



Unternehmer-  
verband  
Rostock und  
Umgebung  
e.V.

UV

## Project SEBco:

### City-Hinterland cooperation as motor for regional development in the South East Baltic Sea

Activity report

#### Protocol of the transnational meeting at 8th/9th February 2007

Participants:

- Mr. Nikolai Belov, University of Russia Immanuel Kant, Kaliningrad
- Mr. Pjotr Durski, Foundation "Support and promotion of Enterprise in Warmia and Mazury"
- Mr. Bartolomje Goleniowski, Foundation "Support and promotion of Enterprise in Warmia and Mazury";
- Mr. Konrad Frontzak, West Pomeranian Regional Development Agency;
- Mr. Marcin Dejna, Pomerania Development Agency;
  
- Dr. Ulrich Seidel, Management director, Entrepreneurs Association Rostock and area;
- Mr. Christian Grey, Trainee lawyer;
- Mr. Erik Marschner, Entrepreneurs Association Rostock and area;
- Mrs. Meike Stelter, Entrepreneurs Association Rostock and area;

Enlargement the participants for further project contacts:

- Mr. Michael Kitzel, German Office of Kommune Borgholm, Sweden;
- Mrs. Petra Kitzel;

Wednesday, 7.2.2007

Preliminary talk between Dr. Seidel, Entrepreneurs Association Rostock and area and Mr. Torker from municipality of Kaliningrad. The contact was made because while connecting the transnational partners of SEBco in WP 4 there were difficulties to get in contact with Kaliningrad Oblast. For involving the Kaliningrad region although the municipality of Kaliningrad city was contacted.

The talk partners decided to implement the municipality of Kaliningrad City as regards content, but without financial involvement.

Thursday, 8.2.2007

Consultation between the partners to the project work, Office of Entrepreneurs Association Rostock and area, Wilhelm-Külz-Platz 4, 18055 Rostock – 10.00 o'clock

1. Introduction of working report SEBco / TACIS, milestone 2, by Mrs. Meike Stelter, Entrepreneurs Association Rostock and area. The main points and results of work of second term 2006 were presented – milestone 2 – and explored. The results of kick-off meeting in August were discussed and evaluated. The partners' representatives accepted the report.
2. Mr. Grey of Entrepreneurs Association Rostock and area introduced the international cooperation data base. He mainly spoke about the implementation of businesses which are interested in cooperation from partner regions in the data base and about designing the management tools in the data base. In the following discussion Mr. Frontczak from West Pomeranian Regional Development Agency informed about his experiences from the project TEICO-net. There can offer some positive effects from it for the work in SEBco WP 4. Thereby the partners decided to use the connection to this data base for the project SEBco WP 4. A link from the SEBco WP 4 data base to the TEICO-net data base will be set by help of Mr. Frontczak.  
**deadline: April 2007**  
**responsible: Entrepreneurs Association Rostock and area, West Pomeranian Regional Development Agency**
3. In the frame of project work SEBco Mr. Frontczak was tasked with connecting the responsible persons from Investmentbank Brandenburg for TEICO-net for allowance to set the above mentioned link.  
**deadline: april 2007**  
**responsible: Entrepreneurs Association Rostock and area, West Pomeranian Regional Development Agency**
4. Mr. Dejna from Pomerania Development Agency introduced the web-site from the Agency and gave some animation for the international cooperation data base in relation to the implementation of management tools.
5. Regarding the management tools in the data base the participants were informed about the structure of management tools. All partners will contribute to this management tools in relation to their own country or region and will send accordingly to the similar points the material to the Entrepreneurs Association Rostock.  
**deadline: April 2007**  
**responsible: all partners**
6. The Entrepreneurs Association Rostock will complete the data of in cooperation interested businesses in the data base as soon as possible. So the searching for interested businesses is going on. Mr. Frontczak pointed out some mistakes in the data base. These will be corrected by the Entrepreneurs Association Rostock.  
**deadline: April 2007, ongoing**  
**responsible: Entrepreneurs Association Rostock and area,**
7. Mr. Dr. Seidel was reporting about the difficult situation in relation to the contact to the project partner Kaliningrad oblast. There was no reaction although intensive efforts he proposed firstly to strength the contact to Kaliningrad University now.
8. Mr. Belov, University Kaliningrad, will win about 10-15 SMEs from the region Kaliningrad for the project and to transfer all data to the Entrepreneurs Association Rostock.  
**deadline: April 2007,**  
**responsible: University of Kaliningrad**

