

Summary



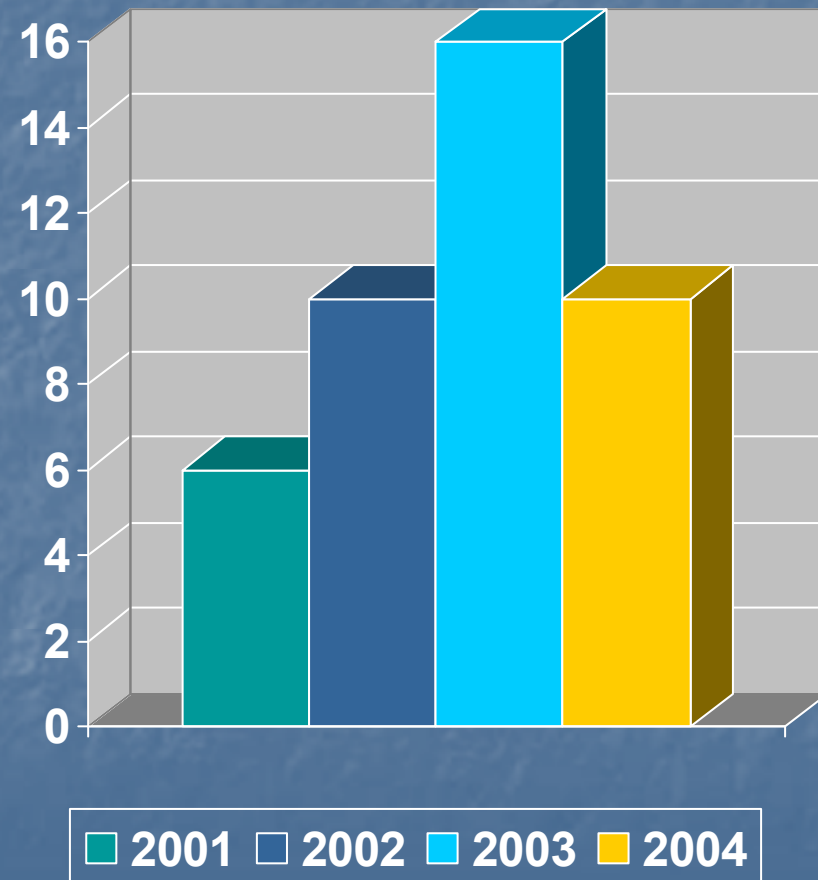
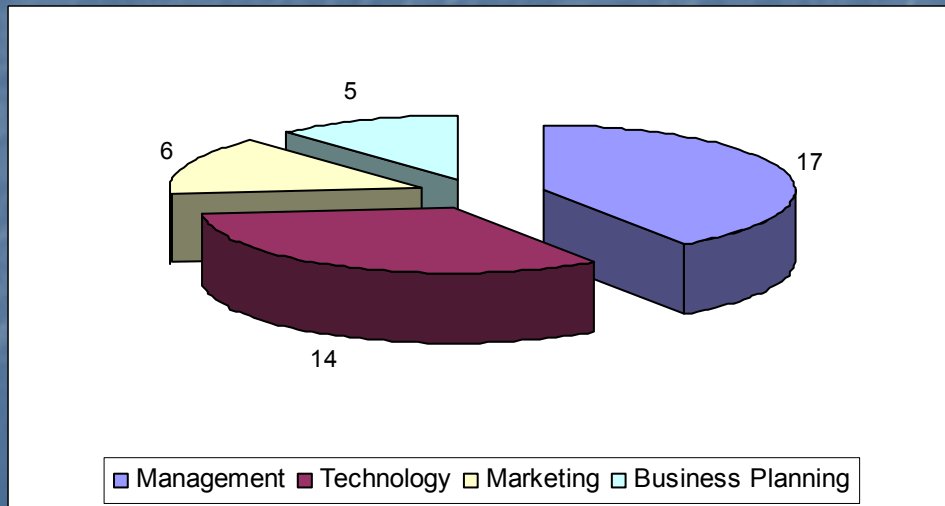
During the period April 2001 – December 2004 FAEL Foundation supported through consultations, training and market information about 400 small and medium-sized enterprises involved mainly in the processing of agricultural and forestry products

Significant results were achieved by:

- ❖ Promoting entrepreneurship as an important prerequisite for development of civic society;
- ❖ Decreasing unemployment by creating more than 150 new jobs in the firms that received support;
- ❖ Improving the ecological situation in the area through the introduction of environmentally-friendly and energy-saving technologies;
- ❖ Creating conditions for sustainable development by the use of local renewable resources.

