

# Creating “Circular” Business by young ENGINEERS at the cross-border area of Greece-Bulgaria

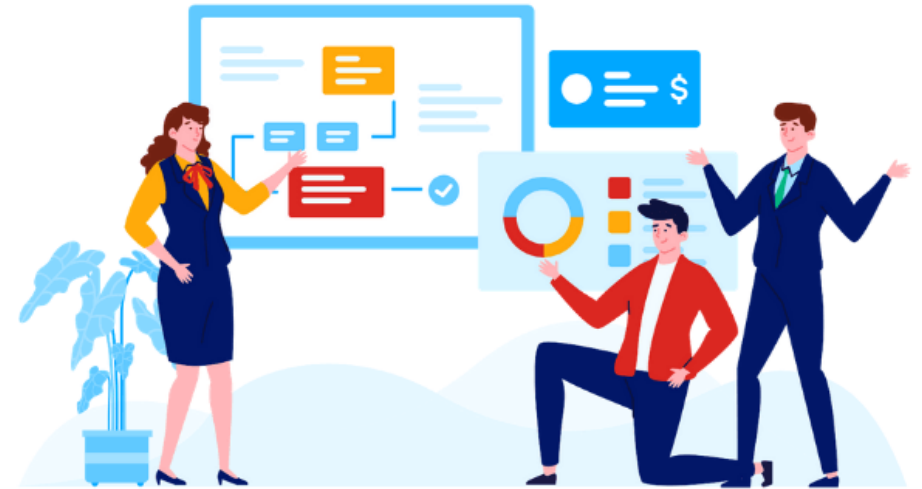
## ENGINE-HUBs

Outputs and results

**Final Conference**

October 31<sup>th</sup>, 2023

**Interreg**  
**Greece-Bulgaria**  
**ENGINE-HUBs**  
European Regional Development Fund



The Project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme.

# INFORMATION & PUBLICITY

## Leaflets and Posters (Del. 2.3)

1000 Leaflets and 100 Posters were developed and printed



Final Conference

## Newsletters (Del. 2.3)

3 newsletters have been prepared and disseminated

December 2022 | ENGINE-HUBs "Circular" Business by young ENGINEers at the cross-border area of Greece-Bulgaria | 1st Newsletter



### ENGINE-HUBs

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**Creating "Circular" Business by young ENGINEers at the cross-border area of Greece-Bulgaria**

**About ENGINE-HUBs**

ENGINE-HUBs is a project co-funded by the Interreg Greece-Bulgaria programme. The main aim of the project is to identify business opportunities in the area of circular economy in the Cross - Border area of Greece-Bulgaria and to create a structure through which business ideas of potential entrepreneurs will be transformed into businesses.

*The structure will deliver a new business approach to enhance entrepreneurship of young scientists building on three pillars: knowledge, mentoring/coaching and networking.*

The project focuses on the provision of assistant through 4 HUBs to the new entrepreneurs for the implementation of their business plans and not only the development of these plans so that the new enterprises can be operative before project's ending or 2 years after at the latest.

**Main target group**

The project's main target group is the qualified scientific workforce (engineers and other scientists) of the Cross Border area that will be assisted for the creation of their "circular business" through the ENGINE-HUBs. At least ninety young entrepreneurs and their enterprises will receive support.

In addition, the area that will be benefited by the project, is the entire CBC area by the exploitation of its workforce and the identification of the local circular economy value chains and cross-border synergies at the sector.

**Common challenges**

It is worth to describe how the common challenges (i.e. the barriers and bottlenecks to SMEs) at the CBC area targeted by the project will be tackled by the project's activities:

Reduce difficulties in obtaining business finance: In the frame of the ENGINE Academy, young entrepreneurs will be informed about funding opportunities and how they can benefit from them. Such opportunities could be the available financial instruments, e.g. European Investment and national banks, co-financed NSRF programmes of both countries as well as private investors through the available platforms or the person to person and business to baseness approach. The same information will be available on the project's e-platform. In order for the latter to be achieved networking and special events will take place in order to get in touch the emerging entrepreneurs with interesting for their ideas investors.



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### Kick-off Meeting

The Kick-off meeting was held in premises of the International Centre for Digital Transformation and Digital Skills in Thessaloniki, Greece, on 7th of April 2022.

