



LEADER
EESTI



The European Agricultural Fund
for Rural Development:
Europe investing in rural areas



Karhuseutu

Cooperation agreement for LEADER Trans-national cooperation project

ONE BELT ONE ROUTE - BALTIC SILK ROUTE

Project acronym: ONE

Article 1

Objective of the TNC project

The following agreement is made between

Partner no 1 (Lead/coordinating Partner)

Organisation name (acronym): LAG KARHUSEUTU

Organisation name (full): LEADER KARHUSEUTU

Postal address: ITSENÄISYYDENKATU 35 A 16

Postcode: 28130

Town/City: PORI

Country: FINLAND

Partner no 2 (cooperating partner)

Organisation name (acronym): LAG Hiiumaa

Organisation name (full): Local Action Group Hiiumaa

Postal address: Vabrikuväljak 1

Postcode: 92411

Town/City: Kardla

Country: Estonia

Partner no 3 (cooperating partner)

Organisation name (acronym): LGD PUSZCZA KNYSZYŃSKA

Organisation name (full): LOKALNA GRUPA DZIAŁANIA-PUSZCZA KNYSZYŃSKA

Postal address: Piłsudskiego 17,

Postcode: 16-030

Town/City: Supraśl

Country: Poland

*Hereinafter all together referred to as "Cooperation Partners", expresses their common commitment to implement the project „**ONE BELT ONE ROUTE - BALTIC SILK ROUTE**” in partnership in accordance with the detailed schedule of activities and budget breakdown as set in the annex of the agreement.*

Article 2

Working languages

The working language is English, as agreed by the cooperation project partners

Article 3

General clauses relating to entry into force, duration, closure and place of implementation

The agreement enters in force after the approval by the General Assembly or Board of the partner LAGs, and notification thereof by at least two Managing Authorities (MAs) or other national/regional authorities responsible for TNC project approval relevant to the territories in which the cooperation partners operate.

The duration of the project is, from 1st of August 2017 up to 31st of March 2019.

The locations/territories of the project activities are: Finland, Estonia, Poland and China.

Article 4

Obligations, responsibilities, liability

Partners hereby state, verify and approve the information contained in the Annex according to the project activity schedule and budget breakdown

- *The Lead partner of the project is the LAG Karhuseutu (Finland) implementing partner: PRIZZTECH. The obligations and responsibilities of the lead/coordinating partner is to coordinate of joint actions within the project, development of monitoring indicators, monitoring procedures, evaluation and follow-up activities, continuous communication and liaising with project partners, reporting and support project by the Chinese presents according to the seminars.*
- *The obligations and responsibilities of the cooperating partners: to fulfill the commonly agreed project activity schedule and objectives of the project which partners are responsible for, ensure the funding for their share of the budget of the project and joint and local actions; to report to the project partners and lead/coordinating partner, communicate and liaising with project partners and the lead/coordinating partner, joint development of monitoring indicators, monitoring procedures and evaluation according to national rules.*
- *Limited liability of any cooperation partner in case of force majeure: In case of force majeure the project results achieved so far will be reported to General Meeting/Board of LAGs and MAs*
- *Limited liability of other project partners due to any damages and costs resulting from the non-compliance of any of the cooperation partners. Other partners are non liable to the damages and costs resulting from the non-compliance of any of the cooperation partners.*

Article 5

Changes in the partnership

- *Changes in the partnership are done by written amendment agreed and signed by all of the cooperation partners in cases of extending the partnership: new cooperation partner(s) enter(s);*

- or one (or more) cooperation partner(s) leave(s) the partnership.
- In case of the need to modify the budget by one or more partners, the modification should not have affect the overall aim of the project. In case extending the partnership the budget will increase according to the budget of new entering partner. In case of any of the partners leaves the partnership the common budget will be decreased accordingly.
 - Partners are obliged to notify relevant authorities of the changes in the project in due course.
 - Changes of the agreed issues should be done in the steering group. It can be in the meetings or submitted via mail to all partners and accepted by email confirmation.

