1. Basic Information

Désirée Number: BG 01.06.02

Title: Border Crossing Check Points in Southern Bulgaria: Supply of Equipment to the Border Check Points in Novo-Selo and Ilinden. Staff Training for Border Check Points in Novo-Selo, Ilinden and Kulata.

Sector: IN

Location: Bulgaria (South Central and South West Region).

2. Objectives

2.1. Overall Objectives:
• to develop the economy of the border regions by enhancing the trade and the economic co-operation
• to promote cooperation with the CEEC’s regions bordering the European Union, and thus to help these border regions to overcome specific development problems stemming from their relative isolation in the national economy;
• to encourage the creation and development of cooperation networks on both sides of the borders and the establishment of links between these networks and wider EC networks;
• to facilitate the integration of Bulgaria into the European Union through modernization of the provided services at the Check Points.

2.2. Purpose of the project:
• To support the work of the several Directorates (border police and custom control, road taxes, standards & metrology, veterinary, phyto-sanitary controls etc) in the Border Crossing Check Points (BCCP), which are involved in the checking procedures by means of extra equipment and furniture.
• To train the staff of the a.m. Directorates in performing their duties, in order to improve their effectiveness and speed.
• To increase quality of border checks and decrease the waiting time at BCCP’s of the transit vehicles and goods by streamlining border – border-crossing formalities.

2.3. Accession Partnership and NPAA priority:
• The project is in compliance with the National Plan for Economic Development, priority “Establishing of sustainable development in regional aspect”, programme “Infrastructure Improvement”, sub-programme “Construction of new BCCP”. The project is also in line with the latest Interreg-CBC Joint Programming Document
for Bulgaria and Greece of 20 November 2000. Axis one of this documents refers
to improvement of “cross-border infrastructures” which includes targets to
*strengthen transport infrastructures and cross-border networks, improving oforder security and strengthening of complementary cross-border infrastructures*

NPAA (*Medium-term priority)*:
- Promotion of cross-border co-operation

### 2.4. Cross Border Impact:

- To support faster transport of people and goods in order to foster cross border co-
  operation at a local and national level
- Through these improved links and infrastructure to promote cultural exchanges and
  the integration of the two border regions.
- To encourage economic development on both sides of the border in an economically
  depressed region;
- To improve the services providing by the involved Directorates (border police and
  custom control, road taxes, standards & methodology, veterinary, phyto-sanitary
  controls etc) within the Border Crossing Check Points according to the EU
  standards and requirements.

### 3. Description

#### 3.1. Background and justification:

The PHARE Cross Border Co-operation Programme will support the improvement and
modernisation of the services providing by the different Directorates within the Bulgarian
Border Crossing Check Points with Greece by means of Supplying Equipment and Staff
Training.

For the existing Border Crossing Check Points (BCCP) in Kulata and Novo Selo and for
the new BCCP in Ilinden an assessment of the needs for staff training, equipment,
infratrastructure, has been carried out and financed by the Phare CBC Programme. The
aim of this assessment was to investigate the ways to upgrade the level of services
according to EU requirements in the relevant sectors - customs, border police,
veterinary, phyto-sanitary control, etc. For the purpose of the above mentioned
assessment a Working group was established on the 30\textsuperscript{th} December 1997 by an order of
the Minister of Regional Development and Public Works which included
representatives of the different governmental directorates involved into the checking
procedures for goods and persons according to the Bulgarian legislation: *Customs, Border Police, Veterinary, Phyto-sanitary, Standardisation and Metrology, Road taxes and licenses, Medical control*.

The BCCP “ILINDEN” in the border Crossing Gotse Delchev-Drama is currently under
construction and civil works are estimated to be completed by end October 2001.
Additionally, the access road from Gotze Delchev to Drama is under construction from
both Bulgarian and Greek side. The new check point will help the co-operation between
both countries, will promote Greek and Bulgarian investments in the area and will connect the area with the port of Kavala. Under the proposed project equipment and furniture will be provided and the appointed staff will be trained accordingly.

The BCCP “Novo Selo” in the border Crossing Svilengrand –Ormenion was built in the previous decade, in a barren site but the construction was interrupted in 1990 and the main administrative building remained on concrete skeleton. It has not been subject of any improvement during the past 15-20 years with regard to site infrastructure, buildings, furnishing and equipment, communications etc. In the past the traffic was low but currently has substantially increased and will increase successively after the completion of the new road from the Greek side. The BCCP “Novo Selo” is serving the traffic from and for the East part of Greece and via E80 transfer the goods and the passengers between North Aegean Sea (Alexandroupolis Port) and the East Black Sea (Bourgas, Varna). The Greek Border Station in Ormenion is a brand-new modern building with full services for the passengers and the staff. Under the proposed project additional modern equipment and furniture will be provided and the existing staff will be trained.

