

## 1. Project Identification

<i>Call for proposals</i>	Second call for ordinary project proposals	
<i>1.1. Project Title</i>	Adriatic Route for Thematic Tourism	
<i>1.2. Project Acronym</i>	ADRIATIC-ROUTE	
<i>1.3. Project Code</i>	2°ord./0039/0	
<i>1.4. Date of approval</i>		
<i>1.5. Priority / Measure</i>	<i>Priority</i>	3 Accessibility and Networks
	<i>Measure</i>	3.3 Communication networks
<i>1.6. Lead Beneficiary (official name in English, Country, level of Nuts II - III or equivalent)</i>	<i>Off. name</i>	REGION OF EPIRUS
	<i>Country</i>	GREECE
	<i>Nuts II-III eq.</i>	Thesprotia
<i>1.7. Project length</i>	<i>Start</i>	03/2012
	<i>End</i>	08/2014
	<i>Total months</i>	30
<i>1.8. Total budget</i>	1.880.000,00 €	
<i>1.9. Partnership</i>	<i>Number of Beneficiaries per Country</i>	
	ALBANIA	1
	BOSNIA-HERZEGOVINA	1
	CROATIA	1
	GREECE	1
	ITALY	2
	MONTENEGRO	0
	Other [art. 97 reg (EC) 718/2007]	0
	SERBIA	0
	SLOVENIA	0
	<i>Total Number of Beneficiaries</i>	6
	<i>Total Number of Associates</i>	0

### 1.10. Project Summary

ADRIATIC-ROUTE represents a project that is based on the use of new ICT (information and communication technologies) as well as on the promotion of awareness and enhancement of the territory in culture and multimedia. It aims at promoting alternative forms of tourism in the Adriatic area through multimodal transport systems. The ultimate goal is to increase mobility in the participating regions for thematic tourism purposes, with special emphasis on gastronomy, while at the same time promoting accessibility from one region / country to the other. The term "Gastronomy" implies both culture and food-beverages, thus it represents a significant sector with great potential in the cross-border area.

This goal will be achieved through the development of a Web-GIS platform (available in all partners' languages plus English) that will bridge tourism/cultural/natural resources and transport systems of the participating regions while at the same time it will improve accessibility to information and services to tourism/cultural/natural resources and transport systems. Mobile applications (for iPhone and Android-based mobile phones) will enhance the platform's usability and will extend the accessibility to the platform to a wider range of communication media. Furthermore, in order to exploit the full potential of modern communication media, the platform will also integrate social media applications and will be presented as well through social media (facebook, twitter).

The platform will promote local identities and will include the following information:

- Natural and cultural resources of each participating area, tourism infrastructures, classification according to the specific form of thematic tourism (e.g. cultural, gastronomic, rural, religious, athletic etc.), calendar with relevant events, and map representation with the use of multimedia tools (video, text, photos, virtual tours etc.);
- Graphical representation of transport networks, systems and infrastructures and calculation of optimum routes between two points. A certain degree of flexibility regarding the manipulation of content integrated in the platform will be provided in order to accommodate all partners' requirements;
- Mobile applications for the presentation on mobile environment of information regarding natural and cultural resources and GIS (geographic information system) information;
- Social media applications and presentations of the platform in social media (such as facebook, twitter, etc.).

The specific characteristics, layout, architecture and content of the platform to be built will be scrutinized through the joint analysis / diagnosis, benchmarking and formulation of strategic and operational plans of all participating regions and by active, continuous collaboration and consultation with all relevant local, regional and national stakeholders.

It should be highlighted that the project does not entail R&D activities, since it is based on existing, widely used and already tested ICT tools and applications. Moreover ADRIATIC-ROUTE does not overlap existing initiatives at local/regional or even national level, rather it attempts to embrace them in a wider Adriatic context.

Target groups of the project outcomes are tourists, researchers, students, enterprises and associations active in the agro-food and tourism industry, cultural organizations and other organizations within the tourism industry.

### 3. Project Description

#### 3.1. Project background and the problems and/or challenges to be addressed

As competition between tourism destinations increases, local culture is becoming an increasingly valuable source of new products and activities to attract and amuse tourists. Gastronomy has a particularly important role to play in this, not only because food is central to the tourist experience, but also because gastronomy has become a significant source of identity formation in postmodern societies.

Other than gastronomy and culture, alternative forms of tourism include also rural tourism, religious tourism, eco-tourism, sports tourism etc. Benefits brought by the development and promotion of those forms of tourism are significant:

- Prolongation of tourism season
- Expansion of tourism activities (i.e. differentiation of the tourism product)
- Promotion of local identities
- Creation of sustainable and high-quality jobs
- Attraction of high-income, educated and sophisticated tourists.

Furthermore, alternative forms of tourism seem to represent a continuously growing market segment which is expected to account for 20% of all travel, set to grow faster than any other segment. The World Tourism Organization (WTO) predicts that most of the increase in European tourism receipts in the next decades will come from alternative forms of travel. Exploitation of alternative forms of tourism leads to the development of a more sustainable form of tourism.

The cross-border area of the IPA Adriatic CBC Programme has a significant comparative advantage in terms of cultural, natural and human resources, as presented in the IPA Adriatic Cross-Border Cooperation Programme, which offer vast opportunities for the sustainable development of tourism. The lack however of a systematized approach for the promotion of the whole territory and the weak horizontal and vertical integration of tourism, combined with seasonality and massiveness of tourism in many Adriatic areas, implies that alternative forms of tourism have not been thoroughly examined and exploited in the cross-border area, leaving thus a lot of space for formulation and implementation of relevant common initiatives. Furthermore, the lack of accessibility to touristic information along with the limited number of

communication media used for the promotion of tourism/cultural/natural resources highlight the need for a more integrated ICT-based approach.

There are few initiatives currently on the promotion of tourism/cultural/natural resources through the web that however put emphasis merely on the resources themselves and have mostly a pure local/regional focus. Unlike them, ADRIATIC-ROUTE aims at combining those resources with the available transport infrastructures, since accessibility is among the key criteria for selecting a tourism destination, as well as to embrace the whole Adriatic area through common presentation and promotion and facilitate transfer from one region / country to the other.

### *3.2. Project Objectives (general and specific)*

ADRIATIC-ROUTE aims at promoting cultural, gastronomic and other alternative forms of tourism in the surrounding countries of the Adriatic Sea basin through the use of multimodal transport systems. The ultimate goal is to increase mobility in the participating regions for thematic tourism purposes, while at the same time promoting accessibility from one region / country to the other.

This goal will be achieved through the development of an Adriatic Web-GIS platform (available in all partners' languages plus English) that will bridge cultures and transport systems of the participating regions.

Furthermore, the project aims at achieving the following specific objectives:

- Increase / enhance the capacity of Adriatic authorities in promoting their local / regional identities and alternative forms of tourism;
- Develop new trans-Adriatic tourism products ("routes" on cultural and thematic tourism in the Adriatic area);
- Create networks among project partners and wider groups of stakeholders focusing on exchanging experiences, know-how and information and coordinate the formulation of policies on promoting thematic tourism through the use of new technologies;
- Improve accessibility to tourism/cultural/natural resources;
- Minimize seasonality of tourism and improve the quality of tourists attracted in the participating areas through the reinforcement of cooperation and the common development of the identified activities in the participating areas;
- Improve the visibility of cultural assets and natural wealth of the participating areas;
- Exploit efficiently and for the benefit of local actors, the tourism product of the participating areas;
- Diffuse and disseminate project's results and good practices gathered, in order to achieve multiplier effects.

The project promotes joint ventures in the tourism sector while the cooperation actions proposed concern cultural and natural heritage, training, institutional capacity building and investment promotion. Cross-border cooperation will assist in harmonizing mobility and attractiveness of the participating regions as far as tourism is concerned. This will be achieved through the exchange of know-how, the application of innovative ideas in the promotion of thematic tourism in each country and the expansion of the thematic tourism product range. Last but not least, an integrated approach in promoting the tourism product and an increased visibility to all participating regions, for potential visitors of one participating region, will create a chain effect in promoting tourism and attracting visitors to all areas.

### *3.3. Coherence of the project*

#### *3.3.1. Coherence of the project with the Programme's strategy*

ADRIATIC-ROUTE is a project that will promote alternative forms of tourism using "an ICT based approach, by improving accessibility to relevant information and services in the participating areas". On top of this, the partnership will "work together to address common challenges in the field of natural and cultural heritage". Such challenges are the achievement of increased visibility for cultural assets and natural wealth, minimization of tourism's seasonality and reinforcement of cooperation on actions concerning cultural and natural heritage.

The project also aims at "promoting sustainable economic and social development in the border area" indirectly and through the attraction of more tourists in the area, the improved quality of tourists attracted and the sustainable

development of tourism in the participating areas.

ADRIATIC-ROUTE promotes “integration between the territorial and cross border approach in order to cope with common challenges through means best able to produce mutual benefits”. This will be achieved by the implementation of cooperation actions and joint ventures in the tourism sector and the integration of all actions, initiatives, data and information in a common platform bridging cultures and transport systems of the participating regions. It will also be supported by the “concerted strategy of action between the partners of the participating eligible areas”.

According to the IPA Adriatic Cross-Border Cooperation Programme, the project’s area is characterized by a wide and diverse range of extraordinary natural, artistic and cultural resources. At the same time economic development and employment levels vary significantly among the participating countries while tourism represents one of the major economic sectors due to the wealth of natural and cultural diversity. Tourism is recognized as one of the sectors that can boost economic development in the area but there are several problems limiting this potential, including the lack of information exchange, low marketing of cultural heritage and co-operative marketing. ADRIATIC-ROUTE is a project that besides promoting alternative forms of tourism, it promotes information exchange and co-operation and it focuses on “specific types of tourism that can prolong the tourist season” such as gastronomic and cultural tourism.

Last but not least, the project “promotes transport, information and communication services” and assists in their development.

### *3.3.2. Coherence of the project with the relevant EU policies and horizontal issues*

ADRIATIC-ROUTE is a project that will promote thematic tourism with the use of the ICT tools in the Adriatic regions promoting indirectly, through a joint initiative that enhances cooperation, “economic, social and territorial cohesion while respecting at the same time cultural and linguistic diversity” (Lisbon Treaty). It is based on “the use of ICT” which use is insufficient in order to promote smart growth according to the EU2020 strategy (Lisbon strategy). By the time the platform will be fully functional, the project will “help consumers (tourists in this case) make well-informed choices” regarding their visit in the participating areas, contributing in this way to the sustainable growth of the area based on the EU2020 strategy. Additionally, the project “promotes socio-economic development” in the long-run by fostering the growth potential of one of the major economic sectors (tourism) in the participating countries.

ADRIATIC-ROUTE contributes as well to the Gothenburg strategy’s goal of “improving the transport system” through the use multimodal transport systems while at the same time it helps in “maintaining the viability of rural areas” of the participating regions by improving visibility to their natural, cultural and other resources. In parallel, through the better access provided to natural and cultural resources and the better exploitation of these resources ADRIATIC-ROUTE indirectly promotes “environmental sustainability and cultural dialogue”.

Furthermore, the project by exploiting communication networks for the benefit of one of the biggest economic sectors in the participating countries, contributes in the achievement of the Digital Agenda for Europe goal, that is “from ICT as interesting to ICT as hugely important”. This is the case since ADRIATIC-ROUTE is based on “the creation of content and borderless services” for the promotion of alternative forms of tourism.

Regarding tourism, the Lisbon Treaty acknowledges the importance of tourism outlining a specific competence of the European Union in this field. EC policy on tourism, shaped by DG Enterprise and Industry) targets the development of cooperation in tourism since “tourism is recognized as a wide and multisectoral phenomenon” for the development of which a strong cooperation among organizations, public administrations, destinations and stakeholders is required, a cooperation promoted by ADRIATIC-ROUTE. On top of this, the project identifies tourism as multisectoral phenomenon provoking interconnections with the transport and the communications sector. Last but not least, based on EU’s Tourism policy, “sustainability of tourism calls for pro-active cooperation among tourism enterprises, tourism destinations and national, regional and local authorities” which is one of the pillars of the ADRIATIC-ROUTE project.

