

# Welcoming new inhabitants, an opportunity for the local development of rural territories in Europe between 2015-2020

countryside... At worst, an unknown desert, at best a holiday destination!





Projet cofinancé par le Fonds Européen de Développement Régional (FEDER)  
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## THE WELCOMING STAKES: another countryside is possible

There are great differences between rural areas in terms of their demographic dynamics. Towards the end of the 20th century some of them were marked by a slight demographic and economic decline. However, these areas have managed to quickly re-gain the population growth during the recent years, while others have remained confronted to problems how to stabilise their population. It is typical for the latter that not only shops have massively been closing their doors, but also schools and other public institutions. In many villages and rural hamlets situation is becoming critical. If not remedied the rural wasteland, the picture of the future as often predicted in the past few years, is soon to become reality. Our villages might become predominantly inhabited by a limited secondary population only staying there during the summer season, few major owners of agricultural land and some retirees. On the other hand, it is known that even by a very large part of the population the concentration in urban areas is regarded as undesired.

What about these migrations towards the countryside ? Is it a larger phenomenon ? We are observing that European people are increasingly mobile and moving in to new places! This leads to an economic, social and cultural transformation of the territories. At first, rural areas were mostly dedicated to agricultural and industrial production (by example in France), but they are now evolving and developing new functionalities: space for the creation of small service businesses, recreational centers, nature conservation area... But they are also gained on by the cities on a continuous growth. In some places, the farmlands are slowly disappearing under concrete and asphalt. In light of this spreading, we need to add the necessity to reduce our green gas emissions and our oil consumption, and so to develop the practices towards agriculture, transport and housing.

Within this shifting landscape of the rural areas, **there is an opportunity to be seized to build lively and dynamic rural territories**. Today, new tools or equipments (ADSL, telecentres...) enable rural areas and places of economic decisions and trading zones to get closer. New needs and new demands regarding food, sustainable building, sustainable energy production strongly redistribute the economic data in favour of regions that will know how to preserve their spaces (space is a major asset in our so-called developed societies!) and to adapt to new local markets. But above all, women and men are the ones creating, carrying and contributing to the economy of the territories!

Let's imagine a town where every farmland would belong to only a few rare farmers, where there would be no schools and groceries left but elderly people struggling to do their food shopping and families gathered in a housing estate outside the town centre commuting every day to work in the city... such a village today can offer a different outlook tomorrow! The closure of shops and services is not inevitable. Neither are the commuter towns. **Another countryside is possible!**

**To make this happens, the elected councillors and stakeholders have decided to operate on all fronts: employment, housing, creation of services, accessibility of the territory and quality of the living environment to compose welcome and attractive policies.**

**What are called 'welcoming policies for new inhabitants' offer new perspectives to towns and territories, allowing them to take action and not endure the phenomena of demographic decline, of ageing population or uncontrolled influx of new residents.**

Collectif Ville Campagne



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## 1. ATTRACTIVE YOU SAID?

An attractive region, province, village, is a territory instilling a desire to come over and, for those already there, to stay and thrive. These measures fall under just as much to the living conditions and the quality of life than to its economic dynamism. Therefore, this is a territory where you are supported in the creation of your activity, implementation of your company, search of a paid employment but that also offers a pleasant living environment where shops and services are accessible, where accommodation is free of undue pressure...

## 2. WHAT IS A WELCOMING POLICY?

Above all, it is a local policy elaborated by and for the territories. It is to be tailored regarding the local stakes and contexts. It aims at bringing in populations, at integrating the newcomers, at accompanying people feeling the need to... in short, to build 'the Offer' of the territory by acting simultaneously on:

- services/living environment and quality : shops, social and cultural issues, environment and landscapes.
- activities/economy: employment, companies.
- accommodation/property: housing, real estate.

Thus, beyond the demographic adjustments, welcoming is a local development policy on its own for it allows to connect and to work on all the concerned sectors (equipments, services, urbanism etc.). Therefore, this policy bases the territory development on the men and women living there. It depends on the participatory manner, relies on every stakeholders and partners of the territory. It interfaces with the European, national, regional and departmental policies. To succeed, it has a duty to be a joint will between the local populations and the elected councillors and to stand the test of time.