Cooperation market,

Messerrotunde, Hansemesse Rostock, 15.00 o'clock

Participants and protocol see attachment 1

Afterwards common fair visit

Friday, 9.2.2007

Meeting in the Office of Entrepreneurs Association Rostock and area, Wilhelm-Külz-Platz 4, 18055 Rostock – 10.00 o'clock

Participants s. attachments

Mrs. Dr. Angelika Ballschmiter, Transfer officer of University of Rostock

1. Mrs Ballschmiter introduced the transfer of technology and knowledge at University of Rostock. The lecture was very important and interesting for work in the project SEBco WP 4. In the following discussion a lot of questions were cleared especially to the ways and methods for organising transnational contacts and for founding. Dr. Ballschmiter informed so about the new project „Business meets science“ of the Federation Government.
2. Dr. Seidel and Mrs. Stelter introduced a Compact Disk with ca. 800 Franchise ideas and models. These were discussed with the partners and distributed to all participants.
3. Furthermore the participants discussed the theme cooperation. In relation to the further working steps they decided: Every partner will choose about 10 businesses for concrete cooperation and will transfer them to the Entrepreneurs Association Rostock. So the Association will choose about 10 German businesses and transfer it to the partners. Every partner will looking for this concrete businesses for relevant businesses in his regions.  
**deadline: end of march**  
**responsible: all partners**
4. Another meeting in Szczecin while the 50-year-anniversary of city partnership Rostock-Szczecin was debated. Mr. Frontczak will coordinate this with the agency in Szczecin.  
**deadline: end of February**  
**responsible: Agency West Pomerania**
5. A further meeting in Kaliningrad will be prepared, firstly between the Lead-Partner WP 4 and University of Kaliningrad. To it Mr. Belov from University of Kaliningrad will transfer some the information.  
**deadline: end of February**  
**responsible: University of Kaliningrad, Entrepreneurs Association Rostock**
6. Dr. Seidel informed the participants about the meeting at 19th of April in Gdansk, where every work – package will inform about ist work and the results  
**deadline: 19.04.2007**  
**responsible: Unternehmerverband Rostock**

**Attachments:**

**Attachment 1:** Report about the cooperation market with contact addresses

**Attachment 2:** Report about the Baltic Sea Fair Rostock

**Attachment 3:** Participant lists

**Attachment 1:** Report about the cooperation market with contact addresses

### **Activity report SEBco/TACIS**

To the:

„Cooperation market between the partner countries“

Location: Hanse Messe, Rotunde, Rostock  
08.02.2007, 15.00 o'clock

The cooperation market was realised with the aim to present the capacity of partner regions and to give the German businesses interested in cooperation a evaluation for entering the market. The presentation was completed through the German-Swedish Office Borgholm.

### **Participating partner countries:**

Presenting countries:

*Contact person: Herr Konrad, Frontzak*  
Project office  
Plac batorego 4/426  
70-207 Szczecin  
Poland

*Contact person: Durski, Piotr*  
Foundation "Support and promotion of  
Enterprise in Warmia and Mazury"  
Al. Marszalka Jozefa  
Pilsudskiego 32  
10-578 Olsztyn  
Poland

*Contact person: Bartolomej, Goleniowski*  
Foundation "Support and promotion of  
Enterprise in Warmia and Mazury"  
Al. Marszalka Jozefa  
Pilsudskiego 32  
10-578 Olsztyn  
Poland

*Contact person: Dejna, Marcin*  
Pomerania Development Agency  
Piwna 36/39 st.  
80-831 Gdansk  
Poland

*AP: Nikolaj, Belov*  
Rossiski Gossudarstwenny Universität  
Immanuel Kant  
Aleksander Newskogo Str. 14  
Valentin Korneevets  
236041 Kaliningrad  
**Russland**

*Contact person: Herr Podolak*  
P.P.H. TEKMAR  
20-381 Lublin ul. Zorza 8  
**Polen**

### **Participants Germany/Rostock:**

*AP: Herr Günter Bartsch*  
LiMaB Laserintegrierte Materialbearbeitung  
Zum Kühlhaus 3b  
18069 Rostock

*Contact person: Herr Dr. Konrad Hintze*  
Software Engineering for Automation, Application  
c/o Krogmann  
Dierkower Höhe 16  
18146 Rostock