ADRIATIC-ROUTE is a project taking into consideration the national and subnational strategies of all participating regions and the respective countries:

- In Greece, there is no national strategy regarding tourism but there are goals set in the NSRF 2007-2013 which refer to “the enrichment of the tourism product and the development of alternative forms of tourism by exploiting the rich natural and cultural wealth and through integrated and innovative interventions for the modernization of the sector” as well as to the “promotion of the national tourism product through exploitation of the knowledge society’s achievements and tools and modern ICT”. Such an approach is depicted in ADRIATIC-ROUTE which proposes an intervention based on modern communication networks and tools while exploiting the rich natural and cultural wealth of the country.
- In Albania, it is a priority of the Albanian government to ensure the development of tourism in Saranda. “National strategies of development define tourism as the main pillar for the development of the Southern coastal zone of Albania”, ensuring support from all stakeholders to the project and increased sustainability of results. The 2002 Albanian Tourism Strategy includes an Action Plan focusing on the enhancement of tourist experience, on data and information management and on awareness and marketing, concepts on which ADRIATIC-ROUTE project is based. Alternative forms of tourism are among the forms aimed for development in the Albanian strategy with a specific reference to local cuisine, culinary, viniculture and gastronomic tourism products.
- In Croatia, ADRIATIC-ROUTE complies with measures HR03-01-01(Development of selective forms of tourism, diversification of services and expansion of tourism), 02 (Sustainable Development of Protected Areas), 03(Sustainable management of natural resources) & 04(Evaluation and revitalization of cultural and natural heritage) of the Croatian Regional Development Strategy 2011-2013 and with the respective priorities (1.3 Development of tourism and tourist infrastructure, 3.1 Sustainable use of protected natural resources & 3.4 Restoration and sustainable use of cultural attractions) and measures (1.3.3,1.3.5,3.1.1,3.4.1) of the Dubrovnik Neretva County Regional Development Strategy 2011-2013.
- In Italy, the project complies with NSRF 2007-2013 objective of “promotion of natural and cultural resources to enhance attractiveness and development, mainly in relation to diversifying tourism and extending the tourist season”.
- In Bosnia and Herzegovina, there is no national tourism strategy but documents have been produced regarding tourism development in BiH, such as the Tourism Development Strategy of BiH. Within this Strategy of FBiH, Sarajevo Canton strives to position itself, in terms of tourism and based on traditional values and the old and the new markets, as the centre of events, top-quality performances, and active holidays.

#### 3.4. Added value of the cross-border cooperation in this project

ADRIATIC-ROUTE presents a cross-border cooperation based on activities implemented in EU countries and CC/PCC countries. It incorporates organisations with diverse competences but with the same objectives as far as tourism development is concerned. The national strategies for tourism development in all participating regions have similar objectives, to which the project is aligned. Cross-border cooperation is considered necessary since according to EU’s Tourism policy, tourism sustainability requires cooperation among tourism enterprises and destinations, national, regional and local authorities. Additionally, cooperation is inherent to the project idea, which focuses on the concept of connection between regions and countries. Apparently if the project would have been implemented solely at national level, its outputs, results and impacts would be much more limited and certainly with less EU added-value and multiplier potential.

ADRIATIC-ROUTE presents a balanced partnership that adds value since complementary experiences are combined. Experiences combined include: RoE in tourism development and territorial cooperation projects, SERDA in the development of new tourism products and in cross-border cooperation projects, MoS in local inter-sectoral development projects which main focus is tourism, MARCHE in cross-border projects and projects aiming at increasing mobility as well as in promotional campaigns and usage of mobile, PoP in local tourism development strategies and DUNEA in designing and developing thematic tourism innovative products.

Finally, the transportation infrastructure is found at different levels in each region from the more developed infrastructure network in Thesprotia, Marche, Padova and Dubrovnik to the less developed network in Sarajevo and Saranda. In this way, the opportunity to evaluate the project solutions’ suitability to different levels of transportation network development is

provided.

### 3.5. Methodology approach

ADRIATIC-ROUTE draws a plan for the development and promotion of thematic tourism through the use of modern communications technologies, by involving a wide range of stakeholders of the sector. The plan is based on a synthetic diagnosis of the existing situation in the participating regions. The project exploits ICT and GIS through the development of the Web-GIS platform, mobile networks and social media in order to improve visibility and accessibility of the participating regions. Project partners have been selected due to their complementary experience and capacities as promoters of thematic tourism, as organizations deploying GIS systems, as organisations using ICT to promote thematic tourism, as developers of mobile and social media applications for thematic tourism and as partners in cross-border projects. They also represent areas with different ICT, transport and thematic tourism characteristics.

ADRIATIC-ROUTE is a project that is innovative due to:

- Process-oriented innovation originating in the reconsideration and redesign of processes in the promotion of thematic tourism through the use of advanced communication systems.
- Goal-oriented innovation by developing new objectives and strategic and operational plans for the promotion of thematic tourism with emphasis on the use of advanced communication technologies.

The specific characteristics, layout, architecture and content of the project Web-GIS platform will be scrutinized through the joint diagnosis, benchmarking and formulation of strategic and operational plans and by active, continuous collaboration and consultation with all relevant local, regional and national stakeholders which include, tourism enterprises, businesses, associations, developers of applications for ICT, tourists, public authorities and local chambers. Target groups of the project include tourists at local and international level and the personnel of the project partners benefited through capacity building actions.

### 3.6. Expected results and outputs

ADRIATIC-ROUTE will lead to the following outputs and expected results:

- Outputs:
  - o 1 study per partner analysing the existing situation in terms of resources and means for promoting tourism, availability and digitisation/distribution of respective content (maps, spatial data etc.)
  - o 1 collection of good practices on promoting thematic tourism
  - o 1 report on benchmarking the participating authorities against benchmarks found from good practices
  - o 1 synthetic diagnosis of the reports
  - o 1 Strategic and Operational Plan (SOP) per partner on the development and promotion of thematic tourism
  - o 1 synthetic report of the plans
  - o 1 Ex-Ante Evaluation of Plans (external party)
  - o 6 capacity building seminars to the staff of the participating authorities on promotion of thematic tourism
  - o 6 local/regional conferences for the presentation of the SOPs
  - o 1 central conference for the presentation of the SOPs
  - o 1 Web-GIS platform integrating mobile and social media applications (design, development, pilot operation, evaluation, fine-tuning, launch)
  - o 1 central conference for the presentation of the Web-GIS platform
  - o 1 Green Paper on promoting thematic tourism in the Adriatic
  - o 1 communication plan, including project identity
  - o 1 multilingual project website
  - o Informative multilingual material (8000 Project Brochures, 8000 brochures about the Strategic and Operational Plans, 8000 brochures about the Web-GIS platform, 8 Quarterly Online Newsletters)
  - o 1 closing conference
  - o 8 quarterly internal ongoing evaluations
  - o 1 Ex-Post Evaluation of the whole project (external party)
  - o 1 Follow-Up Plan



o Progress reporting, including financial audits where applicable

o 1 kick-off meeting

o 8 project meetings.

• Expected results:

1. Raised stakeholder awareness due to the project's dissemination activities and their active involvement in critical phases of the project

2. Raised public awareness based on the dissemination activities, the issuing of the Green Paper on promoting thematic tourism in the Adriatic and the evaluation of the whole venture

3. Improved accessibility and visibility by tourists to the tourism product of the participating regions

4. Increased knowledge of participants and mainly best-practices knowledge resulting from the benchmarking and best-practices study

5. Bigger number of thematic tourism forms promoted by national, regional and local stakeholders

6. Increased exposure of the tourism product to potential tourists due to the pilot platforms operation

7. Multiplier effects (adoption of innovative ways for promoting thematic tourism in the Adriatic area through the respective Green Paper to be developed, as well as the Follow-Up Plan to be formulated for the durability and sustainability of project's results).

### 3.7. Sustainability and long last effects of the project

All partners are committed to maintain the relevant output far beyond the obligations stipulated in by the programme. Specific actions will be reflected in the Follow-Up Plan. The Follow-Up plan will be based on the synthesis of three internal reports drafted by each project partner, in which all of them will declare and commit the required resources and draft a detailed action plan of future activities on the issues tackled so as to transfer outputs and results into mainstream EU Structural Fund Programmes through building awareness of Managing Authorities or other direct stakeholders of NSRF programmes within the respective areas. These reports will also aim at presenting how the activities and outputs of the project can be implemented in a wider EU area—not only cross-border- with similar problems, achieving in this way multiplier effects.

The Green Paper for the promotion of Thematic Tourism and the Strategic and Operational Plans of the participating areas are project's outputs based on which new actions beyond the end of the project can be planned. Furthermore, involvement of local stakeholders in ADRIATIC-ROUTE's activities will also contribute in sustaining project's results and adopting practices developed during the project's implementation. Last but not least the whole project and more specifically the Web-GIS platform integrating mobile and social media applications can potentially be a good practice for future projects in promoting thematic tourism.

### 3.8. Level of cross-border cooperation



Joint Development

Joint Staffing



Joint Implementation

Joint Financing

#### 3.8.1. How the project will realize one/more of the previous joint cooperation system

Partners will cooperate through all four ways of cross-border cooperation. Thus, they will cooperate in the joint development of guides, plans etc., in the joint implementation and the joint staffing of activities such as the organisation of conferences and capacity-building seminars and in the joint financing of most of the project's activities. The project capitalises on experiences of partners regarding cross-border promotion of alternative forms of tourism. It also integrates the advantages of each area in a comprehensive joint plan for the development of specific forms of tourism (gastronomic, cultural tourism etc.) while it capitalises on the vast natural and cultural resources of all participating areas. Last but not least, ADRIATIC-ROUTE project exploits the complementarity of the areas' characteristics and synergies created through other cross-border projects (such as PHARE) in order to achieve its objectives.

### 3.9. Project management

Close management control will be established in the first stages of the project. Overall management responsibility for the project will be undertaken by the LB (RoE) which will be the coordinator of the project. Regarding the main coordination tasks, the coordinator will supervise and implement the activities related to management and coordination and lead the Steering Committee of the project, whose aim is the decision-making for all issues referring to and influencing the project, as well as monitoring and evaluating the whole operation. The LB will sign the Subsidy Contract of the project as well as

the Partnership Agreement which will be distributed to the project partners for signing. He will steer project meetings and major events.

Concerning day-to-day management, LB will communicate with the partners (phone, e-mail etc) for the successful implementation of project activities and for ensuring the quality of the project's outputs and results; he will also communicate with other programme bodies either on a regular basis for the submission of the semestrial reports (progress and financial) or on an ad hoc basis for asking for their assistance or informing them about difficulties in the project's management.

The Steering Committee (SC) will consist of one authorised representative from each of the countries of project partners. It will be the body where all major decisions concerning the project will be taken and will determine the overall strategy for the project. It will be chaired by the Project Manager (PM). The SC will be responsible for all matters concerning budget and allocation of funds, specification of rules and guidelines for performing work, risk management, taking decisions for corrective actions, resolving contractual matters, and arbitrating on technical problems.

The Project Manager (PM) will have the overall responsibility for the running of the project. The PM will be appointed by the LB, the Region of Epirus, for the whole duration of the project. The responsibilities of the PM include task coordination, smooth cooperation among partners, and achievement of overall project objectives. The PM will be in direct consultation with the other members of the SC and handle all relations with the Managing Authority, and with the Financial Manager (FM) who will also be appointed by LB.

Each partner will be responsible for identifying critical issues, which affect other consortium members, and for informing the affected parties and the SC. In case of any conflict, which cannot be resolved otherwise, the SC will make a final decision by majority vote, where each SC member will have one vote and the PM will have a casting vote.

As the Project teams are working in widely dispersed locations, it is essential that each one is kept fully updated on the results of the work performed by the other. This will be achieved by distributing internal reports and by extensive use of e-mail.



## Beneficiaries list

Beneficiary role	Lead Beneficiary	
Institution	Institution name in national original language	ΕΠΙΧΕΙΡΗΣΙΑΚΟ ΠΡΟΓΡΑΜΜΑ
	Institution name in English language	REGION OF EPIRUS
	Legal status	Public Body
	"de minimis" condition	No
Address	Street, Number, Postal code	Plateia Pyrrou 1, 45221
	City	IOANNINA
	Country	GREECE
	NUTS II - III o equiv.	Thesprotia
Legal representative / Authorized Person	Name/surname	Alexandros Kahrimanis
	Function	Governor
Contact person	Name/surname	Georgios Eytyxiadis
	Function	Directorate of Development Planning, Region of Epirus, Regional Unit of Thesprotia
	Street, Number	Plateia Pyrrou 1
	Postal code	45221
	City	Ioannina
	Ph. Num.	00302651087303
	Fax	00302651070472
	E-mail	eytyxiadis@epirus.gov.gr
Beneficiary financial details	IBAN Code	GR 54 0101 1230 0000 0000 0026
	Swift Code	BNGRGRAA
	CUP Code	-
	Total budget	450.000,00
	EU co-financing	382.500,00
	National co-financing	67.500,00
	Additional public/private funding (where required)	0,00

### Beneficiary organization (human resources, equipment, budget, other important information)

The Region of Epirus, one of Greece's 13 administrative regions, is a single decentralized administrative unit with the power to ensure that the National Development Policy is implemented on a regional level. The Region of Epirus is consisted of 4 Regional Units out of which the Regional Unit of Thesprotia will participate in the project. The Region's Secretary General exercises his/her competencies through region-wide organizations and regional unit-wide agencies. The main competences of the Region are:

- planning and coordination of regional policy
- environmental protection
- infrastructure development in transportation, agriculture & water resources
- development of transregional and transnational cooperation

As an administrative unit, the Region has its own personnel & budget as well as its own mechanisms to manage all funds allocated for regional projects. The Region occupies 973 employees while the total budget of the Region is 104.308.518 euros.