Representatives of all Beneficiaries as well as from and Joint Secretariat Interreg V-A "Greece-Bulgaria 2014-2020" were present.

The agenda was divided in two Sessions:

1. Presentations of Partners Profile and Project's Work Packages
2. Procurement Plan, Project Management and Programme's Implementation Rule




### 2nd SC Meeting

The 2nd meeting was held in the Hotel "КОМПЛЕКС БОЖЕ ИМЕ" in Baldevo, Gotse Delchev, Bulgaria, on 17th of November 2022. Chamber of Commerce and Industry Gotse Delchev undertook to organize the meeting. Representatives of all Beneficiary Partners were present.

The agenda was divided in two Sessions:

1. Presentations of Partners Progress until now and Project Status overview
2. WP4: ENGINE-HUBs GARDEN & ACADEMY Activities & Time plan, financial issues

The partners also shared their thoughts on the motivation campaign.



### Online SC Meeting

The online meeting was held online (through Webex platform) on 9th of July 2022. Lever Development Consultants SA undertook to organize the meeting. Representatives of all partners were present.



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### ENGINE-HUBs Website & Facebook page

The development of the website is under progress and is going to be available soon. You can find the link to the website [here](#).

As long as it concerns the development of the Facebook page, you can find the page under the name: "Interreg ENGINE HUBs" or just click [here](#).




### ENGINE-HUBs Leaflet

A leaflet was developed with a view to inform the general public, and all interested parties, about the project's activities, the background, the main target group and the objectives of the project, as well as information for the partnerships that the project consists of.




### ENGINE-HUBs Poster

ENGINE-HUBs poster has been developed in order to promote the project to all potential interested parties and to provide the appropriate information to intrigue the public to look up the project, its activities and its goals.



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## Press Conferences (Del. 2.3)

A Press Conference took place on 7th of March 2023 in the premises of TEE/ TKM. The press conference was focused on the organisation of the trainings, in the framework of training young engineers and other entrepreneurs and scientists, to further support them on developing and implementing their business plans.

June 2023 | ENGINE-HUBs "Circular" Business by young ENGINEers at the cross-border area of Greece-Bulgaria | 2<sup>nd</sup> Newsletter

**Interreg**  
**Greece-Bulgaria**  
**ENGINE-HUBs**  
European Regional Development Fund

### Press Conference

On 7<sup>th</sup> of March 2023, the lead beneficiary, "Technical Chamber of Greece / Section of Central Macedonia" and the project partner "Federation of industries of Greece" organised together a press conference, in the premises of the Technical Chamber of Greece. The press conference was focused on the organisation of the trainings, in the framework of training young engineers and other entrepreneurs and scientists, to further support them on developing and implementing their business plans. The programme of the press conference was the following:

Firstly, Mr. Tsakoumis Georgios president of TEE/TKM executive committee, talked about the necessities regarding the promotion of innovative actions, focusing on TEE/TKM's actions regarding the enhancement of entrepreneurship in the sector of circular economy.

Secondly, Mr. Georgiou Christos, General Director of the Research Institute of the Federation of Industries of Greece (SBE), took the floor, explaining the Greek background, regarding recycling methods, and the absence of business models for circular economy.