**Because it doesn't happen overnight!**

## Attractiveness of the territories and local welcoming policies

- **Territorial attractiveness: bring people in, make them stay**
- **Link productive and residential economies within a sustainable development strategy.**

### Tryptique des politiques d'accueil



### 3. NEW INHABITANTS : YES, but which ones? How to find them ?

There is room for everyone... but there must of course be room! The elderly can favour the implementation of shops and community services, young entrepreneurs create their activities, families keep the schools alive, some newcomers restore old housing when others find accommodations with affordable rents...

If a territory specialises its welcome for only one socio-professional or age categories, inequalities appear that will influence the spatial organisation: the arrival of too many people wishing to build deprives the village of available lands, an excessive proportion of working households in the neighbouring city leads to the phenomenon of commuter town. Examples are numerous and problematical.

**A true social and generational mix is the key to keep the balance!**

But welcoming is also the possibility to find the missing doctor or butcher, namely to fill defined economic and social needs, if not families that could maintain the school.

**To get a chance to make real the settlement of this people, welcome policies are innovative and usefull making easier prospection and promotion action in order to meet directly this people.**

#### **A woman on income support turned childminder in Creuse (France)**

The aim of the ABDOU-VARGA family was to leave the Paris suburbs to find a more serene life. They settled in Creuse in July 2012. At the same time, as part of the promotion offers installation territory, the Local Cluster Home aired a quote for the structuring of an Assistant House Nursery on Millevaches. This business opportunity was immediately interested Audrey who has quickly formed to get the approval. His husband found in the same time an employment in a local company.

Today, Audrey created with two other childminders association "Through the Seasons" which hosts a dozen children in a Kindergarten Assistant House Mountain limousine. Her installation is a success, she has became also a councilor of the local community.

#### Initiative

PROJETS EN  
CAMPAGNE.COM

1<sup>ER</sup> SALON  
ONLINE

Since 2001, Projets en Campagne is connecting people who want to settle up in countryside with local actors who can help them.

Created by the Collectif Ville Campagne and Evid@nce, this new concept aims to do this more easily.

This fair "online" have many assets to help people to get a job, to find informations about villages and destination.

With this fair « online », we wish :

- ✓ target more businessman more or less advanced
- ✓ Propose to local actors and professionnels an innovative and cheap prospection action
- ✓ Do the promotion of countryside and its quality of life

## I. When welcoming becomes a development policy

### 1.1 FEW EXAMPLES IN FRANCE AND IN EUROPE

#### **Philoxenia : to do the accompaniment of businessman who want to settle in countryside**

Implementation from April 2009 to March 2012, this project permitted the assistance at a financial, technical (tutoring) and cultural level of 90 persons installed in 5 Mediterranean rural target zones and who created their own micro-activities that will reinforce the dynamics of the local economy, attenuate the demographic erosion and will permit them to maintain their identity. In 2014, they were 70% off them to maintain their activities which is a good impact in terms of economic income and existing services for people who live in this villages, and also in terms of taxes for local authorities and government!

#### **The local welcome centre of East Creuse**

*The local welcome centres are the flagship plan of the welcoming strategy put in place in Limousin Region. Gateway to the territories, the local welcome centres have several duties:*

- welcoming and assisting the newcomers
- promoting the territory and prospecting new people
- building installation offers

Their actions change according to the needs and qualities of the territory. Thus, the LWC of East Creuse has put in place many action to identify activities opportunities, rental housing and professional premises because the information was diffuse (word of mouth, leaflets).

#### **The entrepreneur residency programme: the short residency**

To develop the installation of new working people on its territory, Auvergne (France) has put in place an innovative programme : the entrepreneur residency.

Indeed, creating an activity is a costly undertaking in time, energy and personal commitment... hence the idea to technically and financially give the entrepreneur upstream support, during the conception of the project but also up to three years after the installation. The system of short residency allows them to get reimbursed for the fees related to their travels within the territory. The agency of the territories and the economic partners on the field also guide and give advices to the future buyers. Since their creation, 300 short residencies have been granted for businesses takeovers or the installation of craft activities.

#### **Saso Gajst, Frames and stained glass manufacturer,**

Saso Gajst is a young man from the Slovenian region of Ptuj, who has followed his father's professional career. He is a manufacturer of various kinds of glass-related products, like gravures, picture frames etc.

Seeing that these products that his father produces and sells face considerable demand in the local market of Ptuj, he thought that becoming a self-employed professional in this field could be an opportunity.

