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GUIDE

**with information on ecological/conventional agriculture
required to work, to live and run businesses in the Dolj-Pleven area**

This Guide aims to be a practical tool for the individuals in need for a job or the entrepreneurs interested to start/develop a business in the field of ecological/conventional agriculture in the Dolj-Pleven area.

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1. The Dolj-Pleven Area

As member state, by its vicinity with Bulgaria to the South, Romania is a beneficiary under the Romania-Bulgaria Cross-Border Cooperation Programme. The Programme supports the development of border areas eligible to solve similar problems of development, by collaboration and promotion of joint solutions between the two member states. This Programme covers three development regions: the South-West Oltenia region through the counties of Mehedinți, Dolj, Olt, the South-Muntenia region through the counties of Teleorman, Giurgiu, Calarași and the South-East region through Constanța. Nine districts are eligible from the Bulgarian state (Vidin, Vratsa, Montana, Pleven, Veliko Tarnovo, Ruse, Silistra, Dobrich and Razgrad).

The Interreg VA Romania-Bulgaria Programme is funded by the EU from the European Regional Development Fund -FEDR. The goal of the Programme is to develop the border area between the two countries by funding joint projects.

Within the Interreg VA Romania-Bulgaria Programme, the Romanian Movement for Quality (MRC - Mișcarea Română pentru Calitate) is the beneficiary of the "BIOVIRTINC - Cross Border virtual incubator for promoting employment on bio agriculture, bio products processing and connected services" project.

The goal of the project is to encourage the integration of the Dolj - Pleven cross-border region in terms of employment, labour mobility, business development in the field of ecological agriculture, processing of organic products and related services.

Dolj County



Dolj County is one of the five counties that form Oltenia, which is located in the most fertile and fruitful region of the Danubian Plain and Oltenia, which has its county seat in Craiova, the historical capital of Oltenia. Dolj County is ranked 7th among the



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administrative-territorial units of Romania in terms of the total area of 7,414 km², representing 3.1% of the country's area. In the South, Dolj County is crossed by the Danube River, for about 150 km, being the longest distance crossed by the main navigable river of Europe at county level. Dolj County is also crossed from the North to the South by one of the largest tributaries of Danube, namely the Jiul River.

Administratively, Dolj County consists of three large localities, the city of Craiova - county seat, Calafat, Băilești and four (4) cities: Segarcea, Filiași, Bechet and Dabuleni and 104 townships.

Dolj County is considered to be a plain county, outstanding through the largest sandy area in the country (in the South). A large part of the southern area is covered with fertile soils and vegetation. Under these conditions, Dolj County has 4% of the agricultural area of Romania, being ranked second nationally.

The main branches of the economy of Dolj County are metallurgy, mechanical engineering, energetic industry, oil, food industry, textile industry and agriculture. At county level, compared to the industrial representation, agriculture is poorly represented. More than 60% of the agricultural production is provided by private farms. On the territory of Dolj County, one of the reasons for the relatively low productivity and agricultural production quality is the poverty of the rural population. However, in 2016, the area cultivated with the main crops in the private sector was of 489390 ha, of which 314526 ha, individual agricultural exploitation.

Pleven County



Pleven is located in the North of Bulgaria, the natural limits of the area being in the North up to Danube, in the East Veliko Tarnovo, Lovech in the South and in the West the territory of the district on the border with Vratsa. The total area of the territory is 4653 km² (3.9% of the country's territory). The landscape of Pleven County is simple and hilly.

The Pleven region is characterised by a temperate-continental climate. The hydro-graphic network in Pleven County is represented by the lower course of Iskar, Vit

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and Osam rivers. The administrative centre of the district is the city of Pleven. In Pleven district, there are municipalities such as: Belene, Dubník, Iskar, Levski, Nikopol and Pleven. Significant sections of road, rail and national road infrastructures pass the territory of Pleven County. In Pleven, there are opportunities to build cross-border networks in the regions of the Danube River, on the Bulgarian coast (72 km) where there are 4 small river ports.

The urban structure of the area includes several localities of the category of small and medium-sized cities and one city - Pleven. The agglomeration area of national importance is the city of Pleven. The closest settlements are the cities of the region, Dubník, Slavyanovo and the surrounding villages.

The primary sector of the economy of Pleven region includes agriculture and forestry. Agriculture is the means of existence of most of the population in the localities near Pleven, which defines a strong influence on their appearance. Most of the arable land is managed by registered agricultural cooperatives, individuals and other entities.

The climate changes, biodiversity loss, soil deterioration, desertification, water scarcity - all these affect our lives increasingly more, and some of them are influenced, directly or indirectly, by the human factor.

The ecological agriculture is a sector exploited in the two counties, but it can be improved by applying a competitive management.

2. Institutions relevant to the policies on the implementation of national and local agriculture

Romania

The Ministry of Agriculture and Rural Development

Address: Bulevardul Carol I 2-4, Bucharest

Phone: +(40)21 307 8588

Website: <http://www.madr.ro/>

Dolj Department of Agriculture

Address: str Ion Mairescu, nr. 4, Craiova, Dolj County

Phone: +(40)251.411.037

Website: <https://directiaagricoladolj.ro/prezentare.html>

Agency for Payments and Intervention in Agriculture

Address: Bulevardul Carol I nr. 17, sector 2, Bucharest

Phone: +(40)21.305.48.15

Website: <http://www.apia.org.ro/ro/>

Bulgaria

The Ministry of Agriculture and Forests

Address: Sofia 1040, 55 Hristo Botev Blvd, Bulgaria





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Phone: +359 2 985 11 226

Website: www.mzgar.government.bg

Agency for Payments (State Fund for Agriculture)

Address: 136 Tzar Boris III Blvd. 1618 Sofia, Bulgaria

Phone: +359 2 818 7204

Web address: www.dfz.bg

Institutions relevant to business development

THE MINISTRY OF BUSINESS ENVIRONMENT, TRADE AND ENTREPRENEURSHIP

Address : Calea Victoriei 152, Bucharest

Phone: +(40)21 40 10 568

Website: www.imm.gov.ro/

THE ROMANIAN CHAMBER OF COMMERCE AND INDUSTRY

Address : CCIR Business Center, Bd. Octavian Goga nr. 2, Bucharest

Phone: 021.319.00.93

Fax: 021.319.01.56

Website: ccir@ccir.ro

THE BULGARIAN SMALL AND MEDIUM ENTERPRISES PROMOTION AGENCY

Address : 1, Sveta Nedelia Sq., 1000, SOFIA, BULGARIA

Phone: 359-2-9329216, 9805069

Fax: 359-2-9805869

e-mail: office@sme.government.bg

Website: www.sme.government.bg

THE BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY

Address : Str. Iskar nr.9, 1058, SOFIA, BULGARIA

Phone: 359-2-9872631

Fax: 359-2-9873209

Email: bcci@bcci.bg

Website: www.bcci.bg

BILATERAL CHAMBER OF COMMERCE BULGARIA-ROMANIA

Address : Sofia 1000, 6 Triaditsa Street, 3rd floor

Phone: +359 888 256 123

Office in Romania, Bucharest 7000, strada Arcului 21, etaj 3

Phone: +40722 373 368

Email: info@bccbr.com

Website: www.bccbr.com

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3. Social and economic data for the Dolj-Pleven region

