

NEST PLUS

Networking for Smart Tourism Development

Interreg IPA CBC Italia-Albania-Montenegro

Agenda

Incoming Mission / B2B

Tirana 10th May 2023

Ministry of Finance and Economy

Venue: Tirana International Hotel

Consortium Conference Room

09.00 – 09.30 Registration	
9.30 – 10.00 Opening remarks	<ol style="list-style-type: none">1) Endrit Yzeiraj, Deputy Minister, MFE2) Antonio Agrosi, Joint Secretariat3) Ms. Anxhela Bushati/Mr. Neritan Totozani – Ministry of Finance and Economy – Albania <p><i>The NEST project and the Capitalization actions in the Interreg IPA CBC IT AL ME Programme</i></p>
10-12.30	<p>The NEST Plus creating networks through B2B</p> <p>This B2B meeting will aim at creating significant business relationships between two or more companies.</p> <p>In the meetings, the organizer will provide an introduction and facilitates services for effective business negotiations.</p>
12.30 – 13.30 Lunch Break- networking lunch	
13.30-17.30	Agrotourism visit in Tirana

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Workshop agenda

Tirana 9th May 2023

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Consortium Conference Room

09.00 – 09.30 Registration	
Opening remarks 09.30 – 10.00	The NEST project and the Capitalization actions in the Interreg IPA CBC IT AL ME Programme <ol style="list-style-type: none">1) Endrit Yzeiraj, Deputy Minister, MFE <i>(welcome speech)</i>2) Antonio Agrosi, Joint Secretariat3) Ms. Anxhela Bushati/Mr. Neritan Totozani – Ministry of Finance and Economy – Albania
10.00 – 11.30	<ol style="list-style-type: none">1. Ms Anxhela Bushati – Ministry of Finance and Economy – Albania <i>(business promotion policy)</i> <p>Institutions role and further collaboration through Institutions-Business organizations</p> <ol style="list-style-type: none">2. Mr. Neritan Totozani - Ministry of Finance and Economy – Albania3. Ms. Xhoana Hudhra - Ministry of Finance and Economy – Albania <i>(Scope of the projects in the Ministry of Finance and Economy, the role in the NEST project and future collaborations – continuation of the project)</i>4. Ms. Iris Tela & Ms. Monika Brahimi <i>(NEST Project first phase and its success)</i>

	<p>The perception regarding the cross-border business cooperation</p> <ol style="list-style-type: none"> Ms. Irimi Lula, Master of Science on Risk Management, Faculty of Economy, University of Tirana Adesa Ramohitaj, Master of Science on Risk Management, Faculty of Economy, University of Tirana Ms. Guina Shkempi, ACPD Albania
<p>11.30-12.00 Coffee break</p>	
<p>12.00 – 13.00</p>	<ol style="list-style-type: none"> Mr. Ranko Zekovic, Senior Adviser <i>(Ministry of Economic Development and Tourism of Montenegro)</i> Mr. Nicola de Santis, Project Officer <i>(EURelations)</i> Ms. Gabriella DELLINO <i>(Tecnopolis Parco Scientifico e Tecnologico)</i> Mr/Ms. _____, (tbc) Agency for Technology and Networks Communication Organization and Management (ATENEKOM) Albania <i>(Smart Cities for all: Advancing Inclusive Tourism through Technology and Accessibility in the Digital Era)</i> Ms. Eglantina Bajrami, Autizmi flet Ms. Helga Mustafaraj, ABSL
<p>13.00 – 14.00 Lunch Break- networking lunch</p>	
<p>14.00 – 15.30</p>	<ol style="list-style-type: none"> Ms. Aris Tasho, Chamber of Commerce and Industry of Tirana <i>Scope of the BRE platform, future collaboration through the partnership</i> Ms. Livia Hoxha, Ministry of Finance and Economy – Albania <i>(EU4Innovation project presentation)</i> Mr. Elvis Koleka, Business Promotion Policy Directorate
<p>15.30 – 16.00 Coffee break</p>	
<p>16.00-17.00</p>	<p>Q&A session Exchanges among participants Conclusions</p>