Seminars

- ❖ 42 seminars were held and 370 entrepreneurs were trained in the field of management, business planning and the introduction of new technologies during the period April 2001 – December 2003.



Consultations

- ❖ **The SMEs based in the region were given about 280 individual consultations.**
- ❖ **Some of them were provided by the Foundation's team but the predominant part were given by external experts – both Bulgarian and Swiss.**
- ❖ **The consultations were tailor-made to SME's specific needs.**
- ❖ **With FAEL's support technological audit was carried out of 14 firms involved in wood processing, dairy processing and production of essential oils.**

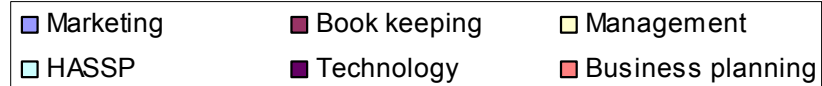
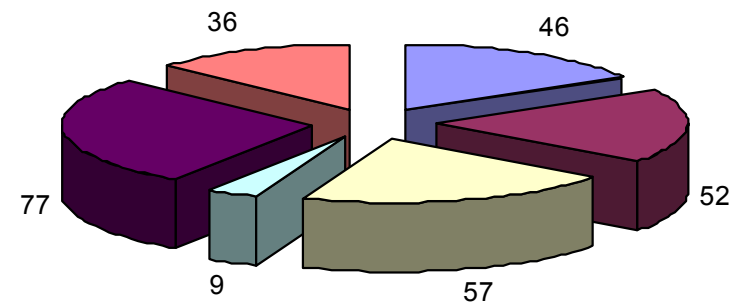


The Swiss expert Mr. Ehrat shares his skills with the Bulgarian entrepreneur Hristo Yovchevski..

Between 2001 – 2003 with the help of FAEL 16 Bulgarian firms were given consultations by Swisscontact experts.