The cross-border region of Romania-Bulgaria is presented as a territory with issues in terms of economic indexes, namely, it is characterised by a low GDP, under the average level for the two countries (except for Constanta) and with serious tendencies for reducing the number of the population, as well as its ageing.

Dolj County

GDP per capita (for 2015): 6512 Euros

Employment coefficient: 58.5%

Unemployment coefficient: 9.8%

Main economic sectors: trade and repairs, transportation and logistics, information and communication technologies, private medical services

Pleven

GDP per capita (for 2015): 7039 Leva. (3599 Euros)

Employment coefficient: 59.5%

Unemployment coefficient: 10.3%

Main economic sectors: Tourism, "Production of food, drinks and tobacco products" and "The textile production". None of the two counties has a GDP per capita that would exceed the average level per country.

Dolj and Pleven counties provide relatively low costs related to the labour force compared to the average for Bulgaria and Romania.

According to a study of the Agency for Investments in Bulgaria, Bulgaria and Romania occupy leading positions in the classification of the cheapest labour forces in the CEE, measured in average salaries.

An additional advantage to creating the fiscal policy in both counties, Romania and Bulgaria provide some of the lowest income tax rates.

Current and future perspectives for the labour market

The economies of Bulgaria and Romania are characterised by significant regional and structural disproportions that give rise to labour mobility, not only in the country, but also abroad. At the level of cross-border districts and counties, the labour market has an already exhausted potential in many cases. According to the comments of the business environment representatives, the unemployment practically does not exist. The needs for qualified labour force are felt at all levels, starting from general workers, engineers, drivers and ending with the managerial personnel.

For the period of 2019-2028, the number of the working-age population is expected to drop by up to 9.2%. For the entire period analysed between 2013 and 2028, the estimates show a decrease of 15.5%. The labour demand for the period of 2019-2028 is





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also expected to decrease by only 4%. The largest increase in the employment is expected in the following economic activities:

- Transactions with real estate (49%)
- Human health and social work (10%)
- Education (8%)

The trend for jobs at all levels requiring a strong application of non-routine skills shall continue, and many traditional jobs related to physical force or routine shall drop. It is expected that by 2020, the individuals who have at least an average level of qualification would represent more than 80% of the labour force in Europe.

Apparently, taking into account the aforementioned estimates for the expected serious growth of new open jobs in Europe, for the Bulgarian and Romanian companies and particularly, those in the cross-border region, it shall be increasingly more difficult to identify and motivate qualified people.

In the context of chronic shortage of personnel, in many sectors, labour mobility in cross-border context could be part of the solution. A significant obstacle labour mobility faces and is difficult to overcome is the linguistic barrier.

We have to specify that the labour mobility of Bulgarians towards Romania and vice versa is now directed predominantly towards the Bulgarian (respectively Romanian) participation companies, or is within the limits of a specific project for a specific period (seasonal work or in the construction field and until the completion of a particular object

4. Institutions relevant to employment

Romania

At national level:

The Ministry of Labour and Social Justice - follows the governmental policy on the labour market

Address: str. Dem.I.Dobrescu, Nr.2-4, sector 1, Bucharest

Phone: +40 213 158 556

E-mail: relatiicupublicul@mmuncii.gov.ro; Web page: <http://www.mmuncii.ro>

The National Agency for Employment (ANOFM - Agentia Nationala pentru Ocuparea fortei de Munca) - this is the main institution in Romania providing special employment services. It deals with the institutionalisation of social dialogue in the field of employment and training, the implementation of employment and training strategies and takes steps for the social protection of individuals who do not work.

Address: Str. Avalanșei, Nr. 20-22, sector 4, Bucharest, Postal Code 040305

Phone: +40 213 039 857

E-mail: anofm@anofm.ro; Web page: <http://www.anofm.ro/>





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At regional level:

Regional Employment Service - Dolj

Address: Dolj, loc. Craiova, Eugeniu Carada, nr. 13A, Craiova

Phone: +40 251 306 099

E-mail: ajofm@dj.anofm.ro; Web page: <http://www.dolj.anofm.ro/>

Bulgaria

At national level:

Ministry of Labour and Social Policy - carries out the state policy in the field of labour market, national labour market protection, labour force training and integration of disadvantaged groups into the labour market.

Address: Sofia 1051, str. Triaditsa, №2

Phone: +359 2 8119 443

Fax: +359 2 988 44 05

E-mail: mlsp@mlsp.government.bg; Web page: <https://www.mlsp.government.bg>

The **Agency for Employment** is the executive agency attached to the Minister of Social Policy for the achievement of the state policy and encouragement of employment. Part of the Agency's functions are: registration of job vacancies and jobseekers, employment intermediation services, implementation of employment projects and programmes, vocational qualification, etc.

Address: Sofia 1000, bul. Dondukov №3

Phone: +359 2 980 87 19

Fax: +359 2 986 78 02

E-mail: az@az.government.bg; Web page: <https://www.az.government.bg>

The "**General Labour Directorate**" Agency controls the compliance with the labour legislation, exercises the specialised control on the compliance with the Law concerning the occupational health and safety and Law on the promotion of employment, provides technical consultancy and information to employers and employees, in terms of the most efficient methods to meet the labour legislation.

Address: Sofia 1000, bul. Dondukov №3

Phone: +359 700 17 670

E-mail: delovodstvo@gli.government.bg; Web page: <http://www.gli.government.bg>

At regional level:

The "**Regional Employment Services**" directorates - part of the Employment Agency structure. It coordinates, supports and implements the employment policy at regional level.

Lovech (Lovech, Veliko Tarnovo, Gabrovo, Pleven)

Phone: +359 68 603 162





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E-mail: drsz.lovech@mbox.contact.bg

The "Labour Office" Directorates - territorial units of the Local Employment Agency, which provides direct employment services, makes direct contact between the employee and employer, registers the unemployed, etc.

