1 – Basic Information
1.1 CRIS number: 2002/000-580-06.10
1.2 Title – 06.11 Lubuskie - Investor friendly towns
1.3 Sector: ESC
1.4 Location: Poland, Lubuskie Voivodship, towns: Gubin, Kostrzyn, Miedzyrzecz, Witnica, Zielona Góra

2 – Objectives
2.1 Overall Objective
The overall objective of the project is to enhance SME investment and tourist attractiveness of the region through establishing of investment zones equipped with appropriate technical infrastructure.

2.2 Project Purpose/Immediate Objective
- Attracting of the new tourists
- Attracting of the new investors from the SME sector

2.3 Accession Partnership and NPAA Priority
The Project responds to the medium term priority identified in the AP: "Developing national policy for economic and social cohesion and preparing for the implementation of regional development programmes as well as Community Initiatives". It corresponds also with the NPAA Priority: "Regional Policy and Policy of Cohesion".

2.4 Contribution to Preliminary National Development Plan
The project is in line with the sixth axis of the Preliminary National Development Plan, which is "Strengthening the developmental potential of the regions and counteraction of marginalisation of certain areas". The priorities of this axis will be implemented by means of several measures including development of: the infrastructure strengthen competitiveness and economic backgrounds of the region. The Project is compliant with the priorities of the Operational Program of the Lubuskie Voivodship”.

2.5 Cross Border Impact
Not applicable

3 – Description
3.1 Background and Justification
One of the most important problems that limits the development possibilities of Lubuskie Region is the recent decrease of investors' interest in the region. Since 1999 investments of private sector have dropped in all the segment of the market (except telecommunication). Another problem that results from weakening of markets and competitiveness of the region is a dramatic increase of unemployment, which is now one of the highest in Poland. At present the unemployment rate is more than 24%. The problem became still more severe due to reduction or disbanding of military garrisons. Among the towns involved in the Project this particular issue is of concern for Gubin and Kostrzyn. Another reason for limitation of investments is the lack of investment areas equipped with infrastructure that would allow fast building of new production and service facilities. Relatively high cost of credit excludes long-term investments that do not guarantee fast returns, to be financed with commercial credits and postpones the chance to make the areas available for the entrepreneurs interested in them. This inhibits the benefits of geographical position and the proximity of the markets of the European Union. While creating the Lubuskie Voivodship Strategy and the Operational Program for PHARE 2002 Fund the regional self-government together with the self-governments of the towns prepared a program promoting gradual reduction of the above developmental limitations. The presented project is the first part of the program for promoting investments and development of entrepreneurship in selected towns of the region. This stage includes the following towns: Gubin, Miedzyrzecz, Kostrzyn, Witnica and Zielona Góra. Among the towns selected for the program there are regional leaders in attracting investors, i.e. Miedzyrzecz, Kostrzyn and Zielona Góra. The most severe problem for these towns is
the lack of further areas available for investors, and – related to this – significant inhibition of development, and unemployment rate growth. This is the more painful that the towns have so far been development engines for the communes in their vicinity. Another group of towns are those affected by reductions of numerous military garrisons. This resulted in a rapid rise of employment rate and growth of social tension. These towns have prepared investment programs for creation of economic progress upon firmer bases than those in the past. For towns: Gubin, Kostrzyn, Miedzyrzecz, Witnica and Zielona Góra the investments focus upon building a technical infrastructure in industrial areas. The two areas, one of 12 ha surface located nearby the railway junction, in the northern part of Gubin and other of 15 ha nearby the by-pass road in the southern part of the town. The Gubin Gmina owns the both areas. The activities in such market sectors as furniture manufacturing and production of electrical parts for vehicles are planned on the base of negotiations with the potential investors. The Kostrzynski Park Przemyslowy (Kostrzyn Industrial Park) of 16 ha area, being the property of the Kostrzyn Gmina, is the object of the project in the region. The following branch investors are interested in the investment in the area of the Park: in paper, manufacturing, building materials and metal elements - pallets. The investment area of 16 ha, in the Miedzyrzecz town, is located in the western part of the town – nearby Poznanska and Staszica streets and is owned by the town. Localization of the following firms is foreseen in the area after due consultations with the prospective investors: alcohol beverages industry, production of the plant oil, production of the plastic car accessories and workshops. The 20 ha investment area of the Witnica town is located its southern part, nearby the road Kostrzyn - Gorzów, and is owned by the town. The production of rubber goods, accessories for vehicles, furniture and other timber elements is foreseen in the area. The investment area of the Zielona Góra town is located at the new constructed by-pass road in the northern part of the city. The area of 15.42 ha is owned by the town. The talks with investors in the following industries are being led due to starting up of the economic activities in range of: plastic elements, electronic parts and clothes manufacturing. The total area of the new investment land available after the completion of the project shall reach 100 ha, and it shall allow to create approximately 200 new enterprises, which shall bring approximately 2000 new jobs. The proposed project is the first part of the renewal program of the old - town centres in the Lubuskie voivodship and is to be continued in the next years as one of the most important elements of the regional strategy, directed to entrepreneurship development as well as provide competition for areas threatened by structural unemployment. Potential investors will not cover additional costs connected with the construction of the basic technical infrastructure in the above mentioned areas.

