



PROCEEDINGS

LOCAL DECISIONS OF GLOBAL CHALLENGES :: RESPOSTAS LOCAIS A DESAFIOS GLOBAIS

13-14 October | outubro | 2013

DIA 2

14th October 2013

9.00 – 13.00

Moderator: *Ivo Ivanov*, member of NAMRB Board of Directors, and Mayor of Lom municipality

9.00 – 10.00 Urban mobility and accessibility **3-15**

Metodi Avramov, Head of “Development” unit in the Center for urban development, Sofia municipality

The Youth unemployment, the big problem of Europe **16-20**

Ventsislav Petrov, European commission, DG “Employment”

Discussion

10.00 – 11.00 Cultural tourism and touristic marketing on local level **21-31**

Marco Kos, Mayor of Sveti Kriz Zakretie, Croatia

Local Economic development – a basis for sustainable development **32-42**

Darius Velicka, member of municipal council Svencionis and of regional council for development, Vilnius, Lithuania

Discussion

11.00 – 11.30 Coffee break

11.30 – 12.30 Intermunicipal cooperation for sustainable development on European level – the experience of the Burgas municipality

Atanaska Nikolova, deputy mayor of Burgas municipality

Financial mechanisms for financing sustainable development projects **43-50**

Ilyana Tsanova, EBRD

12.30 – 13.00 Closing discussion and wrap-up

URBAN MOBILITY AND ACCESSIBILITY

Metodi Avramov, Head of “Development” unit in the Center for urban development, Sofia municipality



LOCAL SOLUTIONS TO GLOBAL CHALLENGES

Sea resort Albena, Bulgaria
13th-14th October 2013

Urban Mobility and Accessibility

Metodi Avramov
Head of dept. “Development”
Sofia Urban Mobility Centre

1



SOFIA

Area – 1 311 sq.km.

Population – 1 300 000 inhabitants

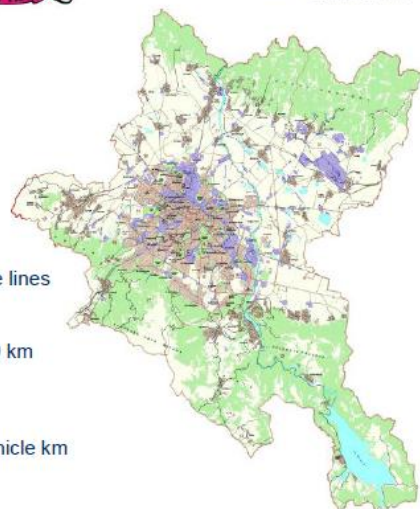
Number of public transport lines – 117 surface lines
and 2 metro lines

Length of the public transport network – 1 589 km

Number of public transport vehicles – 839

Public transport services (2013) – 59.1 mil vehicle km

Number of PT passengers – 450 mil.



2

Guidelines for improving urban mobility in Sofia

- Promote the use of public transport. Vehicle renewal. Public transport vehicles priority;
- Construction of the third metro line;
- Construction of bicycle lanes;
- Introducing paid parking zones and limiting the use of private cars in the city centre. Construction of surface and underground car parkings to increase the capacity for parking. Buffer parking near to metro stations;
- Improving the transport infrastructure – building bus lanes, intersections on two levels, dedicated public transport tracks;
- Implementation of ITS traffic management systems.
- Providing of real-time information regarding public transportation and traffic conditions in the city.

3



4



Sofia Integrated Urban Transport Project



Effective and sustainable improvement of public transport service in Sofia.

Operational Program "Regional Development".

Expected results:

- Increasing the passenger flow;
- Reducing the travelling time;
- Reducing the number of unexecuted courses due to malfunction;
- Reducing the emissions;
- Reducing the costs for electrical energy, maintenance and repairs;
- Improving the accessibility and awareness.



5



Sofia Integrated Urban Transport Project



SOURCES OF FINANCING (EUR)

Total amount of the investments	Financing from EU	National co-financing	City of Sofia
62 624 478	42 500 000	7 500 000	12 624 478

6



Sofia Integrated Urban Transport Project



Project components:

Intelligent Traffic System at 20 major intersections in Sofia

600 Electronic information boards

Marketing and Legal Study for Public Transport Passenger Shelters

Delivery of 50 new articulated low-floor trolleybuses

New tram line – 4,6 km

Reconstruction of the tram line on Bulgaria Blvd. – 3,7 km

7



1. Intelligent Traffic System at 20 major intersections in Sofia

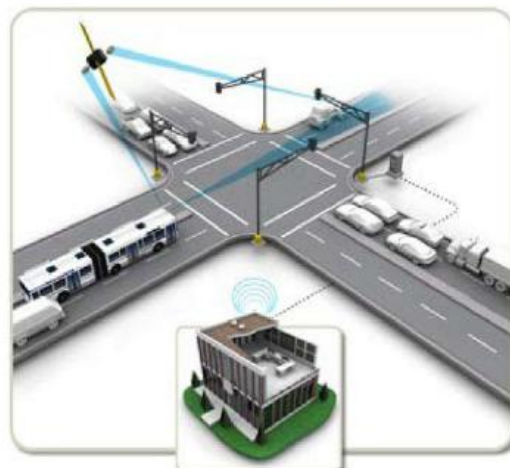


Goal - priority of public transport vehicles at signalized intersections

Criterion for selecting of the intersections – busiest intersections for public transport vehicles

Scope

- ▣ ITS equipment of 20 intersections
- ▣ ITS equipment in 750 vehicles
- ▣ Construction works at 7 intersections



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2. Electronic information boards



Goals:

- better awareness of the passengers
- increasing the convenience and attractiveness of the service

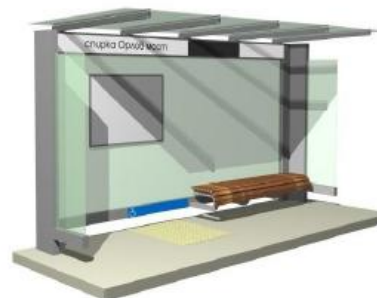
Scope – 600 electronic information boards with remote control, showing in real-time:

- type of vehicle (bus, trolleybus or tram) and line number;
- actual time of arrival at the stop;
- current time;
- final stop of the line.



