



# **IRE-Expert Conference on European Subsidies and Loans for the Croatian Regions**

**Varaždin, Croatia**

Tuesday, 21<sup>st</sup> November 2006

in Cooperation with the Region of Varaždin



**Varaždinska  
županija**



institut der **regionen europas**

Kindly sponsored by:



Thanks to our sponsors - no conference fee

Kindly supported by:



*European Commission*



The World Bank



European Bank  
for Reconstruction and Development





Committee of the Regions



One year after the start of the accession negotiations, the process of Croatia's integration into the EU is now well on track with the whole screening process completed as scheduled and without delay. For the common Croatian citizen, however, it is the projects which have been set up with the assistance of the pre-accession funds which have certainly been the most concrete illustration of that process. This conference, therefore, is not only about expertise, it is also about making the European Union a tangible and visible reality in Croatia. Indeed, the regional and local authorities in Croatia, whose responsibility it is to implement a large part of the pre-accession funds, have a key role to play here. The Committee of the Regions, as the political assembly that provides local and regional authorities with a voice at the heart of the European Union, joins forces with their Croatian counterparts in order to provide them with a maximum of expertise. Indeed, the expertise gained today through the handling of pre-accession funds will be all the more capacity-building for dealing with the whole range of structural funds in the years to come.

*Godinu dana nakon početka pregovora, proces integracije Hrvatske u EU dobro napreduje, posebno nakon što je screening završio na vrijeme i prema rasporedu. Međutim, za običnog hrvatskog građanina, najkonkretnija ilustracija tog procesa bili su projekti prijavljeni na različite pretprijetupne fondove. Stoga nam je cilj na ovoj konferenciji ne samo razmijeniti stručno znanje, već ćemo Europsku uniju nastojati učiniti opipljivom i vidljivom stvarnošću u Hrvatskoj. U tom procesu ključnu ulogu imaju regionalne i lokalne vlasti u Hrvatskoj, budući da najvećim dijelom one provode pretprijetupne programe. Odbor regija, kao političko tijelo koje stoji na usluzi lokalnim i regionalnim vlastima u srcu Europske unije, udružilo je snage s hrvatskim kolegama kako bi im se pružila maksimalna stručna potpora. Stručna pomoć o upravljanju pretprijetupnim fondovima koju ćemo čuti danas poslužiti će kao temelj za stvaranje kapaciteta za upravljanje strukturnim fondovima u godinama koje slijede.*

**Michel Delebarre**

President of the Committee of the Regions  
Predsjednik Odbora regija



Republic of Croatia



In the process of reforms that the Government of the Republic of Croatia is determined to undertake in the interests of its citizens, aimed at the homogeneous economic and social development in all Croatian regions, an important role is given to the development of institutional capacity for the use of European Union funds, at the central as well as at the regional and local levels. Adequate administrative structures and mechanisms should enable the efficient use of European Union pre-accession funds at our disposal as well as other sources of financing assigned to regional development projects at the European and international levels. The Republic of Croatia has proven its management capacity and responsibility in the implementation of the EU pre-accession programmes available until now (CARDS, PHARE, ISPA, SAPARD) and the high degree of their absorption. To illustrate: the absorption of the funds available in the CARDS 2001 and 2002 programmes was approximately 96%. The experience gained through the implementation of the pre-accession IPA assistance programme, which will be available as of 2007, will be of benefit for the efficient absorption of the Structural and Cohesion Funds, once Croatia becomes an EU member. I am convinced that the IRE Conference on "EU Subsidies for Croatian regions" will be an excellent opportunity to exchange views on the experiences and needs of Croatian regions as well as to provide information on various forms of financial aid aimed at contributing to the successful implementation of important regional development projects in Croatia. Therefore I wish all distinguished participants a very successful Conference and an enjoyable stay in the beautiful Croatian baroque city of Varaždin.

