

EaP CSF RE-GRANTING 2017
Annex VII: Final Narrative Report template

Project title:
**Benefitting from EU open market: SMEs practical guide to DCFTA
learning from experience of Latvia**

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The Lead organisation:

Georgian association “Women in Business”
Address: 7 Kipshidze str., Tbilisi-0179, Georgia

Person responsible for the project:

Mrs. Nino Elizbarashvili, President of the Georgian association “Women in Business”
Contact details: Office phone: + (995) 32 2221356 , Mobile: + (995) 577 419557
Website: <http://www.gawb.ge>
E-mail: wbus@caucasus.net, elizinino@gmail.com

The Partner organisations and contact persons:

- 1. Social Strategic Researches and Analytical Investigations Public Union (Azerbaijan)**
Mr. Ilgar Huseynli, President of Social Strategic Researches and Analytical Investigations
Public Union E-mail: ssraipu@gmail.com
Tel/fax: +(994) 125624633; Mobile+(994) 502231807
- 2. NGO BIOS**
Mr. Valentine Ciubotaru, Executive Director
E-mail: valentin.ciubotaru@yahoo.com
Office phone/ fax: +(373 22) 545733; 723372; 796001/+(373 22) 545733,
Mobile: +(37369) 134294
- 3. Business Union of Latvia**
Ms. Gunta Misāne, Advisor to Association “Business Union of Latvia”
Office phone: Mobile: + (371) 29115356
Website: www.savieniba.lv
E-mail: guntamisane@gmail.com



1. Overall description of project implementation, changes in timeline and reasons for change

The project managed to meet the targets initially set for achieving the objectives. All planned activities have been implemented, no changes to the original content of activities have taken place.

The project covers three EaP countries – Georgia, Azerbaijan and Moldova that have taken considerable steps towards deeper European integration. The Georgian Association “Women in Business” (further – GAWB) implemented the project in cooperation with Social Strategic Researches and Analytical Investigations Public Union (Azerbaijan) (further – SSRAIPU), NGO BIOS(Moldova) (further -BIOS) and Business Union of Latvia (further LBU). During the reporting period the project has been implemented according to the planned timeline.

Focus of this project was mainly on closer cooperation among business organisations of the three countries covered by DCFTA and Latvia. The project aimed to provide baseline for more interlinked future collaboration not only on policy level but also including developing potential business contacts. Learning about best practice of the Latvian enterprises benefitting from EU open market, providing practical examples from the experience of Latvian enterprises will help SMEs and BSOs in building the capacity of their membership on how they can draw benefits from DCFTA

Outcome of the project included also practical recommendations helping these countries fully benefit from DCFTA. Project outputs and best practices were also presented and discussed with the members of WG2 at the 9th Annual Assembly of the Eastern Partnership Civil Society Forum in Tallinn 2017.

2. Project Activities and Outputs

Description of implemented project activities and how they translate into achieving the overall aim and specific project objective/s. Please indicated the involvement of the target group/s. Please list and explain changes and reasons for change of project activities, if relevant.

Overall aim of the project was to facilitate economic development of Georgia, Azerbaijan and Moldova by providing capacity building for enterprises learning from Latvian experience allowing them fully to benefit from DCFTA.

The aim was reached by providing hands-on, practical approach to workshops and handbook, providing tools for exporting SMEs and insights into Latvian experience allowing them to learn



from other experience therefore potentially being more able to withstand EU internal market forces that eventually might fight back newcomers from EaP countries.

Project activities involved following target groups: representatives of SMEs and BSOs (including women and young entrepreneurs, farmers clubs) who need support to improve their business skills to fully benefit from DCFTA, also groups that are crucial in promoting recommendations developed during workshops and round table discussion: academic institutions, Government and local municipalities, CSOs.

The project was implemented according to the submitted project proposal. No significant changes to the project were made during implementation. Small changes to the timeline of the project at the beginning took place due to the conflicting schedules of partner organisations.