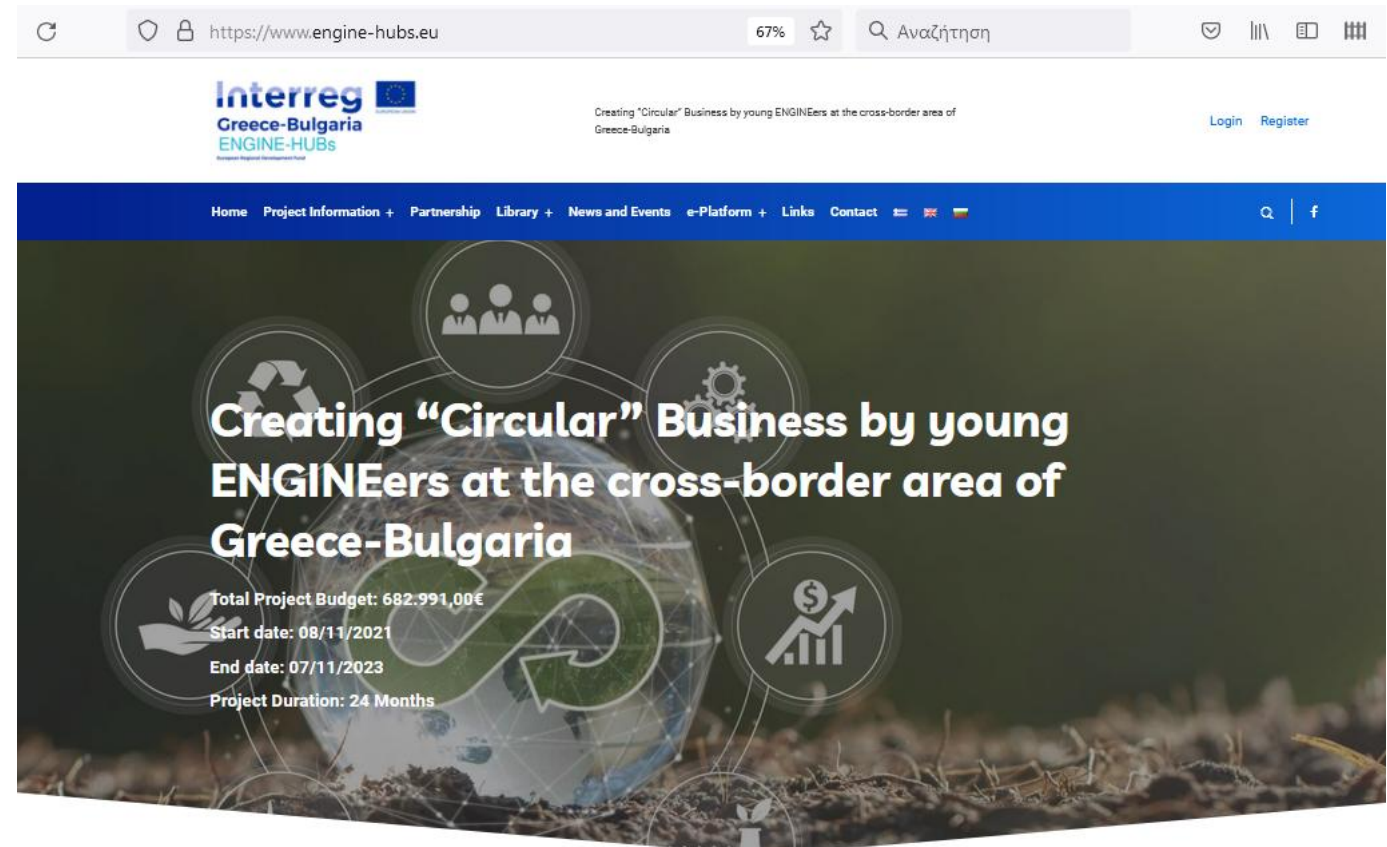
Lastly, Mrs. Christiana Polyzou, Environmental Engineer, Ph.D, Department of European Projects, from Lever Development Consultants SA, analysed the importance of circular economy in our everyday lives and gave some details relevant to the seminars for young engineers and other scientists, under the "ENGINE-HUBs" project's workplan.



# INFORMATION & PUBLICITY

## WEB tools (site, social networks) (Del. 2.4)

Project web site and facebook page were created for the project



*Final Conference*

# ENGINE-HUBs ESTABLISHMENT & OPERATION

## Establishment of ENGINE-HUBs (Del. 3.1)

4 Hubs were established, providing services such as mentoring, motivation, hospitality space, networking, financing (2 in Thessaloniki, 1 in Blagoevgrad, 1 in Gotse Delchev)



*Final Conference*

# ENGINE-HUBs ESTABLISHMENT & OPERATION

## ENGINE-HUBs Sustainability plan (Del. 3.4)

The plan which will be presented in the next presentation ensures the sustainability of the HUBs and its expansion of its activities after the financial ending of the project.



*Final Conference*

## **Market and GAP Analysis (Del. 4.1)**

The current state of the circular economy, as well as gaps and opportunities in each country were explored.

## **Motivation Campaign (Del. 4.2)**

The Motivation campaign was launched and resulted in more than 50 applications in Greece and more than 60 in Bulgaria.