Today, with the help of project "Philoxenia" and the local partner e-zavod, he follows his family's tradition, and has taken up his father's workshop.

#### **Dr. Michael Loukas, Veterinarian at Voroklini (Cyprus)**

Dr. Michael Loukas is a young veterinarian, who, having completed his studies and his training, wanted to set up his own clinic in the rural community of Voroklini. Larnaca District Development Agency was able to support his plan back in 2012 through Philoxenia Project. Receiving guidance and financial assistance, he's been helped in the the implementation stages of the new business. Dr. Loukas' clinic has been quite successful so far. Not only is it still in business, but it has grown, employing three additional staff.

## 1.2 MIND THE CLICHÉS!

### **A woman change her first project to reply to the service needs of the village in creuse (France)**

Eager to create a pedagogical place about beekeeping, Jeanne, on income support, who holds a training in agriculture, gets in touch with the tourists offices in Limousin that redirect her to the associations supporting that kind of so-called 'atypical' projects.

After favourable contacts with the different local stakeholders, she decides to move to the region. By word of mouth, she quickly finds a house to rent and settles down with her three daughters. To get involved in the local community, this single mother becomes treasurer of the local recreation centre. But things don't go as planned. Her project stagnates and the house is totally unsanitary. After one year of conflict with the landlady, she decides to look for another accommodation. Precisely at that time, the federation of municipalities was trying to rent a house that it has just renovated. 'I told them I was on income support, that I intended to get my childminder certification, they lent a helping hand, even exempting me from paying the deposit.'

Today, Jeanne is a childminder; she has also just been taken on for training for the school transportation that could end up with a job. 'Those two activities could eventually lead me to the buying of a small piece of land, to place a few beehives and offer activities to the children!'

### **The welcoming policies are reserved to territories facing depopulation**

**FALSE**

#### **Initiatives :**

**Le Pays Jeune Loire et ses rivières :  
Demographic renewal and welcome policy ?!**

Enclave whose relief has long forced the development, the territory has gradually opened up the economic areas of Saint-Etienne and Le Puy-en-Velay and the development of the Lyon-Toulouse (through N88). With this proximity, many population movements exist with urban areas nearby. The population is increasing by 0.8% per year since 1990 and the country is one of the French employment areas where industrial employment is the most decentralized (75% of industrial employment in SMEs under 100 employees). Local actors have nevertheless wished to engage in a comprehensive policy approach through the European LEADER program ("The Country of the Young Loire, earth sustainable home") and work on support and control this population growth and the maintenance of a multi-polarized and diverse economy. It is a proof that welcome policy can also be built for territories with renewed population!

### **Welcoming policies favour the newcomers and nothing is done for the people already living here.**

**FALSE**

If welcoming policies are excuses to imagine measures to facilitate the installation of projects holders and new populations, they are also and mainly open to the inhabitants especially if they hold a project (an activity, a company, a life project...). This is in fact one of the sine qua non conditions of success and of the implementation of these policies.



## Welcoming policies make the territories compete with each other.

### FALSE

Welcoming here means inevitably taking elsewhere. To avoid unproductive competition between municipalities, a welcoming policy needs to belong to a network of territories and regions with whom sharing experiences, meetings, encounters, good practises... and capacities of communication. Another thing to avoid competition and achieve regulation: collaboration at every step of the ladder, from the village to the region and the inter-region. Because countryside is not a market and newcomers consumers looking for the highest bidders!

## Active and mobilised municipalities in Cévennes !

*In the town of Rousses in Pays Gorges Causses Cévennes, the creation of two companies has been able thanks to the mayor, Mr Ménardier.*

First, it was the establishment of a car workshop few years ago, thanks to the land and premises provided by the town. This year, with the financial support of the federation of municipalities and financings coming from the department and the region, a restaurant has been restored. Under a management lease, 'La Ruche' has been taken over by a couple already living in Lozère who are currently working to obtain the label 'Café de Pays'. Few kilometres from there, in Cassagnas, some land owners, whose gathering was encouraged and supported by the municipality, have provided lands for Sandrine and Teddy Tirel - former France Télécom employees in Ile-de-France who are now practising, on leased lands, the grazing by sheep and beekeeping.