9

3. Shelters on public transport stops



Goal – analysis of opportunities and conditions to lease the right for installation, operation and maintenance of shelters on public transport stops

Scope – Preparation of marketing and legal study.

10



4. Delivery of 50 new trolleybuses

Goal – Increasing the operational speed, reliability and comfort for passengers. Reducing the costs for maintenance and electrical energy.

Scope – 50 low-floor articulated trolleybuses with air conditioning.



11

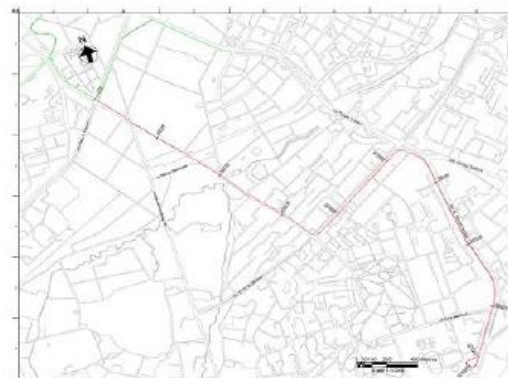


5. New tram line

Goal – connecting residential areas to tram and metro networks

Scope:

- Construction of 4.6 km tram tracks
- Construction of 17 new stops, including shelters and electronic information boards



12

6. Reconstruction of the tram line on Bulgaria Blvd.

Goals

- Renewal of one of the oldest and busiest tram lines;
- Increasing of the operational speed;
- Reducing maintenance costs.

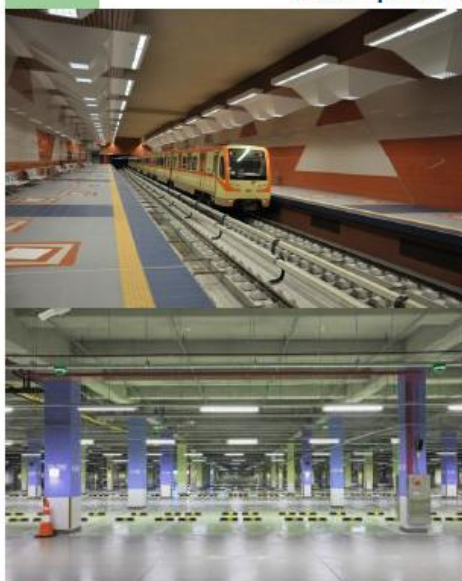
Scope – replacement of 3.7 km double track and catenary, including:

- 80% on ballast prism;
- 20% on concrete bed;
- 13 new stops, including shelters and electronic information boards.



13

Construction of 3rd metro line Buffer parkings near the metro stations





Short-term paid parking zones

"BLUE ZONE"

Maximum duration of time for parking
– up to 2 hours.

Price - 2 lv. per hour.

Mon-Fr: 08.00 - 19.00 h. Sat: 08.00 - 14.00 h.

"GREEN ZONE"

Maximum duration of time for parking
– up to 4 hours.

Price - 1 lv. per hour.

Mon-Fr: 08.00 - 19.00 h.



Goals:

- Reducing the traffic
- Improvement of the parking organisation

15



Short-term paid parking zones



Before



After



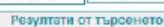
16




Virtual tables

Information on the movement of vehicles in real time.

- Search by route
- Search by station
- Map search



 Превозни средства с улеснени условия за достъп,
 Превозни средства с клиник.

Information if the vehicle is accessible



Schedules and routes

Detailed information
about schedules and routes
of all lines.

Център за градска мобилност ЕООД - РАЗПИСАНИЕ

Трамвай, Трамвай, Автобус, Маршрутен автобус, за прилежащи и извън прилежащи зони

Метрополитен

Делинк	Транспортно	Общи Автобуси
предприемник	Транспортно	Общи Автобуси
празник	Транспортно	Общи Автобуси
	Транспортно 0	Р 00
	Транспортно 1	Р 01
	Транспортно 2	Р 02
	Транспортно 3	Р 03
	Транспортно 4	Р 04
	Транспортно 5	Р 05
	Транспортно 6	Р 06
	Транспортно 7	Р 07
	Транспортно 8	Р 08
	Транспортно 9	Р 09
	Транспортно 10	Р 10
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	Транспортно 12	Р 12
	Транспортно 13	Р 13
	Транспортно 14	Р 14
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	Транспортно 199	Р 199
	Транспортно 200	Р 200

Метрополитен - делинк

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5:27	5:15	5:10	5:10	5:10	5:15	5:20	5:25	5:30	5:35	5:40	5:45	5:50	5:55	6:00	6:05	6:10	6:15	6:20	6:25	6:30
5:37	5:25	5:20	5:20	5:20	5:25	5:30	5:35	5:40	5:45	5:50	5:55	6:00	6:05	6:10	6:15	6:20	6:25	6:30	6:35	6:40
5:47	5:35	5:30	5:30	5:30	5:35	5:40	5:45	5:50	5:55	6:00	6:05	6:10	6:15	6:20	6:25	6:30	6:35	6:40	6:45	6:50
5:57	5:45	5:40	5:40	5:40	5:45	5:50	5:55	6:00	6:05	6:10	6:15	6:20	6:25	6:30	6:35	6:40	6:45	6:50	6:55	7:00
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9:07	8:55	8:50	8:50	8:50	8:55	9:00	9:05	9:10	9:15	9:20	9:25	9:30	9:35	9:40	9:45	9:50	9:55	10:00	10:05	10:10
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9:37	9:25	9:20	9:20	9:20	9:25	9:30	9:35	9:40	9:45	9:50	9:55	10:00	10:05	10:10	10:15	10:20	10:25	10:30	10:35	10:40
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Център за гражданска мобилност ЕООД – РАЗПИСАНИЯ

[illegible]

Public transport journey planner

Маршрути

1			309			11	
2			6			11	
3			310			11	
4			7			11	
5			11			72	



- Recommended route
- Route with the least transfer
- Route with the least walking





www.sofiatraffic.bg



TRAFFIC INFORMATION MAP

Подробна информация



Наименование кръстовище	Очаквано забавяне
бул. княз Александър Дондуков	1.5
Стояно Гера	1.5
бул. цар Борис III и бул. Гоце Делчев	1.5
бул. ген. Едуард И. Тотмбей (над бул. Иван Е.)	1.5
бул. България и бул. Гоце Делчев	0
бул. Гоце Делчев и бул. Петко Ю. Тодоров	7
бул. Никола Мушанов и ул. Жотинце	7
бул. цар Борис III и ул. Панчарево път	7
ул. Окопирстен път и ул. Вистришко шосе	7
ул. отец Хавирус	7
бул. Велко Георгиев и бул. Драган Ценов	6
бул. България и бул. Черни връх	6
бул. Върховен и бул. Никола Мушанов	6
ул. Окопирстен път и ул. Александър С.	5
бул. цар Борис III и ул. Окопирстен път	5

For more than 30 streets and intersections is provided detailed information about the traffic and the expected delay. The map presents information about ongoing repairs, public events and other events affecting traffic.