3.2 Linked Activities
In the Project related areas, work has been carried out to allow an appropriate use of its effects. Among other things, those were works financed from consecutive lines of Phare CBC Poland-Germany Fund: modernization of national roads 133 and 32 between Kostrzyn and Gorzów Wielkopolski (including Witnica), modernization of national roads running towards the border crossing-point in Gubinek, common sewage treatment plant for Guben (Germany) and Gubin (Poland), construction of gas piping and gas grid for the Town of Gubin, construction of the Central Sewage Treatment Plant for the Town of Zielona Góra, construction of sewage sorting and composting plant for in Zielona Góra, construction of sewage treatment plant in Kostrzyn. Within the scope of the Project, all the towns have carried out works financed by the towns themselves. The following works have been done: Gubin built a modern water treatment plant, about 3 km of sewage system was built in Kostrzyn, Miedzyrzecz built a municipal sewage treatment plant with sewers, in Witnica all the media (energy, water, sewage system, gas grid) were led to the boundaries of the industrial zone, Zielona Góra with the help of Phare CBC linked the industrial zone to the network of national roads.

3.3 Results
For the towns participating in the Project the results of the Project shall be as follows:
In Gubin industrial areas of 27 ha shall be equipped with necessary facilities. Approximately 600 new jobs are projected.

In Miedzyrzecz about 16 ha of investment areas shall be developed.

In Kostrzyn the Project shall allow to increase the use of the sewage treatment plant by 40%.

In Witnica investment areas shall be developed (20 ha).

In Zielona Góra areas of 15.42 ha shall be prepared for investors.

In total, the Project shall increase the industrial areas for investments by about 100 ha.

3.4 Activities
Projected activities:

In Gubin – in the area of the industrial zone – construction of: sewage system including:
- sanitary ducts – approx. 4.3 km,
- pump ducts – approx. 2.0 km,
- two intermediate pumping stations,
- three settling tanks,
- water main of approx. 4.9 km,
- about 0.2 km of internal road;

In Miedzyrzecz – construction of sewage system including:
- pressure mains approx. 0.94 km,
- gravity pipelines approx. 1.2 km,
- main pumping station - capacity 138 m³/day,
- pumping station - capacity 23 m³/day,
- modernization of voivodeship road – area 9450 m²,
- construction of water main approx. 0.54 km long;

In Kostrzyn, in the area of the Kostrzyn Industrial Park, construction shall include:
- sanitary system with sanitary collectors about 1,24 km long
- rain collectors about 1,28 km long;
- water main about 1.0 km long;

In Witnica, in the industrial zone, the following shall be built:
- water main about 0.38 km long,
- sanitary system – length about 0.38 km,
- storm water drainage about 0.38 km in length,
- energy network, gas grid about 0.38 km in length,
- internal roads with the area of 5,300 m²,
- sidewalks of approx. 620 m².

In Zielona Góra, in the industrial zone,
- an internal road shall be built between two parts of the investment area (length of the road – about 0.9 km, with sidewalks on both sides – area 2,840 m²).
- water main about 0.55 km long,
- sanitary system – length about 0.59 km,
- storm water drainage about 0.8 km in length.

All the projected works are included in one contract for construction works with total value of 4,432 MEUR. The projected contribution of Phare Economic and Social Cohesion 2002 – 2,94MEUR.

