

## APPLICABILITY REPORT

### SPAIN

#### APPLICABLE GOOD PRACTICE

Good practice I. general information	
<b>Title of the practice</b>	<b>Workation Klaipeda</b>
<b>Thematic objective of the practice</b>	<i>SME's capacities for internationalization</i>
<b>Region in which the Project Partner wants to replicate it</b>	<i>Province of Burgos – Castilla y León Region - SPAIN</i>

Good practice targeting the Policy Instrument	
What gaps/weaknesses does this good practice target in the Policy instrument?	<ul style="list-style-type: none"> <li>- Lack of SMEs critical mass in Burgos province.</li> <li>- Lack of ability to grow internationally.</li> <li>- Low level attraction of talent.</li> </ul>
How does this good practice target these gaps/weaknesses?	<p>This Good Practice will help to increase the critical mass of professionals and self-employees which eventually will turn into new startups with a more international mindset.</p> <p>Main activities foreseen:</p> <ol style="list-style-type: none"> <li>1) Creation and development of the „Workation“ concept campaign;</li> <li>2) Creation and communication of the main message;</li> <li>3) Budget planning;</li> <li>4) Forming offer packages: “Work and vacation”;</li> <li>5) Selection of campaign communication tools;</li> <li>6) Organise networking meetings of the participants;</li> <li>7) Recording feedbacks;</li> <li>8) Sharing good practice message.</li> </ol>
What changes should be made in the good practice to target more gaps/weaknesses in the Policy Instrument?	The good practice should be adapted not only to the Policy Instrument field of activity but also to the needs and capacities of the rural SMEs along with entrepreneurship ecosystem itself.

	As the Burgos province, the recipient territory/community, a spread-out depopulated and dispersed rural area, is different from a single urban area, additional logistic requirements should be taken into consideration.
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<b>Feasibility of the good practice in the particular region</b>	
Do you have proper and reliable support?	The final inclusion of this good practice (or its adapted version) into the Action Plan for the province of Burgos will depend on the agreement between the Regional Stakeholders Group and the owner/manager of the addressed Policy Instrument – Society for the Development of the Province of Burgos (SODEBUR). Thus, the next meeting with Regional Stakeholders (Semester 3) will be essential in order to finally decide the measures to be included in the Action Plan.
Is there a stable funding option to support the good practice application in the long term?	Yes, taking into account the low budget initially required (€10.000). In any case, it will depend on the annual budget and the commitments of the Policy Instrument owner.
Are there any factors (of political or economic nature) that can clearly prevent implementation of this good practice?	Not any major economic issues are foreseen as for the low implementation budget required.  Future political changes/developments, as a result of new election outcomes or priorities, should be considered.
Are there any factors (of political or economic nature) that can clearly foster its implementation?	A clear support from the stakeholders and the Provincial Government.

<b>Adaptation of the good practice in the particular region</b>	
Can the existing design of the good practice be applied as it is?	Yes, however it would be recommended to adapt the concept to the particular circumstances and needs of the province and the economic resources of the Policy Instrument owner.
To what extent does the application of the good practice targets the problems in the application area?	The good practice directly addresses some of the main problems of Burgos such as depopulation, lack of critical mass and internationalization by:  - Attracting the representatives of the target audience to Burgos province and

	<p>positioning Burgos as a province of freelancers and professionals.</p> <ul style="list-style-type: none"> <li>- Supporting the international grow of all Burgos province business community by promoting international business partnerships.</li> </ul>
Which aspects of the good practice would you have to change in order to adapt them to the needs of your region?	Not major changes required, apart from adaptation to the logistic and geographical characteristics of the territory.
How do you plan to change them?	Introduction of the practice during the development and design of the new period Policy Instrument.

<b>Transferability/applicability of the good practice in the particular region</b>	
<b>Target groups involved:</b>	<p>SODEBUR. Owner of the affected Policy Instrument.</p> <p>Stakeholders directly involved in offering support to SMEs; Ministry of Industry, Regional Government of Castilla y León, Chamber of Commerce, Federation of Business Associations, Local Action Groups</p> <p>All of them are actively involved in the Regional Stakeholders Group of the project at local level.</p>
<b>Multi-level and multi-professional approach:</b>	<p>Relevant sectors will be invited to take part in the development process as associated partners.</p> <p>CEEI-Burgos and SODEBUR together with the entities involved in the Regional Stakeholders Group have enough resources and competences to disseminate the aim and results of the good practice in the territory.</p>
<b>Human resources:</b>	<p>CEEI-Burgos and SODEBUR staff, as main responsible organizations for the application of the GP in the territory, has enough competences and professional commitment to ensure a successful implementation (anyway, this job will be done in collaboration with experienced entities already included in the Regional Stakeholders Group).</p>