## Like holiday residents settling down stop our young people from staying.

### FALSE

In Massif Central, the British and the Dutch settling down are not necessarily wealthy retired people. More and more, they create or take over a business. As for saying they make the real estate prices rise, first, there are not enough of them to have such an impact (about 15% of the market), then they are attracted to properties that are rarely appealing to the local young people, because they are too big or in very poor condition (big burghers houses or old farms to be entirely renovated). At last, let's remember that holiday residents can become permanent residents taking advantage of telecommuting or when early retirement comes.

## Michaïl Bougiouklis, créé un accounting and financial services office at Sintiki (Greece)

Michaïl Bougiouklis is a young economist, aged 27. He studied business administration at the university of Macedonia and lived at Sykies (Thessaloniki) for several years. Coming from Kerkini, Michaïl came back to his homeland where he worked for two years (café-bar MLG at Rodopoli, commercial centre of the municipality of Sintiki). Considering his field of expertise, one might assume that Michaïl Bougiouklis would want to work for a similar project. What he decided to do was to open an accounting and financial services office. This would be a useful technical tool for the existing businesses in the area. Of course, as a resident of Sintiki, he is fully aware of the existing potential for a revival of the area. In addition, he was motivated by the project Philoxenia which is in the implementation process in his area.

As he faced a demand to broaden the range of services offered, Michaïl Bougiouklis has now added photovoltaic services, in cooperation with relevant specialized technical companies.



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## Without an important company, nobody will settle because there are no jobs.

### FALSE

Among the people willing to live in a rural area, a significant proportion wants to create its small business or to work differently (telecommuting, part time job etc.). However, these people need assistance and support – to find premises, to take over the grocer's shop... This does not prevent from being able to welcome a SME that will generate employment but let's be careful not to just display the creation of an activities zone, a land and budget nibbler! And when you know that around 90 % of the European economic fabric is made of very small businesses...

## People arriving want to live in a new house, in a quiet housing estate, they work and consume in the city, they don't want to integrate.

### FALSE

People not willing to integrate are very few. Merely, the lifestyle in a housing estate, apart from the town centre does not facilitate interactions. Caught up in the daily lives, work, children, house etc. these inhabitants neglect to take part in the village life. This is why it belongs to the municipality to be hospitable and to come at them. Besides, there is a whole other population settling down with the goal to live AND work in this rural area, searching for a good quality of life.

## A sustainable neighbourhood integrated to the town centre in Creuse (France)

*Because housing estates distant from the town centre favour petrol consumption and isolation, the creators of the sustainable neighbourhood in the village of Faux la Montagne have located it in the town centre. Moreover, they have associated this project to the local welcoming policy of the territory. Doing so, the new residents will be assisted in the making of their eco-friendly house as well as in their professional projects if they feel the need to. An innovation rewarded by the Ministry of Ecology during the 2009 Sustainable Neighbourhood National Competition.*

## Rebeca Jordán Romero, settled her activity "Castel Craft Beer" a El Pobo (Spain)

She installed her factory in El Pobo in 2012. Rebeca is the promoter and she comes from Valencia, which is a big city near Teruel. She knew this village before opening the factory. Some time ago she had bought a house in El Pobo. She also was married there. A few years later, she and her husband realised that El Pobo was the perfect place in order to install the Craft Beer Factory, because there water properties are ideal for making beer.

Rebeca did not know the resources we could offer her in Teruel, Laura, the Employment and Local Development Service expert in Comarca, guided them and also the project. She also processed some aids when activity began.

Furthermore Rebeca has collaborated in some projects in Comarca Comunidad de Teruel: Strategic Plan, Abriendo Espacios (Opening Places) and a Gastronomy Fair.

**People coming from the city don't know how things work here, they don't want to do anything like everybody else and it leads to conflicts. FALSE**

Usage conflicts have always existed in the countryside and, in fact, since the arrival of new rural people, there might be some sparks between a farmer practising intensive farming and a green market gardener outside family setting, between vegetarians and hunters or between vacationers and livestock farmers. It is only natural that the countryside is, as well, disrupted by the societal and lifestyles changes, and generation gap. It is also important that the new people do not pretend to sermonise on topics that they don't know. The role of the elected councillors is here to ease the living together by avoiding to enter the conflict but by guiding the people towards positive action: instead of criticising your neighbour, why not organising a naturalist trip with hunters, a veggie meal, a farm visit...