*U reformskom procesu koje je Vlada Republike Hrvatske odlučna provesti u interesu svojih građana i s ciljem ujednačenog gospodarskog i socijalnog razvoja svih hrvatskih regija, veliko značenje ima priprema odgovarajućih administrativnih struktura i mehanizama, kako na središnjoj, tako i na regionalnoj i lokalnoj razini, kojima bi se jamčilo uspješno korištenje pretpriputne pomoći iz različitih programa Europske unije na raspolaganju Republici Hrvatskoj kao i drugih izvora financiranja razvojnih projekata na europskoj i međunarodnoj razini. Republika Hrvatska je u korištenju EU programa koji su joj dosad bili dostupni (CARDS, PHARE, ISPA, SAPARD) pokazala da je sposobna preuzeti upravljanje i odgovornost u provedbi pretpriputnih programa te je postignuta visoka iskorištenost sredstava na raspolaganju. Primjera radi, iskorištenost sredstava iz dosad okončanih programa CARDS 2001 i 2002 iznosi više od 96 %. Znanje i iskustvo koje će Hrvatska stjecati tijekom provedbe pretpriputnog programa IPA, koji će nam biti na raspolaganju od sljedeće godine, također će nam koristiti za uspješnu apsorpciju sredstava iz Kohezijskog i Strukturnih fondova nakon pristupanja u članstvo Europske unije. Uvjarena sam da će Konferencija o korištenju europskih potpora u hrvatskih regijama biti odlična prigoda za razmjenu mišljenja o dosadašnjim iskustvima i potrebama hrvatskih regija kao i za informiranje o raznim mogućnostima potpora koje mogu doprinijeti uspješnoj provedbi važnih regionalnih razvojnih projekata u Republici Hrvatskoj. Svim sudionicima želim uspješan tijekom konferencije i ugodan boravak u hrvatskom gradu baroka - Varaždinu.*

### **Kolinda Grabar-Kitarović**

Minister for Foreign Affairs and European Integration of the Republic of Croatia  
Ministrica vanjskih poslova i europskih integracija Republike Hrvatske



Varaždin County



**Radimir Čačić**  
President of Varaždin County



The Croatian IRE member regions suggested holding a special conference in order to provide information on the possibilities for Europe to promote important projects in the regions. The IRE has gladly taken up this idea and has now organised the conference. It is to be held on the 21st of November in the Croatian city of Varaždin. All of the presidents of the Croatian regions as well as the representatives of regional and local authorities and institutions are cordially invited to attend the conference. Croatia has meanwhile become a candidate country for EU accession. Regions and communities must also start preparations for EU accession in good time and engage pro-actively in this process. The IRE wants to try to offer this information on the important fields of subsidies and financing with support from distinguished speakers. I would also particularly like to thank our sponsors and promoters without whose help this event could not take place. My special thanks go to the President of the region of Varaždin, Radimir Čačić, for his hospitality and the support he has given us during preparation. On this note, I cordially greet all participants and hope that they will take a lot of valuable information and helpful contacts home with them from this conference.

*Hrvatske članice Instituta Europskih regija su predložile održavanje posebne konferencije kako bi se sakupile informacije o mogućnostima koje stoje na raspolaganju Europi u promoviranju važnih regionalnih projekata. IRE je rado prihvatio tu ideju te je organizirao konferenciju koja će se održati 21. studenog u hrvatskom gradu Varaždinu. Na konferenciju su pozvani svi župani hrvatskih županija uključujući predstavnike regionalnih i lokalnih vlasti i institucija. Hrvatska je u međuvremenu postala država kandidatkinja za pristupanje EU. Regije i općine također moraju započeti na vrijeme s pripremama za pristupanje EU te se moraju proaktivno uključiti u ovaj proces. Stoga će IRE, uz pomoć uglednih govornika, pokušati ponuditi informacije o važnim subvencijama i izvorima financiranja. Također bih želio posebno zahvaliti našim sponzorima i promotorima bez čije se pomoći ovaj događaj ne bi mogao održati. Posebne zahvale se odnose na župana Varaždinske županije, g. Radimira Čačića, za gostoprimstvo i podršku koju nam je pružio za vrijeme pripreme konferencije.*