4 – Institutional Framework

4.1 The beneficiary of the project will be the Union of Communes (Gminas) ZG – 5 seated in Zielona Góra.

4.2 The Engineer/ Project Manager will be appointed through a tender procedure organised by the Beneficiary in accordance with the Polish Public Procurement Law.

4.3 The owner of the facilities after project implementation will be respective communes (gminas).
4.4 The investment will be executed according to the Decentralised Implementation System (DIS) - “Practical Guide to Phare, Ispa & Sapard contract procedures”.

4.5 Implementation of the project will not lead to any changes in the institutional framework described above.

5 – Detailed budget in MEUR

<table>
<thead>
<tr>
<th>Phare Support</th>
<th>Investment Support INW</th>
<th>Institution Building IB</th>
<th>Total Phare</th>
<th>National Co-financing</th>
<th>IFIs</th>
<th>Total</th>
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<td>0,66 MEUR</td>
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<tr>
<td>ZIELONA GORA</td>
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<td>0,715 MEUR</td>
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<tr>
<td>TOTAL</td>
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<td>2,94 MEUR</td>
<td>1,492 MEUR</td>
<td>0</td>
<td>4,432 MEUR</td>
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</tbody>
</table>

The overall value of the investment including employment of the Project Manager will be 4,432 MEUR. The cost of the employment of the Project Manager will be paid by beneficiary in amount of 0.17 MEUR. Co-financing will be available.

6 – Implementation Arrangements

6.1 Implementing Agency

PAO: Ewa Freyberg – Undersecretary of State in the Ministry of Economy,
Pl. Trzech Krzyzy 3/5, 00-507 Warsaw,
Phone: + 48 22 693 40 09, Fax: + 48 22 629 68 95.
Implementing Agency: Implementing Authority for Phare Cross Border Co-operation Programme,
ul. Krucza 36, 00-522 Warsaw,
Phone:+48 22 695 99 10-11, Fax: + 48 22 695 99 12-13

6.2 Twinning

Not applicable

6.3 Non-standard aspects

N/A

6.4 Contracts

Contract 1 (works): 4,262 MEUR - joint co-financing
Contract 2 (engineer): 0.17 MEUR totally financed by the [Union of Gminas] ZG – 5 within co-financing by the national funds.

7 - Implementation schedule

7.1 Start of Tendering/Call for Proposals 4th quarter 2002
7.2 Start of Project Activity 2nd quarter 2003
7.3 Project Completion 1st quarter 2005

8 – Equal opportunities

Procedures concerning the project implementation shall be carried out with law respect, and as well as ensuring equal chances for all interested institutions and private persons without regard to their sex, race or nationality. Men and women employment will be applied
according to UE standards in reference to EOE [Equal Opportunity of Employment], what shall be confirmed by official press announcement during the employers recruitment.

9 – Environment
The project impact on the environment for all components have been carried out and the details are submitted in the fiches for each targets.

Gubin
The impact on the environment protection has been carried out and the report was written. The evaluation has proved that the project will result in improvement of the waterwaste disposal management leading to the direct decreasing of their impact on the underground waters and flows. The waterwaste reservoirs without outlets will be eliminated. The construction of the pipelines and conducting of the waterwaste to the modern waterwaste treatment plant of biological and mechanical type is the most required solution in that part of the town.

Kostrzyn
The analyses for waterwaste treatment plant and sewage pipeline system were carried out in 1999. The impact analysis for current development of the sewage pipeline system on the environment was carried out in February 2001. The investment has positive impact on the environment because plays the role of waterwaste conductor to the treatment plant and eliminates leaking waterwaste tanks in the area.

Miedzyrzecz
The evaluation of the investment impact on the environment for entire project of the construction of sewage and storm pipeline systems in Miedzyrzecz was carried out in October 2000. The report was drawn up in September 2001 by entitled expert – eng. Krzysztof Michalski, Expert of the I Category, no. of register number I-29-493/SiT Spoz./90. The waterwaste from Miedzyrzecz gmina is directly conducted to the Obra river and next via the Warta river to the Odra river and its impact on precious areas of the Cedynski Park Krajobrazowy (Cedynski View-Landscape Park) is very negative. The project shall effect both in life standard and environment improvement. Whatever more, due to the project implementation the following results shall be reached: improvement of the entire area technical development, improvement of the conditions for traffic in the voivodeship road, increasing of the municipal waterwaste treatment plant effectiveness.