### Description of previous (and current) experiences in CBC and international projects

The experience of the Region of Epirus includes the following:

- Rafael: Touristic exploitation of Burazani watermill
- RISE: Regional Strategy for the Information Society (RoE leading the project)
- ERRA-COASTLINK: European Network for Sustainable Coast - Coastal Area Management
- RIS: Regional Innovation Strategy of Epirus (RoE leading)
- LIFE- (Nature): Management of Amvrakikos wetland preservation
- IST-ODIN, Geographical information tools and services for the mobile information society
- ECOS-OUVERTURE, EDEN: Methodology development for the definition of the financial and environmental costs and the benefits from tourism development in environmentally sensitive areas

- INTERREG II C Medoc: Promotion of the main areas and of preserved sections of Egnatia highway in Northern Greece
- Community Initiatives INTERREG III Greece - Italy, INTERREG IIIA/CARDS Greece-Albania, INTERREG III Greece - Albania, INTERREG III CADSES, INTERREG III C/SUD

#### *Contribution of the Beneficiary to the project*

The Region of Epirus/Regional Unit of Thesprotia will contribute to the project with its wide experience in the implementation of cross-border projects, in promotic thematic tourism and the sustainable development of tourism in Epirus, in policy-making and strategy formulation at regional level, in addressing the needs of citizens through the use of modern services and tools such as GIS. Last but not least, it will contribute with its experience in managing cross-border projects. RoE will lead the project and will be responsible for the overall project management including financial management. Further to the general coordination role, the Region will also coordinate the implementation of all local activities taking place in the Regional Unit of Thesprotia.

#### *Competences, capacity and know how of the Beneficiary in implementing project activities and results*

The Region of Epirus/Regional Unit of Thesprotia is a public authority whose competences, capacities and know-how are diverse and ensure that can contribute to the project. The Region developed several sustainable development initiatives in the tourism sector while at the same time it is continuously addressing issues in trasport and communication infrastructures. It is an organisation with wide experience in cross-border partnerships especially in the Adriatic areas and through implemented projects within INTERREG III. Regarding eGovernment, the Region of Epirus deploys a basic range of eGovernment services regarding mainly the provision of information to end-users while it occupies modern ICT systems, including GIS tools and services, within its facilities.

<i>Beneficiary role</i>	<b>Final Beneficiary</b>	
<i>Institution</i>	<i>Institution name in national original language</i>	Provincia di Padova
	<i>Institution name in English language</i>	Province of Padua
	<i>Legal status</i>	Public Body
	<i>"de minimis" condition</i>	No
<i>Address</i>	<i>Street, Number, Postal code</i>	Piazza Antenore, 3, 35121
	<i>City</i>	Padova
	<i>Country</i>	ITALY
	<i>NUTS II - III o equiv.</i>	Veneto - Padua
<i>Legal representative / Authorized Person</i>	<i>Name/surname</i>	Barbara Degani
	<i>Function</i>	President
<i>Contact person</i>	<i>Name/surname</i>	Stefania Pettinà
	<i>Function</i>	Employee at the Economic Activities and International Cooperation Unit
	<i>Street, Number</i>	Piazza Antenore, 3
	<i>Postal code</i>	35121
	<i>City</i>	Padova
	<i>Ph. Num.</i>	0039 049 820 1631
	<i>Fax</i>	0039 049 820 1008
	<i>E-mail</i>	stefania.pettina@provincia.padova.it
<i>Beneficiary financial details</i>	<i>IBAN Code</i>	IT 82 N 06225 12186 0670000757
	<i>Swift Code</i>	IBSPIT2P
	<i>CUP Code</i>	-
	<i>Total budget</i>	350.000,00
	<i>EU co-financing</i>	297.500,00
	<i>National co-financing</i>	52.500,00
	<i>Additional public/private funding (where required)</i>	0,00

*Beneficiary organization (human resources, equipment, budget, other important information)*

The Province of Padua has about 460 employees who work in different units. The Economic Activities and International Cooperation Unit, 7 employees, has got competences in the fields of commerce, immigration, European projects, town twinning actions, European networks. The Province has experience in the management and implementation of international and transnational cooperation projects, worked with different partners from all Europe, Latin America and ex-Yugoslavian Countries in the latest years. The Transport Unit collaborated with the Province of Padua in the implementation of some URB-AL projects, in particular in the field of citizen's road safety and in the creation of an observatory for the road safety.

*Description of previous (and current) experiences in CBC and international projects*

The International Cooperation Unit of the Province holds wide experience in European projects both as leader and as partner. In 2004 the Province was leader in an international project within the Balkans about integrated local development. In 2005 it was leader in the two-year international cooperation project, URB-AL Network 14 Programme – "The impact of the urban plan in the prevention of the crime", and partner in two international cooperation projects, URB-AL Network 8 (about road safety with the Province of Treviso) and URB-AL Network 14 Programme (about the promotion of good practices on crime prevention at local level with the Municipality of San Joaquin - Chile). At the moment, the Province is implementing as partner two transnational projects (Italy – Slovenia Programme: one strategic and one standard) about cycle-pedestrian lanes and ship-canal.

*Contribution of the Beneficiary to the project*

The Province of Padua will contribute to the project with its experience in implementing cross-border projects either as a leader or as a partner. Among these projects, significant transport infrastructure are included, enabling the Province to add value to the partnership regarding transport infrastructure and due to its relevant experience. The Province of Padua will implement all local activities of the project while it will also participate in the implementation of all joint activities. The Province of Padua can cooperate in the exchange of knowledge and best practices related to the thematic tourism and gastronomy. Last but not least, the Province can apply most of the results and outputs of the project locally and within the frame of developing thematic tourism in the area of Veneto. Besides, it is able to cooperate with the local institutions,

economic associations and local stakeholders to realize the project objectives.

*Competences, capacity and know how of the Beneficiary in implementing project activities and results*

The Province of Padua is able to collaborate in the partnership and in the development of the project due its project management and implementation competences and its experience in cross-border partnerships. The operational arm of the Province is "Padua Tourist Board" which implements the tourist web site ([www.turismopadova.it](http://www.turismopadova.it)), promotes some local projects such as Padova Sound Touring, Padova 360°, GPS georeferenced locations, implements photographic archives dedicated to journalists and press offices and creates a tour that you can download in your iPod. The Province implements projects "Inter Bike" and "Croctal" (Italy – Slovenia Programme) which can have complementarities with ADRIATIC – ROUTE as they give value to the natural and cultural resources of each participating country.

<i>Beneficiary role</i>	<b>Final Beneficiary</b>	
<i>Institution</i>	<i>Institution name in national original language</i>	Regionalna razvojna agencija Dubrovacko neretvanske županije-DUNEA d.o.o.
	<i>Institution name in English language</i>	Regional Development Agency of Dubrovnik Neretva County – DUNEA I.I.C.
	<i>Legal status</i>	Public Body
	<i>"de minimis" condition</i>	No
<i>Address</i>	<i>Street, Number, Postal code</i>	Branitelja Dubrovnika, 41, 20000
	<i>City</i>	Dubrovnik
	<i>Country</i>	CROATIA
	<i>NUTS II - III o equiv.</i>	Dubrovnik-Neretva
<i>Legal representative / Authorized Person</i>	<i>Name/surname</i>	Melanija Milic
	<i>Function</i>	Director
<i>Contact person</i>	<i>Name/surname</i>	Gorana Margaretic
	<i>Function</i>	Senior associate
	<i>Street, Number</i>	Branitelja Dubrovnika 41
	<i>Postal code</i>	20000
	<i>City</i>	Dubrovnik
	<i>Ph. Num.</i>	00385 20 638 451
	<i>Fax</i>	00385 20 312 715
	<i>E-mail</i>	gmargaretic@dunea.hr
<i>Beneficiary financial details</i>	<i>IBAN Code</i>	HR 72 2340 0091 1102 2611 0
	<i>Swift Code</i>	PBZZGHR2X
	<i>CUP Code</i>	-
	<i>Total budget</i>	260.000,00
	<i>EU co-financing</i>	221.000,00
	<i>National co-financing</i>	39.000,00
	<i>Additional public/private funding (where required)</i>	0,00

*Beneficiary organization (human resources, equipment, budget, other important information)*

RDA Dunea is an organization in 100% ownership of the regional government, Dubrovnik Neretva County. It currently holds two floor building, with offices, meeting premises and conference hall. The agency also has a representation office in Bruxelles in premises of Molise region. There are 10 full time people employed within the RDA Dunea and one employee in Bruxelles representation office. The budget of the organization is approx. 700.000,00 Euros per year.

*Description of previous (and current) experiences in CBC and international projects*

In cross border cooperation, Dunea has finalized several projects: "Development of Rural Tourism in South Dalmatia and Bordering Areas of BiH"- CARDS 2004 CBC instrument, "AMAMO - Across the sea and the mountains" under Interreg IIIA Adriatic, "BIOLFISH" financed from the same cross border programme, "I.W.M.A. - Integrated Waste Management on Korcula Island" under precession programme IPA 2005- Adriatic. Dunea is also involved in two translational cooperation programmes - "COASTANCE" (LB) MED programme and "Adriatic Danubian Clustering"- SEE programme. It is also implementing three cross border projects in partnership with other organizations: "OLIVE", "Nature for the Future" (as LB) from Croatia and Montenegro and "PITAGORA" from IPA ADRIATIC. Delegation of European Union to RC is funding a project called "EU&YOUth" (as LB) dedicated to informing youth about European youth policies while CES is currently financing "CHANCE" project for improving youth employment.

*Contribution of the Beneficiary to the project*

DUNEA will involve in the project local key stakeholders such as Regional Tourist Board, Vela Luka Municipality Tourist board, Regional and local government, DMC from Dubrovnik, Tourist agencies from whole region, Cultural center of Municipality Vela Luka and the Institute of archeology promoting as well the project through them. DUNEA will be responsible for the implementation of all local activities while by participating in this project it will promote local identities and prolong the tourism season for the whole year period. Also through the pilot project on the site, more high-income tourists and tourists interested in special themes, will be attracted. Last but not least, DUNEA will bring to the project its wide experience in tourism promotion and in cross-border projects.

RDA Dunea holds a relevant EU programming, preparation and implementation experience that has gathered as project partner and/or applicant over the past five years. It has competent staff, knowledgeable about the matter with great success in implementing all projects in different areas such as: environmental protection, rural and other thematic tourism, rural development, agriculture, institutional cooperation and coordination etc. All finalized projects were marked as highly successful by the relevant contracting and monitoring bodies, thus, the Agency has highly positive results within the field. Dunea as a project partner till now had few EU



<i>Beneficiary role</i>	<b>Final Beneficiary</b>	
<i>Institution</i>	<i>Institution name in national original language</i>	Sarajevska regionalna razvojna agencija SERDA
	<i>Institution name in English language</i>	Sarajevo Economic Regional Development Agency SERDA
	<i>Legal status</i>	Body governed by public law
	<i>"de minimis" condition</i>	No
<i>Address</i>	<i>Street, Number, Postal code</i>	Hamdije Cemerlica 2/11, 71000
	<i>City</i>	Sarajevo
	<i>Country</i>	BOSNIA-HERZEGOVINA
	<i>NUTS II - III o equiv.</i>	Sarajevo Economic Region (derogation area)
<i>Legal representative / Authorized Person</i>	<i>Name/surname</i>	Ševkija Okeric
	<i>Function</i>	Director
<i>Contact person</i>	<i>Name/surname</i>	Asad Karišik
	<i>Function</i>	Senior Program Manager
	<i>Street, Number</i>	Hamdije Cemerlica 2/11
	<i>Postal code</i>	71000
	<i>City</i>	Sarajevo
	<i>Ph. Num.</i>	0038733703559
	<i>Fax</i>	0038733663923
	<i>E-mail</i>	asad@serda.ba
<i>Beneficiary financial details</i>	<i>IBAN Code</i>	BA393389002206391983
	<i>Swift Code</i>	UNCRBA22
	<i>CUP Code</i>	-
	<i>Total budget</i>	220.000,00
	<i>EU co-financing</i>	187.000,00
	<i>National co-financing</i>	33.000,00
	<i>Additional public/private funding (where required)</i>	0,00

*Beneficiary organization (human resources, equipment, budget, other important information)*

Sarajevo Economic Region Development Agency – SERDA was established on 14 May 2003. SERDA mission is to create positive environment for sustainable economic development in region, and advance, strengthen and promote development of Sarajevo Macro Region with all available resources, supporting Bosnia and Herzegovina approaching to EU integrations. The project staff comprises 6 Project Managers, 1 Project Coordinator and 5 Senior Program Managers experienced in various project implementations (between 60 and 70 small and large projects yearly). The Project Managers and Coordinators have a wide range of experience regarding the initiation, implementation and (media) presentation of different projects and are also very familiar with reporting and budget planning in project procedure. SERDA has also a graphic designer and a PR as well as a very experienced IT-specialist.

*Description of previous (and current) experiences in CBC and international projects*

SERDA experience includes the following: • INTERACT Project COMPART- COMPARING PARTNERSHIPS- Coordinating and Programming Cross-border and Trans-national Partnerships in Mediterranean and South-East Europe Areas through Stakeholder and Benchmarking • Interreg IIIa – C.O.T.U.P.-TTB, Turismo-Therme-Benesere (local partner without budget) • Interreg IIIa – New Neighborhood Programme, Adriatic Network for Institutional Cooperation-AdriaNet, • EU VET III - Development of Vocational Education and Training (social partner without budget) • CBIB- Cross Border Institutional Building – preparation for IPA CBC programmes 2007-2013 • CBI - Centre for the Promotion of Imports from developing countries, Business Support Organization Development Program of support to companies exporting or ready to export to EU markets (local partner without budget) • Development of new eco-touristic product – National park Sutjeska, EC Delegation to BiH Value chain mapping programme (6th call).