*Ovom prilikom srdačno pozdravljam sve sudionike te se nadam da će prikupiti mnogo vrijednih informacija i steći korisna poznanstva koji će im biti od velike koristi u njihovim regijama.*

**Univ. Doz. Dr. Franz Schausberger / Univ. doc. dr. Franz Schausberger**  
Former Governor of the State of Salzburg / Bivši župan Salzburga  
Chairman of the Institute of the Regions of Europe (IRE) / Ravnatelj Instituta

# Programme

**Monday, 20<sup>th</sup> November 2006:**

**8:00 p.m. Welcome Evening for all participants in the restaurant „Zlatna Guska“**

**Tuesday, 21<sup>st</sup> November 2006:**

## **I. Opening 09.30 a.m. - 10.00 a.m.**

**Dr. Franz SCHAUSBERGER**, Chairman of the Institute of the Regions of Europe (IRE), Salzburg, Austria, „*Opening of the Conference*“

**Dr. Helga KONRAD**, Austrian Ambassador to Croatia, Zagreb, Croatia

„*Austria and Croatia - Old Friends and New Partners in a Common European Future*“

**Prof. Dr. Zoran JASIC**, Croatian Ambassador to Austria, Vienna, Austria, „*Welcome Address*“

**President Radimir ČAČIĆ**, President of the Region of Varaždin, Croatia, „*President's Greeting*“

## **II. European Dimension 10.00 a.m. - 12.30 a.m.**

**Maurice GUYADER**, European Commission, Directorate General for Enlargement, Brussels, Belgium, „*Our global enlargement policy, included Croatia*“

**Oskar BENEDIKT**, Counsellor, Head of Operations, Delegation of the European Commission to the Republic of Croatia, Zagreb, Croatia, „*EU Subsidies for the Croatian Regions*“

**Florian HAUSER**, Sector Manager Regional Policy, Delegation of the European Commission in Zagreb, Croatia

### **11.00 a.m. - 11.30 a.m. Coffee break**

**Romualdo MASSA BERNUCCI**, European Investment Bank (EIB), Head of Division Slovenia, Croatia and Western Balkans, Luxemburg, „*The activities of the EIB in Croatia and its Regions*“

**Dražen NIKOLIĆ**, **Zvonimir SAVIĆ**, Raiffeisenbank Croatia, Zagreb, Croatia, „*Public Private Partnership (PPP) and EU-preaccession Funds*“

### **12.30 a.m. - 2.00 p.m. Lunch buffet**

## **III. Afternoon Session 2.00 p.m. - 4.30 p.m.**

**Dr. Michele CIRIECO**, Generali Osiguranje d.d., Member of the Board, Zagreb, Croatia  
„*The regional activities of Generali within Croatia*“ (Speech in Croatian Language)

**Dr. Stefan EDER**, DLA PIPER Weiss Tessbach Rechtsanwälte GmbH, Regional Managing Partner, Vienna, Austria

„*Which legal framework do International Investors expect of Croatia and its Regions?*“

**Dr. Davor INDIC**, MBA European Bank for Reconstruction and Development (EBRD), Principal Banker, Zagreb, Croatia, „*What can the EBRD offer the Regions of Croatia*“

**Anand K. SETH**, World Bank, Director of the Regional Office for Croatia, Bulgaria and Romania, Zagreb, Croatia: „*The World Bank Engagement in Regional Development*“

**Dr. Peter HASSLACHER**, Trade Commissioner, Austrian Chamber of Commerce, Austrian Embassy Commercial Division Zagreb, Croatia (Speech in Croatian Language)

„*Results of the European Economic Survey in Croatia*“

Discussion

# Speakers

**Mr. Oskar BENEDIKT**, Counsellor, Delegation of the European Commission in Zagreb, Croatia; Studies of Business Administration, 1991 turning to European Integration; since 1996 working at European Commission.

