussions on opportunities offered by the Adriatic Ionian Macroregion. The second part was dedicated to organization and representation of the needs and demands of the cities and territories identifying the role of governance of Fora at macroregional level. The reports of the three regional Fora on the Adriatic Ionian Macroregion were given, along with the report of the representative of the Commission for the Environment and Transport of the European Parliament.

On Saturday, December 13, Ludovico Ghepari and Claudio Polignano, representatives of the managing authorities for Territorial Adriatic Ionian Cooperation Programme 2014-2020, and the managing authorities of the IPA CBC Programme Italy / Montenegro / Albania 2014-2020, provided the technical aspects oriented to implementation of the topic addressed to the Macroregion. The conference ended with the plenary session and the General Assembly, that presented the new members of the statutory bodies of the Forum of the Cities.

ACTIVITIES PROJECT MADE IN 2014

Project "Development of the fruit and vegetable sector"

(Project co-financed by the Italian Ministry for Economic Development (Italian Law no. 84/2001))

The latest activities related to the sector took place on 24th, 25th and 26th March and saw the collaboration of the AIC Forum with Centro Estero Abruzzo and the Forlì-Cesena Chamber of Commerce.

Specifically, the incoming of a foreign delegation was organized, whereby the delegation could participate in a training pathway focussed on the functions of the most important telematic system for the detection of market prices in Italy.

The training session for the Croatian business players of the fruit and vegetable sector already involved in the previous steps of the project took place in Pescara at the "La Valle Della Pescara" Agrofood Centre and focussed on the telematic platform represented by the Ismea Agricultural Market Price Observatory (Osservatorio Prezzi Fedagromercati – Ismea), which will enable to automatically and anonymously detect the market prices applied in invoices to customers. Data on transactions are made available in real time to all system users and enable producers, wholesalers and ultimately consumers to benefit from transparent sales prices.

After this activity, Croatian business players carried out a Study visit at the wholesale fruit and vegetable market in Cesena. This is one of the most important markets in the sector, with over 90 000 tons of products processed every for a total annual turnover of about 85 – 90 million Euros.

The Study visit was also the occasion for Croatian business players to meet cooperatives and companies specialized in the sector from the Romagna area (Apofruit, Brunelli Group, Infia). These two important initiatives marked the end of the project, whose results were summarised in an information brochure offering a short summary of the activities carried out and the outcomes produced. Worth mentioning among the contents published in the brochure is the comparison between the current scenarios of the fruit and vegetable production and management in Croatia and Italy, also in view of future territorial cooperation initiatives in this field in the light of the Adriatic-Ionian Macroregion, which is about to be set up

Project “MedDiet – Mediterranean Diet and enhancement of traditional products”

(Program MED ENPI CBC)

Technical Committee / Coordination meeting Rome, 22-23 January 2014

On 22nd and 23rd January 2014 Rome was the venue of two meetings, one targeting technical and scientific experts on the Mediterranean Diet (Technical Committee) and the other one bringing together project partners (Coordination meeting). The first Workgroup aimed at favouring an exchange of views and ideas between various experts from the Mediterranean countries, which are project partners on the topic of the “Mediterranean Diet” label, which will be promoted within the framework of the project involving the restaurants of the areas, where this initiative will be experimented. The second day was devoted to checking the progress of the project initiatives, in particular as regards actions for the dissemination of the nutritional values of the Mediterranean Diet in primary and secondary schools and actions in favour of consumers. The presence of the project manager for the AIC Forum was also useful to discuss with participating partners the next International Capitalization meeting for IPA countries; a change of location (from the current proposal of Ancona to Corfu, where the next edition of the AIC Forum will be held) was deemed necessary and requested and was subsequently unanimously approved by participants.

MEDDIET International Capitalization Meeting (Corfu, 11 June 2014)

Thanks to the MEDDIET Project, funded by the ENPI CBC MED Programme and coordinated by Unioncamere and to a numerous participations of the Project Partnership bodies, the Mediterranean diet experts, called for this occasion from the Adriatic and Ionian Countries (in particular there were participants from Italy, Greece, Croatia, Bosnia and Herzegovina, Montenegro and Albania), the Mediterranean diet topic was deeply discussed.

The aim was the comparison among the participants about the Mediterranean diet by examining in depth of some tools for raising of awareness on the Mediterranean diet promoted by the MEDDIET Project: MEDDIET Guidelines for School, MEDDIET Guidelines for Local Authorities, Mediterranean Diet Quality Label for restaurants owners, and on the other hand by highlighting of peculiarities of each Macroregions’ Country, even considering their best practices and their master actions on this topic.