## Competition and Awards for new entrepreneurs (Del. 4.3)

- 2 days seminar were organized in premises of TEE/ TKM, Thessaloniki, and online, on 22nd and 27th of June (topics: Circular economy principles, Market and Gap Analysis, Business plan training). Training on how a business plan can be developed was the main topic.

30 of the applicants participated in the project activities.



## Competition and Awards for new entrepreneurs (Del. 4.3)

- The 2-days-seminars for the provision of information on the principles of the circular economy concept and the methodology for producing a Business Plan was organized in Gotse-Delchev on 9th and 10th of September 2023.



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## Evaluation of the business plans (Del. 4.3)

The submitted business plans were evaluated based on four criteria:

1. Innovation and originality of the idea
2. To what extent does the product / service meet market needs?
3. Degree of maturity
4. Feasibility of implementing the idea

and relevance to the Circular Economy.

→ 5 awards of 1.000 € for the best 5 business plans in each country

## ENGINE Academy (Del. 4.4)

- Training material and seminars were organized about existing technologies and best practices on the emerging sectors on circular economy

The seminar about know-how in the sector of Circular Economy took place yesterday in Bulgaria.



Υλικά, Κείρα, Λύσεις πόλης, Μεταφορές, Καταναλωτές Η Προϊόντα, Εφοδιαστική αλυσίδα, Απορριμματα, Βιομηχανοί υπολείμματα

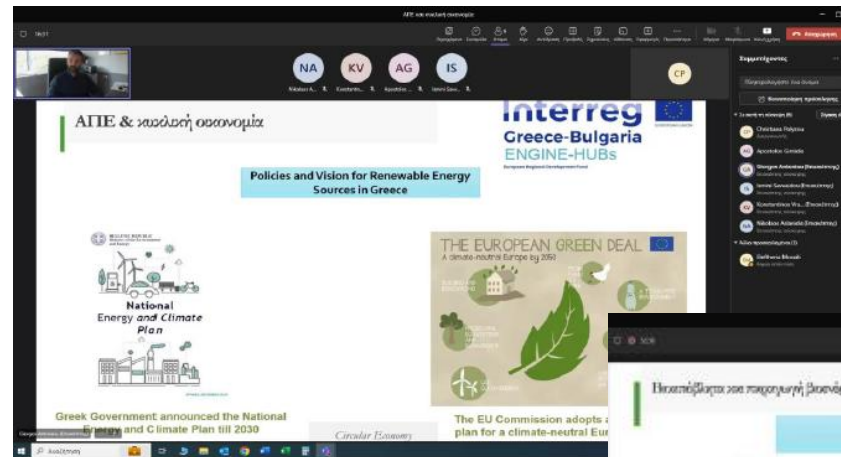
### Κυκλικές πόλεις και παραδείγματα

Το έργο LIFE-Reclaim αφορά στην πιλοτική εφαρμογή εξόρυξης αποβλήτων από ΧΥΤΑ για την ανάκτηση μετάλλων, ιλικών, γης και ενέργειας στην περιοχή του Πολύγυρου Θεοκλής, ξεκίνησε το 2013 και είχε τριετή διάρκεια.

Η εξόρυξη αποβλήτων αφορά στην 'απομάκρυνση πόρων από χώρους ταφής' με τον ακριβή ορισμό της να διαφοροποιείται αναλόγως των συνθηκών (δυσκοτησία και ανάγκες, μέθοδοι και τεχνολογία, τοπική νομοθεσία, κίνητρα και στόχοι)

Κατηγορία	Ποσοστό	Αξία (€)
Μόλυβδος	4.16%	1.671%
Χρυσός	22.667%	3.554%
Σιδηρούς	5.11%	2.76%
Άλλοι μέταλλα	17.77%	2.8%

Giorgos Antoniou (Επισκέπτης)