**Mr. Radimir ČAČIĆ**, President of the Region of Varaždin, Croatia.

**Dr. Michele CIRIECO** is member of the board of Generali Oseguranje d.d., Croatia. He is an experienced actuary and expert for set-up of bank sales and marketing.

**Dr. Stefan EDER**, DLA PIPER Weiss Tessbach Rechtsanwälte GmbH, Regional Managing Partner CEE, Vienna, Austria; Studies of Law, specialisation in project and finance management, since 1987 working for DLA.

**Mr. Maurice GUYADER**, European Commission, DG Enlargement, Brussels, Belgium. Studies of Political Science, History and Law; since 1999 functionary in the European Commission.

**Mr. Davor INDIĆ**, European Bank for Development and Reconstruction (EBRD) Principal Banker, Zagreb. MBA (pathway Finance Management and Banking); since 1996 working for the EBRD in London and Zagreb.

**Prof. Dr. Zoran JASIC**, Croatian Ambassador to Austria, Vienna, Austria. Studies of Economy and Public Financing. Former Minister of Finance of the Republik of Croatia.

**Dr. Wilhelm-Peter HASSLACHER**, Austrian Chamber of Commerce, Trade Commissioner, Austrian Embassy Commercial Division, Zagreb, Croatia.

**Mr. Florian HAUSER**, Sector Manager Regional Policy, Delegation of the European Commission in Zagreb, Croatia; Studies of Management in the UK and Spain; since 2000 working for different representations of the European Commission in South-Eastern Europe.

**Dr. Helga KONRAD**, Austrian Ambassador to Croatia, Zagreb. Since 1975 acting for the Austrian Ministry for Foreign Affairs and later as Austrian Ambassador to various countries.

**Mr. Romualdo MASSA BERNUCCI**, European Investment Bank (EIB), Head of Division, Western Balkans and Cyprus, Lending Operations in South-East, Luxemburg.

**Mr. Dražen NIKOLIĆ**, Raiffeisen Consulting d.o.o., Chairman of the Management Board, Zagreb, Croatia.

**Mr. Zvonimir SAVIĆ**, Raiffeisen Consulting d.o.o., EU Funds and Business Consulting Department, Zagreb, Croatia.

**Univ. Doz. Dr. Franz SCHAUSBERGER**, Chairman of the Institute of the Regions of Europe (IRE), Salzburg. Former Governor of the State of Salzburg.

**Mr. Anand K. SETH**, Director of The World Bank Office in Zagreb, Croatia. Three decades of experience in Africa, South Asia, Middle East, and ECA. Joined The World Bank 1972, appointed Country Director August 2003.

# Program

Ponedjeljak, 20 studena 2006:

20. 00h večernji doček Zlatna Guska

Utorak, 21 studena 2006:

## I. Otvorenje 09.30h - 10.00h

Početak konferencije sa [Dr. Franz SCHAUSBERGER](#), predsjednik Instituta Europskih Regija (IRE), Salzburg, Austrija

[Dr. Helga KONRAD](#), Austrijski ambasador u Hrvatsku, Zagreb, Hrvatska

„Austrija i Hrvatska - stari prijatelji i novi partneri u zajedničkoj europskoj budućnost“

[Prof. Dr. Zoran JASIC](#), Croatian Ambassador to Austria, Vienna, Austria, Welcome Address

Početni govor od predsjednika [Radimira ČAČIĆA](#), predsjednik Varaždinske Županije, Hrvatska

## II. Europska Dimenzija 10.00h - 12.30h

[Maurice GUYADER](#), Europska komisija, generalni direktor proširenja, Brüssel, Belgija,

„*Naša globalna politika proširenja uključivajući Republiku Hrvatsku*“

[Oskar BENEDIKT](#), Counsellor, Head of Operations, Delegation of the European Commission to the Republic of Croatia, Zagrebu, Hrvatska, „*Subvencije Europske unije za regije Hrvatske*“

[Florian HAUSER](#), menadžer regionalne politike, delegacija Europske komisije u Zagrebu, Hrvatska