Following activities were implemented under the project within 7 months – from April to October 2017. Initial stage included signing contracts with the Secretariat of the Steering Committee of the Eastern Partnership Civil Society Forum and among partner organisations. GAWB organised discussion to agree distribution of the objectives and tasks of the project among partners and to define criteria for the selection of beneficiaries, timetable for monitoring and evaluation was established.

Activity 1. Workshop programme and training materials

To ensure that workshops and round table discussion is elaborated according to the needs and interests of the beneficiaries, several (electronic) consultations were conducted among partners, discussing the draft programmes of workshops, topics they should cover. Partners consulted beneficiaries in their respective countries to better understand their interests. As a result, the partners agreed that a practical and realistic approach should be taken, showing not only successful case studies but also failures to enter EU market and the strategies that EU internal market forces are using to protect themselves. Other set of topics concerned the methods how government could help their enterprises in their export intentions. As well a set of practical training on strategic export thinking and SWOT analysis of potential export products. It was decided that all workshops will be held by two Latvian experts with introduction from the local partner organisation giving better insight into DCFTA status in the respective country.

Workshop programmes were elaborated for all countries with minor changes in details. Training materials included presentations, work group discussion templates. These materials were translated depending on the needs of workshop participants.

Alongside elaboration of workshop programme, also agenda for the Round table discussion in Tbilisi was elaborated. It was agreed among partners that the round table participants would



benefit from an introduction by Latvian experts and each partner countries providing overview of main conclusions as well as presenting state of play for SMEs and DCFTA in each partner countries, followed by remarks of other project partners and round table discussion providing free floor to all participants.

Annexe 1. List of workshops programmes (3 programmes)

Annexe 2. Agenda of Round table discussion

Activity 2. Practical workshop “Prepare for a battle or How to benefit from DCFTA?” -in Georgia,Azerbaijan and Moldova

2.1. Workshop in Georgia

Workshop in Georgia took place in July 4, 2017 in Tbilisi. The workshop gathered 30 participants representing small businesses, business organisations and government officials. All logistics and arrangements for the workshop was provided by GAWB. The workshop participants were selected by the GAWB ensuring equal representation of men and women. To provide better understanding of the topics, the workshop was translated to Georgian.

Participants expressed interest in measures taken by government of Latvia helping export enterprises. So-called “export guarantee” programme was of particular interest to all participants and suggestions were made to propose such programme also to the government officials of Georgia during Round table discussion on next day.



2.2. Workshop in Azerbaijan



To meet project deadlines, it was decided to organise workshop in Baku right after workshop and Round table discussion in Tbilisi. Workshop in Baku took place July 7, 2017. The event gathered 24 participants representing small businesses, business organisations, academics and government officials. All logistics and arrangements for the workshop was provided by SSRAIPU. The workshop participants were selected by the SSRAIPU ensuring equal representation of men and women. To provide better understanding of the topics, the workshop was translated to Azerbaijani.

Lively discussions were held during work groups on finding potential export products and providing export SWOT analysis for these products. Finding new SME export products for a country that is highly depending on oil product exports proved to be a very useful exercise.



2.3. Workshop in Moldova

Workshop in Baku took place August 9, 2017. The event gathered 19 participants representing small businesses, business organisations and business support organisations. All logistics and arrangements for the workshop was provided by BIOS. The workshop participants were selected by the BIOS ensuring equal representation of men and women. To provide better understanding of the topics, the workshop was translated to Romanian.

Participants of the workshop expressed excitement about the open discussion about the real obstacles that SMEs must take into account when thinking about export to EU market. They expressed gratitude for rising question about the need for SMEs to take action themselves without waiting for the government to lay down everything. Workshop was held in light and creative atmosphere that resulted in developing innovative export product ideas like custom hand-made premium quality wooden caskets for Italian customers, or dried fruit pastilles for Sweden.