*Contribution of the Beneficiary to the project*

SERDA is going to contribute to the project through the engagement of relevant stakeholders (sustainability and relevance), through project promotion through SERDA and Ceppei promotional channels and through experience and knowledge contribution from previous tourism projects (e.g. Strategic documents that SERDA created for its founders and partners, Master Plan of Tourism for olympic mountains in Sarajevo, Master plan for tourism development of old royal city

Bobovac and Strategy for tourism development for upper Podrinje). SERDA will undertake the implementation of all activities of the project that will take place in BiH, will involve local stakeholders and will participate in all joint activities.

*Competences, capacity and know how of the Beneficiary in implementing project activities and results*

Until now, SERDA in cooperation and partnership with its founders and international organisations implemented more than 300 projects and projects activities in the following areas: business development, education, standardisation, environmental protection, tourism and infrastructure. There is a successful history of cooperation with all main international organizations in Bosnia such as the European Union, SIDA, USAID, GTZ, The Spanish development Agency, different embassies etc. in various segments of economic development – especially the sustainable tourism. SERDA has participated in the following initiatives: • Promotion of natural heritage of waterfall Skakavac • Web site for eco tourism in project “National park Sutjeska” • Web portal SERDA as promotional tool for various regional stakeholder • Web site as promotional tool for European integration.

<i>Beneficiary role</i>	<b>Final Beneficiary</b>	
<i>Institution</i>	<i>Institution name in national original language</i>	Bashkia Sarande
	<i>Institution name in English language</i>	Municipality of Saranda
	<i>Legal status</i>	Public Body
	<i>"de minimis" condition</i>	No
<i>Address</i>	<i>Street, Number, Postal code</i>	RR. ABEDIN DINO NR. 11, 9701
	<i>City</i>	Sarande
	<i>Country</i>	ALBANIA
	<i>NUTS II - III o equiv.</i>	Vlorë
<i>Legal representative / Authorized Person</i>	<i>Name/surname</i>	Stefan Cipa
	<i>Function</i>	Mayor
<i>Contact person</i>	<i>Name/surname</i>	Aristotel Bita
	<i>Function</i>	Advisor
	<i>Street, Number</i>	rr. Hajredin Dino, Nr. 11
	<i>Postal code</i>	9701
	<i>City</i>	Sarande
	<i>Ph. Num.</i>	003558522380
	<i>Fax</i>	003558522380
	<i>E-mail</i>	telibita@yahoo.com
<i>Beneficiary financial details</i>	<i>IBAN Code</i>	AL206630180000900820000009
	<i>Swift Code</i>	-
	<i>CUP Code</i>	-
	<i>Total budget</i>	220.000,00
	<i>EU co-financing</i>	187.000,00
	<i>National co-financing</i>	33.000,00
	<i>Additional public/private funding (where required)</i>	0,00

*Beneficiary organization (human resources, equipment, budget, other important information)*

Municipality of Saranda is a public institution in Albania. It is highly experienced in the implementation of National and International projects mainly in the sector of infrastructure, tourism, agriculture and culture. Saranda is the capital of the District of Sarande and is one of the most important tourist attractions of the Albanian Riviera with a variety of natural, historical and cultural resources. It is situated on an open sea gulf of the Ionian Sea in the Mediterranean, 2 nautical miles from the Greek island of Corfu. Staff of the Municipality is 85 permanent employees and many others through part-time contracts or through tendered services to private firms. The total budget of the Municipality for 2010 was 3.5 million euro.

*Description of previous (and current) experiences in CBC and international projects*

The cross-border programs are very important for the development of the area in the frame of joint projects between neighbor countries. The Municipality of Saranda has participated as partner in several projects under Interreg program and in the last call for the cross-border cooperation between Greece and Albania it has submitted applications for eight projects, either as leader and as partner. Through the projects the Municipality foresees to further support the development of economy, tourism along with the preservation and promotion of essential cultural resources.

*Contribution of the Beneficiary to the project*

The project will contribute in the development of the area and the socio-economic situation of its inhabitants. But it will be a two-fold contribution the town will benefit from the project and the project will be successful through the involvement of the Albanian partner in the project with its unique characteristics of the area. The Municipality will also contribute with the involvement of local stakeholders such as hotel - tourism enterprises of saranda, travel agencies, hotelery- tourism high school of saranda, economic faculty, restaurants, local TV and newspapers while it will undertake the implementation of activities at local level and will participate in the implementation of joint activities.

*Competences, capacity and know how of the Beneficiary in implementing project activities and results*

The Municipality has organized many activities that promote tourism in Saranda. Every year it organizes festivals about culture, theater, music, songs, minorities and many other different everyday activities. Books, leaflets and TV programs are produced highlighting the beauty and other resources that Saranda has for tourism. Furthermore, the town of Saranda is

considered to be the best representative of cultural and archeological heritage in Albania. It has 97 assets of cultural and natural heritage. Saranda is a town between two ancient civilizations Butrint and Foenike. The Municipality's competences and capacities refer to the promotion of tourism at local and international level.

<i>Beneficiary role</i>	<b>Final Beneficiary</b>	
<i>Institution</i>	<i>Institution name in national original language</i>	Regione Marche - Servizio Internazionalizzazione, Cultura, Turismo, Commercio e Attività promozionali
	<i>Institution name in English language</i>	Marche Region - Service Internationalisation, Culture, Tourism, Commerce and Promotional Activities
	<i>Legal status</i>	Public Body
	<i>"de minimis" condition</i>	No
<i>Address</i>	<i>Street, Number, Postal code</i>	Via Gentile da Fabriano, 9, 60125
	<i>City</i>	Ancona
	<i>Country</i>	ITALY
	<i>NUTS II - III o equiv.</i>	Marche - Ancona
<i>Legal representative / Authorized Person</i>	<i>Name/surname</i>	Raimondo Orsetti
	<i>Function</i>	Director
<i>Contact person</i>	<i>Name/surname</i>	Giovanni D' Annunzio
	<i>Function</i>	Executive
	<i>Street, Number</i>	Via Gentile da Fabriano, 9
	<i>Postal code</i>	60125
	<i>City</i>	Ancona
	<i>Ph. Num.</i>	00390718062451
	<i>Fax</i>	00390718062154
	<i>E-mail</i>	Giovanni.dannunzio@regione.marche.it
<i>Beneficiary financial details</i>	<i>IBAN Code</i>	IT12N0605502600000000003740
	<i>Swift Code</i>	BAMAIT3AXXX
	<i>CUP Code</i>	NR
	<i>Total budget</i>	380.000,00
	<i>EU co-financing</i>	323.000,00
	<i>National co-financing</i>	57.000,00
	<i>Additional public/private funding (where required)</i>	0,00

*Beneficiary organization (human resources, equipment, budget, other important information)*

Marche Region is a public body whose professional staff holds many years of experience in the development of European projects. In ADRIATIC-ROUTE the following professional figures will be occupied: Director, Accounts Manager, research manager, communications manager, administrative personnel. Regarding the area of Marche, there are several natural and cultural resources as 180 km of coastline, 2 national parks, four regional parks and 6 wildlife reserves, cities of art and important places of worship. The most important transport infrastructures are the Ancona port, the airport, and are present both rail and highway lines.

*Description of previous (and current) experiences in CBC and international projects*

Other experiences acquired in the same field have been gained through the "Thermalis (Interreg)" the "AdriaticRePort (Interreg)" projects along with numerous projects financed through the Doc.U.P. and more recently the P.O.R. Community funds; the "Cyclo (Med)" and "Adriatic Lands (Ipa)" are currently ongoing while Marche has participated in the past in many cross-border cooperation European projects.

*Contribution of the Beneficiary to the project*

The role of each partner organisation in the project is to share their individual experiences in the current project. For this purpose, the Marche Region will bring forth the experience matured in the promotion and recovery of architectural heritage for tourism purposes. The region therefore promotes the quality of its structures and services. Marche Region will also involve local stakeholders such as Aerodroma (airport), trade associations, municipalities, tour operators, environmental association etc. while it will be responsible for the coordination of the communication activities and will offer its experience in developing mobile and social media applications to the project.

*Competences, capacity and know how of the Beneficiary in implementing project activities and results*

The Marche Region has developed numerous European Projects through its facilities that have all had positive results thanks to the high professionalism that it possesses and the coordination of its structures and facilities that operate in the development of projects. During the execution of the projects, there is a constant check up phase and advancement control so as to properly monitor and assure punctuality. Marche Region has also implemented a two-year campaign of promotion

of the brand Marche in order to strengthen its presence in the market of the tourist destinations. The campaign sees as a testimonial of excellence actor Dustin Hoffman, and was funded in part with funds from ERDF 2007/2013. It has also recently developed an application for smartphones based on QR codes downloadable from the corporate tourism website.



*Work package*

<i>WP</i>	0
<i>Title</i>	Project Preparation
<i>Description</i>	Region of Epirus prepared the application form and collected all relevant information.
<i>Responsible beneficiary</i>	REGION OF EPIRUS

*Total amount*

0,00 €

<i>WP</i>	1
<i>Title</i>	Crossborder Project Management and Coordination
<i>Description</i>	<p>This work package focuses on the overall organisation of the project's work plan and the continuous control of information flow among partners in order to monitor and review the achievements of the overall work and to manage the level of cooperation. It comprises of all the necessary activities in order to:</p> <ul style="list-style-type: none"> <li>• Establish a flexible management strategy, which contributes to effective decision-making procedures, optimum internal communication as well as appropriate administrative, financial and technical control of the project;</li> <li>• Ensure that the project is proceeding according to the plan, objectives and milestones through efficient and effective project implementation monitoring;</li> <li>• Coordinate all activities referring to the promotion of relations among the partners and the Managing Authority (communication, drawing up and presenting progress reports, request and receive payments), other relevant organisations or activities and external groups;</li> <li>• Ensure the proper quality for all deliverables and in turn the achievement of the project's objectives.</li> </ul>
<i>Responsible beneficiary</i>	REGION OF EPIRUS

#### Actions

<i>ACT</i>	<i>Starting month</i>	<i>Ending month</i>	<i>Total amount €</i>	<i>Description</i>	<i>Role of each beneficiary</i>	<i>Location</i>
1.1	03/2012	08/2014	181.460,00	<p>Administrative Management and Quality Assurance:</p> <ul style="list-style-type: none"> <li>• Facilitation and coordination of communication between all participants, ensuring that project's results and appropriate documentation are properly prepared and timely delivered.</li> <li>• Monitoring of the quality of work in the project and its rate of progress.</li> <li>• Planning of quality assurance activities and preparation of an internal quality assurance plan.</li> <li>• Audit and production of scheduled regular reports.</li> <li>• Risk management and contingency actions.</li> <li>• Preparation of project meetings.</li> </ul>	<p>The Region of Epirus, as the Lead Beneficiary, will take over the role of the Project Coordinator assigning to members of its staff the roles of the Project Manager and the Financial Manager. It will be responsible for the coordination of all activities' implementation within this work package. All project partners contribute to the activities of this WP by producing progress reports, participating in project meetings etc.</p>	<p>Mainly in Thesprotia but also in all project partners' locations.</p>
1.2	03/2012	08/2014	70.840,00	<p>Inter- and Intra-Project Liaison</p> <ul style="list-style-type: none"> <li>• Working relations and collaboration activities with the Managing Authority and other groups.</li> <li>• Identification and involvement of experts as required, potential sponsors and collaborators.</li> <li>• Maintenance of library of documents as well as the project's Web-GIS platform and the project's Website.</li> <li>• Participation in programme events for coordination purposes (e.g. training sessions organised by the MA regarding financial management etc.).</li> </ul>	<p>All project partners will actively participate in this action through participating in the meetings and interaction with experts, sponsors and collaborators. The LB will maintain the platform and the Website.</p>	<p>In all project partner locations but mainly in Thesprotia.</p>

*Qualitative and quantitative descriptions of the outputs*

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
A kick-off meeting at the beginning of the project and 1 project meeting every quarter.	Project meetings and kick-off meeting for the coordination of the project implementation, assessment of implemented activities and planning of future activities.	All project beneficiaries will participate in producing this output with LB (Region of Epirus) coordinating all activities.	8 project meetings one every quarter and 1 kick-off meeting in the beginning of the project.
1 quarterly project report every quarter, 1 annual report at the end of each report and a final report at the end of the project.	Project reports including quarterly project reports, annual reports and a final report including descriptions of the project's progress, planning changes and future activities.	All project beneficiaries will complete their reporting with the LB (Region of Epirus) synthesizing the project's reports towards JTS/MA.	8 quarterly project reports, 2 annual reports and a final report.
On July of 2012.	Quality Assurance Manual defining quality assurance procedures, roles of beneficiaries in the process of quality assurance, indicators and objectives.	The LB (Region of Epirus) is responsible for producing the Quality Assurance Manual.	1 Quality Assurance Manual of the ADRIATIC-ROUTE project.