Many issues emerged from the speeches, strongly linked to quality, to healthiness and to European and international laws compliance of agricultural and food products, as indispensable requirements not only for consumers’ health and wealth, but also as their indispensable requisite for a stronger competitiveness on international market.

Always concerning the MEDDIET project, an important commitment document the “MEDDIET Declaration” was signed by the Presidents of the AIC Forum Chambers of Commerce coming from different countries of the Adriatic Ionian

Macroregion which attended the Event in Corfu, together with some Project Partners, as for example the Messinian Chamber of Commerce and the Cultural Foundation “The Routes of the Olive Tree”, but also with other Organizations as the Croatian Medical Association and Vitaminoteka Nutrition Consulting (Croatia).

This document, that can be signed also later during the MEDDIET Project residual time, represents a first and important moment of shared and concrete commitment to act together in the future about this topic, important for all of us but mostly for future generations.

MedDiet Conference at Tipicità (Fermo, 16th March 2014)

The Teatro dei Sapori/Sala Dorica in Fermo, Marche, was the venue of a conference organized by the AIC Forum under the title Mediterranean Diet: Wellbeing and healthy lifestyles - an opportunity for the attractiveness of the Macroregion on 16th March 2014. The event took place within the framework of TIPICITÀ, i.e. the most important trade fair devoted to quality and typical products in the agrofood sector.

The initiative was promoted thanks to the MEDDIET project and saw the participation of about 40 local players, including restaurant owners, agricultural producers, retailers, hotel owners, etc., who were offered the chance to have an open and informal exchange of views with some important speakers from the Mediterranean area invited by the AIC Forum, which is one of the MEDDIET project partners. In particular, the conference featured some of the speakers of the Technical Workgroup set up within the MEDDIET project with the precise aim of launching a new “Quality Label for Restaurants” in the Mediterranean, and therefore also in the Adriatic basin. This is a label linked to the Mediterranean Diet Pyramid, which will be promoted through a specific pilot action among a sample of restaurants in the various areas of interest for the project (Egypt, Italy, Tunisia, Lebanon, Greece, Spain) with the aim of raising the awareness of consumers and restaurant owners alike on the nutritional and cultural values of the Mediterranean Diet.

The speakers Mohamed Mraihi (Quality Control Manager for the European Certification Institute), Yiouli Doxanaki (President & Managing Director of Lotus SA Business Consulting from Greece) and Khaled Shedeed (Quality regulations Expert for UNIDO, Egypt) then met with the AIC Forum project manager to discuss the main topics that should be addressed by the first International Capitalization Meeting of the MEDDIET project, which will take place within the framework of the Workgroup for Agriculture of the next edition of the AIC Forum to be held in Corfu, Greece, on 10th, 11th and 12th June next..

Update year-end

The last partnership and co-ordination meeting of the Meddiet Project was held on October 13 in Alexandria (Egypt). At this meeting, the partners examined more closely the various project activities, including the creation and dissemination of the “Meddiet Quality Label” destined for restaurants and, indirectly, for consumers, the pilot actions and the promotional campaigns at various local levels to raise the community’s awareness and give maximum visibility to restaurants judged to meet the quality standards required by the Meddiet Quality Label.

During the meeting, a description was also given of the work carried out for the International Capitalization Meeting organised by the AIC Forum in Corfu (Greece) last June 11, where the Meddiet Declaration was signed by various representatives for the Adriatic Ionian Area, including many Presidents of the partner Chambers of Commerce present, along with other project partners. The principal aim of this Declaration of Intent was to formalise the

common wish to collaborate now and in the future on the specific theme of the Mediterranean Diet. The document was brought to the attention of all the other Chambers members of the Forum which were not present on this occasion but proved enthusiastic about the initiative, and which are still taking part in and supporting the signature of the Declaration.

The planning of the final event of the Project is also on the Agenda, and it is planned for February 2015 at the Universal Expo Milan 2015 “Nutrire il Pianeta, Energia per la Vita” (“Nourishing the Planet, Energy for Life”).