The BCCP Kulata consists of the more overloaded in terms of traffic BCCP with Greece, specially after the recent crisis in former Yugoslavia and with a great importance for trade and tourism for both countries. The current conditions for the traffic of passengers and goods are not acceptable and very often the waiting time is exceptionally long (12 to 14 hours). Taken into consideration that Phare National Programme, World Bank and other International Financial Institutions (IFI) provide funds for the improvement of the infrastructure (buildings, equipment etc.) the proposed project will provide only training to the staff of the involved Directions.

The proposed project is in compliance with the priorities established in the Joint Programming Document (JPD), agreed during the Joint Cooperation Committee (JCC) between Greece and Bulgaria (Athens, 20 Nov. 2000) and especially with the Axis 1 Cross Border Infrastructures, Measure 1.1 Strengthening of cross border transport infrastructures and Measure 1.2 Improvement of outer border security.

3.2. Linked activities:

Related projects financed by Phare CBC Programme:

- BG 9511- 02.01.01 Technical Assistance to the CBC PIU in MRDPW and Review of the Assessment Study of the needs for staff, training, equipment, infrastructure & strengthening of cross-border veterinary control for the existing border crossings, Kulata and Novo Selo and for the new border crossing – Illinden.

- BG9803.01.01 Rehabilitation of E79 road: Under Implementation.

- BG9803 01.02 Rehabilitation of E85 road: Under Implementation.

- BG9803 01.03 Reopening of access road to the new border crossing at Illinden (link Goce-Delcev - Drama): Under Implementation.

- BG9904. 02.01 Construction of cross border check-point Illinden (Supervision and Works Contracts): Under Implementation.
• BG0008.02 Construction of Cut & Cover Tunnel at Gotse Deltsev – Drama Border Crossing: Under preparation.

Other projects financed by Bulgarian National Budget:
• “Transition and Custom facilities for BBCPs Project financed through Framework Loan Contract between Bulgaria and World Bank
• Establishing of the common border check control system

3.3. Results:

The main benefits of the project are:
• To improve the existing infrastructure in the BCCP Novo Selo by providing modern equipment and furniture
• To provide equipment and furniture to the new Check Point in Ilinden in order to make it operational
• To strengthen co-operation between the two border regions at a local level.
• Together with the Greek "mirror" projects financed by INTERREG III- the checking procedures performed by the involved Directorates in the BCCPs will be upgraded by reducing the waiting time, increasing low cost exchanges and circulation between both countries.

The major sectors for potential expansion resulting from the proposed project would include, but not be limited to, the following:
- Construction and maintenance,
- Light industry,
- Forestry and agriculture,
- Tourism, including transit tourists,
- Transport and distribution.

The expansion in these sectors would lead to improvement in local economic factors and would assist in slowing the current demographic exodus from the area. Additionally, increased access to the Aegean ports would similarly stimulate local enterprises by allowing them to market their goods over a wider area both in Greece and internationally.

3.4. Activities:

The project will support the modernization of the services providing by the different Directorates within the Bulgarian Border Crossing Check Points with Greece by means of Supplying Equipment and Staff Training. The project includes two main components:

• Supply of equipment and furniture to the BCCPs in Ilinden and Novo Selo with an overall estimation 3,15 Meuro. The a.m. supply will include:
  ➢ Computer and Communication Equipment (hardware & software)
  ➢ Electric Apparatuses
  ➢ Special Laboratory equipment
  ➢ Vehicles and machinery
  ➢ Furnishing and Accessories
The supply will be provided to the following Directorates:

i. Customs
ii. Border Police
iii. Veterinary Service
iv. Road Taxes and Licences
v. Sanitary Service
vi. Phytosanitary Service
vii. Standardization and Metrology

- Service Contract for the Staff Training to Border Check Points in Novo-Selo, Ilinden and Kulata with an overall estimation 0.25 Meuro. The training of the staff of the three check points, will be provided in order to modernize their services, bring their system and procedures closer to European standards, facilitate the introduction of new documents and procedures and to familiarize them with the new equipment.