*Qualitative and quantitative descriptions of the results*

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
During the whole project duration and completed at the end of the project.	Efficient and effective project management.	LB (Region of Epirus) with the participation of all beneficiaries.	100% on-time delivery of the project's reports and deliverables.
At the end of the project.	Quality assurance at all levels and stages of the project's implementation resulting in a best practice on the promotion of thematic tourism through the use of modern ICT.	All project beneficiaries will contribute in ensuring quality assurance.	1 best practice on the promotion of thematic tourism through the use of modern ICT.

*Total amount*

252.300,00 €

<i>WP</i>	2
<i>Title</i>	Communication and Dissemination
<i>Description</i>	The objective of this work package is to create a sustainable result with multiplying effects by recording, evaluating and presenting the project's conclusions in the form of a Green Paper. Additionally, the objective is to communicate efficiently the project outputs and results to relevant stakeholders as well as to all beneficiaries' groups and to instigate higher participation in the project's proceedings from the first day of the implementation. Along with these objectives, awareness for the project will be raised.
<i>Responsible beneficiary</i>	Marche Region - Service Internationalisation, Culture, Tourism, Commerce and Promotional Activities

#### Actions

<i>ACT</i>	<i>Starting month</i>	<i>Ending month</i>	<i>Total amount €</i>	<i>Description</i>	<i>Role of each beneficiary</i>	<i>Location</i>
2.1	08/2013	02/2014	132.490,00	Development of the Green Paper for the Promotion of Thematic Tourism in the Adriatic: <ul style="list-style-type: none"> <li>• Analysis and presentation of project's conclusions on the promotion of thematic tourism, the application of new technologies and the effect on the socio-economic development in participating areas.</li> <li>• Stakeholders' consultation and evaluation of the Green Paper.</li> <li>• Finalisation and publication of the Green Paper.</li> </ul>	The Province of Padova (FB1) will be responsible for drafting the Green Paper while all beneficiaries will contribute to its development and the review of the Paper prior to its finalisation.	This action will take place mainly in Padova but also in all other beneficiaries' locations.
2.2	03/2012	08/2014	174.720,00	Dissemination activities: <ul style="list-style-type: none"> <li>• Development of Communication Plan</li> <li>• Creation of project identity and logo.</li> <li>• Development of a multilingual Project Website</li> <li>• Six quarterly ADRIATIC-ROUTE e-newsletters</li> <li>• Two conferences will be organised in mid and end of the project.</li> <li>• Six local/regional conferences will be organised in each participating area for presenting strategic and operational plans.</li> <li>• Presentation of the project in symposia, workshops, conferences, exhibitions and trade fairs, when appropriate.</li> <li>• Submission of papers to international journals targeting to at least one publication.</li> <li>• Multilingual brochures about the project, the summaries of the plans and the web-GIS platform will be printed and distributed.</li> </ul>	March Region (FB5) will be leading and coordinating all dissemination activities. The Website's development and the project's identity and logo will be assigned to the Region of Epirus while in the rest of the beneficiaries will be jointly implementing the rest of the activities. The central conference will be organised in Padova by Province of Padua and the final conference will be organised in Thesprotia by the Region of Epirus.	In all beneficiaries' locations except specific tasks that will take place in Thesprotia such as the development of the Web Site, the creation of the project's identity and logo and the final conference, and other tasks that will take place in Padova.

ACT	Starting month	Ending month	Total amount €	Description	Role of each beneficiary	Location
2.3	03/2014	08/2014	40.200,00	Development of a Follow-Up plan: <ul style="list-style-type: none"> <li>• Research for follow-up of the project outputs and results among project partners.</li> <li>• Consultation with local/regional/national and EU stakeholders.</li> <li>• Develop of a follow-up strategy targeting at ensuring durability and sustainability of project results – Action plan.</li> </ul>	Marche Region will develop the follow-up plan with the contribution of all project beneficiaries.	The implementation of the action will take place mainly in Marche and secondarily in all beneficiaries' locations.
2.4	03/2012	08/2014	81.050,00	Evaluation of the Project: <ul style="list-style-type: none"> <li>• Ex-ante evaluation of the Strategic and Operational Plans (WP 4) from external party</li> <li>• Ongoing internal evaluations from project partners (included in the quarterly progress reports of WP 1)</li> <li>• Ex-post evaluation of the whole project.</li> </ul>	The LB (Region of Epirus) is responsible for the project's evaluation assigning part of the evaluation to external experts for efficiency and effectiveness reasons. However, the other beneficiaries will have to contribute to the evaluation with feedback on their activities.	The action will take place in Thesprotia mainly, and in all beneficiaries' locations.

#### Qualitative and quantitative descriptions of the outputs

Date of delivery	Description	Beneficiary/ies	Target value
The Web site will be available on July 2012 while its enrichment with content will be continued until the end of the project and after the end of the project in order to enhance sustainability.	A multilingual Project Website will be created, containing a presentation of the project and its content, coordinates of the participants, project's proceedings, announcements of project events and news, useful links, public deliverables of the project etc. The website will also include a private interface for project partners and the programme authorities, as a project management tool, where all project deliverables will be uploaded, timetables will be monitored and updated, meetings will be defined and documented (agendas, minutes, presentations etc.) and discussion fora for project partners will be operated for project management and implementation issues.	The Region of Epirus is responsible for the development of the Web Site. All partners will contribute in order to enrich the Web Site's content and to provide multilingual options within the site.	1 Project's Web Site in 6 languages (English, Greek, Italian, Croatian, Bosnian and Albanian).
The Communication Plan will be ready on July of 2012.	A detailed Communication plan will be developed defining all communication activities of the project, time plans, beneficiaries' roles, location and planning for each activity, objectives and expected results and outputs.	Marche Region will develop the project's Communication Plan.	1 ADRIATIC-ROUTE Communication Plan.
One at the end of every quarter starting on May of 2012.	Quarterly ADRIATIC-ROUTE e-newsletters will be produced and disseminated to all stakeholders in the participating regions and beyond.	All project partners will be participating in developing the newsletters since all e-newsletters will be translated in all beneficiaries' languages. The LB (Region of Epirus) will be coordinating and editing of the newsletters.	8 quarterly e-newsletters in all project languages (6 languages).
On June of 2013.	One central conference on the 15th month of the project's duration aiming at the presentation of the strategic and operational plans and at the presentation of the Web-GIS platform.	Province of Padua will organise the central conference of the project.	One (1) central conference.

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
On August of 2014.	The final conference of ADRIATIC-ROUTE aims at presenting the project's results and conclusions and at enhancing sustainability of results. All project partners will contribute to the achievement of the conference's objectives by attracting and inviting relevant local stakeholders and by contributing with presentations in the conference depending on their involvement in each of the project's actions.	The LB (Region of Epirus) will be organising the final conference of ADRIATIC-ROUTE in Thesprotia.	One (1) final conference at the end of the project.
Throughout the project's duration.	The project will be presented in symposia, workshops, conferences, exhibitions and trade fairs, when appropriate.	All project beneficiaries.	22 presentations in 22 different events in European locations.
At the end of the project.	Publication to international journals through the submission of papers.	All project beneficiaries.	At least one publication in one international journal preferably relevant to tourism development.
At the end of the project and before the final conference .	Multilingual project brochures regarding the Strategic and Operational Plans, the Web-GIS platform and generally the project.	All ADRIATIC-ROUTE beneficiaries.	8000 Project Brochures, 8000 brochures about the Strategic and Operational Plans, 8000 brochures about the Web-GIS platform.
On August of 2014.	Follow-Up Plan of the project aiming at achieving sustainability of project results by defining necessary actions and initiatives at project and at beneficiary level.	Marche Region will be responsible for the production of the follow-up plan.	1 Follow-Up Plan of ADRIATIC-ROUTE project.
On July of 2013.	Ex-ante evaluation of the strategic and operational plans of the project conducted by an external party for efficiency, credibility and effectiveness reasons.	The LB (Region of Epirus) will be responsible for the implementation of all evaluation activities.	1 Ex-Ante Evaluation of the Strategic and Operational Plans.
One at the end of each quarter starting from June of 2012.	On-going internal evaluations to ensure high-quality for the project's results and deliverables.	The LB (Region of Epirus) will be responsible for the implementation of all evaluation activities.	8 quarterly internal on-going evaluations.
At the end of the project.	Ex-post evaluation of the whole project for quality assurance and sustainability reasons.	The LB (Region of Epirus) will be responsible for the implementation of all evaluation activities.	1 Ex-Post Evaluation of the whole project.

#### *Qualitative and quantitative descriptions of the results*

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
At the end of the project.	Raised stakeholder awareness due to the project's dissemination activities and their active involvement in critical phases of the project.	All beneficiaries at local and international level.	25% raised stakeholder awareness in each participating area.
At the end of the project.	Raised public awareness based on the dissemination activities, the issuing of the Green Paper on promoting thematic tourism in the Adriatic and the evaluation of the whole venture.	All project beneficiaries will contribute in producing this result.	10% increased public awareness in each participating region.
After the end of the project.	Multiplier effects (adoption of innovative ways for promoting thematic tourism in the Adriatic area through the respective Green Paper to be developed, as well as the Follow-Up Plan to be formulated for the durability and sustainability of project's results).	All project beneficiaries but mainly Marche Region.	At least on practice adopted by an organisation outside the partnership.



At the end of the project.	Quality assurance throughout the project's implementation.	All project beneficiaries.	100% on-time delivery of project deliverables (outputs) and 100% agreement with specifications and achievement of objectives defined in the application form.
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*Total amount*

428.460,00 €

<i>WP</i>	3
<i>Title</i>	Existing Situation Analysis – Benchmarking – Good Practices
<i>Description</i>	This work package aims at analysing the existing situation in terms of resources and means for promoting thematic tourism and availability and digitisation / distribution of respective content. It also aims at identifying relevant good practices at local, regional, national and international level, extracting proper benchmarks from those successful cases and evaluating project participants against them, so as to define their performance and competences in terms of promoting thematic tourism, providing thus useful directions and stimulus for improvements.
<i>Responsible beneficiary</i>	Sarajevo Economic Regional Development Agency SERDA

#### Actions

<i>ACT</i>	<i>Starting month</i>	<i>Ending month</i>	<i>Total amount €</i>	<i>Description</i>	<i>Role of each beneficiary</i>	<i>Location</i>
3.1	03/2012	06/2012	51.915,00	Definition of Cultural and Natural Resources: <ul style="list-style-type: none"> <li>• Analysis of cultural and natural assets in each participating region.</li> <li>• Identification and collection of relevant content (in digitised form) in each participating region that could be used in the project's implementation.</li> <li>• Content processing and adjustments.</li> </ul>	Each beneficiary is responsible for identifying and collecting content about local natural and cultural resources including gastronomic information, locations of resources and established or potential thematic tourism routes and then for producing the respective report.	In all beneficiaries' locations.
3.2	03/2012	06/2012	86.460,00	Analysis of Geomorphology and Transport Infrastructure and Assessment of local ICT status: <ul style="list-style-type: none"> <li>• Presentation and analysis of the region's geographic characteristics.</li> <li>• Analysis of the transportation infrastructure in each participating region.</li> <li>• Identification of GIS-related available content in each participating region.</li> <li>• Assessment of local ICT status and identification of local capabilities.</li> </ul>	Each partner will be responsible for assessing local geomorphology, ICT and transport infrastructure.	In all beneficiaries' locations.
3.3	03/2012	06/2012	75.325,00	Assessment of Initiatives for Promoting Thematic Tourism <ul style="list-style-type: none"> <li>• Identification of initiatives promoting thematic tourism in the participating regions.</li> <li>• Assessment of the use of ICT for promoting tourism in general.</li> </ul>	Each beneficiary will conduct a local and international assessment regarding the promotion of thematic tourism.	In all beneficiaries' locations.

ACT	Starting month	Ending month	Total amount €	Description	Role of each beneficiary	Location
3.4	06/2012	11/2012	73.325,00	Collection of Good Practices on the Promotion of Thematic Tourism: <ul style="list-style-type: none"> <li>• Definition of criteria for selecting good practices and overall methodology (desk-field) and tools (questionnaire).</li> <li>• Collection of good practices, codification, analysis, categorisation and preparation of a single guide.</li> </ul>	Each beneficiary will conduct a research about good practices of promoting thematic tourism, with an emphasis on gastronomic tourism and on the use of ICT tools.	In all beneficiaries' locations.
3.5	11/2012	06/2013	71.775,00	Benchmarking and synthesis of results: <ul style="list-style-type: none"> <li>• Identification of benchmarks from the good practices selected.</li> <li>• Development of a self-assessment tool (questionnaire) for evaluating competences and performance of the participating authorities in terms of promoting thematic tourism.</li> <li>• Data processing, analysis and presentation of the results.</li> <li>• Synthesis of the results in a concluding study.</li> </ul>	Each beneficiary will conduct benchmarking locally. The Region of Epirus (LB) will be coordinating and combining local reports into the final benchmarking report.	In all beneficiaries' locations.