*Contact person. Frau Walter*  
walter + planer Architekturbüro  
Humboldtstr. 7  
18055 Rostock

*Contact person: Günther Sternberg*  
Ingenieurbüro Sternberg  
Tannenweg 1  
18059 Niendorf

*Contact person: Herr Turner*  
TURNER + PARTNER  
Amberg 7  
18146 Rostock

*Contact person: Herr Felix Durniok*  
TÜV Akademie GmbH  
Unternehmensgruppe TÜV Thüringen  
Carl-Hopp-Str. 5a  
18069 Rostock

*Contact person: Herr Michael L. Kraus*  
AWT Allgemeine Wirtschafts- und Treuhandgesellschaft mbH  
Handwerkstraße 3  
18069 Rostock

### **Participants project partner Germany**

Herr Dr. Ulrich Seidel  
Frau Meike Stelter  
Herr Erik Marschner  
Herr Christian Grey

## 1. Activities of the project

Dr. Seidel introduced the project activities. He informed about the support in several ways which the project partners will give for cooperation and business activities like following:

- Market entry analysis
- Searching possible cooperation partners in the partner regions
- Implementation in the international cooperation data base
- Management tools
- Juridical and business-management consulting
- Special task for product development and delivery

## 2. Capacity of partner agencies in the project SEBco

### German-Swedish Office

The Office is working mainly in the region Kalmar and Karlskrona.

Main focus is set for cooperation is set on senior career, renewable energies, science-technical development by involvement the universities, searching for investors, architecture and building.

### Szczecin

The representative from Szczecin informed about the searching for investors for the voivodeship Western Pomerania. There are possibilities for support in market entering analysis. In the field of environment protection Poland is busy international.

### Gdansk

The deputy from Gdansk introduced the activities of his agency. The main focus is on consulting and evaluation of market entry chances. A evaluation of possible cooperation partner is possible. A comprehensive net of support is usable.

### Olsztyn

The focus of work of this Office is on the consulting for little businesses. A lot of polish businesses want to get in contact with German businesses.

### Kalinigrad

Mr. Belov informed about needs on the field of hospitals, kindergarten.

P.P.H. TEKMAR  
Mr Podolak

Offers package, selling in Europe

### **3. Introduction of the representatives of german businesses**

Engineers Office Sternberg represented its offers on the field of medical building, planning, statics, aftercare and senior living

Mr Sternberg is very interested in cooperation.

The business "walter + planer architektur office" introduced its interest in task in relation to senior hospitals, living for disabled people, electro installation etc.

Dr. Hintze offers preworking for ship building, automatisisation techniques. He recognised that there should no competition but cooperation.

Mr Kraus offered support for businesses in Germany and abroad.

The office „Turner & Partner“ is working in the field of architecture in the food industry and windows and doors. The office wants to cooperation with Poland.

Mr Durniok (TÜV): Offers for education in the field of quality management, work security and logistics. The business is certificating products.

The participants approved the cooperation market. A good discussion followed. It was successful for getting in contact and to create and realise cooperation.

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Dr. Ulrich Seidel

**Attachment 2:** Report about the Baltic Sea Fair Rostock

From 7th – 11th of February 2007 the 17. International Baltic Sea Fair under the auspice of Prime minister of Mecklenburg – Western Pomerania took place. The Hansefair Rostock invited to this event. A exhibition square of more then 1000 qm offered best of information and services.

Within the project SEBco / TACIS the Entrepreneurs Association Rostock presented on an area of 18 qm at the Baltic Sea Fair in coordination with the transnational partners.

The hosting association informed thereby about the international project activities, especially to the transnational acitivities. The SEBco project was presented to the visitors and potential cooperation partners, so with a lot of folders, flyers, presentation materials. Charts and boards informed about the aims and activities in the project. The participation in the fair served so for communicating contacts and for the preparation and supporting of international cooperation. All together therefore 68 conversations took place.

The feed back to the activities of the Entrepreneurs Association Rostock was very good at all. The project activities of the Entrepreneurs Association were excellent evaluated. This was so the opinion of the Lord major of Hanseatic City of Rostock, Mr. Roland Methling.

As a special activity the participating partner countries could represent their regions and mainly their participating businesses. The polish business TEKMAR, producer of package material, used this possibility for presenting their products by participating of some staff on the fair. The participating was evaluated as very big success because of the great interest in the polish business. TEKMAR closed with some German businesses contracts.

**Adress:**

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