Project “Innovative skills and competences for entrepreneurs in order to promote a new sustainable tourism in the Adriatic and Ionian Area”

(All Regional Cooperation Programme 2012 of Adriatic and Ionian Initiative)

2° Workshop to promote the “Web Wholesaler incoming cross-border Tour operator” Mostar (Bosnia Herzegovina), 28th January 2014

Mostar (BIH) was the venue of the second itinerant workshop (after the Belgrade workshop held on 26th November 2013), which was organized in collaboration with the local partner Link Development Agency at the premises of the Chamber of the Economy. This second itinerant workshop concerned the promotion of the “Web Wholesaler incoming cross-border Tour operator”, i.e. a tool for the promotion and commercialization of tourist products, which thanks to this project intends to affirm itself as a reference tool for the coordination and integration of the various tourist offers of the future Adriatic-Ionian Macroregion at an international level. The web wholesaler will be activated in the following weeks and feature offers from various tourist operators that were involved thanks to a remote networking activity. These tourist packages will all come with the ADRION brand, a new updated version of which is currently being elaborated within the framework of this project and will be submitted to the AIC Forum Board of Governors. The next step of these workshops is scheduled for March and will be held in Tirana (Albania). The workshops will terminate in Greece in Corfu together with the 2014 annual edition of the AIC Forum, in particular with the Workgroup for Tourism.

3° Workshop to promote the “Web Wholesaler incoming cross-border Tour operator” (Tirana, 21th March 2014)

On 21st March 2014 the Hotel Mondial in Tirana, Albania, was the venue of the technical seminar addressed to local tourism players and focussing on “Web Wholesaler incoming cross-border Tour operator”. The seminar was organized by the AIC Forum in collaboration with the Albanian Tourism Association (ATA).

The initiative, which was organized within the framework of a series of theme-specific workshops foreseen within Activity 4 of the project, saw the participation of well 30 Albanian business players who expressed their interest in getting more detailed information on the issue of tourism promotion in the Adriatic basin in view of the establishment of the new Adriatic Ionian Macroregion.

Matilda Naco of ATA focussed exactly on this topic in her introductory remarks, followed by the contributions by the two consultants Corrado Ceccarelli (who spoke on nature-related and social tourism) and Marco Cocciarini, who presented the new promotion and commercialization tool (Web Wholesaler incoming cross-border Tour operator) that is currently being created within the framework of a project by the AIC Forum in collaboration with the network of tourist operators from the various countries involved and is also accompanied by an app to use the same tool on smartphones.

The series of theme-related meetings will end in Corfu, Greece, on the occasion of the 2014 annual edition of the AIC Forum and see the participation of local tourist operators.

The project will end this year with a series of one-to-one meetings with tourist promotion national and/or regional institutions from all the 8 countries of the Area to present them the results and outcomes of the project.

Update year-end

The project ended on June 30, with the last educational initiative on sustainable tourism, organized for Greek tourist operators, and comprised one-to-one meetings between local institutions and tourist operators. It was supported by the Round table for tourism of the AIC Forum, that met at the sixteenth annual edition of the AIC Forum held in Corfu. The project has left significant results in terms of strengthening the skills of professionals on issues of new European policy on tourism, which is particularly oriented to environmental and social sustainability, but also in terms of business opportunities for tourist operators, that were offered the opportunity to commercialise tourist packages and to promote them through the project, on the portal www.adrion-tourism.eu, representing a tool of the official, and operational website - ADRION.

In the coming months, the integration and updating of the two portals will take place, aiming at promoting and commercializing tourist packages, along with the development of the brand ADRION. After the budget of the project had been presented and the project closed, it was very much appreciated by its funder (Adriatic-Ionian Initiative), that requested from the Forum AIC to present the main project outputs at the Round table IAI, dedicated to SMEs in Sarajevo, which was attended by Ms Željana Bevanda with the Chamber of Economy of the Federation of Bosnia and Herzegovina, and Ms Amela Becirovic, with the Development Agency LINK in Mostar (the latter as a partner of the project) illustrating the achieved results.

Project VeRoTour (DG Entrepreneurship and Industry)

Participation in the Sectorial Fair Sajam Turizma - International Fair on Tourism Belgrado (Serbia), 26-27 February 2014

In its capacity as project partner, the AIC Forum and the lead partner Veneto Region organized their participation in the Sajam Turizma - International Fair on Tourism in Belgrade (Serbia) on 26th and 27th February with a dedicated stand.

Together with the ITB in Berlin, this trade show is one of the steps foreseen by the project for the dissemination of the theme-specific tourist products of the Venetian commercial routes that the entire project has focussed on. Next month the AIC Forum will be furthermore working on the organization of a workshop in Tirana (Albania), which like the workshop held in Venice in December 2013 will try to raise the awareness of business players on the issue of theme-specific tourist products.