### **Céline FERRON a has created her tapestry business (France)**

A native of Maine-et-Loire, Celine Ferron arrived in Creuse in June 2012, attracted a better quality of life. After several years of experience in the field of food trade, she decided to settle in Creuse being accompanied by the "Pole local d'accueil" in its different steps : housing, employment, education, social life ... Interested about textile and weaving, Celine trained as a weaver in Aubusson for several months. Now well established in the local community, Celine created his weaving tapestry of low-warp; centuries-old tradition of the Aubusson region.

### **Géorgia Koufidou créated an architectural office at Sintiki ( Greece)**

Georgia Koufidou comes from Poroia, a village in the municipality of Sintiki. She studied architecture and obtained a diploma from the British University of Portsmouth in 2009. She worked for a year in the architectural office Martin Critchell Architects and came back to Greece to start up her own business in Thessaloniki, which is considered a sizeable market. Despite her new installation, Georgia did not forget her birthplace. She had always wanted to create a second architectural office, this time in Rodopoli (municipality of Sintiki), to renovate and preserve buildings of Macedonian architecture. There is quite a demand for this actually. Through this, she believes that she can contribute to broadening the market she targets, highlighting the architectural heritage of the area where she was born, enriching the local touristic product, helping more people born in Sintiki to return there.

### **Dimitrios Géorgiadis has established a private school in Sintiki (greece)**

Dimitrios Georgiadis studied to be a Physicist in the Aristotle University of Thessaloniki and though he has been a resident of Kalamaria (a neighbouring municipality), he comes from the Municipality of Sintiki, where his parents live. As a new scientist, Mr. Grigoriadis needed to return (repatriation) to the land of his parents and establish a private school at Rodopolis, entering this way the labour market as a self-employed individual. Mr. Georgiadis has been helped with philoxenia Project. Using this help he covered a significant part of the creation and operational expenses of the school, in which he has already hired other professors as well.

## II. WELCOMING POLICY: instructions for use

### 2.1 HOW TO PROCEED ?

#### CARRYING OUT AN ANALYSIS OF THE TERRITORY

As a starter, the goal is to carry out an analysis of the territory (the elected officials must be the main stakeholders as well as the stakeholders living in the territory), in order to have a better knowledge of who's arriving and who's leaving, but also of the stocktaking of the real estate, housing, shops and services etc. Be careful though, this analysis is not yet another diagnosis and must not remain mired but become a dynamic tool (observatory) to which it will be possible to refer to at every moment.

Also ahead, the territory must organise a partnership between all the local stakeholders involved in the welcoming, for instance the towns councils, consular chambers, associations assisting the projects holders, real estate agencies, tourist offices... This partnership must be formalised and allow the decisions concerning the welcoming and guidance of the people wishing to settle down to be taken jointly.

#### ESTABLISHING A GLOBAL WELCOMING OFFER

Provided with fine data and stakeholders partnering in the welcoming, the territory can then establish its global offer, namely everything that makes it attractive: businesses, living environment, premises, accommodations, services and assistance. One of the key entrances to this global offer are the activities available on site, gathering the take-overs offers and job opportunities but also new activities to be created (positions to be filled in emerging sectors, new professions in the renewable energy sectors, sustainable building...). But whether it is a bakery or a craft business, the creation/takeover offer must 'give the people the desire' of the territory, and so, remind of the living environment, the local services, the assistance offered etc. It is called a 'qualified' offer. In some territories, the residential offer (space, accommodation, living environment...) is an entrance that can prove to be more relevant and strategic than the businesses offer.

#### OFFERING ASSISTANCE AND WELCOME TO PROJECTS HOLDERS

The question of welcome and assistance to the 'projects holders' is raised. The term 'projects holders' refers to the people wishing to settle down, and not just 'move in'. They can carry out an economic project (takeover, creation, employment) but also a life project (have more free time, have space for a vegetable garden, raise children in a quiet and green environment...). Some will need assistance to make their project evolve so that it matches with the realities of the territory. Others only need to be welcomed and guided to the right structures.

#### DEVELOPING A COMMUNICATION PLAN

To promote and make the offer of the territory known, a communication plan is essential. First, this should allow economic and residential offers to be distributed but also the overall offer and thus to affect the image of the territory. Furthermore, communication also concerns the territory itself, that is to say its inhabitants: they are the people welcoming, knowing the territory resources and passing on, they are the ones enlivening the welcoming policy.