11.00h - 11.30h

pauza za kavu

[Romualdo MASSA BERNUCCI](#), Europska banka za ulaganja, glavni službenik divizije – zapadni Balkan i Cipar, posudbena operacija na jugoistoku, Luxemburg

„*Aktivnosti EIBA u Hrvatskoj i njenim regijama*“

[Dražen NIKOLIĆ](#), [Zvonimir SAVIĆ](#), Raiffeisen Bank Austria d.d., Zagrebu, Hrvatska

„*Public Private Partnership (PPP) and EU-preaccession Funds*“

12.30h - 14.00h

ručak

## III. Popodnevna sjednica

[Dr. Michele CIRIECO](#), Generali Osiguranje d.d., Member of the Board, Zagrebu, Hrvatska  
„*The regional activities of Generali within Croatia*“ (govor na hrvatskom jeziku)

[Dr. Stefan EDER](#), DLA PIPER Weiss Tessbach Odvjetnika GmbH, regionalni poslovni partner, Beč, Austrija, „*Koji legalan temelj očekuju internacionalni investitori od Republike Hrvatske i njenih regija?*“

[Dr. Davor INDIĆ](#), MBA Europska banka za obnovu i razvoja (EBRD), glavni bankovni službenik, Zagreb, Hrvatska, „*Što može EBRD ponuditi regijama Hrvatske*“

[Anand K. SETH](#), Svjetska banka, direktor regionalnog ureda za Hrvatsku, Bugarsku i Rumunsku, Zagreb, Hrvatska, „*Angažman Svjetske banke za regionalni razvoj*“

[Dr. Peter HASSLACHER](#), privredni komesar, Austrijska komora trgovine, Austrijska ambasada trgovne divizije u Zagrebu, Hrvatska (govor na hrvatskom jeziku)

**Diskusija**

# Practical Information

Institut der Regionen Europas (IRE)  
Franz-Josef-Kai 1, A-5020 Salzburg  
T: +43 (0)662 / 843 288 5017  
F: +43 (0)662 / 843 288 5050  
office@institut-ire.eu, www.institut-ire.eu

## Organisation Team

### Chairman of the Institute

Univ. Doz. Dr. Franz SCHAUSBERGER  
franz.schausberger@institut-ire.eu  
M: +43 (0) 676 / 8888 1853

### Assistants

Mag. Johanna JAKOB  
johanna.jakob@institut-ire.eu

### Secretary General

Dr. Joachim FRITZ  
joachim.fritz@institut-ire.eu  
M: +43 (0) 676 / 8888 1854

Stefanie KUKLA  
stefanie.kukla@institut-ire.eu

Mag. Thomas KREPPER  
stagiare2@institut-ire.eu

## Venues

### Palace of Varaždin County, Parliament Room

Franjevački trg 7, 42000 Varaždin, Croatia

## Official Conference Hotel

### Hotel Turist

Reservations: Mr. Boris Cimerman  
Aleja kralja Zvonimira 1, 42000 Varaždin, Croatia  
T: +385 (0)42 395 395, F: +385 (0)42 215 028  
info@hotel-turist.hr, www.hotel-turist.hr

## Other

### Working Languages: EN/HR/DE

Travel and hotel expenses are to be borne by the participant.

**Taxi:** +385 (0) 042 / 970

**Airport Zagreb:** +385 (0) 1 / 456 / 2222

**Train Station Varaždin:** +385 (0) 60 / 333 / 444

# Plan



## Distance from Varaždin to

|          |        |           |         |
|----------|--------|-----------|---------|
| Graz     | 147 km | Salzburg  | 400 km  |
| Laibach  | 178 km | München   | 518 km  |
| Budapest | 275 km | Prag      | 625 km  |
| Wien     | 350 km | Luxemburg | 1078 km |
|          |        | Brüssel   | 1246 km |



## Organisation and Realisation:

Institut der Regionen Europas (IRE), Franz-Josef-Kai 1, 5020 Salzburg, AUSTRIA,  
office@institut-ire.eu, www.institut-ire.eu