Interreg - IPA CBC

Italy - Albania - Montenegro



EUROPEAN UNION



NEST





**Interreg IPA CBC Italia-Albania-Montenegro
NETWORKING FOR SMART TOURISM DEVELOPMENT – NEST PLUS**

CAPITALIZATION WORKSHOP - ITALY

Mattinata, 5 Maggio 2023

Teatro dell'Istituto Comprensivo di Mattinata
[Via Silvio Pellico, 16](#)

AGENDA

10:00 Participants registration

10:30 Opening

Annamaria ANNICCHIARICO
Tecnopolis PST

10:45 Institutional addresses

Michele BISCEGLIA
Sindaco Comune di Mattinata
ANTONIO AGROSI' (TBC)
JS INTERREG Italia-Albania-
Montenegro

11:00 The NEST project and its capitalization into NEST PLUS

**Digital transformation and smart development perspectives
for tourist destination**

Valentina NDOU
Università del Salento

The Tourism Innovation Lab

Alina MADDALUNO
Tecnopolis PST

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This project is co-financed by the European Union under the Instrument for Pre-Accession Assistance (IPA II)

PROJECT PARTNERS

ASSOCIATED PARTNER





**The cross-border itineraries: Cultural Heritage & Agrifood –
Sports & Nature**

Gabriella DELLINO
Tecnopolis PST

The partners' roles

Ranko Zekovic
Ministry of Economic Development
and Tourism, Montenegro

13:00 *Light lunch*

14:30 **The main capitalization players**

Pasquale DEL VECCHIO
Università LUM

Institutional round table

(Municipalities of Mattinata, Monte Sant'Angelo, and
Manfredonia; Gargano National Park, Marine Protected Area
of Tremiti Islands)

15:30 **Proposals workshop: ideas and hypotheses for the design of
an experiential tourism product**

Targeting tourism sector operators, entrepreneurs,
associations and the general public

Alina MADDALUNO
Tecnopolis PST

17:00 **B2B announcement**

Nicola DE SANTIS
EU Relations GEIE

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NETWORKING FOR SMART TOURISM DEVELOPMENT - NEST PLUS

No.ITALME-568 SMALL/CAPITALIZATION restricted procedure

B2B EVENT, 04 April 2023

Hotel Ramada, Podgorica (rooms Balkan and Medun)

12:00 – 12:30	Welcome coffee and participant registration	
12:30 – 12:35	Introduction	Mr Ranko Zekovic - NEST PLUS project manager
Contents and inputs	<ul style="list-style-type: none"> • Welcome speech and introduction to B2B concept • Distribution of schedule for meeting to each participant 	
Expected output	<ul style="list-style-type: none"> • Participants familiar with B2B concept 	
12:35 – 14:55	<p style="text-align: center;"><u>BUSINESS SPEED DATING</u></p> <p>Participants will be able to meet in dedicated F2F meetings of 20 minutes to discuss and start direct collaborations.</p>	Stakeholders and tourism operators – DMC, travel agencies, households, hotels, tour operators, entrepreneurs
Contents and inputs	<ul style="list-style-type: none"> • Providing tourism MSMEs and locally registered households with unique opportunity to meet potential partners and showcase their products, crafts, services, or matching business needs • Strengthen MSMEs commercial ties, exchange experiences in sustainable tourism and potentially initiate joint actions to commercialise their tourism offerings. 	
Expected output	<ul style="list-style-type: none"> • Enable MSMEs to link with new contacts in a timely and cost-efficient way and be one step ahead of their competitors - revamping their businesses. • B2B is a chance to bring together potential partners under one roof and keep up to date with the best tourism business trends, solutions, products, and companies. • New business cooperation agreed between DMC, travel agencies, households, hotels, tour operators, entrepreneurs 	
14:55 – 15:00	Closing remarks	Mr Ranko Zekovic - NEST PLUS project manager
15:00	SOCIAL LUNCH	



B2B EVENT



MAY, 12 2023



START AT 10:00 AM



HOTEL CENTRUM PALACE
VIA GIAMBATTISTA VICO, 2,
86100 CAMPOBASSO



info@eurelations.eu
www.eurelations.eu



PROGRAMME

10.00-AM - 1.00 PM
B2B EVENT

5.00 PM - 8.00 PM
INCOMING MISSION AT LA
PIANA DEI MULINI (COLLE
D'ANCHISE) AND CASA
PLEIADI (SANT'AGAPITO)

WWW.ITALY-ALBANIA-MONTENEGRO.EU

THIS PROJECT IS CO-FINANCED BY THE EUROPEAN UNION UNDER THE INSTRUMENT FOR
PRE-ACCESSION ASSISTANCE (IPA II)