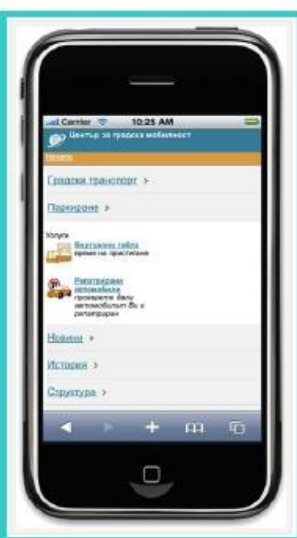
События на карте
бул. България, булевард 1-2-3 от 00:00 часа на 00:00:00 до 24:00 часа Очаквано продължение: 31.12.2011 00:00
бул. България, булевард 1-2-3 връщане на нормалния ритъм на движение "Сили Сили" Очаквано продължение: 31.12.2011 00:00
бул. България, булевард 1-2-3 от 24:00 часа на 25:00:00 до 00:00:00 часа Очаквано продължение: 31.12.2011 00:00
бул. България, булевард 1-2-3 от 24:00 часа на 25:00:00 до 00:00:00 часа Очаквано продължение: 31.12.2011 00:00
бул. България, булевард 1-2-3 от 24:00 часа на 25:00:00 до 00:00:00 часа Очаквано продължение: 31.12.2011 00:00
бул. България, булевард 1-2-3 от 24:00 часа на 25:00:00 до 00:00:00 часа Очаквано продължение: 31.12.2011 00:00
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21



Mobile version of the website

m.sofiatraffic.bg



22



Accessibility

Sofia Integrated Urban Transport Project will provide:

- audio-modules in the new electronic information boards – real-time audio information for the time remaining for vehicle arrival;
- lower platforms of the tram stations of the new and the rehabilitated tram lines;
- ramps for wheelchair access from platforms to the vehicles;
- tactile paths on platforms to help the visually impaired passengers;
- low floor trolleybuses;
- kneeling function allowing the right side of the trolleybus to tilt at stops.



23



Renewal of public transport vehicles through Operational Programme "Environment" 2007-2013

Procedure "Measures for improvement of the air quality through delivery of environmental friendly vehicles for public transport":

Component 1 - 126 new low-floor articulated CNG buses - 97 791 490 BGN

Component 2 - 10 new metro trains - 96 609 488 BGN

Component 3 - 20 new low-floor trams - 97 791 490 BGN

24



Thank you for the attention !



**ЦЕНТЪР ЗА
ГРАДСКА МОБИЛНОСТ**

Metodi Avramov
SOFIA URBAN MOBILITY CENTRE
e-mail: mavramov@sofiattraffic.bg



25

Sofia Municipality is an administrative and territorial unit. Its management is a mixture of the self-government of the citizens and the operation of the state policy for the development of the capital.

The territory of the municipality also includes the areas of 4 towns - Sofia, Bankya, Novi Iskar, Buhovo, and 34 villages, their construction activities and development being coordinated with the construction plans of the capital which were legally recognised in 1961.

Today the population of Sofia is 1 million and 291 thousand people. The capital includes 24 administrative and territorial districts and 34 mayor-led councils.

THE YOUTH UNEMPLOYMENT, THE BIG PROBLEM OF EUROPE

Ventsislav Petrov, European commission, DG “Employment”



LOCAL SOLUTIONS TO GLOBAL CHALLENGES

Sea resort Albena, Bulgaria
13th-14th October 2013

Youth Unemployment – Europe's big problem

Ventsislav Petrov
DG Employment
European Commission

1



SOME STATISTICS

Youth (15-24) unemployment

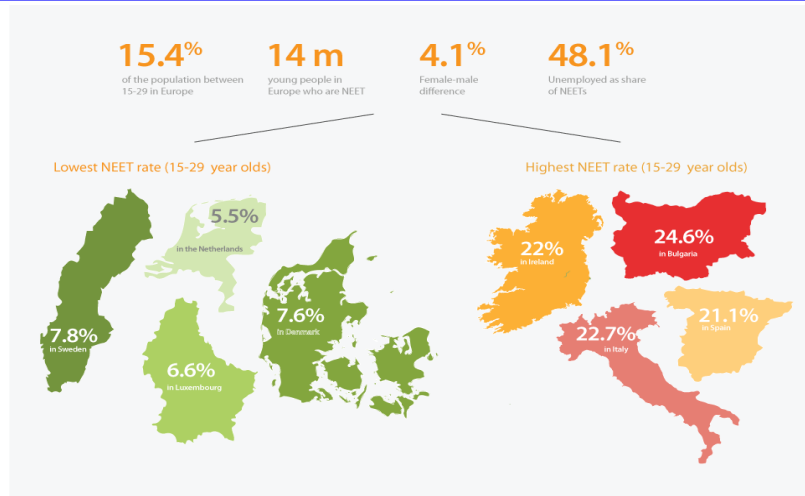
	BG		EU
2012	28.1% (2011: 25%)	<->	22.9%
2013Q2	28.7% (2013Q1: 28%)	<->	23.2%
2013M08	28.2% (2013M07: 28.8%)	<->	23.3%

The unemployment rate in Bulgarian rural regions in 2012 stood at around 16% or 125,000 people. The unemployment rate in rural regions is much higher than that in urban regions (11%).

