



**Bulgaria-Serbia IPA Cross-Border Programme**  
CCI Number 2007CB16IPO006

**Project number:** 2007CB16IPO006-2009-1-110  
**Project name:** THE FUTURE IS IN OUR HANDS  
**Project partners:**

- **Lead partner:** National Association “Legal Initiative for Local Government” – branch Montana, Bulgaria
- **Project partner 2:** Municipality of Pirot, Serbia

**Budget:** 176 672,44 Euro  
**Project duration:** 12 months

**Project description:**

The main objective of the project was to establish cooperation between institutions and entrepreneurs in order to provide for development in two economic spheres with serious potential in Pirot and Montana. The project achieved the following results:

- Four detailed development studies were elaborated to develop the situation analysis and make estimates for the feasibility of four development initiatives/ models;
- A marketing research was made based on the existing analysis and information and some more detailed collection of information and analysis for the potential of the regional and national markets;
- Four cross-border development initiatives/models were elaborated in the two identified economic spheres – 2 in Pirot and 2 in Montana;
- A legal analysis was prepared to study the opportunities of the Montana and Pirot municipalities to stimulate the development of the 2 identified economic spheres through changes and/or supplementing their local legislative frameworks. Special brochures to present these products were printed;
- A research was conducted concerning the obstacles and difficulties that the firms from Serbia (in particular from the Pirot), come across when trying to start business in Bulgaria, as well as about the obstacles and the difficulties that the Bulgarian firms (in particular from Montana) meet when trying to start business in Serbia;
- A seminar on local legislation development was organized as well as a final workshop with the participation of representatives of national governmental institutions, potential investors and donors;
- A project web site was developed: [www.montana.nalilg.org](http://www.montana.nalilg.org)

The project was successfully completed in July 2012.



*Two major project events were organized: a seminar on local legislation and a final workshop*



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