Pleven

Address: Pleven 5800, str. "Aleksandar Stamboliiski" 1

Phone: +359 64 801 762; +359 64 801 813

E-mail: dbt.pleven@mbox.contact.bg

Veliko Tarnovo

Address: Veliko Tarnovo 5000, str. "Hristo Botev" 82

Phone: +359 62 610 261; +359 62 610 244

E-mail: bt-vturnovo@mbox.contact.bg

EURES - European Job Mobility Portal

EURES is a network of cooperation between the European Commission, public services of employment (SPA) in the countries of the European Economic Area (the 28 EU-member countries, Norway, Iceland and Liechtenstein) and the Swiss Confederation. It provides information, consultancy and employment in favour of employees and employers, as well as of any citizen of the Union who wants to benefit from the principle of free movement of workers.

The EURES Network, founded in 1993, supports the mobility on the European Labour Markets by granting the necessary cooperation of individuals seeking a job abroad, to employers who want to hire employees from abroad; to individuals who seek a job and to employers in the state border regions.

The EURES services for citizens and for employers are expressed in providing:

- information from the databases published on the EURES portal (European job mobility portal);
- information and consultancy provided by more than 900 EURES councillors from all EURES-member countries.

The EURES portal provides:

- information on the available jobs notified via the national and public employment services in the EURES member countries;
- the possibility of individuals seeking a job to publish a professional CV in the database of that portal; this database is accessible for the employers registered in the portal, which are interested to find motivated individuals seeking a job, from other EU/EEA countries;
- information on the life and labour conditions in the EU/EEA countries;
- information on the labour markets in the EU/EEA countries;



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- information on the limitations of free mobility of the labour force implemented by the old EURES member countries in terms of the countries that have recently accessed the EU;
- information on the possibilities of education and vocational training in the EU.

EURES councillors

Bulgaria

Gergana Spasova

Phone: +359 879005812

E-mail: gergana.spasova@az.government.bg

Contact languages: Bulgarian (bg), English (en)

Dolj County

Simona Palcu

Phone: +40 251 306 100

E-mail: dj_eures@dj.anofm.ro

Contact language: English (en), Romanian (ro)

5. Salaries, social and fiscal contributions, salary levels

One of the mandatory provisions for concluding the labour contract in relation to which the parties must have reached a consent is to establish the salary. In Bulgaria, according to Art. 247 of the Labour Code, the amount of the salary is determined:

- according to the duration of the work;
- according to the performance.

In Bulgaria, the remunerations granted in the so-called civil right contracts or contracts for providing certain services or labour are in principle established by free negotiation. It is possible that the amount in the contract includes all the taxes and duties (including from the employer), but most of the time, reference is made to a gross amount, from which only the expenses payable by the provider are withheld.

The insurance income is the monthly income based on which the insurance contributions are calculated and paid.

The amount of the insurance contributions and the ratio in which they are distributed between the employee and employer is established annually in the Social Insurance Code. According to the legislation, the ratio is of 60% for the employer and 40% for the employee.

The distribution of the insurance contributions in the funds of state public insurances (APS) depends on the category of work and on two chronological periods - the first period for those born before 1960 and the second one - for those born after 1960.





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The amount of the contribution of health insurances is established annually by the Law on CNAS budget. For 2017, the amount of this contribution is of 8% and is in a ratio of 60/40.

Percentages for distributing the insurance rates:

Individual born after 01.01.1960: Individual born before 31.12.1959:

The type of insurance/contribution	%	Paid by the employer (60%)	Paid by the employee (40%)
The "Pension" Fund	14.80%	8.22%	6.58%
The "General disease and maternity" Fund	3.50%	2.10%	1.40%
The "Unemployment" Fund	1.00%	0.60%	0.40%
The "Additional Mandatory Pension Insurances" Fund (ASOP)	5.00%	2.80%	2.20%
The "Health Insurances" Fund	8.00%	4.80%	3.20%
The Fund of Occupational Accidents and Diseases	According to the activity, but not more than 1.1%	Yes	It is not owed by the employee/worker

Type of insurance/contribution	%	Paid by the employer (60%)	Paid by the employee (40%)
The "Pension" Fund	18.80%	10.46%	8.34%
The "General disease and maternity" Fund	3.50%	2.10%	1.40%
The "Unemployment" Fund	1.00%	0.60%	0.40%
The "Additional Mandatory Pension Insurances" Fund (ASOP)	-	-	-
The "Health Insurances" Fund	8.00%	4.80%	3.20%
The Fund of Occupational Accidents and Diseases	According to the activity, but not more than 1.1%	Yes	It is not owed by the employee/worker

The employer is bound to pay on their behalf all the due social and health contributions.

In Bulgaria, the incomes of the individuals are taxed with a unique rate, in an amount of 10% (income tax). This rate is valid not only for the salaries paid in virtue of the labour contracts, but also for the fees paid in virtue of the civil right contracts, the incomes of freelance professions, agricultural producers, artists and performers.

Insurances are required for civil right contracts (CC) and for the individuals who carry out independent activities according to the Social Insurance Code; in the case of the CC, only the contributions for the pension fund, health insurances and universal pension fund shall be paid. According to some CCs, the providers cannot benefit from medical leaves, vacations and compensations. However, they are insured for the cases of disability, general diseases, age and death/Art. 4, Par. 3 of the Social Insurance Code and Art. 40, Par. 1, p. 3 of the Law on health insurances. All insurances shall be paid by the employer.

In Bulgaria, there is also a category of individuals referred to as people who carry out independent activities. They are the owners of companies, notaries public, lawyers, accountants; certified assessors, experts in the courts of law and prosecutor's offices; medical specialists, insurance agents, craftsmen, registered farmers, etc., who do not work under another type of contract.

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The insurance obligation for self-employed individuals arises since the day of starting or resuming the work and continues until its interruption or completion. They are compulsorily insured for the cases of disability due to general diseases, age and death ("Pension" Fund). At their free choice, they can also pay contributions for general diseases and maternity.

The individuals who carry out independent activities must pay in advance a 10% tax as well as to fill out and submit the annual tax statements.

The maximum level of insurance for 2018 amounts 2600 Leva. This means that, even in the case where a greater gross salary is established, the insurances and contributions shall be paid only on the amount of 2600 Leva, for all that exceeds that amount, only 10% income tax shall be due.