International Fair ITB (Berlin, 6th March 2014)

On 6th March 2014 the Palais West am Funkturm, West side, in Berlin was the venue of a meeting for the official presentation of the VEROTOUR project at the ITB international trade show. The event, which was foreseen within the project for the dissemination and promotion of the transnational theme-specific tourist products linked to the Venetian commercial routes, saw the participation of the Veneto Region, i.e., the project lead partner, and the involvement of all project partners for the diffusion of the event.

In particular, both the AIC Forum and Unioncamere Veneto (member to the AIC Forum), which are both project partners, are currently working to better promote the project main topic both locally and at the level of the network of chambers of commerce in the Area, which is the one mostly concerned by the project.

Furthermore, the second project Steering Committee meeting took place in Palmanova on 12th April. This was the occasion for the project partner Marco Polo System to launch the planned itinerary from Venice to Pirano (from 30th April to 2nd May) as the first experiment of a part of the final theme-specific tourist product. Moreover there was the official opening of the exhibition on cultural itineraries of the Council of Europe, which was set in Palmanova at the old Napoleonic munitions depot Garzoni from 12th to 21st April 2014.

The AIC Forum organized a workshop in Tirana on 16th April. Like the event held in Venice in December 2013, the aim of the workshop was to create a permanent network of public/private players for the identification of the necessary tools, supported by the newest technologies, for the promotion of transnational theme-specific tourist products.

Update year-end

The project VeroTour, in which the Forum AIC participated as a partner, ended on October 30, 2014. The AIC Forum was strongly involved in implementation of project activities, along with other administrative and accounting activities, aimed at presenting the final report.

Those are, as follows:

- Participation in the 3rd Partnership Meeting, held in Chania (Crete) 27-29 / 08/2014. On occasion, the decision to nominate the itinerary of " Venetian Trade Routes" recognized by the European Council, as European Cultural Itinerary, was officially adopted. This is a very important itinerary that should, in the years to come, open to the involved partners, opportunities of collaboration, not only in tourist, but also in other sectors, as well as to enable the promotion of their territories.
- Organization of the 3rd and last technical meeting oriented to tour operators, was held in Kotor (Montenegro) on 09/18/2014. The AIC Forum organized this event in collaboration with the tour operator Montenegrin "Adventure Travel" and with the the project partner Art Kontakt.

The final project conference was held in Turkey (Bodrum / Istanbul) on October 8-9, 2014. The Director of Unioncamere Veneto, Mr. Gian Angelo Bellati took part in the event in the capacity of the project partner, and on behalf of the Forum AIC, as well. Mr. Bellati presented project activities of the Forum AIC, and highlighted in particular the last activity aimed at realization of an App for Smartphone, focused on the itinerary "Venetian Trade Routes ", to be added as the project output to promotional guides made by the Veneto Region and the partner Amatori Group from Ancona. This tool can be downloaded for free from all the App stores available online (for Apple, Android and Windows). It is definitely an added value to the project, in terms of visibility and practical usability of the product. Moreover, the AIC Forum, has also realized several plates with QR code to be posted at the premises of the main tour operators involved in the project, to promote the maximum disclosure of the realized ICT product.

**Project Adriatic Economic Cluster Club
(Program IPA CBC)**

Final Project Event (Venice, 23-24 January 2014)

On 23rd and 24th January 2014 Venice was the venue of the final event of the “Adriatic Economic Cluster Club” Project, which saw the participation of all project partners and several local business players. This was the occasion to lay the foundations for a possible follow-up of the same project in view of the establishment of the Adriatic-Ionian Macroregion, whereby the one of the pillars of the macroregional Action Plan will be specifically devoted to the Blue growth, including the nautical and shipbuilding sector.

After a few days, i.e. on 5th-6th-7th February, the Ancona Chamber of Commerce, i.e. one of the project partners, participated in the SEATEC – COMPOTEC trade show in Carrara (Tuscany) with a stand dedicated to the project, specifically to the project action plan “Development of a nautical supply chain focused on eco-design and eco-processes for environmental impact prevention and upgrading of waste recycling” and hosted a number of companies from the Ancona area. Within the framework of the Tyrrhenian area, which is competing with the Adriatic-Ionian area, this participation testified to the presence of a still lively sector, which in spite of the crisis still has leading players in terms of skills and specializations, which should be used as the stepping stone to relaunch the entire supply chain.