## 2.2 WHAT CAN I DO at my territorial scale?

### **TOWN**

This is the key point for the direct reception of new inhabitants through welcoming actions. In parallel, it implies of course to conduct an awareness-raising campaign the welcoming culture targeting the inhabitants. It is also at this level that offers and needs of shops, services, accommodations, activities, real estate are spotted.

### **FEDERATIONS OF MUNICIPALITIES, PROVINCES, REGIONAL NATURAL RESERVE**

This level is ideal to truly implement the local welcoming policy because it is particularly adapted to the organisation and enlivenment of partnerships and the implementation of dynamic observatories. The local territory is also the level where you establish the global offer of the territory, you distribute it, welcome and assist projects holders. Strength lies in numbers and wealth of the territory.

### **DEPARTMENTS AND REGIONS**

According to their competencies, these communities bring a technical and financial support to the territories engaged in welcoming or wishing to become so, as well as assistance and networking with other territories. Departments and regions have also the resources to carry out large communication and prospection campaigns. It is also a relevant level for the observation of migratory phenomena, study and prospective (partnership work with Universities...).

Of course, through the territorial planning policy and financial support, the State and Europe also take action in the local welcoming policies.

## 2.3 TO GO FURTHER

### PHILOXENIAPLUS

PhiloxeniaPlus project started in June 2013 ([www.philoxeniaPlus.eu](http://www.philoxeniaPlus.eu) et [www.emloc.gr](http://www.emloc.gr)). Networking 16 partners from the "Mediterranean" countries about the issues of territorial cohesion at the European level, this project aims to encourage the implementation of local initiatives to host new people and promote this new approach of local development now recognized that represent the welcome and attractiveness policies, among many European rural development actors.

Its partners are given objectives to capitalize on good practices they have already tested and key actions to deploy a host on its planning policy. Le projet PhiloxeniaPlus a démarré en juin 2013 ([www.philoxeniaPlus.eu](http://www.philoxeniaPlus.eu)).

### THE PORTAL WEBSITE 'INSTALLATION À LA CAMPAGNE'

National portal for the installation in the countryside, this internet website gathers all the information needed for the person who wants to live and work in a rural area: methodological advices, indexing of the territories involved in welcoming, assisting associations and offerors, a theme forum.

It is also a resource centre gathering more than 200 'experiences' forms about national and European initiatives concerning welcoming and numerous documents about city-countryside migrations and local development, a repertory guide of the reception of new populations 'Rural Innova' and studies ('Attractiveness of rural territories and reception of populations in the Leader+ programme').

[www.installation-campagne.fr](http://www.installation-campagne.fr)

### PROJETS EN CAMPAGNE (PROJECTS IN THE COUNTRYSIDE)

Better know as the National Fair for rural settlement, this event allows projects holders and rural territories willing to welcome new populations to meet.

Co-organised by Collectif Ville Campagne working in partnership with Limousin Region and ASP (the payment and service Agency), it takes place every two years in Limoges and has become THE benchmark event for everyone who wants to move to the countryside and for every territory wishing to welcome new inhabitants.

Its 5th edition took place in June 2009 and gathered more than 160 structures and territories.

[www.projetsencampagne.com](http://www.projetsencampagne.com)

## Les partenaires du réseau européen Philoxenia

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### **COLLECTIF VILLE CAMPAGNE - France**

A national association which comprises 23 members (media, local authorities, universities, assisting structures, consular chambers), Collectif Ville Campagne has set the goal, since 1998, to advise, guide projects holders wishing to move to the countryside. The structure is also at the origin of the emergence and implementations of welcoming policies that builds awareness, informs and trains every territory committed to or with the will to develop welcoming strategies. The collective is a resource centre that shares experiences and works with public authorities on the developing of new approaches concerning territorial development.

[www.installation-campagne.fr](http://www.installation-campagne.fr)

### **Local Employability - (LOC.EM.) - Greece**

The main activities of Loc.Em. are :

- studies, organisation of individualised businesses, co-ordination - realisation of community projects, technical support for promotion proposals for welcoming policies, employment at local and regional levels, the evaluation of expertise for European programmes.
- Invention, elaboration, realisation, evaluation and the co-ordination of various types of translational or cross-border co-operation.