In total 73 participants participated in workshops in all countries together. Among workshop participants there were SMEs and BSOs, members of the state institutions, LPA and organisations who defend and lobby interest of SMEs. During workshops discussions were raised on ways how DCFTA can influence small businesses and how entrepreneurs can both benefit from and cope with the challenges created by DCFTA. To ensure wider dissemination of the gained knowledge, workshop participants are disseminating information to members of their organisations about Latvia's experience and ideas raised by practical training.

Annexe 3. Lists of workshop participants with signatures (3 lists)

Activity 3. Round Table discussion "Experience exchange on DCFTA implementation in partner countries" in Georgia

3.1. Logistics of Round Table discussion in Georgia

Round table discussion participants from Georgia, Azerbaijan and Moldova were selected by the project partners. To participate in Round Table discussion a representative of CSO/ SME's and government representative from each EaP partner country were selected. In total 4 participants from EaP project partner countries (Moldova, Azerbaijan) and 2 Latvian partners were selected for the participation in Roundtable discussion.

To have wider effect of the discussion invitations to participate in the round table discussion was sent to all local cooperation partners, as well as to government officials and journalists.

GAWB provided practical arrangements for the Round table discussion including logistics for participants of partner countries (travel and accommodation), premises for the discussion, translation e.t.c. practical arrangements.

3.2. The Round Table discussion "Experience exchange on DCFTA implementation in partner countries"



Round table discussion was held in Tbilisi on July 5, 2017. 48 participants were selected from Georgia respecting gender balance among participants. Round table discussion covered wide range of topics: best practice on DCFTA implementation in partner countries, promoting entrepreneurial spirit, managing and growing an SME organisation. Experts from Latvia and each partner country presented country reports, outlining recommendations for SME support in partner EaP countries – Moldova, Azerbaijan, Georgia. Participants of the Round table expressed interest in lessons learned by Latvian enterprises on the are the practical obstacles that impede full convergence and how to overcome them. During round table also, commitments adopted by the EaP countries, were discussed and steps to be implemented by the national authorities to improve the legal and institutional environment for civil society and facilitate the policy dialogue on the economic reforms.

Closing round table discussion in Tbilisi Kakha Gogolashvili, representative of EaP CSF steering committee concluded: “Georgia has stepped deep in to the sea when the shore is no longer seen. Experience of Latvia might serve as a beacon of the lighthouse showing one direction that we could choose to go.”

The roundtable was chaired by DCFTA Adviser of the Delegation of the European Union to Georgia, Representative of Ministry of Economy and Sustainable Development, President of the Chamber of Commerce and Industry of Georgia, Director of EU Studies, EaP CSF steering committee. President of the Chamber of Commerce and Industry of Georgia spoke at the event. There were representatives from the government institutes and agencies for business support and development, international and local civil society organisations, PR companies. Organisers of the discussion were interviewed by a local TV station.

The recommendations mentioned during Round table discussions were later included in the Handbook developed by project partners.

Annexe 4. Lists of Round Table discussion participants with signatures





Activity 4. Capacity building of partner organizations on project management

4.1. Logistics of the partner meeting

It was decided that it is important for partners to meet and discuss project management issues also in person. To effectively use limited finances available for the project, Partner meeting was held during days when partners were in Tbilisi for Round table discussion, on July 4, 2017. GAWB provided all technical arrangements for the partner meeting.

4.2. Partner's meeting covering project management issues

With the aim of capacity building of partner organisations on project management issues during Roundtable visit a partners' meeting was organised to define guidelines for the development of narrative and financial reports, their form and future deadlines. This discussion was very effective way to agree on better reporting ensuring timely and accurate reports in future. The partner meeting was also used to discuss success of the first workshop and weather any adjustments needs to be done before other workshops. Separate discussion was held to agree on the content of the Handbook to be developed by project partners and each partner's role in developing it.

Annexe 5. Lists of partner meeting participants with signatures



Activity 5. Handbook: How to benefit from DCFTA?