Witnica
The report for investment impact on the environment was drawn up by entitled expert – eng. Krzysztof Michalski, Expert of the I Category, no. of register number I-29-493/SiT Spoz./90 in January 2002. The planned industrial and storage yard zone - „Tereny Przemyslowe“ in Witnica – characterizes high investment attractiveness. The existing and planned terrain development shall ensure fulfilling of the all requirements in scope of solid waste, waterwaste storm disposal. The existing biological-mechanic waterwaste treatment plant enables waters protection of the unique Reservation of WaterFowl at the Warta river estuary. The zone operation will not decrease the town inhabitants, life standard and nature environment as well as will contribute to moderation of the unemployment problem in the Witnica gmina.

Zielona Góra
The evaluation of the investment impact on the environment was carried out by Various Ltd. Comp. from Zielona Góra, Poland in January 2002. The planned investment due to its localization will result in decreasing of the unfavourable impact on the environment. The road will be traced throughout afforested terrain and the forest will protect against gas pollutants by their absorption and will stop them mechanically. Additionally the forest will play the role of the acoustic screen taking over the traffic noises. Colleted storm waters, under condition of their purification in separators, shall not determine the threat for underground waters due to very favourable ground-watering conditions in the entire area.
Section 10 – Rates of Return

The rates of return on the investment for the components implemented in particular towns:

Gubin: FIRR = −2.78 %, ERR = 10.8 %
Kostrzyn: FIRR = 11.06 %, ERR = 44.17 %
Miedzyrzecz: FIRR = 5.8 %, ERR = 21.3 %
Witnica: FIRR = 9.5 %, ERR = 26.1 %
Zielona Góra: FIRR = 11.47 %, ERR = 39.21 %

11 – Investment Criteria

11.1 Catalytic Effect

Phare support shall be decisive for accomplishment of the objectives of economic and social cohesion of Lubuskie Voivodship, which otherwise would be attained in much longer period of time and in much smaller and less efficient scale.

11.2 Cofinancing

The Project shall be cofinanced by Polish partners in amount of 1,492 MEUR (33.7% of its total value). The communes’ own share will be: Kostrzyn-0.24MEUR, Miedzyrzecz- 0.69 MEUR, Witnica – 0.087MEUR, Zielona Góra 0.255MEUR, Gubin –0.22 MEUR. - joint co-financing

11.3 Additionality

Phare fund contribution to the financing of the project does not eliminate or replace other financial sources, especially private investors’ sources and within IFI system it is co-financing of given priorities and it does not replace national sources.

11.4 Project Readiness and Size

Project will be ready for implementation and expenditure according to the PHARE Program 2002 requirements. The feasibility study has been done as well as the report on project influence on environment. There are obtained the decisions on “Conditions for building and utilisation of the area” as well as building permission.

The area assigned for investment belongs to the Beneficiary. The national funds are assured by the decisions of Boards of the Communes.

11.5 Sustainability

The project will contribute to the long-term sustainable development of the region, as described in the Operational Programme for Lubuskie Voivodship. The investment is sustainable and does not require any further expenditures apart from the ongoing technical maintenance on the part of respective municipalities.

11.6 Conformity with state aid provisions

All aspects of the project will be developed with respect to the state aids provisions of the European Agreement.

Section 12 – Conditionality and Sequencing

The achievement of project objectives is conditional upon the following assumptions:

- Increased interest of investors in the areas near the border
- No further deterioration of the national markets
- Enlarging the scale of impact of the support programs for SME.
- Funds for project implementation secured
- Efficient and Professional project management and supervision

Deadlines:

- Construction designs prepared until (date) done
- Obtaining the building permit until (date): done
- Preparation of tender documents until 4th quarter of 2002
- Signing the works contract until 2nd quarter of 2003
- Completion of the contract until 1st quarter of 2005

Appendices:

The following appendices are integral part of the Project fiche:

Appendix 1 – Logframe

Appendices 2-3 – Implementation, contracting and disbursement schedules
LOGFRAME PLANNING MATRIX FOR THE PROJECT