<b>Timeline and action plan</b>	First call of projects (August 2021 – July 2022); call, selection of funded projects, implementation and reporting of beneficiaries.
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<b>Good practice II. general information</b>	
<b>Title of the practice</b>	<b>Support scheme “Fostering value added business cooperation between SMEs operating on different sides of the Hungary-Croatia border”</b>
<b>Thematic objective of the practice</b>	<i>SME’s capacities for internationalization</i>
<b>Region in which the Project Partner wants to replicate it</b>	<i>Province of Burgos – Castilla y León Region - SPAIN</i>

<b>Good practice targeting the Policy Instrument</b>	
What gaps/weaknesses does this good practice target in the Policy instrument?	<ul style="list-style-type: none"> <li>- Lack of cooperation among local (rural) enterprises with companies abroad.</li> <li>- Lack of funding to develop international and cooperation projects with foreign companies.</li> </ul>
How does this good practice target these gaps/weaknesses?	<p>The good practice is mainly a funding scheme to provide non-refundable grants for SME’s cooperation (companies belonging to different EU countries).</p> <p>It provides funds and encourages cooperation among companies from different countries.</p>
What changes should be made in the good practice to target more gaps/weaknesses in the Policy Instrument?	<p>The good practice should be adapted not only to the Policy Instrument field of activity but also to the needs and capacities of the rural SMEs.</p> <p>For instance, aspects referred to the countries to work with as well as the funds addressed have to be changed respecting from the original good practice.</p>

<b>Feasibility of the good practice in the particular region</b>	
Do you have proper and reliable support?	<p>The final inclusion of this good practice (or its adapted version) into the Action Plan for the province of Burgos depends on the agreement between the Regional Stakeholders Group and the owner/manager of the addressed Policy Instrument – Society for the Development of the Province of Burgos (SODEBUR).</p> <p>Thus, the next meeting with Regional Stakeholders (Semester 3) will be crucial to</p>

	finally decide the measures to be included in the Action Plan.
Is there a stable funding option to support the good practice application in the long term?	It will depend on the annual budget and the commitments of the Policy Instrument's manager.
Are there any factors (of political or economic nature) that can clearly prevent implementation of this good practice?	Lack of economic resources to be exclusively dedicated to this line of funds, which is not a major risk to be considered, taken into account the implementation budget of the action.
Are there any factors (of political or economic nature) that can clearly foster its implementation?	Technical view considering this good practice relevant for the territory (accordingly informing to the political sector).

<b>Adaptation of the good practice in the particular region</b>	
Can the existing design of the good practice be applied as it is?	No, we should adapt the main concept to the reality of the territory and the economic resources of the Policy Instrument owner.
To what extent does the application of the good practice targets the problems in the application area?	The good practice directly encourages SMEs to work in consortium in an international environment to develop a joint product, technology or service, processes and productive capacities or carry out common marketing activities.
Which aspects of the good practice would you have to change in order to adapt them to the needs of your region?	The good practice is thought to facilitate cooperation among companies on different sides of the border Croatia – Hungary. We should previously define the target countries to promote cooperation as far as the province of Burgos doesn't have a physical border with any other foreign country. Thus, cooperation with companies from Portugal and France could be the principal objective.
How do you plan to change them?	The aim is adapting a Cross Border Programme at European level to a local Policy. Thus, the budget as well as the beneficiaries companies have to be adapted to the situation.

<b>Transferability/applicability of the good practice in the particular region</b>	
<b>Target groups involved:</b>	SODEBUR. Owner of the affected Policy Instrument. Stakeholders directly involved in offering support to SMEs; Ministry of Industry, Regional Government of Castilla y León, Chamber of Commerce, Federation of Business Associations, Local Action Groups All of them are actively involved in the Regional Stakeholders Group of the project at local level.

<b>Multi-level and multi-professional approach:</b>	<p>Relevant sectors will have to be adapted to the needs and situation in the province of Burgos (Spain).</p> <p>SODEBUR staff, as main responsible for the applicability in the territory, has enough competences and professional commitment to ensure a successful implementation (anyway, this job will be done in collaboration with experienced entities already included in the Regional Stakeholders Group).</p> <p>SODEBUR together with the entities involved in the Regional Stakeholders Group have enough resources and competences to disseminate the aim and results of the good practice in the territory.</p>
<b>Human resources:</b>	Human resources should be adapted to the capacity of the new entity to manage the call.

<b>Timeline and action plan</b>	<p>First call of projects (August 2021 – July 2022); call, selection of funded projects, implementation and reporting of beneficiaries companies.</p>
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