5.1. Field work in 3 partner countries – gathering information, evaluation of data

At the beginning of the project GAWB and partners in EaP countries gathered information covering information on the state of play for SME's and DCFTA – statistics, state of implementation of Association agreements, export to EU etc. This information was used both during presentations in workshops, Roundtable and served as a basis for Handbook.

5.2. Draft guidelines for handbook

Draft guidelines for the Handbook were agreed during partner meeting in Tbilisi, defining each partner's role in developing the handbook. Following the approach taken during workshops, it was decided to keep the approach also for the Handbook, focusing on more practical topics and less on policy issues of DCFTA.

5.3. Handbook elaborated using recommendations discussed during workshop

Handbook "How to benefit from DCFTA" contains practical advises to entrepreneurs in EaP countries on how to better get prepared to use benefits created by DCFTA. Handbook also contains stories of Latvian companies who succeeded in entering EU market as well as of those who met serious opposition from internal market forces. The book emphasises that even if governments have signed free trade agreements, companies themselves must do a major homework before being able to use those benefits. Recommendations for export strategies are presented in the handbook as well as set of SWOT analysis of potential export products provided. The Handbook includes also recommendations for SMEs and governments in Georgia, Moldova and Azerbaijan that were developed during workshops and Round table discussion.



Separate chapters of the Handbook were elaborated by partners and latter edited by Latvian partners.

5.4. Design and mock-up of handbook (Eng.)

The Handbook was designed ensuring compliance with Visibility guidelines of the programme. The electronic mock-up was provided for the English version of the handbook.

5.5. Translation of handbook to local languages

The Handbook was developed in English. To make it more accessible for local SMEs it was also translated to local languages.

Annexe 6. Electronic version of the Handbook

Activity 6. Raising public awareness

6.1. Press releases in all partner countries

Following each step during project implementation, press releases were developed and distributed to media and partner organisations. There were 3 press releases in Latvia (Launch of the project, workshops and round table discussion, Handbook), 4 press releases in Georgia (Launch of the project, Workshop in Georgia and Round Table) and handbook was distributed by e-mails. 2 press releases was published in Azerbaijan (workshop and Handbook) and e-mail invitations sent to governmental institutions, SMEs, business organization for informing them about the project, 4 press releases in Moldova (launch of the project, round table discussion, workshop and Handbook).

6.2. Roll-up banners in 3 EaP countries;

To provide programme visibility – roll-up banners were produced in all 3 EaP countries and were used during workshops and Round table discussion.

6.3. Communication on internet, social media, websites etc

Considering extensive use of social media among audiences, project partners provided project communication on social media. Following partners meeting in Tbilisi several steps were made to improve communication on social media – like creating Facebook page for BIOS, setting up taking ability for partner pages on Facebook, following each other pages and personally, agreeing to like and share posts regarding project, using programme # and mentioning



@Eap.Civil.Society.Forum. Information regarding project was placed also on partners websites and distributed via e-mails to partner organisations.

6.4. Distribution and promotion of the handbook

The handbook was electronically distributed to business organisations, entrepreneurs, and government officials in partner countries. Electronic version of the report and handbook is available on websites of partner organisations.

More about distribution – please see in part 5. Visibility and outreach.

Annexe 7. Publicity report with links to articles and publications

Please list the project outputs. Please list the changes and reasons for a change of the project outputs, if relevant