Currently, the minimum monthly salary for Bulgaria amounts 510 leva (260.76 Euros), established for an 8-hour working day, according to the Governmental Decision no. 316/2017 and which has come into force on 01.01.2018. The lowest net salary, meaning after deducting the taxes, duties and contributions is of 395.75 Leva (202.34 Euro)

In Romania, the amount of contributions is generally reported to all the remunerations received throughout the calendar month.

Starting on January 1st, 2018, the amendments of the Tax Code on social contributions comes in force, following to be transferred to employees. Please note that, from these contributions currently paid by the employer and employee, only three shall remain, meaning the CAS, CASS and the newly introduced labour insurance contribution. Since 2018, only the employer shall calculate, withhold and pay the social contributions. The employers shall have no obligation in this regard.

Mandatory contributions:

- the contribution to pensions for the normal working conditions in a share of 25% which shall be fully the employee's duty;
- the contribution to health, in a share of 10% which shall be fully the employee's duty;
- the labour insurance contribution, in a share of 2.25% which shall be fully the employer's duty.

Regarding the labour insurance contribution (CAM), this shall include the other four social contributions currently existing. More precisely, the labour insurance contribution shall consist of the current unemployment contributions, medical leaves, professional risks and salary claims. The money collected from the labour insurance contribution (2.25%) shall be divided as follows:

- 15% shall be brought to the Guarantee Fund for the payment of salary claims;
- 20% shall be brought to unemployment budget;
- 5% shall be brought to the Occupational accidents and diseases insurance system;
- 40% shall be brought to the National single fund of social health insurances for the payment of medical leaves;





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- 20% shall be brought to the state budget, into a distinct account;

Legislation on the labour force, employment and labour mobility in Romania and in Bulgaria

Romania

LABOUR CODE

It regulates the rules of employment and the relations between the employee and the employer, namely the Romanian employees working under a labour contract in Romania or abroad, the Romanian employers, as well as foreign employees working for the Romanian employer in Romania.

http://www.avocat-dreptul-muncii.eu/codul_muncii_2018.php

TAX CODE

This code regulates the legal framework of mandatory taxes, duties and social contributions representing incomes to the state budget, local budgets, budget of social state public insurances, the budget of the unique national health insurance fund, the budget of the unemployment insurances and guarantee fund for the payment of salary claims, meaning specifications on the taxpayers who need to pay these taxes, duties and social contributions; it describes the procedure to change these taxes, duties and social contributions.

https://static.anaf.ro/static/10/Anaf/legislatie/Cod_fiscal_norme_03042018.htm

LAW NO. 76/2002 ON THE SYSTEM OF INSURANCES OF UNEMPLOYMENT INSURANCES AND STIMULATION OF EMPLOYMENT

In Romania, everyone is guaranteed with the right to free choice of their own profession and workplace, as well as the right to insurances in case of unemployment. The provisions of this law regulates the measures to implement the strategies and policies developed to protect the individuals at risk of unemployment, to ensure a high level of employment and adaptation of the labour force to the requirements of the labour market.

<http://www.anofm.ro/legea-nr-762002>

LAW No. 319/2006 OF OCCUPATIONAL HEALTH AND SAFETY

This law aims to establish measures to encourage the improvement of safe and healthy labour conditions for employees. The law establishes general principles on the prevention of occupational risks, health and safety protection, removal of risk factors and occupational accidents, information, consultancy, balanced participation according to the legislation, training of employees and their representatives, as well as the general guidelines for the application of these principles.

<https://www.inspectiamuncii.ro/-/legislatie-s-1>

Law no. 106/2017 on measures to improve the exercise on the Romanian territory of the rights conferred in the context of free movement of workers within the European Union





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<https://lege5.ro/Gratuit/ge3dcmzzy2a/legea-nr-106-2017-privind-unele-masuripentru-imbunatatirea-exercitarii-pe-teritoriul-romaniei-a-drepturilor-conferite-incontextul-liberei-circulatii-a-lucratorilor-in-cadrul-uniunii-europene>

Bulgaria

LAW ON MIGRATION AND MOBILITY OF WORKERS

This law regulates the access to the labour market for employees - citizens of third party countries, including the practice as freelancer. The principle is that the access of these individuals to the Bulgarian labour market is quite limited, but in some fields, facilities are implemented. More specifically, the LMMM provides a list of professions where there is a deficiency of personnel with high qualification, key specialists for the business environment being included therein - as well as software developers, application programmers, etc. The list is approved by the minister of labour and social policy.

<http://www.lex.bg/laws/ldoc/2136803084>

METHODOLOGICAL RULES FOR THE APPLICATION OF THE LAW ON WORK MIGRATION AND MOBILITY

<http://www.lex.bg/bg/laws/ldoc/2136910623>

LAW ON ENCOURAGING EMPLOYMENT

This law regulates the social relations in promoting and maintaining the employment, professional guidance and permanent training of adults, as well as the intermediation in order to inform and employ in Bulgaria and in other EU member states.

<http://lex.bg/laws/ldoc/-12262909>

ORDINANCE ON THE CONDITIONS AND ORDER OF ISSUANCE, REFUSAL AND WITHDRAWAL OF WORK PERMITS OF FOREIGN EMPLOYEES IN BULGARIA

By this Ordinance, the following are regulated: the conditions and order of issuance, extension, refusal and withdrawal of the work permits of foreign employees in Bulgaria; the cases of exemption from the issuance of labour permits of foreign citizens in Bulgaria; the total period of employment.

<http://www.lex.bg/bg/laws/ldoc/-548909054>

6. Costs for establishing the company in Bulgaria

It is important to know that, upon establishment, no company is a VAT payer, but if the company exceeds the turnover of 50,000 Leva within one year, it is automatically recorded by the Fiscal Agency in the new payment category, the company's owners being those who are bound to draft the documentation and registration procedures as VAT payer, along with a separate fee of 150 Euros.





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- The reservation of the company's name nationally - 40 Leva and another 4 Leva as bank commission.
- Fee for the registration in the Trade Register - 110 Leva and another 4 Leva as bank commission.
- Notary fees for the specimen signatures. The notary fees are 10 Leva for each administrator. In the case of limited liability company with a sole shareholder, who is also an administrator, the Notary fees shall be of 10 Leva.
- Bank commission for opening the share capital account - 20 Leva.
- Ascertaining certificate acquired immediately after establishment - 10 Leva.
- The stamp costs 30 Leva or 15 Euro
- Minimum capital 1 Euro

The profit tax due by a company is of 10% and dividend fee of 5%, and for freelancers, 15%. Information on other fees payable in Bulgaria may be accessed on the Internet page of the Tax Agency: <http://portal.nap.bg/en/page?id=507>

Companies are not bound to submit quarterly fiscal statements, but only an annual profit tax with a deadline on March 31st of the following year. The types of companies that may be established by foreign investors are similar to the business companies specified in the Commercial Law in Romania (Commercial Code).