2



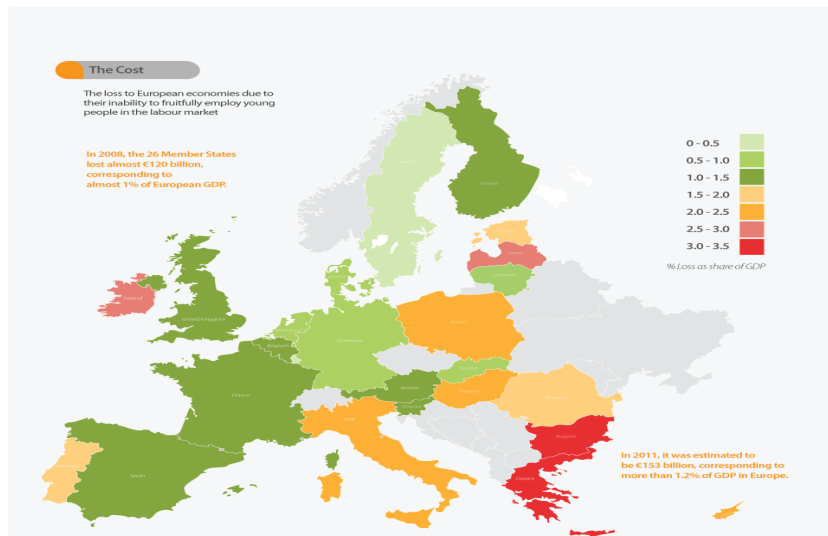
SOME STATISTICS



3



SOME STATISTICS



4



Youth Employment Package – remedies to key problems

Young people dropping out of education or work; low skilled youth most at risk of unemployment and exclusion in the longer term

- **Youth Guarantee schemes** (supported by funding Youth Employment Initiative, at least EUR 6 bn)

Difficult school-to-work transitions:

- **Increase the supply of high-quality traineeships and apprenticeships**
- **European Alliance for apprenticeships**
(9.4 mln places in EU (2012))

Growing skills and geographical mismatches, 2 million vacancies across EU

- **Labour mobility**

Transitions more difficult in countries with segmented labour markets

- **Reforms in labour market regulation**

5



FINANCIAL INSTRUMENTS

Economic, social and territorial cohesion: **ESF** (European Social Fund) and **FEAD** (Fund for European Aid to the Most Deprived – from 2014)

- **Youth Employment Initiative**
(EUR 6 bn = at least EUR 3 bn/ESF + EUR 3 bn top up)

Competitiveness for growth and jobs: **PSCI** (Programme for Social Change and Innovation)

Outside the EU budget: **EGF** (European Globalisation Fund)

6



RECOMMENDATIONS OF THE EUROPEAN UNION

In the context of the European semester (cycle of coordination of economic and fiscal policies),
The EC prepares specific recommendations that the member states take into account when planning the national budget for the next year.

Recommendation 3:

„Accelerate the national initiative for Youth unemployment, for example through some guarantees for the youth“

7



WHAT IS A GUARANTEE FOR THE YOUNG PEOPLE

The member states should guarantee that the young people receive good proposals for work, continue their education or trainings for **four months** after leaving the school or after remaining unemployed.

8



Примери за мерки и дейности

YEI support

to **job placements** or **apprenticeships**:

recruitment costs (e.g. , removal and relocation costs), to remuneration costs (e.g. salaries or stipends, support to non-wage labour costs, hiring credits and social security contributions) or training costs (linked to e.g. equipment at the work place, costs of trainer, etc.).

to **traineeships**:

placement costs (e.g. language learning, removal and relocation costs), subsistence costs (e.g. contribution to poss. remuneration or daily allowance, public transport) or training costs (e.g. equipment at the work place, costs of trainer).

to **start up for young entrepreneurs/ self-employed**

training and mentoring costs (e.g. costs of trainer/mentor), costs for accessing finance (e.g. costs of preparing a business model) or remuneration costs (e.g. support to social security contributions).

9



Thank you for the attention!

CULTURAL TOURISM AND TOURISTIC MARKETING ON LOCAL LEVEL

Marco Kos, Mayor of Sveti Kriz Zakretje, Croatia



LOCAL SOLUTIONS TO GLOBAL CHALLENGES

Sea resort Albena, Bulgaria

13th-14th October 2013

Cultural tourism and touristic marketing on local level

Marko Kos, B.sc.econ.,

*Mayor of the municipality Svati Kriz Začretje,
Republic of Croatia*

1

Location and traffic connections



Bruxelles - 1.223 km
Munich - 530 km
Milan - 650 km
Bratislava - 390 km



Bruxelles - 1.355 km
Vienna - 330 km
Budapest - 340 km
Ljubljana - 160 km

2

General data

Krapina Zagorje County

- ADMINISTRATIVE ORGANISATION

surface: 1.299 km²

7 cities

25 municipalities

423 settlements

- POPULATION

133.064 inhabitants (2011.)

Population density – 115,9 st/km²

Average household – 3,2

Municipality of Sveti Križ Začretje

●ADMINISTRATIVE ORGANISATION

surface: 42 km²

19 settlements

- POPULATION

6150 inhabitants (2011.)