Planned project outputs	Reached outputs	Changes (if any)
1. Workshop programme and training materials – 2 agendas, 2-3 workshop and round table	1. Workshop programme and training materials - 2 agendas developed: for 3 workshops and 1 Round table	-
2. Practical workshop “Prepare for a battle or How to benefit from DCFTA?” 1 workshop in each country, 1 day (3 workshops in total), 2 experts from Latvia, 3 visits, 20 participants in each country (60 participants in total)	2. Practical workshop “Prepare for a battle or How to benefit from DCFTA?” 1 workshop in each country, 1 day (3 workshops in total) 2 experts from Latvia, 3 visits; more than 20 participants in each country (83 participants in total)	There were more participants in seminars as originally planned due to high interest among beneficiaries. It was decided to allow larger participation to allow for wider distribution of knowledge
3.Round Table discussion “Experience exchange on DCFTA implementation in partner countries” 1 round table event, 2 participants from each partner country, 24 participants from Georgia	3.Round Table discussion “Experience exchange on DCFTA implementation in partner countries” 1 round table event, 2 participants from each partner country, 35 participants from Georgia	There were more participants in Round table from Georgia as originally planned due to high interest among beneficiaries. It was decided to allow larger participation to allow for wider distribution of knowledge
4. Capacity building of partner organizations on project management 1 partner meeting, 1 participant from each partner country, 2 from Latvia	4. Capacity building of partner organizations on project management 1 partner meeting, 1 participant from each partner country, 2 from Latvia	-

5. Handbook: How to benefit from DCFTA? 1 handbook	5. Handbook: How to benefit from DCFTA? 1 handbook	-
6. Raising public awareness -1-2 press releases in each country, 3 Roll-up banners, 5-6 publications in media	6. Raising public awareness – 1-2 press releases in each country, 3 Roll-up banners, 5-6 publications in media	-
7. Project management – reporting 1- Midterm project report, 1 - Final project report	7. Project management – reporting 2 - Midterm project reports, 1 Final project report	-

3. Project Impact and evaluation

Please describe the project impact, please refer to the project advocacy plan, if relevant. Please list the impact indicators for evaluation

The project covers three EaP countries – Georgia, Azerbaijan and Moldova that have taken considerable steps towards deeper European integration. Closer cooperation among business organisations of the three countries covered by the project impact provide clear benefits for more interlinked future collaboration not only on policy level but also including developing potential business contacts. The project advocacy plan considers common vision of economic policy reforms needed in countries to fully benefit from DCFTA. Mutual support will strengthen the role of partner organisations not only on a local and regional level but also on a European level as members of EaP CSF contributing to advancing reforms in all EaP countries.

All interested SMEs or organisations who support SMEs are directly or indirectly benefiting from this project. Taking into account practical approach taken by the project focusing on expanding export abilities of SMEs, all existing or potential SMEs in EaP partner countries have the possibility to benefit from the project.

Representative of the leading partner presented the final report and project outcomes during EaP CSF Working group discussion at the 9th Annual Assembly of the Eastern Partnership Civil Society Forum on October 26, 2017 in Tallinn. Several remarks made by project partners during discussion that to reach SMEs one should 1) be practical and give tools to SMEs; 2) be realistic – explain reality not only make promises of opportunities; and 3) go regional, thus try to reach to SMEs outside capitals of countries; were reflected also in future speeches of referents.



4. Gender mainstreaming

Please describe how gender approach was mainstreamed on the course of project implementation.

During the implementation period of the project to support the women entrepreneurs, both women and men were encouraged to participate in project activities, the workshops and roundtable. Participation in project activities contributed to capacity building, provided support, giving guidance and managerial tools to women entrepreneurs on the use of DCFTA.

An equal number of men and women were selected to participate in workshops, however in Moldova due to unexpected circumstances some of women called in on the workshop day and cancelled their participation. Although numbers are important, it is pertinent to also consider how gender relates to the content of discussed measures, to gain a better understanding of how women and men would benefit from them. Thus, although in workshop' working groups participated both men and women, only women presented the SWOT analyses of export products. Thus, a gender responsive policy was ensured that the needs of all citizens, women and men, are equally addressed.

Among other during workshops new technologies and their impact on small business management were discussed and how entrepreneurs (including women entrepreneurs) can both benefit from and cope with the challenges of SMEs and DCFTA. Experts from Latvia emphasised that it is crucial that all SME support programmes are equally accessible to both men and women entrepreneurs without preferential treatment of any gender.

