

## Outputs

Purchased and equipped **1 Mobile Business Fair centre** in Pskov (Russia) - 500 m<sup>2</sup>, **Small Mobile Fair centre** 150 m<sup>2</sup>, Business fair **equipment**

Existing Hall in Madona (Latvia) equipped with **modern Business fair equipment and furniture** and **2 outdoor monitors** for entrepreneurs installed

Totally **52 business events** (14 regional business fairs (2 LAT; 10 RUS; 2 EST); 3 National business fairs (1 LAT; 1 RUS; 1 EST), 13 seminars (2 LAT; 7 RUS; 4 EST), 10 B2B meetings, 2 Open air business fairs, 3 regional presentations (1 LAT; 1 RUS; 1 EST), 7 round table discussions) were organized to encourage establishment of close links for future cooperation in the sphere of entrepreneurship

SMEs have signed **11 cooperation intents** and confirmed their future plans to expand cross-border business

**3600 Leaflets** (2400 LAT; 1000 RUS; 200 EST), **4350 Brochures** (1000 LAT; 1350 RUS; 2000 EST), **21 Newsletters** in Russian published, **11 TV/radio** broadcasts (5 LAT, 6 RUS)

Feasibility study, marketing plan, detail planning and **technical documentation for 8 investment areas** in 6 municipalities in Võru county (Estonia)

**Information package for investors** - website, brochure and marketing tools elaborated







*Small mobile fair centre (Russia)*

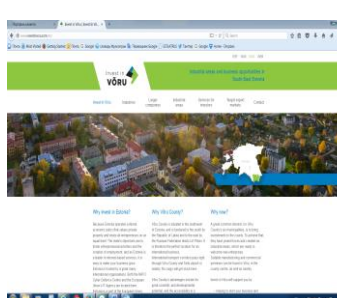
[www.cbclift.com](http://www.cbclift.com)



*Opening of exhibition hall in Pskov (Russia)*



*Regional business fair (Latvia)*



## RESULTS

**Business contact** communication social **network** [www.cbclift.com](http://www.cbclift.com) is established for business development, investment offers, calendar of business events in border areas

**Website for potential investors in Võru** [www.investinvoru.com](http://www.investinvoru.com) developed

Provided opportunities for SMEs to increase awareness about the business situation in partners' regions and to **establish new business links**

Opportunities for local SMEs to **develop their business in international market** ensured

Provided possibility for entrepreneurs **to advertise their company, products and services** thus ensuring new opportunities for border regions entrepreneurs

Ensured **quality of business fairs** and business activities, events in border regions of Estonia, Latvia, Russia

Increased **possibility of information exchange** with foreign producers

**Cooperation Agreement** and **Working plan for SME development** (Memorandum) signed by Partner organisations to develop established network



*Business fair in mobile exhibition centre in Strugi-Krasniye (Russia)*