7. Costs for establishing the company in Romania

It is important to know that in Romania, the minimum capital for establishing a company is 200 lei, following that the other costs to differ depending on the number of associates and/or the form of registration, such as:

- Limited Liability Company (SRL) - It is suitable for any entrepreneur aspiring to a prosperous business (ONRC fee of 122 Lei plus notary fees for specimen signatures 50.00 - 80.00 Lei);
- Limited Liability Company - Debutant (SRL-D) - It is suitable for those establishing a company for the first time. The State provides fiscal facilities also in accessing governmental funds;
- Certified Natural Person (PFA) or Individual Enterprise (II) - For the PFA and II, a qualification is necessarily required (diploma, certificate, authorisation) in the activity for which it is desired. Attention, if a food store is desired, besides qualification, a hygiene course is also necessary;
- I and II degree cooperative company - It is an autonomous association of individuals and/or legal entities, as applicable, established based on the free consent expressed by them, in order to promote the economic, social and cultural interests of the cooperating members, being held jointly and democratically controlled by its members, according to

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the cooperative principles (it is established based on Law no. 1/2005 on the organisation and operation of the cooperation);

- I and II degree agricultural company - it is an autonomous association with an unlimited number of members, with variable capital, which exercises an economic, technical and social activity in the private interest of its members (it is established based on the Law on agricultural cooperation no. 566/2004 with the subsequent amendments and additions).

Addresses of the Diplomatic Mission of Romania in Bulgaria and Public and Non-governmental Bodies that may provide economic and commercial information

EMBASSY OF ROMANIA IN THE REPUBLIC OF BULGARIA

Bvd. Mihai Eminescu nr.4, 111 SOFIA, BULGARIA

Tel.359-2-9712858

Fax:359-2-9733412

e-mail:sofia@mae.ro, <http://sofia.mae.ro/>

ECONOMIC COUNSELLOR'S OFFICE

Tel./Fax: 359-2-9712478;

Fax: 359-2-9733412

e-mail: sofia.economic@mae.ro; radu.moldovan@dce.gov.ro

THE CONSULAR DEPARTMENT

Tel.359-2-9733510 e-mail: sofia.consul@mae.ro

THE BULGARIAN SMALL AND MEDIUM ENTERPRISES PROMOTION AGENCY

Str. Sveta Nedelia nr. 1, 1000, SOFIA, BULGARIA

Tel.359-2-9329216, 9805069

Fax.359-2-9805869

e-mail: office@sme.government.bg www.sme.government.bg

THE BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY

Str. Iskar nr.9, 1058, SOFIA, BULGARIA

Tel.359-2-9872631

Fax:359-2-9873209

Email: bcci@bcci.bg, www.bcci.bg

BULGARIAN AGENCY FOR INVESTMENTS

Str. Aksakov 31, Sofia 1000, Bulgaria

Tel.: (+359 2) 985-5500

Fax: (+359 2) 980-1320

E-mail: iba@investbg.government.bg, <http://www.investbg.government.bg/en>

BILATERAL CHAMBER OF COMMERCE BULGARIA-ROMANIA

Str. Triaditsa 6, etaj 3, Sofia 1000

Tel.: (+359 88) 8 256 123



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GOVERNMENT OF ROMANIA GOVERNMENT OF BULGARIA

Str. Arcului 21, etaj 3, Bucharest 7000

tel.: +40722 373 368

e-mail: info@bccbr.com , web: www.bccbr.com

THE BULGARIA-ROMANIAN CHAMBER OF COMMERCE AND INDUSTRY

Str. Tsar Ferdinand 3A, CP 69, 7000 Ruse, Bulgaria

Tel: + 359 82 826 308

Fax: + 359 82 826 309

E-mail: office@brcci.eu

8. Lands available for industrial and agricultural investments

According to the Constitution of Bulgaria, the individuals and legal entities cannot acquire the ownership rights over the land, and for those in the European Union, the restriction was maintained until 2014.

European citizens willing to build a second housing are not subject to restriction. This restriction does not refer to the Bulgarian companies of foreign participation, regardless of the participation percentage, being able to acquire full ownership rights over the land, including over the agricultural lands, the company needing to be registered according to the Bulgarian legislation.

In order to acquire material properties in the border areas or in those of importance for the national security, it is required to acquire an authorisation from the Government in advance.

By the law of investments, only the companies that meet the following conditions benefit from facilities:

- a) new companies, the ones extending their activity or those making fundamental production exchanges;
- b) companies carrying out activities in the following fields:

I. the industrial sector: industrial production and electricity production from renewable sources;

II. service sector: activities in the field of high technologies, research, education and medical

- at least 80% of the gross income of the company must come from the aforementioned activities;

- at least 40% of the eligible costs of the investment must be the investor's contribution from own sources or their loans;

- the investment must be maintained for a minimum of 5 years;

- the jobs created must be maintained for a minimum of 3 years;

- the period for achieving the investment should not exceed 3 years.

The type of investments is divided into two classes:

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- class A: 35-70 million Leva (cca 18-36 million Euro)

- class B: 14-40 million Leva (cca 7-21 million Euro)

The differentiation is made depending on the location of the investment, sector of activity and activity developed.

Detailed information may be taken from the webpage of the Bulgarian Agency for Investments www.investbg.government.bg, where the Investor's Guide may be found.

Legislation on land sale and purchase in Romania

LAW no. 17 of March 7th, 2014 on measures to regulate the sale and purchase of agricultural lands located outside the built-up area and for the amendment of Law no. 268/2001 on the privatisation of trading companies that administer public and private property lands of the state, intended for agriculture and the establishment of the Agency of State's Domains - <https://lege5.ro/Gratuit/gm4tenjygy/legea-nr-17-2014-privind-unele-masuri-de-reglementare-a-vanzarii-cumpararii-terenurilor-agricole-si-de-modificare-a-legii-nr-268-2001-privind-privatizarea-societatilor-comerciale>

ORDER no. 719 of May 12th, 2014 - MADR on the approval of the methodological norms for the application of title I of Law no. 17/2014 regarding some measures to regulate the sale and purchase of agricultural lands located outside the built-up area and for the amendment of Law no. 268/2001 on the privatisation of trading companies that administer public and private property lands of the state, intended for agriculture and the establishment of the Agency of State's Domains (Published in the Official Journal no. 401 of May 30th, 2014) - <http://www.madr.ro/terenuri-agricole/legislatie/5-ordin-nr-719-din-12-mai-2014.html>

9. Certification of ecological products

In order to obtain and market organic products bearing the specific labels and logos, manufacturers have to go through a strict process that must be followed precisely throughout the traceability of the product.