Article 6

Project management

- Partners communicate between each other via electronic communication tools like email, skype etc.
- Project management committee (steering committee) will consist of legal representatives from each participating LAGs and implementing partners. At least two nominated persons from each partners.
- Secretariat of the project management committee will be provided from the hosting partner.
- At least once a year meetings will be carried out during common events.
- Partners are responsible to inform the other partners about obstacles to the implementation of the tasks, including the risk of exceeding the agreed deadline for task completion.
- The leading partner is responsible for collection and archiving of collaborative documentation of the whole project according to monitoring and evaluation rules. If some partners need some extra documentation it's in their own responsibility. Partners are responsible for collection and archieving of documentation of their project activities according to monitoring and evaluation rules in applying country.

Article 7

Dispute resolution, applicable law

- First and preferred means of dispute resolution will be done by amicable settlement.
- In case of failure of amicable agreement, the applicable jurisdiction is of the MS/region of the lead/coordinating partner i.e Finland.
- For purposes of dispute resolution at court the English version of the text of this agreement and its annexes is applicable.

Article 8

Amendment of the agreement

- Only by written amendment agreed and signed by all of the cooperation partners are valid
- Any amendments to the agreement to be communicated to the relevant authorities in due course.

This agreement has been finalised in Pori, Finland.

Date

Signatories

LAG Karhuseutu

LAG code in list of LAG s (<http://ec.europa.eu/sfc/en/2014/support-ms/tnc>)

Registration code

Name of representative Jaana Mälkki Language spoken/understood Finnish, Swedish, English,

Spanish

Name of the official representative (signature)

Salme Pihlajamaa, Action manager

Timo Wallin, chair of the board

Place Itsenäisyydenkatu 35 A 16, 28130 PORI, Finland

Telephone . +358 440926926

E-mail jaana.malkki@karhuseutu.fi

Date

LAG Hiiumaa

LAG code in list of LAG s: EE-017

Registration code: 8 0 2 3 5 9 2 9

Name of representative (project contact). Reet Kokovkin

Language spoken/understood: Estonian, English, Russian, Finnish

Name of the official representative (signature): Jan Ignahhin

Position: President of the Board of the LAG

Place (address, including country): Vabrikuväljak 1, 92411 Kärdla, Estonia

Telephone +372 5178597

E-mail: info@kogu.hiiumaa.ee

Date

LAG Knyszynska Forest

LAG code in list of LAG s - PL - 186

Registration code: 062956564

Name of representative (project contact). Adam Kamiński Language spoken/understood English

Name of the official representative (signature) Adam Kamiński

Position President of the Board of the LAG

Name of the official representative (signature) Marta Małeczka-Dobrogowska

Position Board Member of the LAG

Place (address, including country) Piłsudskiego 17, 16-030 Suprasł, Poland

Telephone+48857108850

E-mail akaminski@puszczaknyszynska.org; mmalecka@puszczaknyszynska.org

Date

ANNEX 1: Description of project activities

1.1 Description of the general and specific objectives of the project

As it was evaluated in the preparatory projects conducted in Estonia (LAG Hiiumaa) and Poland (LAG Knyszynska Forest) under coordination of Finland (LAG Karhuseutu) it has been revealed the need for implementing innovative approach towards in forming business contact between China and Europe. Innovation part of the TNC project is to introduce new approach to establishing the contacts through the public sector not just in private level.

According to Preparatory Projects the cultural training on was conducted by all Partners to understand Chinese business culture and scenario elaborated for the Chinese collaboration Start of the elaboration of Baltic Route

The overall objective of the project is to develop, jointly with the transnational partners and implement model of Baltic Touristic Route as a innovative solutions for business sector to China by the end of march 2019, using adequate means of support, a management system and

know-how exchange.

The overall objective shall be achieved through the following **specific objectives**:

- to have a lot of tourists from China to our regions to increase the number of Chinese tourists in our regions
- to teach Chinese to be tourism entrepreneurs to tutor Chinese rural entrepreneurs on EU tourism know-how
- to learn how tourism is done in China and what they need
- to know how to market China
- to strengthen the business contacts between entrepreneurs of our regions and China
- to learn what skills are needed to be able to cooperate with Chinese countryside companies
- to learn the protocol when dealing with the actors of the Chinese public sector

FINLAND:

The aims of the project accomplish:

The main themes of the Otso osaa program are:

1. *Services and living*
2. *Employment, innovation and know-how*
3. *Tourism, culture and events*
4. *Environment and energy.*

Vision: LAG Karhuseutu is has a lot of actions and has a lot of networks in locally and internationally. Our strengts are diversity of the small businesses, active villages, pure nature and attractive tourism