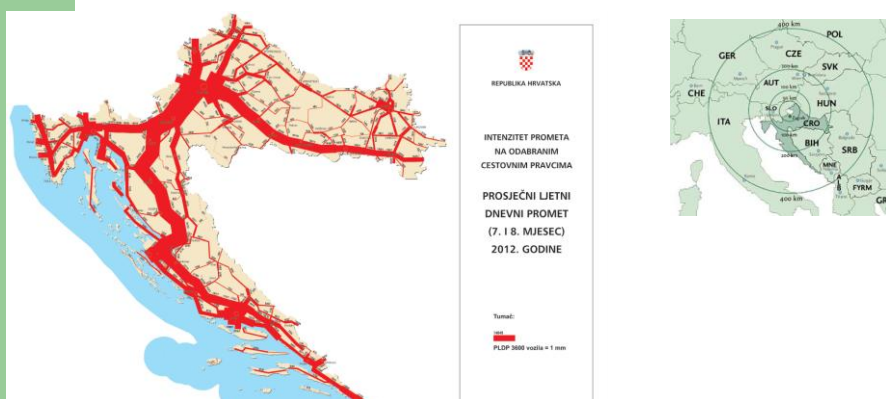
Population density – 115,9 st/km²

Average household – 3,2

3

TRAFFIC INTENSITY ON THE ROAD

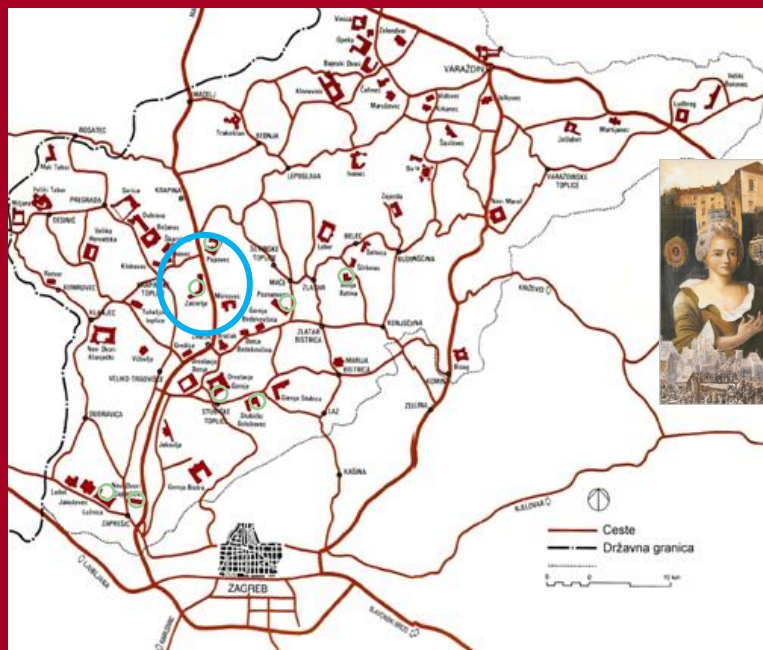
Traffic analysis



4

HISTORICAL HERITAGE NORTHWEST CROATIAN TOURIST AND CULTURAL DEVELOPMENT

The termination of the Turkish conquest calm and protected Zagorje is experiencing a boom



Rural development and tourism

Development of tourism
Sveti Križ Začretje

Using historical heritage
for tourism purposes

Communal
infrastructure

Rural development
and Industry

Development measures:

Credit funds, 2006 - 2013

- Subvention of credit for SME's
County
Towns/municipalities

Subvention	Credit funds	Employed
Local development project – small economy	10.949.745,60 EUR	202 newly (1486 total)
Local development project - micro credit	1.000.000,00 EUR	27 newly (224 total)

7

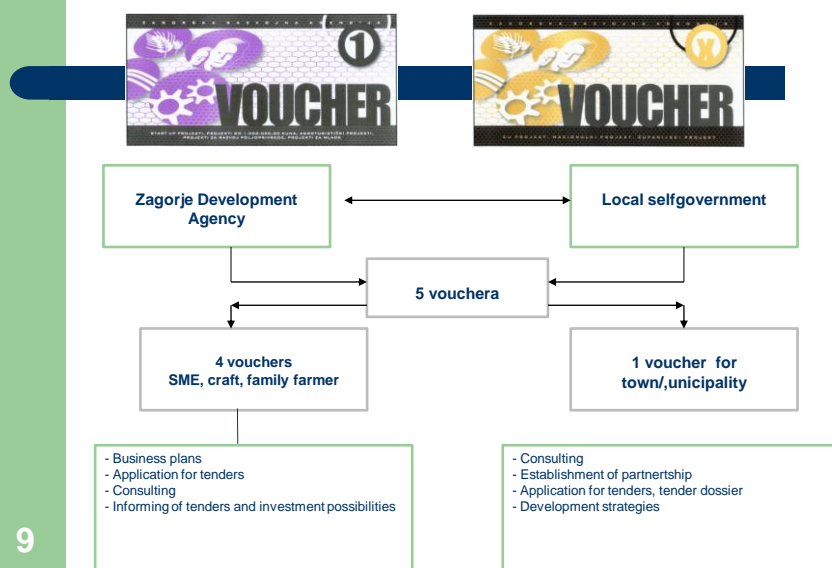
Development measures:

Local guarantee fund

- Established in 2006
- Collateral for quality business projects – SME's in Krapina Zagorje County
- Beneficiaries – SME's, crafts, institutions, family farmers
- Guarantee can not exceed 50% of equity loan
- Max 50.000,00 EUR
- Long term investment credits
- Issued: 20 guarantees (500.000,00 EUR)

8

Voucher model



9

Development measures:

“Paths of heritage“

Main objective

- Development of sustainable tourism and tourism offer of cross border area

Activities

- Inventarisation of tourist resources of Krapina-zagorje county
- Creating the data base and network of info kiosks
- Education of tourist guides
- Marking of “Path of peasant rebellion”
- Marketing strategy and promotion materials

Budget: 116.243,00 €

- **CBC CRO HU SLO programme**
- **75% INTERREG III A** – 87.128,25 €
- 25% Krapina Zagorje county

10

“Tourist signalization along Sutla”

Main objective:

- Creation of common cross-border culture – tourist area

Activities

- II. Phase of tourist signalization
- Marking of vine roads
- Marking of trekking routes

Total budget - 242.359,00 €

- 75% - **INTERREG III A** – 181.769,30 €

11

“Development for development”

Main objective:

- Strengthening the development potential of human resources in cross-border area

Activities:

- Education of entrepreneurs
- Education of rural population
- “Eurogroup”

– Total budget: 101.235,00 €

– **75% INTERREG III A**

– 25% Krapina-Zagorje county

12

“Wellness3plus”

The main objective

Strengthening cross-border destination identity through a comprehensive integrated development of rural tourism products

Activities

- Linking of tourist offers of cross-border area
- Revitalization of the existing tradition of health tourism
- Education and training of providers of tourist services
- Raising the awareness of the importance of cross-border joint and related occurrence in the market
- Contribute to the continuous development of border areas
- Connect the tourist offer and create integrated tourist products

Budget: 477.717,01 €

- 85% - IPA EU – 406.059,50 €
- IPA CBC CRO SLO Programme

13

“Tourism infrastructure and promotion of religious tourism”

The main objective:

To establish cross-border Marian pilgrimage path, which will connect Marian pilgrimage centre and other Marian shrines in the project area

Budget: 726.053,89 €

- 85% - IPA EU – 617.145,8 €
- CBC CRO HU SLO programme

Activities:

- Marking Marian pilgrimage path for pedestrians
- Marking the cultural objects on Marian pilgrimage path
- Set the communications panel on the main points of this path
- Set the rest areas along the pilgrimage route
- Creating a visual identity, internal project pages, travel packages, travel network providers, promotional material...