Throughout the entire chain of an organic product, operators must always comply with the rules set forth in the Community and national legislation. They need to undergo their activity to some inspection visits carried out by inspection and certification bodies, in order to check the compliance with the provisions of the legislation in force on ecological production.

Stages to be undergone to acquire the certification:

- ✚ Choosing (contracting) a control body and certification of the ecological conformation,



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- ✚ Registration of the ecological activity (production, processing, trading, export/import) with the County Agricultural Directorate (The Department of Ecological Agriculture),
- ✚ Going through the period of conversion (production) - it varies depending on the type of product,
- ✚ Carrying out the announced and unannounced inspections by the contracted certifier,
- ✚ Knowing and complying with the legislative rules of ecological certification.
- ✚ Issuance of the justifying document of conformity.

The national logo "ae" (Romania), specific to the organic products, next to the community logo are used to complete the labelling, for the consumers products to identify the products obtained in compliance with the ecological production methods.



The application of the EU logo on pre-packaged food products is mandatory as of July 1st, 2010. The use thereof remains optional for important products. The use of the community UE logo must be accompanied by indicating the place of production of raw agricultural materials. This indication can be in the "EU" form, "non-EU form or outside the EU, where the product or its raw materials have been obtained. The community logo provides the recognition of the ecologically certified products throughout European Union.

The community rules regulating the ecological agriculture require that the farm willing to adopt the ecological methods would follow a period of conversion of at least two years since seeding, for the annual crops and 3 years for pasture, hayfields and fodder crops. The inspection body may extend or shorten this deadline, depending on the farm's history, supported by justifying documents. Under no circumstances can the conversion of agricultural crops be done in less than a year.

Inspection and certification bodies in Romania

- ✚ S.C ECOCERT S.R.L
- ✚ S.C. ECOINSPECT S.R.L.
- ✚ BIOS S.R.L ITALIA - BRANCH OF ROMANIA
- ✚ AGRECO R .F. GÓDERZ GMBH GERMANY-BRANCH OF ROMANIA
- ✚ BIOAGRICERT ITALIA SRL - BRANCH OF ROMANIA
- ✚ AUSTRIA BIO GARANTIE GMBH ENZERSFELD BRANCH OF BUCHAREST
- ✚ CERTROM SRL
- ✚ S.C. ECOROISCERT SRL



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- ✚ MIȘCAREA ROMÂNĂ PENTRU CALITATE
- ✚ CERES ORGANIC CERT SRL
- ✚ BIOCERT TRADIȚIONAL SRL
- ✚ SC SRAC CERT SRL
- ✚ SC TUV AUSTRIA ROMANIA SRL

Inspection and certification bodies in Bulgaria

- ✚ BALKAN BIOCERT Ltd
- ✚ Q CERTIFICATION SPA
- ✚ CERES-CERTIFICATION OF ENVIRONMENTAL STANDARDS Ltd
- ✚ BIOAGRICERT ITALIA BULGARIA Ltd
- ✚ SGS BULGARIA Ltd
- ✚ BULGARKONTROLA SA
- ✚ TP AUSTRIA BIO GARANTIE GMBH
- ✚ CONTROL UNION CERTIFICATIONS BV
- ✚ BCS ÖKO-GARANTIE GmbH

10. Promoting and selling the agricultural and ecological food products

In European Union, including Romania and Bulgaria, the most common methods of communication are: consultancy and technical assistance, vocational training programmes, education and research, the grants of investments for demonstrative projects, the support for establishing institutional structures and improvement of their activity.

For ecological agriculture, the information and promotion campaigns are also important, such as that done on the website of the European Union www.organic-farming.europa.eu where the European Commission provides the interested citizens of the European Union member-states with information in the national language, on how ecological agriculture contributes to the protection of natural resources, biodiversity and wellbeing of animals, as well as to the development of rural areas. This website can be used as access point to all aspects regarding the policy on the EU ecological agriculture and to download informative materials, such as brochures or flyers.

The importance of individual commercial channels is different in the member states. Specialists are convinced that where organic products are sold, mainly through supermarkets, the growth and spread of the market of these goods is (and shall remain) an important channel for promoting organic products.

The direct sale in all forms is the most important selling channel for organic products for both the consumer and the farmer.

The advantages of the consumer are as follows: price reduction, purchase of seasonal and fresh products, knowledge of products and of the area of origin.

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For the producer, the main advantages are: profit growth, direct relationship with the consumers, a farmer's new role, promotion of local products/varieties. Direct marketing and farmers' markets are very important in rural areas, especially in combination with local agro-ecotourism and restaurants.

Retail sales in the EU organic market has increased by 54% between 2010 and 2015. The total area for ecological agriculture in the EU has increased by 21% over the same period. The imports of organic products have increased by 32% between 2012 and 2015.

The low price of agricultural products and the high costs of distribution, including ecological agriculture make farmers look for new solutions to maintain their economic viability. Only a small part of the final price of an organic product paid by the consumer reaches the producer. Most of the price of an agricultural and food product is collected by the merchant and the retailer. In this context, the direct contact between the consumer and the producer (farmer) represents a considerable advantage for both parties in terms of price, mutual exchange of knowledge and improvement of the cultural level. Creating this perspective is an essential step in the development of ecological agriculture as an innovative agriculture and model of sustainability.

The participation in national and international exhibitions also provides excellent business opportunities, some of the most representative fairs for domestic and European organic farmers are presented below:

In Romania

- ✓IndAgra Food&Drink in the last decade of May - <http://www.indagra-food.ro>
- ✓IndAgra Farm in the second part of October - <http://www.indagra-farm.ro>
- ✓AGRARIA at the beginning of May - <http://www.agraria.info.ro>
- ✓ExpoAgroUtil in the first decade of June
<http://www.expoconstanta.ro/expozitii/EXPOAGROUTIL/14>
- ✓Agro Oltenia is at the second edition organised by the City Hall of Craiova
- ✓Targul Apicol Craiova organised by the Municipality of Craiova, Stupina BIA and the Dolj County Council in January

In Bulgaria, according to the information available on the websites of CCIA Bulgaria and CCI Bulgaria-Romania, three specialised events are organised annually since 2010, respectively 2014:

- ✓Tărgul apicol (Beekeeping fair) in Pleven city,
- ✓Eneko- international exhibition dedicated to energy and ecology in the city of Plovdiv
- ✓AGRA in the city of Plovdiv.