*Qualitative and quantitative descriptions of the outputs*

Date of delivery	Description	Beneficiary/ies	Target value
On July of 2012.	Reports about the Definition of Cultural and Natural Resources one for each participating area referring to the analysis of the resources and the identification and collection of relevant content in the participating areas.	All project beneficiaries will undertake the activities respective to their area.	6 reports, 1 per participating area.
On July of 2012.	Reports about the Assessment of Initiatives promoting Thematic Tourism in the participating areas, with focus on gastronomic tourism and on the use of Information and Communication Technologies, including the use of mobile applications and social media applications, for the promotion of Thematic Tourism.	All project beneficiaries will contribute by undertaking the respective to their area tasks.	6 Reports about the Assessment of Initiatives promoting Thematic Tourism one for each participating area.
On November of 2012.	Reports about the Identification of Good Practices on the Promotion of Thematic Tourism produced through investigation at local and international level by each project beneficiary.	All project beneficiaries will conduct research on good practices and produce a report about good practices in their countries and beyond.	6 Reports about the Identification of Good Practices on the Promotion of Thematic Tourism one per project beneficiary.
On July of 2012.	Reports on the Geomorphology, Transport Infrastructure and ICT status for each participating area presenting and analysing the areas' characteristics, identifying GIS-related content including information about the transport infrastructure as well as the ICT status in each area in order to define the potential of communication networks.	All project beneficiaries will produce a report for their area.	6 Reports on the Geomorphology, Transport Infrastructure and ICT status one for each participating area.
On June of 2013.	Report about the Benchmarking Process of the project including data from all project beneficiaries and the respective areas.	All beneficiaries will contribute in the development of the benchmarking report with LB (Region of Epirus) having the coordinating role.	1 Benchmarking Report.

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
On March of 2013.	Self-assessment tool for the evaluation of competences and performance of the participating authorities in terms of promoting thematic tourism.	The LB (Region of Epirus) will produce the self-assessment tool (questionnaire) with the feedback of all project partners.	1 Self-Assessment Tool.
On July of 2012.	Study about the Synthesis of Results concerning the Existing Situation Analysis and synthesizing the results of actions 3.1 to 3.5.	The LB (Region of Epirus) will be responsible for the synthesis of the results while all beneficiaries will contribute by reviewing and commenting the report.	1 Synthetic Diagnosis Study.

*Qualitative and quantitative descriptions of the results*

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
At the end of WP3, on July of 2013.	Increased awareness of project beneficiaries on the existing situation regarding thematic tourism initiatives, natural and cultural resources, transport infrastructure, ICT-based initiatives and ICT status.	All project beneficiaries.	50% increased awareness.
At the end of WP3, on July of 2013.	Increased awareness of project beneficiaries about good practices on the promotion of thematic tourism in the participating areas and beyond.	All project beneficiaries.	50% increased awareness for each project beneficiary.
At the end of the project.	Improved accessibility and visibility by tourists to more tourism products of the participating regions.	All project beneficiaries.	Improved accessibility and visibility for 50% more tourism products of each participating area.

*Total amount*

358.800,00 €

<i>WP</i>	4
<i>Title</i>	Strategic and Operational Plans on the Development and Promotion of Thematic Tourism
<i>Description</i>	Work Package 4 aims at the development of local/regional strategic and operational plans presenting new thematic tourism products and ways of reducing tourism seasonality, increasing accessibility and visibility for tourism resources and attracting "high-end" tourists.
<i>Responsible beneficiary</i>	Province of Padua

#### Actions

<i>ACT</i>	<i>Starting month</i>	<i>Ending month</i>	<i>Total amount €</i>	<i>Description</i>	<i>Role of each beneficiary</i>	<i>Location</i>
4.1	03/2013	08/2013	306.770,00	Formulation of Strategic and Operational Plans on the Development and Promotion of Thematic Tourism <ul style="list-style-type: none"> <li>• Development of the Strategic and Operational Plan concerning the development and promotion of thematic tourism for each participating region.</li> <li>• Consultation of first drafts with local/regional/national stakeholders in each participating region.</li> <li>• Review of second drafts and feedback from project partners.</li> <li>• Finalisation of the Strategic and Operational Plans – Synthesis of the plans.</li> </ul>	Each beneficiary will draft the Strategic and Operational Plan for its area and will consult it at local level with local/regional/national stakeholders by organising a local/regional conference.	In all beneficiaries' locations with one conference organised in each location.
4.2	08/2013	07/2014	177.250,00	Design and Implementation of Capacity Building Seminars on Thematic Tourism Development and Promotion targeting the personnel of participating organisations and including: <ul style="list-style-type: none"> <li>• Assessment of capacity building / training needs per participating authority/organisation.</li> <li>• Development of the curricula to be taught during capacity building seminars.</li> <li>• Organisation of local/regional capacity building seminars.</li> </ul>	Each beneficiary will organise a capacity building seminar in the respective area and will undertake the implementation of all relevant tasks.	One capacity-building seminar will be organised at each partner's location.

#### Qualitative and quantitative descriptions of the outputs

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
On September of 2013.	Strategic and Operational Plans for the Development and Promotion of Thematic Tourism aiming at the integrated and efficient promotion of thematic tourism, the minimisation of tourism seasonality and the improvement of quality of tourists and attraction of more sophisticated, high-end tourists.	All project beneficiaries will produce a strategic and operational plan for the respective area.	6 Strategic and Operational Plans for the Development and Promotion of Thematic Tourism one per participating area.
From April of 2013 till August of 2013.	Regional Conferences aiming at the consultation of the first drafts of the Strategic and Operational Plans with local/regional/national stakeholders in each participating region.	All project beneficiaries will organise a regional conference in the respective area.	6 Regional Conferences will be organised, 1 per participating area.

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
From August of 2013 till July of 2014.	Capacity-Building Seminars to the Staff of the Participating Authorities (as well as of partner-authorities) on Developing and Promoting Thematic Tourism aiming at increasing know-how within the organisational structures of project beneficiaries and partner organisations.	All project beneficiaries will organise a capacity building seminar in their areas.	6 Capacity-Building Seminars to the Staff of the Participating Authorities on Developing and Promoting Thematic Tourism, one per project beneficiary.
On May of 2013.	Multilingual brochures about the Strategic and Operational Plans (SOP) on Promoting Thematic Tourism.	All project beneficiaries will participate in producing the brochures.	8000 SOP brochures (2000 in English, 2000 in Italian, 1000 in Greek, 1000 in Croatian, 1000 in Bosnian and 1000 in Albanian).

*Qualitative and quantitative descriptions of the results*

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
After the end of the regional conferences on August of 2013.	Improved visibility by tourists to the tourism product of the participating regions due to the production of the Strategic and Operational Plans and the organisation of the regional conferences (and the respective publicity).	All project beneficiaries.	10% improved visibility.
At the end of the capacity building seminars on August of 2014.	Increased knowledge of participants in the capacity building seminars organised in the locations of all project beneficiaries, regarding the promotion of thematic tourism and the use of multimodal transport systems advanced communication technologies in the promotion of thematic tourism.	All project beneficiaries.	50% increased knowledge.
At the end of the regional conferences on August of 2013.	Raised stakeholder awareness due to their active involvement in the development of the strategic and operational plans and through the organisation of the regional conferences.	All project beneficiaries.	25% increased awareness.

*Total amount*

484.020,00 €

<i>WP</i>	5
<i>Title</i>	Design and Development of the Web-GIS Platform and Integration of Mobile and Social Media Applications
<i>Description</i>	The context of this work package is to design and develop a Mediterranean WEB-GIS platform that will be used to improve visibility of the tourism product of the participating regions and to better promote it through the presentation of "routes" on thematic tourism. In the framework of WP4 the platform to be developed will include new concepts on thematic tourism and exploit GIS technologies from the end-user point of view.
<i>Responsible beneficiary</i>	Regional Development Agency of Dubrovnik Neretva County – DUNE A I.I.c.

#### Actions

<i>ACT</i>	<i>Starting month</i>	<i>Ending month</i>	<i>Total amount €</i>	<i>Description</i>	<i>Role of each beneficiary</i>	<i>Location</i>
5.1	11/2012	03/2013	49.875,00	Definiton of functional and technical requirements of the Web-GIS platform that will be used for the promotion of thematic tourism: <ul style="list-style-type: none"> <li>• Definition of the functional and technical requirements of the platform.</li> <li>• Consultation with local/regional/national stakeholders.</li> <li>• Finalisation of the requirements.</li> </ul>	All partners will contribute to the definition of the functional and technical requirements with the LB (Region of Epirus) have the coordination role.	In all beneficiaries' locations.
5.2	03/2013	11/2013	256.285,00	Design and Development of the Web-GIS Platform based on the functional and technical requirements: <ul style="list-style-type: none"> <li>• Design of data-bases, user interface, multilingual components etc.</li> <li>• Development of the Web-GIS platform.</li> <li>• Content collection, adaptation, translation and incorporation.</li> <li>• Training to administrators.</li> </ul>	The LB (Region of Epirus) will be responsible for the development of the platform. The rest of the beneficiaries will contribute by enriching the platform with multilingual content.	The platform will be located in Thesprotia while activities of content enrichment will take place in all beneficiaries' locations.
5.3	11/2013	06/2014	50.260,00	Pilot Operation – Fine-tuning – Launch of the Web-GIS Platform <ul style="list-style-type: none"> <li>• Pilot operation of the Web-GIS platform.</li> <li>• User survey concerning the friendliness, the usability and flexibility of the platform.</li> <li>• Fine-tuning of the platform.</li> <li>• Official launch.</li> </ul>	All beneficiaries will participate in testing the platform and in conducting the user survey.	In all beneficiaries' locations.

#### Qualitative and quantitative descriptions of the outputs

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
On March of 2013.	Functional and technical requirements for the Web-GIS platform defining the structure, the format, the capabilities, the features and the presentation of the content.	The LB (Region of Epirus) will be responsible for defining the functional and technical requirements of the Web-GIS platform.	1 set of the Web-GIS functional and technical requirements.



<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
On November of 2013.	Development of the project's Web-GIS platform which will include digitised content regarding natural and cultural resources (with focus on gastronomic tourism) of the areas of all project beneficiaries, GIS information including transport infrastructure information, mobile applications and social media applications within the frame of promoting thematic tourism. Furthermore, content will be multilingual in order to increase accessibility and usability for more end-users.	The LB (Region of Epirus) will be responsible for the development of the Web-GIS platform.	1 Web-GIS Platform for the promotion of thematic tourism.
On August of 2013.	Pilot thematic tourism application concerning the area of Dubrovnik in Croatia, linked and integrated with the Web-GIS platform. The pilot application consists of an ICT information board and the respective SW and will be used locally to promote thematic tourism. The objective is to test the application in conjunction with the platform's operation and create a good practice that could be replicated in the future by other project beneficiaries and other organisations.	DUNEA will be responsible for developing a pilot thematic tourism application.	1 Pilot Thematic Tourism Application consisting of 1 ICT information board and 1 piece of Touristic Software.
On November of 2013.	Training of the administrators of all project beneficiaries in administering, using and enriching the Web-GIS platform.	The LB (Region of Epirus) will conduct the training will all project beneficiaries participating in it.	1 Training of Administrators.
On January of 2014.	User survey concerning the friendliness, the usability and flexibility of the Web-GIS platform. The survey will be targeting project beneficiaries and all stakeholders in their areas. It will be translated in all project languages (6 plus English).	All project beneficiaries with the LB leading and coordinating activities.	1 User survey concerning the friendliness, the usability and flexibility of the Web-GIS platform.
On August of 2014.	Report about the pilot operation of the Web-GIS platform and the fine-tuning conducted.	The LB (Region of Epirus) will be responsible for drafting the report.	1 Report about the pilot operation of the Web-GIS platform.
On July of 2014.	Mobile applications integrated in the Web-GIS platform aiming at increasing accessibility through the use of new communication technologies. The mobile applications will be promoting tourism and the respective products of participating areas. Its functional and technical specifications will be defined along with the specifications of the platform.	Marche Region will be responsible for the integration of mobile applications in the Web-GIS platform.	At least one Mobile Application for the Promotion of Thematic Tourism in participating areas integrated in the Web-GIS platform.
On July of 2014.	Social media (facebook, twitter) applications and pages integrated in the Web-GIS platform aiming at increasing accessibility through the use of new communication technologies. The applications will be promoting tourism and the respective products of participating areas. Their functional and technical specifications will be defined along with the specifications of the platform.	March Region will be responsible for integrating social media applications and pages.	At least one Social Media Application integrated in the Web-GIS platform.
On December of 2013.	Multilingual brochures presenting the Web-GIS platform, its characteristics and features.	All project beneficiaries will participate in the production of the brochures.	8000 Web-GIS platform brochures (2000 in English, 2000 in Italian, 1000 in Greek, 1000 in Croatian, 1000 in Bosnian and 1000 in Albanian).

*Qualitative and quantitative descriptions of the results*

<i>Date of delivery</i>	<i>Description</i>	<i>Beneficiary/ies</i>	<i>Target value</i>
At the end of the project.	Improved accessibility and visibility by tourists to the tourism product of the participating regions through the use of the Web-GIS platform.	All project beneficiaries.	50% increased accessibility and visibility.
At the end of the project.	Bigger number of thematic tourism forms promoted by national, regional and local stakeholders.	All project beneficiaries.	At least 4 different forms of thematic tourism promoted.