14

“HOMER” – “Harmonizing education with market demands”

Main goals

Activities

- | | |
|--|--|
| <p>the labour market</p> <ul style="list-style-type: none"> - Reducing the rate of unemployment - Raising the level of entrepreneurial spirit - Implementing education in companies <p>Total budget - 219.901,50 €</p> <ul style="list-style-type: none"> - 75% INTERREG III A - 164.926,10 € - 25% Krapina-Zagorje county | <p>of young people</p> <ul style="list-style-type: none"> - Establishment of carrier corners in educational institutions - Training of mentors - Virtual school of entrepreneurship - Establishment of virtual companies in high schools - Development of new occupations |
|--|--|

BRANDING

Zagorje



Bajka na dlanu

- Recognition of the region: visual identity Zagorje (logo) and slogan "fairy tale at hand"

objectives:

Promoting the region "Zagorje" as the destination of continental tourism



TRADITIONAL FOOD & WINE ...

Based on culture and tradition of agricultural production and food of the region

VINOTEKA KAPLJICA

-common exhibition and sales area
Association of winemakers and growers
Sveti Križ Začretie

-Budget: 40.000 EUR



RESTORAN STARA ŠKOLA



- Budget: 400.000 EUR

TRADITIONAL FOOD & WINE ...

Based on culture and tradition of agricultural production and food of the region

KLET KOZJAK

Budget: 400.000 EUR



Restoran MAXXX ROSES OUTLET

Budget: 6.000.000 EUR

TRADITIONAL FOOD & WINE ...

Based on culture and tradition of agricultural production and food of the region

RESTORAN SERMAGE

Budget: 40.000 EUR

RESTORAN DUNAV

PZ Sveti Križ Začretje

Budget: 40.000 EUR



TRADITIONAL FOOD & WINE ...

Based on culture and tradition of agricultural production and food of the region

INVESTICIJA 250.000 EURA

- ✉ Brezova 26, Sv. Križ Začretje
- 📍 N 46 °3.1 ' E 15 °56.4 '
- △ 147 m/nmv
- ☎ + 385 (0)98 405 032
- @ marko.kos@kr.t-com.hr
- 🕒 Prijam gostiju uz najavu.
Guests received if
announced beforehand.



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00385 91 329 2537



Thank you for the attention

LOCAL ECONOMIC DEVELOPMENT – A BASIS FOR SUSTAINABLE DEVELOPMENT

Darius Velicka, member of municipal council Svencionis and of regional council for development, Vilnius, Lithuania



LOCAL SOLUTIONS TO GLOBAL CHALLENGES

Sea resort Albena, Bulgaria
13th-14th October 2013

Local Economic development – base for the sustainable development

Darius Velička,
Member of Svencionys District municipal council and of Vilnius
Region development council

1

DRUSKININKAI – LITHUANIAN RESORT



Since 1794 was known as mineral water and SPA resort town

DRUSKININKAI – LITHUANIAN RESORT



Popular resort in 1950 – 1990, providing the services to the whole former Soviet union

DRUSKININKAI AFTER 1990

Visitors flows decreased,

Part of resorts and sanatoria were closed. Second millennium Druskininkai met with **30 % unemployment rate** (2.3 times higher than in all the country in 2000),

Radical drop of tourists,

Empty treatment centres with old infrastructure and failed companies,

Dead town with bad image of resort.

DRUSKININKAI PROGRESS

- In 2000 has developed a multi-sectoral, **integrated strategy** aiming to become **modern and unique international resort of high quality health and spa services, tourism and recreation, securing high quality of life for its residents**
- Druskininkai started to actively seek for EU SF financing for their projects and presently are implementing about 30 projects

EU STRUCTURAL FUNDS

- Lithuania joined EU in 2004
- PRIORITY 1. LOCAL AND URBAN DEVELOPMENT, PRESERVATION OF CULTURAL HERITAGE AND PROTECTION OF NATURE AND ITS ADAPTATION TO DEVELOPMENT OF TOURISM



SNOW ARENA

- Snow Arena project is a **part of integrated strategy of the municipality**, addressing diversification of leisure and sport activities, tourism attractions, decreasing seasonality of tourism activities and improving the social economic situation in the region.

EU SF RESTRICTIONS

- Constructions costs could not be financed 100 % from structural funds. The infrastructure will generate the substantial net revenue, thus the costs, eligible to finance from SF, will be calculated on the basis of financing gap and will cover less than half of investment costs. Therefore other source of finance the construction phase has to be found.

EU SF RESTRICTIONS (1)

- Snow arena is the economic activity, the new economic operator will compete in the EU market, and financing of such type of activity from public funds distort the competition and is considered the state aid.



SNOW ARENA

- The project objectives were to construct indoor and outdoor skiing slopes, including snowboard area and ski school area:
- Indoor sloop: 412 m length and 63 m width
- Height difference : 65,65 m
- Outdoor sloop: 450 m length and 40 m width
- Height difference: 60,20 m
- Together with ski sloops, the supporting services and infrastructure has be developed –changing rooms and lockers, rent of equipment, canteens and other services.

DEVELOPMENT OF SNOW ARENA PROJECT

- IN 2003 PREPARATION STARTED
- In 2005 the Investment Project and feasibility study of Druskininkai Snow arena were prepared and financed by pre-accession funds (PHARE)
- In 2006, Municipality prepared detailed spatial plan and environmental impact assessment
-

DEVELOPMENT OF SNOW ARENA PROJECT (1)

- During 2006-2007, with state support (Ministry of Economy, which is responsible for tourism development), municipality started the technical preparations for Project – geological and archaeological surveys, land and engineering planning and preparation of technical documentation;
- In 2008, the land for Snow arena construction was transferred to Druskininkai municipality for use and disposal by the Government Resolution. Municipality also designated the project administrative staff, and provided the legal assistance in obtaining the permits and (or) licenses required

DEVELOPMENT OF SNOW ARENA PROJECT (2)

- In 2008 as well, the project was included into the pipeline for EU SF financing by the Decree of the Minister of Economy (body, responsible for planning and administration of the EU SF under the tourism priority axis of the OP). The project beneficiary was the Druskininkai municipality. One year period was given to Druskininkai to organise the private partner selection and to prepare the draft concession agreement. Municipality was requested to submit the concession award conditions and the draft concession agreement (not signed) together with application for EU SF financing.