<table>
<thead>
<tr>
<th>Program Name and Number</th>
<th>Contracting period expires</th>
<th>Disbursement Period Expires:</th>
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</thead>
<tbody>
<tr>
<td>PROGRAM 2002</td>
<td>30/11/04</td>
<td>30/11/05</td>
</tr>
<tr>
<td></td>
<td>Total Budget:4,435</td>
<td>Phare Budget: 2,94MEUR</td>
</tr>
</tbody>
</table>

**Overall Objective**

Enhanced investment attractiveness of the region through establishing of investment zones for industrial and tourist infrastructure

<table>
<thead>
<tr>
<th>Objectively Verifiable Indicators</th>
<th>Sources of Verification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase in local SME companies turnover</td>
<td>Provincial Bureau of Statistics and Labor Office – 5 years after the Project completion – by Marshall Office</td>
</tr>
<tr>
<td>Increase in tourist revenue of the Beneficiary Towns.</td>
<td></td>
</tr>
</tbody>
</table>

**Project Purpose/Immediate Objective(s)**

- Attracting of the new investors from the SME sector
- Attracting of the new tourists

<table>
<thead>
<tr>
<th>Objectively Verifiable Indicators</th>
<th>Sources of Verification</th>
<th>Assumptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Creation of about 2000 new jobs</td>
<td>Town Halls of the towns participating in the Project – 1 year after the Project completion – by the Beneficiary</td>
<td>Increased interest of investors in the areas near the border</td>
</tr>
<tr>
<td>Increase in the number of tourists by about 5000 persons</td>
<td></td>
<td>No further deterioration of the national markets</td>
</tr>
</tbody>
</table>

**Results**

Connections of sewage systems, water piping, energy networks, and construction or modernization of transport connections for investment areas of approximately 100 ha. Creation of a center for water tourism on the basis of a passenger river port on the Odra river.

<table>
<thead>
<tr>
<th>Objectively Verifiable Indicators</th>
<th>Sources of Verification</th>
<th>Assumptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sewage treatment plant – 418 000 m³/ year. Increase of water supplies to 50000m³/year. Approximately 100 ha of land available for investors</td>
<td>Reports of Town Halls of the towns participating in the Project – immediately after the Project completion – by the Beneficiary</td>
<td>Enlarging the scale of impact of the support programs for SME.</td>
</tr>
</tbody>
</table>

**Activities**

- IGubin – in the area of the industrial zone – construction of:
  - sewage system – approx. 4.3 km, pump ducts – 2.0 km, 2 sewage pump stations, three settling tanks, water piping of approx. 4.9 km, and 0.2 km of internal road;
  - Miedzyrzecz – construction of sewage system: pump ducts 0.94 km, gravity ducts approx. 1.2 km, main sewage pump station 138 m³/day, sewage pump station – 23 m³/day, modernization of voivodeship road – area 9,450 m², and construction of water piping approx. 0.54 km long.
  - Kostrzyn, Industrial Park, construction of sanitary system about 1.14 km long, rain collector about 1.17 km long;
  - Witnica, in industrial zone: water piping 0.38 km long, sanitary system – 0.38 km, rain drainage 0.38 km in length, power lines, gas pipe 0.38 km and internal roads with the area of 5,300 m², and sidewalks of approx. 620 m².
  - Zielona Góra, in industrial zone, internal road length about 0.9km with sidewalks on both sides – area 2.840 m²; water main about 0.55 km, sanitary system about 0.59 km, storm water drainage 0.8 km long

<table>
<thead>
<tr>
<th>Means</th>
<th>Assumptions</th>
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<tbody>
<tr>
<td>One contract for works total amount 4,432 MEUR</td>
<td>Funds for project implementation secured</td>
</tr>
<tr>
<td>Project cost: Total cost 4,432 MEUR</td>
<td>Efficient and Professional project management and supervision</td>
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<tr>
<td>Phare part: 2,94 MEUR</td>
<td></td>
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<td>Local part: 1,492MEUR</td>
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**Preconditions**

Decision to implement the Voivodship Development Strategy Plan
## Appendices 2-3 – Implementation, contracting and disbursement schedules

<table>
<thead>
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<th>06.11 Lubuskie - Investor friendly towns</th>
<th>Date of drafting</th>
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### Budget Allocation Cost Estimate in MEUR

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**Legend:**
- D = design of sub-projects
- C = tendering and contracting
- I = contract implementation and payment
- *amounts in MEUR cumulatively