More specifically, the training programme staff will be organized in order to strengthen the knowledge of the trainees in the modern EU and International regulations and procedures on the following sectors:

- Computerization, especially of declaration processing
- The use of detection and equipment (laboratory where required) to support the fight against smuggling and fraud

The Directorates – services, of which the staff will be trained, are:

i. The National Center for Regional Development and Public Works, and
ii. The Road Executive Agency (in the MRDPW).
iii. The Customs (in the Ministry of Finance).
v. The Veterinary – Medical Service
viii. The Standardization and Metrology (Committee of Standardization and Metrology).

The training shall provide expert trainers for the following sections:

- Design and organization in a Border Station
- Maintenance of the Buildings and the diggings
- Customs Code and procedure
- Border Police services
- Agricultural product checking
- Quality checking of the goods

4. Institutional Framework

The project is in full relevance with government regional policy to promote and support the population in the regions near by the Crossing Border line and with relevant Legal Framework.
It is also in compliance with all existing relevant bilateral agreements between Bulgaria and Greece, concerning Border links and relationships.

The formal Beneficiary Institution of the project according to the Bulgarian National legislation will be the Ministry of Regional Development and Public Works.

The assets will be given for utilization and exercise of all required services to the Border Control Authorities by means of “Act for replacement of ownership” issued on behalf of the Employer – CBC Phare, MRDPW.

The assets will be given for utilization and exercise of all required services to the Border Control Authorities by means of “Act for replacement of ownership” issued on behalf of the Employer – CBC Phare, MRDPW. All relevant administrative and maintenance costs linked to the implementation of the project will be covered by the different involved Border Control Authorities.

Direct beneficiaries of the supply and training the ones mentioned under 3.4. The Border Police, the Custom Administration, Road Licences and Taxes, Veterinary and Phyto-sanitary control, Committee of Standards will support the preparation and implementation of the proposed project by co-operating closely with the IA and by assuring the necessary organisational environment, making available the necessary information, personnel and covering the cost of the national experts, including staffing training centres, and the related running and administrative costs.

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Tel: 00359 2 987 41 55
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5. Detailed Budget, in Meuro

<table>
<thead>
<tr>
<th>COMPONENTS</th>
<th>Phare support</th>
<th>Total Phare (I+IIB)</th>
<th>National co-financing</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Investment</td>
<td>Institution</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Supply Contract for the equipment</td>
<td>2,25</td>
<td>-</td>
<td>0,90</td>
<td>3,15</td>
</tr>
<tr>
<td>2. Service Contract for the Training</td>
<td>-</td>
<td>0,25</td>
<td>-</td>
<td>0,25</td>
</tr>
<tr>
<td>TOTAL</td>
<td>2,25</td>
<td>0,25</td>
<td>0,90</td>
<td>3,40</td>
</tr>
</tbody>
</table>

*National co-financing is covered by MRDPW in all stages of Project preparation including land acquisition and all Involved Border Check Authorities.*

6. Implementation Arrangements

6.1 Implementing Agency:

The Bulgaria CBC Implementing Agency is the Ministry of Regional Development and Public Works (MRDPW), which retains overall responsibility for the implementation of
the project (approval of terms of reference, of tender documents, of evaluation criteria, of evaluation of offers, signature of contracts, authorisation and payments of invoices).

The Division of Phare Cross Border Cooperation (the previous Foreign Investment Department) within the Ministry of Regional Development and Public Works will be responsible towards the CBC Implementing Agency for the operational and technical management of the project: studies, preparation of terms reference, tender documents, preparation and proceeding of the Tender procedures, evaluation criteria, evaluation of Tenders, award of contracts, invoices for payment, Commissioning and Handing over of the implemented projects. For the above mentioned tasks, the Division will co-operate closely with the beneficiary institutions mentioned under 3.4.

The Division reports monthly to the CBC Implementing Agency (with direct copies to the EC Delegation) with monthly disbursement and commitment schedules and with sufficient detail to allow assessment of progress made and remaining work to be accomplished. It liaises directly with the EC Delegation for all issues related to the operational management of the project. The relevant Division shall be adequately staffed with at least 3 qualified full-time experts.

6.2. Non-standard aspects

There are no “non-standards aspects”. The “Practical Guide to Phare, Ispa and Sapard contract procedures” will strictly be followed.