FINANCIAL ISSUES

Source	Amount
Total cost	EUR 25.992.140
EU SF grant	EUR 11.568.972
Concessi onaire financing	EUR 14.423.168

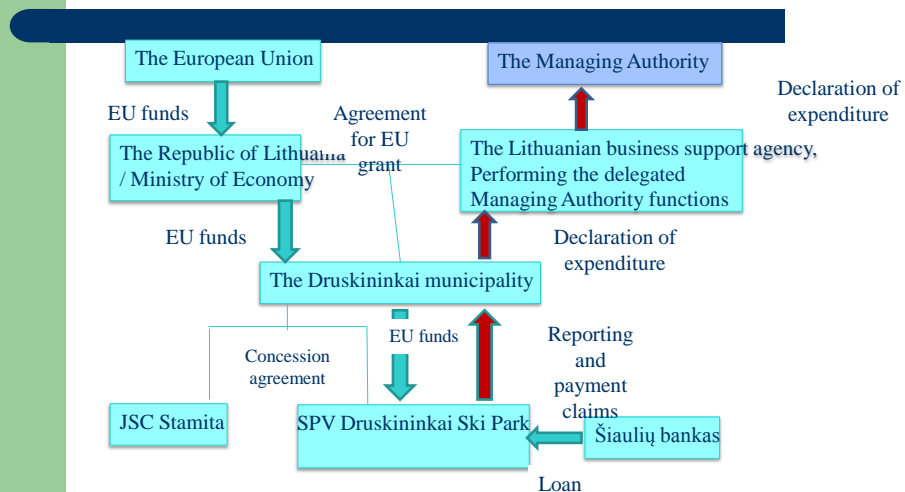
FINANCIAL ISSUES

- On June 2, 2009 m. AB Šiaulių bankas credits committee took the decision to provide the 49.745.663, 00 Lt Loan to concessionaire.
- EU SF grant and public support demonstrate the sustainability of the Project, and Bank did not request the Concessionaire to pay its own equity to cover the part of financing.

FINANCIAL ISSUES (1)

- In June 2009, the concession was awarded to selected partner, and the partnership agreement for 25 years was signed. The selected concessionaire established the SPV “Ski park Druskininkai” to manage the project.
- On December 30, 2009, the Grant agreement was signed. The Municipality received the EU grant and channelled it to the concessionaire.

IN SEPTEMBER 2011 ARENA WAS OPENED





Thank you for the attention

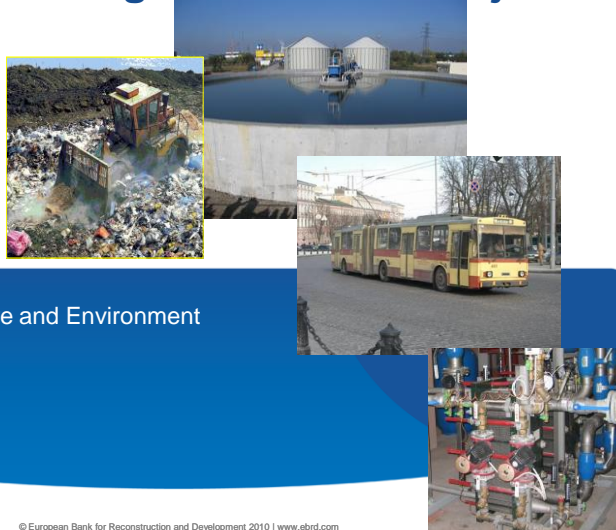
Ačiū už dėmesį

FINANCIAL MECHANISMS FOR FINANCING SUSTAINABLE DEVELOPMENT PROJECTS

Ilyana Tsanova, European Bank for Reconstruction and Development, EBRD



EBRD and financing of municipal projects



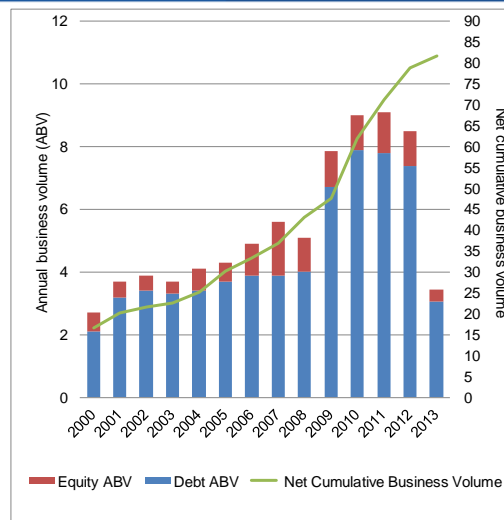
Ilyana Tsanova
Municipal Infrastructure and Environment
EBRD, London

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EBRD is an international financing institution



- Credit ratings of AAA/Aaa
- Investments of 81.7 billion euro in 3 791 projects since 1991
- First municipal projects financed in 1994
- Engaged in more that 400 projects presently
 - ✓50% municipal clients
 - ✓30% private clients/PPP
 - ✓20% state loans
- EBRD has financed 15 municipal projects worth 179 million euro in Bulgaria

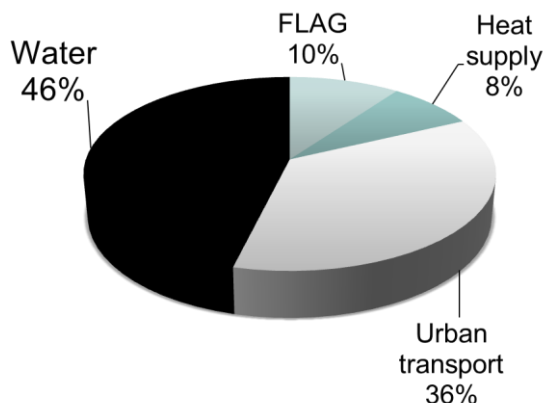


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EBRD has financed municipal investments in Bulgaria worth 179.8 million euro