ESTONIA:

The aims of the project accomplish according to the Local Strategy aims :

According to strategic measure 3 the project is: innovative; involve research and development institutions; introducing new products and services; create new jobs; valorise local resources and skills or expand their use; develop tourist infrastructure and services; Implement the UNESCO program "Man and Biosphere"

POLAND:

The aims of the project accomplish Local Strategy of Knyszynska Local Action Group - GOAL III: Promote the area of Local Action Group Knyszynska Forest by strengthening LGD brand Knyszyn Forest and professionalization of LGD activities up to 2020 (23) year; Specific goal: Promotion and networking identified local Offer of Local Action Group Knyszynska Forest ACTIVITY: III.1.3. Support for transnational cooperation in the field of tourism and local heritage - cooperation project and accomplish GOAL II ; specific goal II.2: Support for socio-economic development in the Knyszyn Forest - investments in key development domains of the area, including NATURA 2000.

1.2 Description of target groups

European: public sector from 3 Partners countries, local entrepreneurs, local associations;
Chinese: public and private sector representatives participating in thematic seminars

1.3 Description of joint actions

- Cultural Training and Research on Chinese needs /as a report on desk research (available datas/reports) - partners will share all available reports
- Starting with pre-proposal - “example” package - 2 days package in every country - to be discussed with Chinese
- Seminars: During project meetings: *Thematic seminars with entrepreneurs in partner countries in topics concerning economic contacts with Chinese: f.ex. agriculture, rural development, manufacturing, healthcare, tourism, organic food – basing on specific local needs (*to learn about the special needs (culture, hospitality standards, expectations) of tourist from third countries (incl China) a study based on existing knowledge
- Exchange Entrepreneurs/experts: to organise the exchange of experience on business development by sending the entrepreneurs to China to learn Chinese economy to teach Leader approach.
- Tourism Package: create tourism packages with partners for the market in third countries (incl China). Package can be bus tour Finland - Estonia - Poland. Feedback from Chinese groups; Organising small test trip - by the partnership - seminars in Partners’ countries separately country by country
- to elaborate a study program for Chinese partners on rural tourism

1.4 Schedule of activities

Activity (joint action / local action)	Target Group/Location	Responsible/participating project partner(s)	Schedule (duration)	Key output
<p>First Thematic Seminar within the Baltic route touristic package</p> <p>First project steering meeting</p>	<p>Entrepreneurs/public sector/partners</p> <p>Location: POLAND;</p>	<p>RESPONSIBLE: LAG Knyszynska Forest</p> <p>For China delegation: Implementing partner PRIZZTECH/ LAG KARHUSEUTU</p> <p>PARTICIPATING: PRIZZTECH/LAG KARSEAUTU; LAG HIUMAA; LAG Knyszynska Forest</p>	<p>AUTUMN 2017 - (WINTER 2017-2018)</p>	<p>Linking local entrepreneurs with Chinese public sector and local target groups</p> <p>Testing suitability of the Baltic Route for the Chinese customers</p> <p>Exchange experiences in fields that the partners are interested in</p> <p>Share good practices related to Rural Tourism, Package</p>
<p>Second Thematic Seminar within the Baltic route touristic package</p> <p>Second project steering meeting</p>	<p>Entrepreneurs/public sector/partners</p> <p>Location: FINLAND;</p>	<p>RESPONSIBLE: PRIZZTECH/LAG KARHUSEUTU;</p> <p>PARTICIPATING: LAG HIUMAA; LAG Knyszynska Forest</p>	<p>WINTER (f.ex. February 2018)</p>	<p><i>E-health and UNESCO PROTECTION</i> (for CHINA COOPERATION)</p> <p>Learn through meetings, training sessions or collecting the best practices associated with the touristic market.</p> <p>Direct exchange of experiences through meetings of technical staff and representatives of the partnerships concerned</p> <p>Collect experiences related to the entrepreneurs taking part in the project activities.</p>