Consultations

By topics



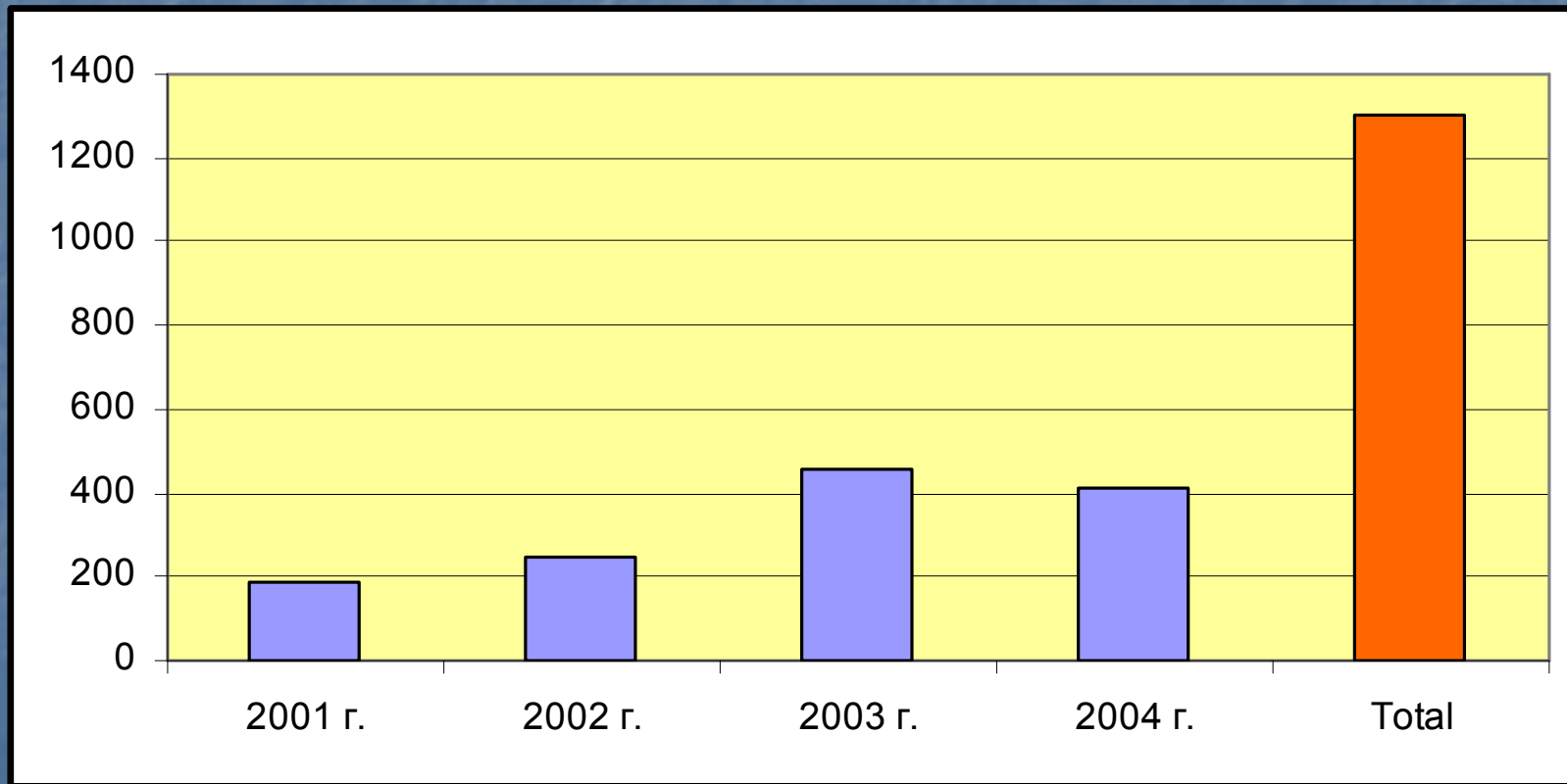
Business Missions

A total of 84 Bulgarian entrepreneurs were acquainted with experience abroad with the help of FAEL's 15 Business Missions

- | | | |
|--|-----------|------------|
| ■ New technologies in dairy processing | 2001 | CH |
| ■ Management of a small firm | 2001 | RO |
| ■ New technologies in wood processing | 2001 | CH |
| ■ Marketing of dry fruit and vegetables | 2002/2004 | D (SIPPO) |
| ■ Marketing of furniture | 2002 | CH |
| ■ New cheeses | 2002/2004 | CH, F |
| ■ Marketing of dry fruit and vegetables | 2003 | CH (SIPPO) |
| ■ Technologies for furniture enterprises | 2003 | CH, D |
| ■ GMPs and HACCP in dairy processing | 2003 | CH |
| ■ Marketing of furniture firms | 2003 | I, F |
| ■ Financial management of a small firm | 2003 | CH |
| ■ New technologies in wood processing | 2003 | CH |
| ■ Confectionery | 2004 | CH |

Credit Guarantees

Guarantees given for investment credits
with the FAEL assistance
01/2001 – 12/2004 ('000 BGN)



Supporting Literature

During the period 2001 – 2004 FAEL published the following 9 brochures:

- "HACCP Manual" (Hazard Analysis of Critical Control Points)
- "Staff and Work Place Hygiene in Dairy Processing Enterprises"
- "Staff and Work Place Hygiene in Meat Processing enterprises"
- "Organic Honey"
- "History of Crafts in the Mid Stara Planin Mountain"
- "Advertising in the Small Firm"
- "The Business Plan in the Investment Process of the Small Firm"
- "How to Conduct Business Negotiations"
- "How to finance Our Business"



Other Projects

2003 - Phare/Access Project: "Support for the introduction of the HACCP System of fully safe dairy foods"

Products:

Brochure "The Basics of the HACCP system"
Five articles in specialized periodicals.
104 representatives of 83 dairy
processing enterprises gained more
information about the HACCP system.

2002 BSFP - Four seminars

In Velingrad, Bansko, Batak,
Gabrovo

- **50 entrepreneurs gained new important knowledge**
- **Practical skills through exchange of good production practices**
- **Established contacts between firms**

2004 - 2005 - Leonardo da Vinci Project: "Developing Marketing Skills in Historical Tourism"

The work program includes three weeks
practice in Spoleto (Italy) for two groups of pupils
(one from each high school in
Pleven and Veliko Turnovo)

The project implementation
is taking place in partnership with the
Italian Umbria training center.

The Leonardo Program participation
amounts at EUR 26,850.