EBRD's municipal projects in Bulgaria by sector



© European Bank for Reconstruction and Development 2012

Sectors eligible for financing



- **Sewerage and sanitation** – financing of water utilities which operate the assets and collect fees from clients
- **Waste disposal**– financing of municipal and regional companies in waste management and treatment
- **Urban transport**– vehicles, electronic billing systems, transport infrastructure and intelligent management systems. Financing of municipalities, municipal and private operators with long-term transport service contracts
- **Municipal road infrastructure** - Municipalities
- **Heat supply and energy efficiency** – lighting systems and buildings. Energy service companies and municipalities
- **Public private partnerships** meeting Bank requirements

Financial instruments



- **Loans** - direct loan financing for municipalities or state loans
- **Loans for communal companies** – for municipal, regional or private companies, which provide communal services or operate communal assets
- **Equity financing**– Investments in PPPs mostly
- **Debt financing** – obligations/debt issued by municipalities or municipal, regional or private companies, having adequate revenues
- **Guarantees**

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Infrastructure development challenges in Bulgaria



- Substantial needs for rehabilitation or construction of assets. Lack of adequate investments in the past 24 years. Affecting negatively asset condition.
- Investment needs in water, road and transport infrastructure are estimated at 20 billion euro.
- Achievement of European standards.
- Insufficient capacity for preparation of quality projects at both local and central level.
- Limited financial means vis-à-vis needs.
- Water sector reform is still incomplete, affecting negatively investment activity and opportunities to attract additional financial resources.

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How to address the problem



1. Assess and prioritize needs in each sector at the municipal level and prepare short-term, medium-term and long-term program.

2. Financial and economic analysis of the project and most suitable form of financing.

3. Possible sources of financing:

- ✓ Budget sources– municipal and state budget
- ✓ Subsidy from various operational programs of the EU
- ✓ Loans, from FLAG as well
- ✓ Tariff revenues
- ✓ PPPs
- ✓ Combination of the above



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Financial products are specific for each project



1. Project financing from municipal budgets (loans or municipal debt)

- ✓ Comparatively cheap form of financing, effect on the budget, combination with EU grant funds, the financial autonomy of the municipality is assessed, financial stability of the budget, level of operative surplus

2. Financing of projects via municipal or regional companies

- ✓ Financing affects the balance of the operator and is not a burden to the municipal budget
- ✓ Suitable structure of financing for water sector operators, waste depot operators, heat supply companies, transport sector operators.
- ✓ Loans are often combined with EU grants
- ✓ Loan servicing is based on transport tariffs, revenues from water and heating bills, as well as from cost cuts due to investments made

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EBRD financing particularities



- Excellent knowledge of the markets and clients following many years of experience in the municipal sector
- Bank works directly with municipalities and operators
- Co-financing of EU instruments
- Amount of loan linked to servicing capacity
- Minimal loan amount for direct credit is 5 million euro
- Loan repayment period – between 10 and 20 years. Competitive financing terms
- Public procurement rules of the bank are applicable for state and municipal loan takers.
- Loan guarantees
- Loan collateral is linked with risk and creditability of loan taker.
- Technical assistance for the preparation and implementation of projects and improvement of municipal or operator capacity.
- Bank actively cooperates with the client during all phases of project implementation.

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FLAG



- Established by EBRD on the initiative of the Ministry of regional development and Ministry of finance in 2008 to provide financing for municipalities to design and implement approved projects under the EU programs.
- FLAG finances projects with infrastructural objectives – construction works, delivery of equipment and facilities.
 - ✓ Bridge-financing
 - ✓ Co-financing on the part of the beneficiary
 - ✓ Additional costs, which are not reimbursed, but are necessary for the successful realization of the project
- **Managing bank – Unicredit Bulbank** does the credit application assessment and issues the approval/rejection proposal to FLAG
- **EBRD** – provides long-term financing of FLAG, sits on its board of directors and assists with FLAG policy development and implementation

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FLAG - results

- ✓ Approved 445 loans for over 422 million BGN
- ✓ Assisted investment projects for over 1 233 million BGN
- ✓ For the period January 2009 –April 2013 FLAG has provided loans to 173 Bulgarian municipalities
- ✓ The FLAG model was introduced in Romania
- ✓ Similar system, inspired by FLAG and structured by EBRD shall operate in the Western Balkans – **Fund for municipal infrastructure development.**

The fund shall provide loans of up to 5 million euro to municipalities and operators as well as technical assistance for local capacity building in planning and implementing infrastructure projects in the pre-accession period.

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Sample projects, structured and financed by EBRD in Bulgaria



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Burgas integrated urban transport project



Financing: Loan of 10 million euro from EBRD for the Burgas Municipality with repayment term of 13 years and 3 years grace period. Total project cost of 67 million euro, supported under the Operational program for regional development. Contract signed in January 2012.

Loan objective: Co-financing the far-reaching program of the city to modernize its urban transport system

Investment effects: European quality of transport services, increased capacity, attractiveness and reliability of the urban transport system, promoting of ecological manners for bicycle transportation, enhanced environment.

EBRD role: assistance for structuring the project and for the transport service contract design in accordance with EC Regulation 1370; design of new public transport tariff system; design of measures to achieve sustainable urban mobility; and design of a corporate development plan for the operator Burgas Bus

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Stara Zagora, loan for ViK Stara Zagora



Financing: Loan of 9 million euro from EBRD for the regional ViK Stara Zagora (100% state owned) with repayment term of 15 years and 3 years grace period. Total project cost of 11 million euro, signed in 2007.

Loan objective: Financing the investment program of the town for water supply network

Investment effects: Eliminating the water rationing regime in Stara Zagora and reducing the water losses and electricity costs

EBRD role: technical assistance for the engineering and environmental surveys before loan contract signature, design of long-term financial model to simulate water pricing effects and price acceptability (done in consultations with St. Zagora Municipality, Ministry of regional development and the State energy and water regulatory commission)

Collateral: revenues from water bills and bank assets of the operator

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Contacts



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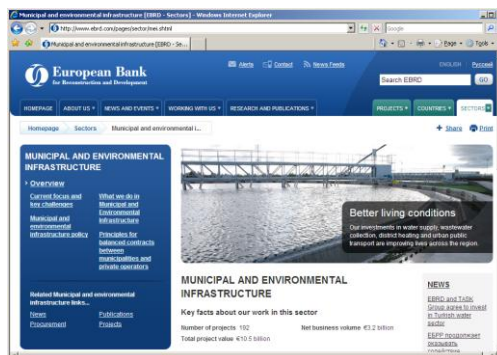
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