6.3. Contracts

One (1) Supply contract for the equipment with amount of 2,25 Meuro
One (1) Service contract for the training with amount of 0,25 Meuro

7. Implementation Schedule

<table>
<thead>
<tr>
<th>Start of tendering</th>
<th>Start of project activities</th>
<th>Completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>- 06.2001 – Tender Documents for Supply Submission for check and approval</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 10.2001 – Launch of Tender Procedure after Advertisement</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 12.2001 – Evaluation and Awarding of the Contractor</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

8. Equal Opportunity

Equal opportunity for men and women to participate in all the components of the project will be ensured.
9. Environment

Not applicable

10. Rates of return

Financial rate of return: Not applicable
Economic internal rate of return: Not applicable

11. Investment criteria

11.1. Catalytic effect:

Without Phare assistance, the project would never take place due to lack of funds.

11.2. Co-financing:

The project is co-financed by 0,9 Meuro, which will provide about 25 % of the total cost of the project

11.3. Additionality:

No other financing sources from the private sector or from IFIs are available for financing this project.

11.4. Project readiness and Size:

Assessment of the existing situation and the needs of BCCP ”Novo Selo” has been carried out by specialised expert group comprising relevant experts from all involved Border Control Check Points Institutions such as Border Police, Customs, Veterinary etc. Tender Documents including Technical Specification for the required equipment and ToR for staff training have been produced. The project complies with the 2 Meuro minimum Phare allocation requirement.

11.5. Sustainability:

All involved Authorities retain full responsibility to cover all necessary maintenance and operational expenses.

11.6. Compliance with state aids provisions

The project respects the state aids provisions.

12. Conditionality and sequencing:

The IA will provide a detailed report on needs specification and the distribution of supplies and services among the involved beneficiary institutions mentioned under 3.4, and on the integration and compatibility of supplies with existing systems. This report will have to be approved by the EC Delegation. A workgroup (made up of all involved beneficiaries/stakeholders) will develop the technical specifications/content of the supply and the training, to be approved by the Delegation.
ANNEXES TO PROJECT FICHE
1. Logical framework matrix
2. Detailed implementation chart
3. Contracting and disbursement schedule by quarter
4. Reference to feasibility /pre-feasibility studies.
### Annex 1: Logframe Matrix for project: **Border Crossing Check Points in Southern Bulgaria: Supply of Equipment to the Border Check Points in Novo-Selo and Ilinden. Staff Training to Border Check Points in Novo-Selo, Ilinden and Kulata.**

<table>
<thead>
<tr>
<th>Overall objective</th>
<th>Indicators of Achievement</th>
<th>Sources of Information</th>
<th>Assumptions</th>
</tr>
</thead>
</table>
| • to develop the economy of the border regions by enhancing the trade and the economic co-operation  
• to promote cooperation with the CEEC’s regions bordering the European Union, and thus to help these border regions to overcome specific development problems stemming from their relative isolation in the national economy;  
• to encourage the creation and development of cooperation networks on both sides of the borders and the establishment of links between these networks and wider EC networks;  
• to facilitate the integration of Bulgaria into the European Union through modernization of the provided services at the Check Points. | • Increased GDP regional share  
• Increased Greek and foreign investment in the region | Government and international statistics |  |

<table>
<thead>
<tr>
<th>Project purpose</th>
<th>Indicators of Achievements</th>
<th>Sources of Information</th>
<th>Assumptions</th>
</tr>
</thead>
</table>
| • To support the work of the several Directorates (border police and custom control, road taxes, standards & methodology, veterinary, phyto-sanitary controls etc) in the Border Crossing Check Points (BCCP), which are involved in the checking procedures by means of extra equipment and furniture.  
• To train the staff of the a.m. Directorates in performing their duties, in order to improve their effectiveness and speed.  
• To increase quality of border checks and decrease the waiting time at BCCP’s of the transit vehicles and goods by streamlining border – border-crossing formalities. | • Increased cross border traffic  
• Reduced cross border journey duration  
• Correspondence with EU requirements and regulations | • Users |  |
| Contracting period expires: 30/11/2003 | Phare budget: 2.5 Meuro |  |  |
| Disbursement period expires: 30/11/2004 |  |  |  |
| Total budget: 3.4 Meuro |  |  |  |
### Results

- To improve the existing infrastructure in the BCCP Novo Selo by providing modern equipment and furniture
- To provide equipment and furniture to the new Check Point in Ilinden in order to make it operational
- To strengthen co-operation between the two border regions at a local level.
- Together with the Greek “mirror” projects financed by INTERREG III- the checking procedures performed by the involved Directorates in the BCCPs will be upgraded by reducing the waiting time, increasing low cost exchanges and circulation between both countries