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Internationally

- ✓International trade show for organic products, September 2018 - <https://natexpo.com/en/>
- ✓International ORGANIC EXPO August 30- September 01, 2018 <https://organic-expo.jp/en/index.php>
- ✓BIOFACH - World's Leading Trade Fair for Organic Food - <https://www.biofach.de/en>

The Market and New Technologies in Ecological Agriculture

The supply of organic foods is a specific activity required by the consumer, regular organic food consumers requiring more transparency and correctness in terms of all the links of the distribution chain. A common slogan that returns often is: buy local, organic and correctly prepared products.

The traceability and the transparency are fundamental marketing tools for organic products. In the European Union, according to the Regulation 178/2002, starting with 01 January 2005, the traceability of the food system is mandatory.

Marketing the "traced" agro-industrial product is characterised by the provision of information obtained during the traceability studies, the efficient communication of traceability data and any other product information. Thus, all the information collected by the producer is also available for the consumer and, eventually, for the distributor. The technological tools used to fructify the service can be based on using a web-based navigation portal through a search system able to inform the consumers by guarding them about the products they want to buy. The consumer may have a look on that who made the product placed on your table.

11. Funding and consultancy sources in the field of ecological agriculture

Those interested in business and profit have already learned that the basic rule of a successful business is to respond to consumer's needs and to fill a gap on the market. The modern and informed consumer demands high quality food with an authentic taste, with nutritional benefits and positive health effects. The vast majority of farmers specialising in the production of organic products sell their products abroad without difficulty. In a society intoxicated by "Es", additives and preservatives, the BIO products begin to be seen as a necessity.

Although locally and nationally Romanian and Bulgarian farmers do not have a sufficiently developed sale market, according to the statistics, the consumption of organic products is under 10%, while approximately 80% of all the bio products annually go to export, particularly in Germany, Austria and Belgium.





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Through the consultancy services provided by the Ministry of Agriculture along with the subordinated institutions: County Chambers of Agriculture (CAJ) - under the subordination of the County Councils; Local Centres of Agricultural Consultancy (CLCA); the Agency for Funding the Rural Investments come to support the agricultural producers in accessing the European funds and other internal and external ways of funding the small farmers and individuals or agricultural associations willing to switch to ecological agriculture.

Along with the Ministry of Agriculture for writing, implementation and monitoring, the private environment is also encountered, represented by consultancy companies, NGO's, associations: Idea Perpetua, Zephyr Media Consult SRL, S.C TOTAL PAN CONSULT S.R.L., EUROCONSULT MALL SRL, Asociatia Xander Development, BIROU CONSULTANTA CARMEN CIOBANU SI ASOCIATII SRL, Asociația pentru Dezvoltare Economică Locală (Association for Local Economic Development, Foundation for Organic Agriculture Bioselena, Bulgarian Association for Bio-Products and Organic-Farming, NSF International.

Both nowadays and in the future, organic farmers who go towards ecological agriculture and shall benefit from production subsidies and programmes that fund the development of organic farms.

Romania receives 26.1 billion Euros through five structural funds: of Cohesion, of Regional Development, Social, of Environment, and of Rural Development In addition to the Cohesion and Common Agricultural Policy, the funds shall also be guided under the Territorial Cooperation Policy, where we shall have operational cooperation programmes with Hungary and Bulgaria.

The applicant for European funds must have a form of organisation compliant with the legislation:

- Certified Natural Persons
- Individual enterprises
- Associations and Cooperatives
- SRLs
- Microenterprises between 1 and 9 employees
- Agricultural companies

The first step to be taken by an individual willing to acquire European money for their business is to study the programmes from European funds in order to decide where their project can be classified. Afterwards, it is required to read the Applicant's Guide, which includes all the stages and documents necessary for each sub-measure. Depending on the share of non-reimbursable funding granted under the project, the applicant must identify additional sources of funding that would allow them to cover their own contribution. Then follows the actual drafting of the project, the preparation of the file with the documentation requested by the authorities and submission of the documents





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within the specified deadline. As of this moment, the authorities come to play, which evaluate the funding requirements, make a selection, establish the score related to each project and decide which of the applicants are eligible. The last stage consists in signing the financing contract, after that the actual business implementation begins.

The European Union shall introduce a new set of regulations - simplified and harmonised - which shall enable the faster growth of ecological agriculture. The main provisions concern stricter regulations in the supply chain, new rules to fight pesticide contamination and compliance with the European standards in the case of food imported from outside of Europe.

The European Union funding for rural development is based on the rural development programmes of each country between 2014 and 2020, approved by the European Commission. Under the new Common Agricultural Policy, much of the EU funding is directed towards ecological agriculture as factor of economic growth.

The rural development plans of Romania and Bulgaria approved by the European Commission have revealed similar objectives and priorities:

- o The restructuring and increase of the viability of agricultural exploitations
- o The creation of jobs, improvement of infrastructure and services for quality improvement in rural areas
- o The preservation of ecosystems and sustainable management of natural resources and combating climate changes

In Romania, 14 development measures are funded, with a value of 9363 billion Euro. In Bulgaria, 17 measures of rural development and a programme destined to small farmers are funded.

Romania

As of 1 March 2018, through the unique payment application, farmers can access European funds based on the availability of commitments under agro-environmental and climate measures (Measure 10), ecological agriculture (Measure 11) and for the areas facing natural constraints (Measure 13), which have been implemented in Romania since 2015.

The environmental and climate measures applicable to agricultural lands and on UVM benefit from substantial financial allocations in the 2014 and 2020 programming period, and the amount available for these measures being around 2.629 billion Euros (Measure 10 - 1.072 billion Euros, Measure 11 - 236 million Euros, Measure 13 - 1.321 billion Euros).

Measure 11 - The Ecological Agriculture aims to fund two directions/sub-measures:

- Sub-measure 11.1 - support for the conversion to the practices and methods of ecological agriculture;



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- Sub-measure 11.2 - support for maintaining the practices and methods of ecological agriculture.