### ΑΠΕ & καινοτόμη οικονομία

Interreg Greece-Bulgaria ENGINE-HUBs

Policies and Vision for Renewable Energy Sources in Greece

National Energy and Climate Plan

THE EUROPEAN GREEN DEAL  
A climate-neutral Europe by 2050

Greek Government announced the National Energy and Climate Plan till 2030

The EU Commission adopts a plan for a climate-neutral Europe



### Προκλήσεις και προοπτικές βιώσιμων, στο πλαίσιο της μετάβασης οριστικής

#### Μέγεθος του προβλήματος

Από τους πιο επιβλαβείς τομείς και τις μεγαλύτερες ελλείψεις

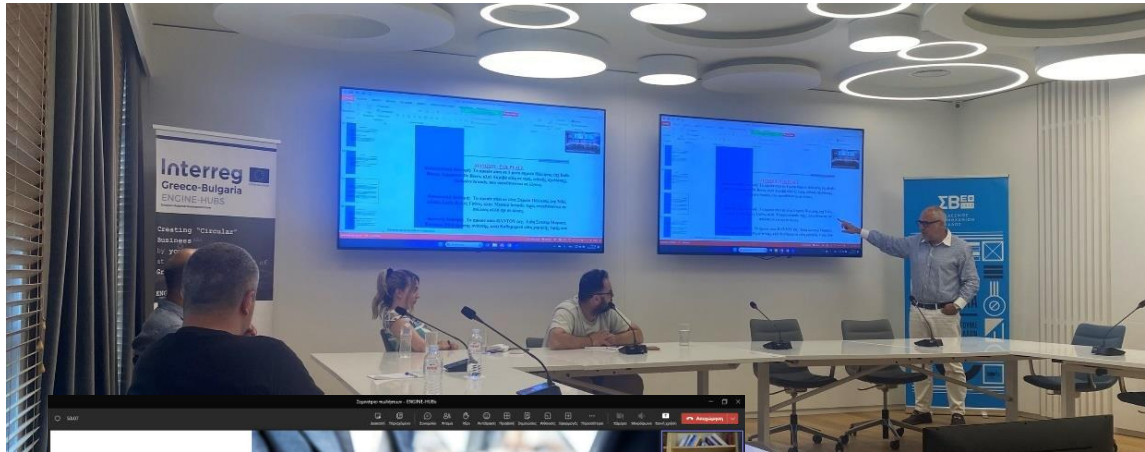
Προσέγγιση	Μεταβατική ανάπτυξη	Επιχειρήσεις	Επιχειρήσεις με υλικά	Νέοι υλικοί
Μεταβατική ανάπτυξη	Απόκτηση υλικών και τεχνικών υποδομών	Αποδοτικά προϊόντα	Απόκτηση από υλικά που χρησιμοποιούνται	Απόκτηση από υλικά που χρησιμοποιούνται
Ανακύκλιση υλικών και τεχνικών υποδομών	Απόκτηση υλικών και τεχνικών υποδομών	Προϊόντα που δεν είναι αποδοτικά	Απόκτηση με βιώσιμα υλικά, προϊόντα που δεν καταναλώνονται	Απόκτηση με βιώσιμα υλικά, προϊόντα που δεν καταναλώνονται
Παροχή που δεν είναι αποδοτικά	Αποδοτικά προϊόντα	Προϊόντα που δεν είναι αποδοτικά	Προϊόντα που δεν καταναλώνονται	Προϊόντα που δεν καταναλώνονται
Απόκτηση υλικών και τεχνικών υποδομών	Παροχή που δεν είναι αποδοτικά	Προϊόντα που δεν καταναλώνονται	Προϊόντα που δεν καταναλώνονται	Προϊόντα που δεν καταναλώνονται
Μείωση υλικών και τεχνικών υποδομών	Απόκτηση υλικών και τεχνικών υποδομών	Προϊόντα που δεν καταναλώνονται	Προϊόντα που δεν καταναλώνονται	Προϊόντα που δεν καταναλώνονται

# ENGINE-HUBs GARDEN & ACADEMY

## ENGINE Academy (Del. 4.4)

- Seminars and training material on supplies, sales, marketing, law, finance for the young entrepreneurs to implement their business plans

The seminars took place during the week 16-20 October in Bulgaria.



*Final Conference*

## ENGINE Academy (Del. 4.4)

- P2P meetings in order to support new entrepreneurs to prepare at first and then to implement their business plans



## Networking events (Del. 5.3)


B2B meetings for new entrepreneurs and potential investors or/and clients.  
One of them will take place at the end of the Conference.


# Lever

Development Consultants S.A.

## ENGINE-HUBs

### *Thank You*

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