At the end of the project.	Raised stakeholder and public awareness about the project, its objectives, activities and results through the use of Web-GIS platform.	All project beneficiaries.	1.000 end-users of the Web-GIS platform.
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*Total amount*

356.420,00 €

## 5.1 Total project budget per WP

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
<i>REGION OF EPIRUS</i>	0,00	61.250,00	92.630,00	63.050,00	73.000,00	160.070,00	450.000,00	23,94
<i>Province of Padua</i>	0,00	43.400,00	104.930,00	100.000,00	85.270,00	16.400,00	350.000,00	18,62
<i>Regional Development Agency of Dubrovnik Neretva County – DUNEA I.I.c.</i>	0,00	33.300,00	34.800,00	42.000,00	61.300,00	88.600,00	260.000,00	13,83
<i>Sarajevo Economic Regional Development Agency SERDA</i>	0,00	33.200,00	38.700,00	43.750,00	74.750,00	29.600,00	220.000,00	11,70
<i>Municipality of Saranda</i>	0,00	31.550,00	35.800,00	40.000,00	88.500,00	24.150,00	220.000,00	11,70
<i>Marche Region - Service Internationalisation, Culture, Tourism, Commerce and Promotional Activities</i>	0,00	49.600,00	121.600,00	70.000,00	101.200,00	37.600,00	380.000,00	20,21
<b>TOTAL</b>	0,00	252.300,00	428.460,00	358.800,00	484.020,00	356.420,00	1.880.000,00	
<b>%</b>	0,00	13,42	22,79	19,09	25,75	18,96		

5.1.1 Total project budget per costs category

	Staff (€)	Overheads (€)	Travel and accommodation (€)	External expertise (€)	Meetings and events (€)	Promotion costs (€)	Equipment (€)	Investments (€)	Fin. charges & guar. (€)	TOTAL (€)	%
<i>REGION OF EPIRUS</i>	15.000,00	0,00	35.000,00	333.000,00	42.000,00	25.000,00	0,00	0,00	0,00	450.000,00	23,94
<i>Province of Padua</i>	95.000,00	5.000,00	25.000,00	180.000,00	30.000,00	15.000,00	0,00	0,00	0,00	350.000,00	18,62
<i>Regional Development Agency of Dubrovnik Neretva County – DUNEA I.I.c.</i>	105.600,00	4.100,00	17.000,00	40.700,00	20.100,00	8.500,00	64.000,00	0,00	0,00	260.000,00	13,83
<i>Sarajevo Economic Regional Development Agency SERDA</i>	115.000,00	5.000,00	20.000,00	50.000,00	20.000,00	10.000,00	0,00	0,00	0,00	220.000,00	11,70
<i>Municipality of Saranda</i>	100.000,00	5.000,00	20.000,00	65.000,00	20.000,00	10.000,00	0,00	0,00	0,00	220.000,00	11,70
<i>Marche Region - Service Internationalisation, Culture, Tourism, Commerce and Promotional Activities</i>	200.000,00	10.000,00	30.000,00	85.000,00	35.000,00	20.000,00	0,00	0,00	0,00	380.000,00	20,21
<b>TOTAL</b>	<b>630.600,00</b>	<b>29.100,00</b>	<b>147.000,00</b>	<b>753.700,00</b>	<b>167.100,00</b>	<b>88.500,00</b>	<b>64.000,00</b>	<b>0,00</b>	<b>0,00</b>	<b>1.880.000,00</b>	
<b>%</b>	<b>33,54</b>	<b>1,55</b>	<b>7,82</b>	<b>40,09</b>	<b>8,89</b>	<b>4,71</b>	<b>3,40</b>	<b>0,00</b>	<b>0,00</b>		

## 5.2 Table of co-financing sources per Beneficiary

Total budget								Total Programme contribution (€)	Beneficiary public/private co-financing (€)	Beneficiary public/private co-financing rate (%)	Total budget (€)	Total budget rate (%)
Programme contribution												
EU co-financing			National co-financing					Total Programme contribution (€)	Beneficiary public/private co-financing (€)	Beneficiary public/private co-financing rate (%)	Total budget (€)	Total budget rate (%)
	IPA (€)	IPA rate of co-financing (%)	State (€)	Regional (€)	Local (€)	Other (€)	National co-financing rate (%)					
<i>REGION OF EPIRUS</i>	382.500,00	85,00	67.500,00	0,00	0,00	0,00	15,00	450.000,00	0,00	0,00	450.000,00	23,94
<i>Province of Padua</i>	297.500,00	85,00	52.500,00	0,00	0,00	0,00	15,00	350.000,00	0,00	0,00	350.000,00	18,62
<i>Regional Development Agency of Dubrovnik Neretva County – DUNEA I.I.c.</i>	221.000,00	85,00	0,00	0,00	0,00	39.000,00	15,00	260.000,00	0,00	0,00	260.000,00	13,83
<i>Sarajevo Economic Regional Development Agency SERDA</i>	187.000,00	85,00	0,00	0,00	0,00	33.000,00	15,00	220.000,00	0,00	0,00	220.000,00	11,70
<i>Municipality of Saranda</i>	187.000,00	85,00	0,00	0,00	0,00	33.000,00	15,00	220.000,00	0,00	0,00	220.000,00	11,70
<i>Marche Region - Service Internationalisation, Culture, Tourism, Commerce and Promotional Activities</i>	323.000,00	85,00	57.000,00	0,00	0,00	0,00	15,00	380.000,00	0,00	0,00	380.000,00	20,21
<b>TOTAL</b>	<b>1.598.000,00</b>		<b>177.000,00</b>	<b>0,00</b>	<b>0,00</b>	<b>105.000,00</b>		<b>1.880.000,00</b>	<b>0,00</b>		<b>1.880.000,00</b>	

### 5.3 Total budget overview per budget lines and per WP

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
Staff	0,00	102.840,00	158.350,00	219.800,00	35.250,00	114.360,00	630.600,00	33,54
Overheads	0,00	29.100,00	0,00	0,00	0,00	0,00	29.100,00	1,55
Travel and accommodation	0,00	82.360,00	48.580,00	0,00	0,00	16.060,00	147.000,00	7,82
External expertise	0,00	38.000,00	100.000,00	139.000,00	323.700,00	153.000,00	753.700,00	40,09
Meetings and events	0,00	0,00	51.030,00	0,00	116.070,00	0,00	167.100,00	8,89
Promotion costs	0,00	0,00	70.500,00	0,00	9.000,00	9.000,00	88.500,00	4,71
Equipment	0,00	0,00	0,00	0,00	0,00	64.000,00	64.000,00	3,40
Investments	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Fin. charges & guar.	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>	0,00	252.300,00	428.460,00	358.800,00	484.020,00	356.420,00	1.880.000,00	
<b>%</b>	0,00	13,42	22,79	19,09	25,75	18,96		

#### 5.4 Total spending forecast per WP and per period

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
01/02/2012 - 30/04/2012	0,00	25.230,00	40.356,00	83.500,00	0,00	10.775,00	159.861,00	8,50
01/05/2012 - 30/06/2012	0,00	25.230,00	40.356,00	84.500,00	0,00	10.775,00	160.861,00	8,56
01/07/2012 - 31/10/2012	0,00	25.230,00	40.356,00	84.500,00	0,00	10.775,00	160.861,00	8,56
01/11/2012 - 31/01/2013	0,00	25.230,00	40.356,00	84.500,00	0,00	14.845,00	164.931,00	8,77
01/02/2013 - 30/04/2013	0,00	25.230,00	28.106,00	11.500,00	81.500,00	65.695,00	212.031,00	11,28
01/05/2013 - 30/06/2013	0,00	25.230,00	70.506,00	10.300,00	81.250,00	83.775,00	271.061,00	14,42
01/07/2013 - 31/10/2013	0,00	25.230,00	33.356,00	0,00	78.000,00	100.775,00	237.361,00	12,63
01/11/2013 - 31/01/2014	0,00	25.230,00	29.356,00	0,00	68.500,00	17.695,00	140.781,00	7,49
01/02/2014 - 30/04/2014	0,00	25.230,00	27.863,00	0,00	63.200,00	17.695,00	133.988,00	7,13
01/05/2014 - 30/06/2014	0,00	15.300,00	29.093,00	0,00	61.000,00	12.335,00	117.728,00	6,26
01/07/2014 - 31/10/2014	0,00	9.930,00	48.756,00	0,00	50.570,00	11.280,00	120.536,00	6,41
<b>TOTAL</b>	0,00	252.300,00	428.460,00	358.800,00	484.020,00	356.420,00	1.880.000,00	
<b>%</b>	0,00	13,42	22,79	19,09	25,75	18,96		

## 5.5 Beneficiaries' budgets per budget lines and per WP

### REGION OF EPIRUS

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
Staff	0,00	3.690,00	3.450,00	4.050,00	1.500,00	2.310,00	15.000,00	3,33
Overheads	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Travel and accommodation	0,00	19.560,00	12.180,00	0,00	0,00	3.260,00	35.000,00	7,78
External expertise	0,00	38.000,00	34.000,00	59.000,00	49.000,00	153.000,00	333.000,00	74,00
Meetings and events	0,00	0,00	21.000,00	0,00	21.000,00	0,00	42.000,00	9,33
Promotion costs	0,00	0,00	22.000,00	0,00	1.500,00	1.500,00	25.000,00	5,56
Equipment	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Investments	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Fin. charges & guar.	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>	0,00	61.250,00	92.630,00	63.050,00	73.000,00	160.070,00	450.000,00	
<b>%</b>	0,00	13,61	20,58	14,01	16,22	35,57		

Province of Padua

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
Staff	0,00	24.000,00	33.000,00	20.000,00	4.000,00	14.000,00	95.000,00	27,14
Overheads	0,00	5.000,00	0,00	0,00	0,00	0,00	5.000,00	1,43
Travel and accommodation	0,00	14.400,00	8.200,00	0,00	0,00	2.400,00	25.000,00	7,14
External expertise	0,00	0,00	38.000,00	80.000,00	62.000,00	0,00	180.000,00	51,43
Meetings and events	0,00	0,00	10.730,00	0,00	19.270,00	0,00	30.000,00	8,57
Promotion costs	0,00	0,00	15.000,00	0,00	0,00	0,00	15.000,00	4,29
Equipment	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Investments	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Fin. charges & guar.	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>	0,00	43.400,00	104.930,00	100.000,00	85.270,00	16.400,00	350.000,00	
%	0,00	12,40	29,98	28,57	24,36	4,69		



	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
Staff	0,00	19.200,00	16.800,00	42.000,00	6.000,00	21.600,00	105.600,00	40,62
Overheads	0,00	4.100,00	0,00	0,00	0,00	0,00	4.100,00	1,58
Travel and accommodation	0,00	10.000,00	5.000,00	0,00	0,00	2.000,00	17.000,00	6,54
External expertise	0,00	0,00	0,00	0,00	40.700,00	0,00	40.700,00	15,65
Meetings and events	0,00	0,00	6.500,00	0,00	13.600,00	0,00	20.100,00	7,73
Promotion costs	0,00	0,00	6.500,00	0,00	1.000,00	1.000,00	8.500,00	3,27
Equipment	0,00	0,00	0,00	0,00	0,00	64.000,00	64.000,00	24,62
Investments	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Fin. charges & guar.	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>	<b>0,00</b>	<b>33.300,00</b>	<b>34.800,00</b>	<b>42.000,00</b>	<b>61.300,00</b>	<b>88.600,00</b>	<b>260.000,00</b>	
<b>%</b>	<b>0,00</b>	<b>12,81</b>	<b>13,38</b>	<b>16,15</b>	<b>23,58</b>	<b>34,08</b>		

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
<i>Staff</i>	0,00	16.200,00	21.600,00	43.750,00	7.500,00	25.950,00	115.000,00	52,27
<i>Overheads</i>	0,00	5.000,00	0,00	0,00	0,00	0,00	5.000,00	2,27
<i>Travel and accommodation</i>	0,00	12.000,00	5.600,00	0,00	0,00	2.400,00	20.000,00	9,09
<i>External expertise</i>	0,00	0,00	0,00	0,00	50.000,00	0,00	50.000,00	22,73
<i>Meetings and events</i>	0,00	0,00	4.000,00	0,00	16.000,00	0,00	20.000,00	9,09
<i>Promotion costs</i>	0,00	0,00	7.500,00	0,00	1.250,00	1.250,00	10.000,00	4,55
<i>Equipment</i>	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<i>Investments</i>	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<i>Fin. charges &amp; guar.</i>	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>	0,00	33.200,00	38.700,00	43.750,00	74.750,00	29.600,00	220.000,00	
<b>%</b>	0,00	15,09	17,59	19,89	33,98	13,45		

Municipality of Saranda

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
Staff	0,00	15.750,00	17.500,00	40.000,00	6.250,00	20.500,00	100.000,00	45,45
Overheads	0,00	5.000,00	0,00	0,00	0,00	0,00	5.000,00	2,27
Travel and accommodation	0,00	10.800,00	6.800,00	0,00	0,00	2.400,00	20.000,00	9,09
External expertise	0,00	0,00	0,00	0,00	65.000,00	0,00	65.000,00	29,55
Meetings and events	0,00	0,00	4.000,00	0,00	16.000,00	0,00	20.000,00	9,09
Promotion costs	0,00	0,00	7.500,00	0,00	1.250,00	1.250,00	10.000,00	4,55
Equipment	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Investments	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Fin. charges & guar.	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>	0,00	31.550,00	35.800,00	40.000,00	88.500,00	24.150,00	220.000,00	
<b>%</b>	0,00	14,34	16,27	18,18	40,23	10,98		