5. Visibility and Outreach

Please describe the compliance with the Visibility Guide. Please describe the outreach of the project

All materials were produced in accordance to programme visibility guidelines – including press releases, presentations used during workshops and round table, cover of the Handbook. In social media appropriate # in Twitter was used and on Facebook EaP CSF account was tagged.

Information about the project, project events and Handbook was placed on all partner's websites and communicated via social media – Twitter and Facebook. News placed on social media received moderate interest. Posts about the project on LBU Facebook page reached higher average reach than other posts there.

Round table discussion with participation of representatives of the civil society and government in Georgia also provided opportunities for wider visibility of the project activities. The Round



table was covered by the radio show, in Facebook and other social networks, TV and radio interview were organised during event.

Several press releases were elaborated during project implementation to raise awareness on project aims. Project launch press release was elaborated in English and for partners for adoption in local language (if considered necessary) and distributed to respective media and co-operation partners.

The project progress information meeting was held in Georgia, Azerbaijan and Moldova with the participation of the public and non-governmental sectors, where project was discussed in detail.

To reach to the wider group of beneficiaries' project partners invited to workshops their partner organisations with wide reach and distributed all materials to them including Handbook.

During outreach campaign in Georgia in close cooperation with the National Authorities for Regional BSO's, SME's and Authorities, GAWB provided general information on the project: about the AA/DCFTA process in an understandable and accessible manner; provided opportunities for wider visibility of the project activities by highlighting best practices/success stories of the Latvia presented during the workshop and roundtable. Round table participants represented government agencies, international and local civil society organisations: Ministry of Economy and Sustainable Development, Ministry of Agriculture, State Minister's Office of European and Euro Atlantic integrations, Food Safety Agency, Enterprise Development Agency (EDA), Georgia's Innovation and Technology Agency (GITA), International Trade Department and EDA, Georgian Chamber of Commerce and Industry (GCCCI), DCFTA Advisory Group, Investors Council, EU Georgia Business Council (EUGBC), Europe Foundation (ERF) EU-Georgia Civil Society Platform, International organizations: USAID/G4G, OXFAM, EU/ENPARD, DCFTA Adviser of the Delegation of the European Union to Georgia, East Invest 2, media and other. Electronic version of the presentations and handbook was forwarded to beneficiaries – SMEs and business organisations (40 BSOs, 150 SMEs - including women and young entrepreneurs, farmers clubs, returned migrants, IDPs, minorities), academic institutions (12), national and local public authorities.

Also, Georgian Chamber of Commerce and Industry (GCCCI) and EU Georgia Business Council (EUGBC) disseminated information and handbook between board members (42 organizations) and in newly created DCFTA info Centres in 5 regions. EU-Georgia Civil Society Platform disseminated project information between members (166 organizations).

In workshop in Azerbaijan (Baku) there were participants from Ministry of Economy, Ministry of Agriculture, State Customs Committee, Ministry of Taxes, as well as BSOs, SMEs and academic scholars. Discussions were held about government's current policy towards SMEs, their future plans regarding possibilities of becoming member of WTO and signing DCFTA and other



agreement with the EU. To disseminate information and knowledge, all the presentations and handbook were sent to the participants afterwards such as Azerbaijan Entrepreneurs' Association which consists of more than 6000 entrepreneur organizations and Centre for Economic and Social Development which is considered as one of the best example of think-tank working in the field of SME policy. The mass media was also involved in the process as many local websites published articles about the project.