As element of novelty brought to Measure 11 - Ecological Agriculture since 2018, MADR has modified the way of application and the support given under the two variants of the Package 6 - Permanent grasslands, both for the conversion period and during the period of maintaining the practices of ecological agriculture, as follows:

• **variant 6.1** addresses the farmers who practice ecological agriculture and do not have agro-environmental and climate engagements (M10), being applied nationally in the areas with permanent grasslands, the amount of payments being of:

- 143 €/ha/year for the period of conversion to ecological agriculture;
- 129 €/ha/year for the period of maintaining the practices specific to ecological agriculture;

• **variant 6.2** addresses the farmers who practice ecological agriculture and who also have agro-environmental and climate engagements (M10), being applied in the eligible areas of the packages applicable on permanent grasslands (P1, P2, P3, P6, P9.2, P11.2), the level of payments being of:

- 39 €/ha/year for the period of conversion to ecological agriculture;
- 73 €/ha/year for the period of maintaining the practices specific to ecological agriculture.

Farmers must comply with both the agro-environmental and climate engagements and ecological agriculture engagements. Thus, depending on the combination of packages accessed, the level of cumulated payments can be between 119 - 449 Euros/ ha/year for the conversion period and between 153 - 483 Euros/ha/year for the period of maintaining the ecological agriculture practices.

Measure 1 - "Actions for the transfer of knowledge and information actions"- the overall objective is to increase competitiveness, make efficient use of the innovative resources and technologies and innovative processes, improve the performance

Measure 2 - Counselling services - the increase of competitiveness by developing the human capital

Measure 4 - Investments in physical activities

Measure 6 - Development of exploitations/enterprises:

- **Sub-measure 6.1**- Support for setting up young farmers (Increase in the number of young farmers who start an agricultural activity for the first time as managers/leaders of exploitation, being encouraged to become competitive, to join, to participate in integrated food chains)

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- *Sub-measure 6.2* - Support for the establishment of non-agricultural activities in rural areas (Creation of new non-agricultural activities, in particular for small farmers or members of their families, and in general, for small rural entrepreneurs).

- *Sub-measure 6.3* - Support for the development of small farms (supporting the investments to increase the competitiveness of agricultural exploitations by equipping with advanced machinery and equipment in relation to the current agricultural structure, as well as investments for the modernisation of the farm (especially the medium-sized and farms and associations of small and medium-sized farms) and improving the quality of fixed assets). Non-reimbursable support of 15000 Euros is granted.

- *Sub-measure 6.4* - Investments in creating and developing non-agricultural activities (support for microenterprises and small sized enterprises in the rural environment, which create or develop non-agricultural activities in the rural areas).

Measure 16 - Cooperation, support to facilitate the cooperation between the actors involved in rural development in order to help them overcome and mitigate the typical socio-economic issues related to business development and to ensuring services in rural areas.

- *Sub-measure 16.4* - the cooperation between actors in the agricultural-food sector, also from the fruit-tree sector, to market the products from the short supply chains and facilitate the use of innovative methods to market the products and attract some new categories of consumers.

Bulgaria

Ecological agriculture is considered an economic priority in Bulgaria, the budget being five times greater than the previous financial year, the following being ensured:

- Payments per agricultural area by hectare, where the methods of ecological planting are applied

- Payments made for the royal families of bees for which the methods of ecological apiculture are applied

- Payments per livestock per hectare for the animals kept free on ecological grasslands and fed on organic feed. The ordinance 11 of February 2015 on the implementation of **Measure 11** "Ecological Agriculture - Rural Development Programme for the period of 2014-2020" stipulates payments for the conversion to ecological agriculture and for maintaining the ecological agriculture for the ecological fields below:

- Organic crops,
- Ecological Agriculture
- Ecological animal production

Maximum annual payment according to the (EC) Regulation no.1305/2015, which stipulates:



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- 600 Euros/ha for annual crops,
- 900 Euros/ha for specialised perennial crops,
- 450 Euros/ha for other uses

Under this measure, no payment is granted to the farmers who leave the lands uncultivated.

Measure 1 - The transfer of knowledge funds:

- Free courses and seminars for farmers and foresters
- Assistance for the organisation of demonstrative activities and investments for the purchase of new machines and equipment for the demonstrations
- Visits of agricultural and forestry exploitations in order to share the best environmental practices.

Measure 2 - Consultancy, services for the management of agricultural farms funds:

- Consultancy for the beneficiaries of direct payments - for eco-contionality, green payments
- The beneficiaries of the rural development measures - the application of measures for young farmers who begin a business for non-agricultural activities, organisations of producers, agro-ecology, ecological agriculture,
- Training/consultancy on the new European and national legislation, innovations, practices, existing research results.

Measure 16 - Collaboration, support for activities such as:

- Training and operating the Operational Group for the European Partnership for Innovation (PEI - Parteneriatul european pentru inovare);
- Projects of new clusters;
- Short supply chains and local markets.

Other funding for Romania and Bulgaria

- The business accelerator funded by the EU **KATANA**, a project that comes to meet the farmers who want to improve the ecologic technological processes by using the information technology (www.katanaproject.eu)
- The Horizon 2020 Programme - supporting the innovative SMEs in the biotechnology sector (for reducing the gap between the laboratory and market), the innovation potential for SMEs in the field of agriculture, silviculture, agro-food and bio sectors.

12. Business ideas in the field of ecological agriculture

The organic cultivation of vegetables is a highly profitable business and strongly supported in the EU. It is a viable business, with great chances of success, taking into account the climate and fertile soils in the two counties. It is the most suitable business

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for a family having a hectare of agricultural land. The profits are guaranteed for the demand for bio vegetables is rising.

For those who do not have very large agricultural areas, fruit trees have a good adaptability to various environmental conditions and have the advantage of being well suited to any climatic zone. They have minimum necessities, and their productivity is high. Compared to the rest of the fruit, which require a space that is their own and special, thorough care, fruit shrubs can also be planted in the vicinity of other crops without affecting their growth and quality.

One of the trends in recent years is the consumption of fruit and ecologically produced juices. Buckthorn is renowned for the high content of vitamin C, three times more than in citruses. Buckthorn also protects the skin and revitalises it through the complex of vitamins A, B1, B2, C, E and K. Buckthorn gives the first serious production three years after it is planted.

The goji culture is particularly interesting for farmers, even for those who do not own very large agricultural areas. Also called the fruit of longevity, goji are globally renowned for the high content of antioxidants as well as vitamins A, B, fibre and beta-carotene. Although the local capitalisation is quite low, they can be exported, there being demands from the EU for large quantities at a price of about 10-15 euro/kg for the fresh fruit.

With a small garden and serious documentation on medicinal plants, a family in the rural environment can develop an extremely profitable business with natural teas. This is one of the ideas of business in villages with the lowest initial costs.

For the small owners of agricultural areas, lavender is an ideal crop which, as it is known, it has been used for medicinal purposes for centuries; this plant can remove migraines or insomnia. Lavender is also successfully used in cosmetic industry.

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