Marche Region - Service Internationalisation, Culture, Tourism, Commerce and Promotional Activities

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
Staff	0,00	24.000,00	66.000,00	70.000,00	10.000,00	30.000,00	200.000,00	52,63
Overheads	0,00	10.000,00	0,00	0,00	0,00	0,00	10.000,00	2,63
Travel and accommodation	0,00	15.600,00	10.800,00	0,00	0,00	3.600,00	30.000,00	7,89
External expertise	0,00	0,00	28.000,00	0,00	57.000,00	0,00	85.000,00	22,37
Meetings and events	0,00	0,00	4.800,00	0,00	30.200,00	0,00	35.000,00	9,21
Promotion costs	0,00	0,00	12.000,00	0,00	4.000,00	4.000,00	20.000,00	5,26
Equipment	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Investments	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Fin. charges & guar.	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
<b>TOTAL</b>	<b>0,00</b>	<b>49.600,00</b>	<b>121.600,00</b>	<b>70.000,00</b>	<b>101.200,00</b>	<b>37.600,00</b>	<b>380.000,00</b>	
<b>%</b>	<b>0,00</b>	<b>13,05</b>	<b>32,00</b>	<b>18,42</b>	<b>26,63</b>	<b>9,89</b>		

## 5.6 Beneficiaries' spending forecast per WP and per period

### REGION OF EPIRUS

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
01/02/2012 - 30/04/2012	0,00	6.125,00	9.263,00	15.000,00	0,00	0,00	30.388,00	6,75
01/05/2012 - 30/06/2012	0,00	6.125,00	9.263,00	15.000,00	0,00	0,00	30.388,00	6,75
01/07/2012 - 31/10/2012	0,00	6.125,00	9.263,00	15.000,00	0,00	0,00	30.388,00	6,75
01/11/2012 - 31/01/2013	0,00	6.125,00	9.263,00	15.000,00	0,00	4.070,00	34.458,00	7,66
01/02/2013 - 30/04/2013	0,00	6.125,00	1.263,00	2.000,00	15.000,00	50.000,00	74.388,00	16,53
01/05/2013 - 30/06/2013	0,00	6.125,00	22.263,00	1.050,00	15.000,00	50.000,00	94.438,00	20,99
01/07/2013 - 31/10/2013	0,00	6.125,00	4.263,00	0,00	13.000,00	50.000,00	73.388,00	16,31
01/11/2013 - 31/01/2014	0,00	6.125,00	4.263,00	0,00	8.000,00	2.000,00	20.388,00	4,53
01/02/2014 - 30/04/2014	0,00	6.125,00	4.263,00	0,00	8.000,00	2.000,00	20.388,00	4,53
01/05/2014 - 30/06/2014	0,00	4.000,00	2.000,00	0,00	8.000,00	1.000,00	15.000,00	3,33
01/07/2014 - 31/10/2014	0,00	2.125,00	17.263,00	0,00	6.000,00	1.000,00	26.388,00	5,86
<b>TOTAL</b>	0,00	61.250,00	92.630,00	63.050,00	73.000,00	160.070,00	450.000,00	
<b>%</b>	0,00	13,61	20,58	14,01	16,22	35,57		

## Province of Padua

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
01/02/2012 - 30/04/2012	0,00	4.340,00	10.493,00	24.000,00	0,00	1.640,00	40.473,00	11,56
01/05/2012 - 30/06/2012	0,00	4.340,00	10.493,00	24.000,00	0,00	1.640,00	40.473,00	11,56
01/07/2012 - 31/10/2012	0,00	4.340,00	10.493,00	24.000,00	0,00	1.640,00	40.473,00	11,56
01/11/2012 - 31/01/2013	0,00	4.340,00	10.493,00	24.000,00	0,00	1.640,00	40.473,00	11,56
01/02/2013 - 30/04/2013	0,00	4.340,00	10.493,00	2.000,00	13.000,00	1.640,00	31.473,00	8,99
01/05/2013 - 30/06/2013	0,00	4.340,00	10.493,00	2.000,00	13.000,00	1.640,00	31.473,00	8,99
01/07/2013 - 31/10/2013	0,00	4.340,00	10.493,00	0,00	12.000,00	1.640,00	28.473,00	8,14
01/11/2013 - 31/01/2014	0,00	4.340,00	4.493,00	0,00	12.000,00	1.640,00	22.473,00	6,42
01/02/2014 - 30/04/2014	0,00	4.340,00	6.000,00	0,00	12.000,00	1.640,00	23.980,00	6,85
01/05/2014 - 30/06/2014	0,00	2.340,00	10.493,00	0,00	12.000,00	1.000,00	25.833,00	7,38
01/07/2014 - 31/10/2014	0,00	2.000,00	10.493,00	0,00	11.270,00	640,00	24.403,00	6,97
<b>TOTAL</b>	0,00	43.400,00	104.930,00	100.000,00	85.270,00	16.400,00	350.000,00	
<b>%</b>	0,00	12,40	29,98	28,57	24,36	4,69		

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
01/02/2012 - 30/04/2012	0,00	3.330,00	3.480,00	10.000,00	0,00	0,00	16.810,00	6,47
01/05/2012 - 30/06/2012	0,00	3.330,00	3.480,00	10.000,00	0,00	0,00	16.810,00	6,47
01/07/2012 - 31/10/2012	0,00	3.330,00	3.480,00	10.000,00	0,00	0,00	16.810,00	6,47
01/11/2012 - 31/01/2013	0,00	3.330,00	3.480,00	10.000,00	0,00	0,00	16.810,00	6,47
01/02/2013 - 30/04/2013	0,00	3.330,00	3.480,00	1.000,00	10.000,00	4.920,00	22.730,00	8,74
01/05/2013 - 30/06/2013	0,00	3.330,00	5.480,00	1.000,00	10.000,00	24.000,00	43.810,00	16,85
01/07/2013 - 31/10/2013	0,00	3.330,00	1.480,00	0,00	10.000,00	40.000,00	54.810,00	21,08
01/11/2013 - 31/01/2014	0,00	3.330,00	3.480,00	0,00	10.000,00	4.920,00	21.730,00	8,36
01/02/2014 - 30/04/2014	0,00	3.330,00	2.480,00	0,00	10.000,00	4.920,00	20.730,00	7,97
01/05/2014 - 30/06/2014	0,00	2.000,00	2.480,00	0,00	10.000,00	4.920,00	19.400,00	7,46
01/07/2014 - 31/10/2014	0,00	1.330,00	2.000,00	0,00	1.300,00	4.920,00	9.550,00	3,67
<b>TOTAL</b>	0,00	33.300,00	34.800,00	42.000,00	61.300,00	88.600,00	260.000,00	
<b>%</b>	0,00	12,81	13,38	16,15	23,58	34,08		

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
01/02/2012 - 30/04/2012	0,00	3.320,00	3.870,00	10.000,00	0,00	2.960,00	20.150,00	9,16
01/05/2012 - 30/06/2012	0,00	3.320,00	3.870,00	10.000,00	0,00	2.960,00	20.150,00	9,16
01/07/2012 - 31/10/2012	0,00	3.320,00	3.870,00	10.000,00	0,00	2.960,00	20.150,00	9,16
01/11/2012 - 31/01/2013	0,00	3.320,00	3.870,00	10.000,00	0,00	2.960,00	20.150,00	9,16
01/02/2013 - 30/04/2013	0,00	3.320,00	1.870,00	2.000,00	11.000,00	2.960,00	21.150,00	9,61
01/05/2013 - 30/06/2013	0,00	3.320,00	5.870,00	1.750,00	10.750,00	1.960,00	23.650,00	10,75
01/07/2013 - 31/10/2013	0,00	3.320,00	3.870,00	0,00	11.000,00	2.960,00	21.150,00	9,61
01/11/2013 - 31/01/2014	0,00	3.320,00	3.870,00	0,00	10.000,00	2.960,00	20.150,00	9,16
01/02/2014 - 30/04/2014	0,00	3.320,00	1.870,00	0,00	11.000,00	2.960,00	19.150,00	8,70
01/05/2014 - 30/06/2014	0,00	2.000,00	1.870,00	0,00	10.000,00	2.000,00	15.870,00	7,21
01/07/2014 - 31/10/2014	0,00	1.320,00	4.000,00	0,00	11.000,00	1.960,00	18.280,00	8,31
<b>TOTAL</b>	0,00	33.200,00	38.700,00	43.750,00	74.750,00	29.600,00	220.000,00	
<b>%</b>	0,00	15,09	17,59	19,89	33,98	13,45		



Municipality of Saranda

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
01/02/2012 - 30/04/2012	0,00	3.155,00	3.250,00	9.500,00	0,00	2.415,00	18.320,00	8,33
01/05/2012 - 30/06/2012	0,00	3.155,00	3.250,00	9.500,00	0,00	2.415,00	18.320,00	8,33
01/07/2012 - 31/10/2012	0,00	3.155,00	3.250,00	9.500,00	0,00	2.415,00	18.320,00	8,33
01/11/2012 - 31/01/2013	0,00	3.155,00	3.250,00	9.500,00	0,00	2.415,00	18.320,00	8,33
01/02/2013 - 30/04/2013	0,00	3.155,00	1.000,00	1.000,00	15.000,00	2.415,00	22.570,00	10,26
01/05/2013 - 30/06/2013	0,00	3.155,00	4.800,00	1.000,00	15.000,00	2.415,00	26.370,00	11,99
01/07/2013 - 31/10/2013	0,00	3.155,00	3.250,00	0,00	14.500,00	2.415,00	23.320,00	10,60
01/11/2013 - 31/01/2014	0,00	3.155,00	3.250,00	0,00	11.000,00	2.415,00	19.820,00	9,01
01/02/2014 - 30/04/2014	0,00	3.155,00	3.250,00	0,00	11.000,00	2.415,00	19.820,00	9,01
01/05/2014 - 30/06/2014	0,00	2.000,00	2.250,00	0,00	11.000,00	1.415,00	16.665,00	7,57
01/07/2014 - 31/10/2014	0,00	1.155,00	5.000,00	0,00	11.000,00	1.000,00	18.155,00	8,25
<b>TOTAL</b>	0,00	31.550,00	35.800,00	40.000,00	88.500,00	24.150,00	220.000,00	
<b>%</b>	0,00	14,34	16,27	18,18	40,23	10,98		

Marche Region - Service Internationalisation, Culture, Tourism, Commerce and Promotional Activities

	WP0 (€)	WP1 (€)	WP2 (€)	WP3 (€)	WP4 (€)	WP5 (€)	TOTAL (€)	%
01/02/2012 - 30/04/2012	0,00	4.960,00	10.000,00	15.000,00	0,00	3.760,00	33.720,00	8,87
01/05/2012 - 30/06/2012	0,00	4.960,00	10.000,00	16.000,00	0,00	3.760,00	34.720,00	9,14
01/07/2012 - 31/10/2012	0,00	4.960,00	10.000,00	16.000,00	0,00	3.760,00	34.720,00	9,14
01/11/2012 - 31/01/2013	0,00	4.960,00	10.000,00	16.000,00	0,00	3.760,00	34.720,00	9,14
01/02/2013 - 30/04/2013	0,00	4.960,00	10.000,00	3.500,00	17.500,00	3.760,00	39.720,00	10,45
01/05/2013 - 30/06/2013	0,00	4.960,00	21.600,00	3.500,00	17.500,00	3.760,00	51.320,00	13,51
01/07/2013 - 31/10/2013	0,00	4.960,00	10.000,00	0,00	17.500,00	3.760,00	36.220,00	9,53
01/11/2013 - 31/01/2014	0,00	4.960,00	10.000,00	0,00	17.500,00	3.760,00	36.220,00	9,53
01/02/2014 - 30/04/2014	0,00	4.960,00	10.000,00	0,00	11.200,00	3.760,00	29.920,00	7,87
01/05/2014 - 30/06/2014	0,00	2.960,00	10.000,00	0,00	10.000,00	2.000,00	24.960,00	6,57
01/07/2014 - 31/10/2014	0,00	2.000,00	10.000,00	0,00	10.000,00	1.760,00	23.760,00	6,25
<b>TOTAL</b>	0,00	49.600,00	121.600,00	70.000,00	101.200,00	37.600,00	380.000,00	
<b>%</b>	0,00	13,05	32,00	18,42	26,63	9,89		

6. Timeplan

Month Activity	2012											2013											2014								Tot. act. cost
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
WP0	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	0,00
act. 1.1																															181.460,00
act. 1.2																															70.840,00
act. 2.1																															132.490,00
act. 2.2																															174.720,00
act. 2.3																															40.200,00
act. 2.4																															81.050,00
act. 3.1																															51.915,00
act. 3.2																															86.460,00
act. 3.3																															75.325,00
act. 3.4																															73.325,00
act. 3.5																															71.775,00
act. 4.1																															306.770,00
act. 4.2																															177.250,00
act. 5.1																															49.875,00
act. 5.2																															256.285,00
act. 5.3																															50.260,00
																															<b>1.880.000,00</b>