In Moldova workshop (Chisinau) SMEs and BSOs, members of the state institutions, local public authorities and organisations who protect and lobby interest of SMEswere invited to participate. The respective organisations will disseminate experience gained during workshop to other members of the respective organisations, will use the Workshop materials and information, as well as Handbook in the research, decision making process and promoting the best experience in benefiting from DCFTA. The materials of the Workshop, as well as Handbook are disseminated among members of organisations participated in the Workshop:

- the Small Bussiness Association - 2471 members.
- National Farmers Federation – 27 000 members.
- the Organization for Small and Medium Enterprises Sector Development (ODIMM) subordinated to the Ministry of Economy. The main objectives of ODIMM activity is implementation of the state policy in relation to SMEs, coordination of all types of financial assistance to SMEs and work with entrepreneurs. So, ODIMM will disseminate the materials of the Workshop to all SMEs.
- National Institute for Economic Research, Academy of Economic Studies, The main purpose of the Institute's activity is to revitalize the economic science in the Republic of Moldova, which is accomplished by organizing and carrying out the fundamental and applied scientific researches regarding the evolution of economic and social processes in the country, ensuring sustainable economic growth, achieving a decent living standard and quality of the increased population life. So, the Latvia experience will be used in the research of SMEs development in Moldova.
- representatives of District Public Authorities. There are 35 District Public Authorities.
- representatives of Local Public Authorities. There are 914 LPA.

More information about the visibility of the project please find under activity 6. Rising Public Awareness.

6. Relevance for EaP CSF

Please mention here how you consulted/involved/shared the project output/s with the relevant EaP CSF Working Groups and National Platforms or with EaP CSF Secretariat, if relevant.



President of GAWB, Nino Elizbarashvili - coordinator of EaP CSF Working Group's Sub-Group "Small and Medium Enterprises" presented information on the project progress at the meeting of the 2nd Working Group at the 9th EaP CSF Annual Assembly (October 25-27 2017) in Tallinn.

The results of the Project were distributed by the representative of the Ministry of Economic Development and Trade of Georgia, Azerbaijan and Moldova (who participated in the Round table discussion and drafting conclusions on the Project as well)- among the Ministry staff and other relevant stakeholders. Some key points of the regulation effective in Latvian were discussed with the Chamber of Commerce of Georgia with aim to use these examples in further advocacy campaigns.

7. Project Sustainability Outlook

Gained experience and ideas for the support of exporting SMEs will serve as catalyser for more targeted and grounded approach to lobbying SME interests in partner countries. The handbook and recommendations provide point of reference for future work.

Throughout the implementing period GAWB and partners provided the trainings based on interests of the members of the organisations. During meetings particular attention was paid to issues such as exchange of information and experience between the CSOs, the role of civil society organisations in the SME development issues

Especially noteworthy was the roundtable, which took place with the participation of experts from LBU and of representatives governmental, business and non-governmental organizations working in the field of SME. During training the focus was on strengthening the SMEs in their export intentions allowing them to be more prepared for the use of opportunities created by DCFTA or closed relations with EU. Workshops and round table discussion provided strong impetus for establishing a dialogue with other CSOs and the state for promotion of small business development and raising their export ability.

The sustainability of the project is assured by the fact that target groups of the project were involved from the beginning of the project and were informed and encouraged to participate in projects' activities.

On the other hand, the materials of the Workshop, as well as SMEs practical guide to DCFTA learning from experience of Latvia were disseminated among SMEs, BSOs, members of organisations participated in the Workshop: members of the Small Business Association, National Farmers Federation, the Organization for Small and Medium Enterprises Sector Development (ODIMM), National Institute for Economic Research, Academy of Economic



Studies, representatives of Local and District Public Authorities. They will assure to implement best practices in benefiting from DCFTA in order to have viable organisations.

Project sustainability will be assured also by project partners who will continue to promote best practices in benefiting from DCFTA and will include various materials on SMEs development.

During 9th EaP CSF Annual Assembly in Tallinn project partners discussed future co-operation ideas outlining not only a new project idea for the next call of EaP re-granting scheme but also considering applying for larger grants and developing common business ideas.

8. Attachments (if relevant)

1. Workshop programmes
2. Agenda of the Round table discussion in Georgia
3. Lists of participants of workshops with signatures
4. List of participants of the Round table discussion with signatures
5. List of participants of the partner meeting with signatures
6. Electronic version of the Handbook
7. Publicity report with links to articles and publications