<p>Third Thematic Seminar within the Baltic route touristic package</p> <p>Third project steering meeting</p>	<p>Entrepreneurs/public sector/partners</p> <p>Location: ESTONIA;</p>	<p>RESPONSIBLE: LAG HIIUUMA</p> <p>PARTICIPATING: PRIZZTECH/LAG KARHUSEUTU; LAG HIUMAA; LAG Knyszynska Forest</p>	<p>08.2018 – 09.2018</p>	<p>Associate the activity with other side-activities that will be carried out during the workshops.</p>
<p>Preparation of the marketing tool in the form of e-publications on Partners websites titled "BALTIC ROUTE"</p>	<p>Entrepreneurs/public sector/tour operators/tourists</p> <p>Location: FINLAND/ ESTONIA/POLAND;</p>	<p>Responsible: Implementing partner PRIZZTECH/ LAG KARHUSEUTU</p> <p>Partners: PARTICIPATING: LAG HIIUMAA; LAG Knyszynska Forest</p> <p>Supporting Institution: Chinese Tourism association for the promotion of Rural & Bio-Technological Developments & Cultural exchanges</p>	<p>9.2018-03.2019</p>	<p>- the e-publication of BALTIC ROUTE ... in the form of a report. Prepare the sub content of the publication. Cultural editing of the report. DTP and technical editing of the report. Linguistic editing of the report. Publication cover design. Print the publication BALTIC ROUTE ...</p>
<p>Marketing of the Baltic Route for the Chinese tour operators</p>	<p>China</p>	<p>Responsible: Implementing partner PRIZZTECH/ LAG KARHUSEUTU</p> <p>Participating and supporting: Chinese Tourism association for the promotion of Rural & Bio-Technological Developments & Cultural exchanges</p>	<p>9.2017-03.2019</p>	<p>Contracts with the Chinese tour operators</p> <p>Chinese partners from public and private sector taking part in 3 thematic seminars</p>
<p>Exchange Entrepreneurs/experts: to organise the exchange of experience on business development by sending the entrepreneurs to China to learn Chinese economy/to teach Leader approach</p>	<p>China</p>	<p>Responsible: Implementing partner PRIZZTECH/ LAG KARHUSEUTU</p> <p>PARTICIPATING: LAG HIIUMAA; LAG Knyszynska Forest</p> <p>Supporting: Chinese Tourism association for the promotion of Rural & Bio-Technological Developments & Cultural exchanges</p>	<p>1.08.2017-30.03.2019</p>	<p>Entrepreneurs learn Chinese economy</p> <p>Experts will teach Leader approach</p>

1.5 *Expected results and impacts of the international cooperation project*

The following results and products are planned to be obtained under the established trans-national cooperation:

EXPECTED RESULTS:

- to have a lot of tourists from China to our regions to increase the number of Chinese tourist in our regions
- to teach chinese to be tourism entrepreneurs to tutor Chinese rural entrepreneurs on EU tourism know how
- to learn how tourism is done in China and what they need
- to know how to market China
- to strengthen the business contacts between entrepreneurs of our regions and China
- to learn what skills are needed to be able to cooperate with Chinese countryside companies
- to learn the protocol when dealing with the actors of the Chinese public sector

EXPECTED PRODUCTS:

- 3 thematic seminars

I. within the Baltic route touristic package - Poland – Region of Podlaskie with economic theme for cooperation with China – f.ex. *Organic Food Processing/Manufacturing/NATURE 2000 protection (basing on needs)* cooperation area

II. within the Baltic route touristic package - Finland – Region of Pori with economic theme for cooperation with China – f.ex. *Automatization (basing on needs)* cooperation area

III. within the Baltic route touristic package - Estonia – Region of Hiiumaa with economic theme for cooperation with China – f.ex. *E-health and UNESCO MAB program for nature protection (basing on needs)* cooperation area

- a report in the form of e-publications on Partners websites

1.66 *Breakdown of project budget by cooperation partner*

No	Name of cooperation partner	Planned maximum budget
1	LAG KARHUSEUTU	71294
2	LAG KNYSZYNSKA FOREST	23500
3	LAG HIIUMAA	30000

- Partners are planning local actions supporting joint activities of the project according to their local needs.
- in the project there are no common costs

Attachements:

LOI – FINLAND
LOI – ESTONIA
LOI – POLAND
LOI - CHINA

Signatures:

Local Action Group Karhuseutu

Salme Pihlajamaa - Action Manager

Timo Wallin - President of the Board

Local Action Group Hiiumaa Cooperation Network

Jan Ignahhin - President of the Board

Local Action Group Knyszynska Forest

Adam Kaminski - President of the Board
Member

Marta Małecko-Dobrogowska - Board