NETWORKING FOR SMART TOURISM DEVELOPMENT - NEST PLUS

No.ITALME-568 SMALL/CAPITALIZATION restricted procedure

WORKSHOP AND PRESS TOUR AGENDA, 27-28 March 2023

27th March 2023 – Day 1
Palmon Bay Hotel, Igalo, Herceg Novi

ARRIVING OF PARTICIPANT AND CHECK IN		
12:30	Welcome Coffee	
13:00	Ms Ivana Zecevic MEDT – Head of sector	Welcome speech
	Mr Ranko Zekovic MEDT – NEST PLUS project manager	NEST PLUS Project
13:15	Ms Ivana Zecevic MEDT – Head of sector	Program for enhancing competitiveness 2023 - MEDT
13:45	Q&A	All participants
14:00	Ms Aleksandra Petronijevic Tourism specialist	Cultural-Heritage and crossborder linkage – <i>Meet the Spirit of a Place</i> MNE Developed itinerary
14:30	Ms Marina Tomovic – Associate	Znuggle - Handcrafted organic soft products made in Montenegro
14:45	Q&A	All participants
15:00	Coffee break/Lunch	
16:00	Ms Gabriella Dellino PhD - Project Manager Project partner TECHNOPOLIS-Italia	Cross border linkage Added value of cbc Capitalization opportunities B2B for exchanges of best practices and co-design
16:20	Mr Igor Majer - CEO Multisport akademija MAYER	Vicy-Vintage Cycling Tour MNE Developed itinerary -Recreational sports and active lifestyle-

16:50	Ms Sanja Markovic - Secretary of the Tourism and Hospitality Board Chamber of Economy of Montenegro	-Travel trends and forecast for 2023 (Montenegro)
17:10	Mr Đorđe Pupavac Tourism specialist	NEST Catalog of the new experiential paths - summary
17:30	Discussion – Final Remarks and Conclusions	All participants
18:00	Closing remarks	MEDT
18:05	END OF DAY 1	
19:00	SOCIAL DINNER	

Programme Interreg IPA CBC Italy – Albania – Montenegro 2014-2020
Networking for Smart Tourism Development PLUS – NEST PLUS
Project No. 96 / 1st Call for Standard Projects

B2B EVENT

12 May 2023, 10:00-13:00

Hotel CENTRUM PALACE Via G. Vico, 2, 86100, Campobasso (IT)

9:45 – 10:00 Registration of participants

10:00 – 10:10	Opening session and welcome speech	Mr. Francesco COCCO
10:10 – 10:20	The NEST project, results and capitalization. Presentation of NEST itineraries in Molise	Mr. Nicola DE SANTIS, Project Manager, EURelations EEIG, NESP PLUS Partner
10:20 – 10:30	NEST Catalog of “Smart Tourism destinations”	Ing. Gabriella Dellino, Tecnopolis
10:30 – 10:45	Presentation the B2B meeting objectives and methodology	Prof. Angelo BELLIGIANO, Associate Professor of Economy and Rural Appraisal, University of Molise
10:45- 11:00	Touristic destinations in Molise Region	Dott. Marco Zollo Confartigianato Molise, Tourism expert
11:00 – 11:15	Good practices in the Matese Area: the Vitamina M Festival	Dott.ssa Sarah Perfetto, Communication manager municipality of San Massimo (CB)
11:15 – 12:30	Presentation of local tourism businesses (round table) Companies meet tour operators and destination management organisations to match offers and explore opportunities to integrate the NEST itineraries with new services, products and destinations	
12:30 – 12:45	Experiences in Albania, Montenegro and Apulia Final Remarks Project partners point out challenges and opportunities for the tourism sector in the cross-border area	
12:30 – 13:00	Final remarks	Mr. Nicola DE SANTIS, Project Manager, EURelations EEIG, NESP PLUS Partner
13:30 – 14:30	Lunch on-site	
17:00 – 20:00	Incoming mission International partners visit two tourism companies in Molise (La Piana dei Mulini and Casa Pleiadi) to learn development models that unite natural assets, food and technologies	

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