The target groups of Emloc are: Territorial structures, elected persons, unemployed people, private structures.

[www.emloc.gr/index.php/fr/](http://www.emloc.gr/index.php/fr/)

### **E-Zavod - Slovenia**

#### **E-Institute, Institute for Comprehensive Development Solutions (E-zavod) - (Slovenia)**

E-Institute is operating in the terms of several pillars of sustainable development – economy, ecology, energy, innovation, ICT and rural development. In the context of these pillars it is involved in different R&D&I projects and therefore is mainly working and collaborating with partners from EU Member States and abroad (also with the countries from the former Yugoslavia). Special expertise of E-Institute are also preparation of administrative documentation for EU Cohesion funds, implementation of feasibility studies, preparation of cost-benefit analyses, sustainability impact assessments, and implementation of wide range of the R&D&I projects.

E-Institute has the potential to support the citizens in applying innovative approaches and technologies in the regional and national sense. Main competencies of E-Institute are concrete knowledge of innovation processes, good links with many relevant stakeholders and rich experiences with EU funded projects in the above mentioned fields. E-Institute is also linked with the main European consultants for project preparation and other relevant EU structures.

<http://www.ezavod.si/>



## Larnaca Agence de développement du district - ANETEL - Cyprus

The establishment of Larnaca District Development Agency (ANETEL) was an initiative from the Union of Communities of Larnaca. After years of involvement in European affairs and European programs, the Board of Director of the Union of Communities of Larnaca, with the strong support of the Municipalities of Larnaca and others institutions, felt that it was necessary to establish a flexible mechanism. Through this mechanism, it would become possible the involvement of local authorities of Larnaca District into the procedures that pertaining the development in the European Union and particularly in absorbing European funds for realizing the vision of each community and municipality of the area.

[www.anetel.com](http://www.anetel.com)

## Eurokom Association - Italia

Eurokom is a non-profit association based in the Calabria Region, focusing on information and communication about EU programmes, institutions and policies.

The association was created in 2000, starting from a vision, shared by all members, focusing on local development and the promotion of EU policies.

The association is an independent body of public interest (that is, mainly working with public contributions or through agreement with local government bodies in Calabria) , serves as a local development agency and carries out several activities in each specific field of interest.

The association has a remarkable experience in actions of communication and dissemination of information concerning the European institutions and community policies. [www.eurokomonline.eu](http://www.eurokomonline.eu)

## Diputacion Provincial de Teruel - Spain

The Province Teruel is located in the Nord-east of Spain, inside the region of Aragon. It occupies a territory of 15.000 square kilometres. Has very low density of population: 9,9 inhabitants for square kilometre. It is a territory of mountain placed between the cities of Valencia Madrid Saragossa And Barcelona

It has a rich cultural heritage, tourist resources, production of quality food, and a great diversity of natural landscapes.

The County council is the institution that defends the interests of 236 municipalities that constitute the local governments of Teruel.

From the year 2001, inside the County council there exists an office that promotes the participation in European programs that could help to achieve the reception of more population in our territory, trough generation economic activity and employment.

The economy of the province is based on agricultural products, tourism, production of energy, mines and services to the population.

[www.dpateruel.es](http://www.dpateruel.es)





## Gers Chamber of Commerce and Industry - France

The Gers Chamber of Commerce and Industry was founded in 1900 and is a Local Public Organisation under French law located in Midi-Pyrénées Region. The mission of CCI-Gers is to:

- Encourage the economic development of the Gers, in particular its local development.
- Represent and stimulate the 7500-large SME community with respect to their participation in trade, industry, public procurements and services in the Gers.

The CCI also created a Technological Centre in Geomatics, the Teleparc centre ([www.teleparc.net](http://www.teleparc.net)). It consists of a R&D department specialised in Geotraceability (geographic traceability of food products), a department of training in Geomatics in cooperation with the Paul Sabatier University, and a Business Incubator (BIC Gers Gascony for start up Geomatics services with five new SMEs).

[www.gers.cci.fr](http://www.gers.cci.fr)

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**More information in:** [www.philoxeniaplus.eu](http://www.philoxeniaplus.eu)

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**Further information :** [www.philoxeniaplus.eu](http://www.philoxeniaplus.eu) et <http://www.emloc.gr/index.php/fr/philoxenia-plus/leptomereies>

