

BULGARIA

Summary of Regional Stakeholder Meetings (D 3.2.3)

In the course of the initial desk research project partners collected information and analysed the current situation and framework conditions for Crowdfunding (CF) as well as the alternative finance market development and actors in each of the CrowdStream partner regions (see D 3.1.1 Regional Market Analysis on CF, D 3.2.1 Regional Profiles, D 2.3.3 Map of Regional Stakeholders).

In a next step, through the involvement of active and relevant stakeholders in workshops and meetings, results of the analysis phase were discussed and learnings for further development of the Regional Action Plans and a transnational development strategy for CF in the Danube Region were produced.

This document summarises the most relevant results from the stakeholder involvement activities, which will be a main input for the development of strategical visions for further development of CF environments in all project regions in the Danube area.

Event number	Event Nr. 1	Event Nr. 2	Event Nr. 3	Event Nr. 4
Date	14.07.2017	4.10.2017	26.10.2017	6.12.2017
Place	Sofia, Central park hotel	Sofia, SofiaTech park, Bulgaria	Borovetz, Bulgaria	Burgas
Organiser	CEED / UBBSLA	Cleentech / UBBSLA	Innovation Norway / UBBSLA	Municipality Burgas, UBBSLA
Topic / Name of event	Needs of Crowdfunding trainings	Support for crowdfunding	crowdfunding visions for energy solutions	Possibilities to increase crowdfunding in Bulgaria
Participants number	12	14	15	10
Stakeholder organisations (Examples)	SME, CF platforms, Consultants, startups	SME, CF platforms, Consultants, startups	SME, CF platforms, Consultants, startups	Municipality, Ministry for energy, Incubators

Addressed target groups	<input checked="" type="checkbox"/> SMEs	<input checked="" type="checkbox"/> SMEs	<input checked="" type="checkbox"/> SMEs	<input type="checkbox"/> SMEs
	<input checked="" type="checkbox"/> Start-ups	<input checked="" type="checkbox"/> Start-ups	<input checked="" type="checkbox"/> Start-ups	<input type="checkbox"/> Start-ups
	<input checked="" type="checkbox"/> Social Enterprises	<input checked="" type="checkbox"/> Social Enterprises	<input checked="" type="checkbox"/> Social Enterprises	<input type="checkbox"/> Social Enterprises
	<input checked="" type="checkbox"/> Business Support Organisations	<input checked="" type="checkbox"/> Business Support Organisations	<input checked="" type="checkbox"/> Business Support Organisations	<input checked="" type="checkbox"/> Business Support Organisations
	<input type="checkbox"/> Incubators	<input type="checkbox"/> Incubators	<input checked="" type="checkbox"/> Incubators	<input type="checkbox"/> Incubators
	<input type="checkbox"/> Higher education & research	<input type="checkbox"/> Higher education & research	<input checked="" type="checkbox"/> Higher education & research	<input type="checkbox"/> Higher education & research
	<input type="checkbox"/> Technology Transfer Center	<input checked="" type="checkbox"/> Technology Transfer Center	<input type="checkbox"/> Technology Transfer Center	<input checked="" type="checkbox"/> Technology Transfer Center
	<input checked="" type="checkbox"/> CF platforms	<input checked="" type="checkbox"/> CF platforms	<input checked="" type="checkbox"/> CF platforms	<input type="checkbox"/> CF platforms
	<input type="checkbox"/> Banks	<input type="checkbox"/> Banks	<input type="checkbox"/> Banks	<input checked="" type="checkbox"/> Banks
	<input type="checkbox"/> PR agencies	<input type="checkbox"/> PR agencies	<input type="checkbox"/> PR agencies	<input type="checkbox"/> PR agencies
<input type="checkbox"/> Reg. public authorities	<input type="checkbox"/> Reg. public authorities	<input type="checkbox"/> Reg. public authorities	<input checked="" type="checkbox"/> Reg. public authorities	

Learnings for Regional Action Planning (Summary of Stakeholder Inputs)

Please indicate the most relevant learnings from the regional stakeholder meetings for each question.

Experience of local stakeholders with crowdfunding

- There is a great interest from developers, students and young people to developing ideas for creating startups
- There is an environment for incubating new CF ideas
- There is still no example of a startup created in Bulgaria that has made a boom or so-called Unicorn
- A very good environment for the development of StartUps is the creation of co-working (shared) spaces

Difficulties encountered

- The local market is small, which making difficult to start new businesses
- Relatively small volume of possible funding
- Difficulties in managing the newly created business

Suggestions for improving the access to CF for SMEs

- Training for the process of generating ideas, presenting and managing business
- Creating platforms to finance small projects
- Improvement of the regulatory framework with a view to reduce the administrative work

Envisaged regional development goals

- Increasing the knowledge and capacity of students
- Reducing administrative burdens
- Involvement of municipalities, universities and banks

Suggestions for support actions

- It is necessary to conduct training for the process of catalyzing ideas and support the business development, in view of the involvement of new entrepreneurs
- Increased contacts and exchange of experience with platforms from the EU and the world

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