### Indicators of Achievement

- Acceptance Delivery Certificates

### Sources of Information

- MRDPW
- Contractors

### Assumptions

- Supply does not exceed cost estimates
- Adequate staffing of the checkpoints
- Parallel progress to the mirror projects in Greece

### Activities

- Supply of equipment and furniture to the BCCPs in Ilinden and Novo Selo with an overall estimation 3.15 Meuro. The a.m. supply will include:
  - Computer and Communication Equipment
  - Electric Apparatuses
  - Special Laboratory equipment
  - Vehicles and machinery
  - Furnishing and Accessories

  The training shall provide expert trainers for the following sections:
  - Design and organization in a Border Station
  - Maintenance of the Buildings and the diggings
  - Customs Code and procedure
  - Border Police services
  - Agricultural product checking
  - Quality checking of the goods

- 3.4 Meuro contracted and disbursed
- team adequate staffed with 2 qualified full-time experts

### Means

- reports issued by MRDPW, GRA, Resident Engineers, Contractors
- MRDPW bank statements
- Greek authorities

### Assumptions

- Continuity of staff and policy in MRDPW enabling implementation of the project without delays
- Capable Contractors
Annex 2 – Detailed implementation chart

Border Crossing Check Points in Southern Bulgaria: Supply of Equipment to the Border Check Points in Novo-Selo and Ilinden. Staff Training to Border Check Points in Novo-Selo, Ilinden and Kulata.

<table>
<thead>
<tr>
<th>Components</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Tender Preparation</td>
<td>D D</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Review / Evaluation of Tender</td>
<td>R</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Contracting</td>
<td>C</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Implementation</td>
<td></td>
<td>I I I I I I I I I I</td>
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<td></td>
</tr>
</tbody>
</table>

D = Design/Tender preparation  C = Contracting  I = Implementation/works  R = Review/evaluation
Annex 3 – Contracting and disbursement schedule by quarter
Border Crossing Check Points in Southern Bulgaria: Supply of Equipment to the Border Check Points in Novo-Selo and Ilinden. Staff Training to Border Check Points in Novo-Selo, Ilinden and Kulata.

### Cumulative contracting schedule by quarter in Meuro (planned)

<table>
<thead>
<tr>
<th>Components</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>Total Phare Allocat ion</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>III</td>
<td>IV</td>
<td>V</td>
<td>VI</td>
<td>VII</td>
</tr>
<tr>
<td>1. Supply of Equipment</td>
<td>-</td>
<td>-</td>
<td>2.25</td>
<td>2.25</td>
<td>2.25</td>
</tr>
<tr>
<td>2. Training</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.25</td>
<td>0.25</td>
</tr>
<tr>
<td><strong>Total contracting:</strong></td>
<td>-</td>
<td>-</td>
<td>2.25</td>
<td>2.50</td>
<td>2.50</td>
</tr>
</tbody>
</table>

### Cumulative disbursement schedule by quarter in Meuro (planned)

<table>
<thead>
<tr>
<th>Components</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>Total Phare Allocat ion</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>III</td>
<td>IV</td>
<td>V</td>
<td>VI</td>
<td>VII</td>
</tr>
<tr>
<td>1. Supply of Equipment</td>
<td>-</td>
<td>-</td>
<td>0.50</td>
<td>1.00</td>
<td>1.50</td>
</tr>
<tr>
<td>2. Training</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.10</td>
<td>0.20</td>
</tr>
<tr>
<td><strong>Total disbursement:</strong></td>
<td>-</td>
<td>-</td>
<td>0.50</td>
<td>1.10</td>
<td>1.70</td>
</tr>
</tbody>
</table>
Annex 4 – Reference to feasibility /pre-feasibility studies

**Project title:** Border Crossing Check Points in Southern Bulgaria: Supply of Equipment to the Border Check Points in Novo-Selo and Ilinden. Staff Training to Border Check Points in Novo-Selo, Ilinden and Kulata.

1. Terms of Reference for the reconstruction, equipment and staff training for the two BCCPs, April 1998.

2. Review of the Assessment Study of the needs for staff, training, equipment, infrastructure & strengthening of cross-border veterinary control for the existing border crossings, Kulata and Novo Selo and for the new border crossing – Ilinden – May 2000
