



Two Decades
of Educational Activities
in South-East-Europe
1994/95 – 2015/16

“Research and education activities are the future capital of a country. Whoever fails lives on the substance of coming generations.”

Univ.-Prof. Mag. Dr. Ursula Schneider

Responsible for the contents:

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Rotary Club Kitzbühel

Two Decades of Educational Activities in South-East-Europe

1994/95 – 2015/16

Co-operations
to improve the primary vocational education of the youth
as a contribution
to fight youth unemployment and youth poverty
in
Bulgaria and Bosnia-Herzegovina

Kitzbühel, April 2015

“Meanwhile the Rotarian educational projects in Bosnia-Herzegovina are seen as exemplary for the Rotary Community Service”.¹

Compared with other international projects to support the vocational education of youth in Bulgaria and Bosnia-Herzegovina the Rotarian activities look rather modest. But meanwhile these activities are seen in particular within Rotary as unique and exemplary: the co-operation of private and public institutions, the execution alongside guidelines worked out in agreement with the school authorities, the integration of the local partners into the decision-making processes, the assignment of responsibility for the further dissemination of the ideas to the beneficiaries, the support of Rotary International, the links to other educational projects and last but not least the Rotarian activities have proved to be sustainable.

¹ Univ. Prof. Dr. Kurt Schredelseker. Governor 2009/10 Rotary District 1920, District-Conference, Innsbruck, June 2nd, 2010

„It is extraordinary, that a Rotary Club acts with such stamina and energy in favor of young people in disadvantaged and disentangled countries. The Rotary Club Kitzbühel has achieved sustainable success in its endeavor to provide „Service above Self.

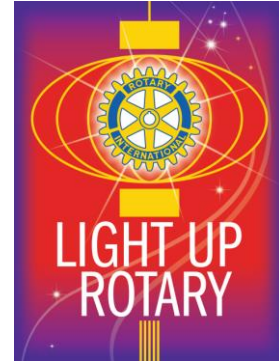
The fall of the iron curtain in the previous communist countries revealed a lack of educational provision for an entrepreneurial approach to master the future challenges in a world economy in the early nineties.

The younger generation was eagerly awaiting vocational training in their respective countries. However, the prevailing educational system lacked the knowledge base of how to tackle and to build up a free economy.

It was not only the idea but much more the willingness to provide Community Service of the Rotary Club Kitzbühel, namely Dr. Hans Philipp, a long time Rotarian, to get started with educational projects in the South East region of Europe. He started out in Bulgaria on a small scale teaming up with the head of the Higher Secondary Commercial College in Sofia. It turned out to be the first step of a long and very successful journey educating young students and also teaching the teachers. After more than fifteen years Dr. Philipp began to multiply the many successful projects in another country. He has been focusing his work on Bosnia-Herzegovina since 2010. Another challenge – and another sustainable success story.

Thank you Dr. Philipp, thank you Hans“.²

"Light Up Rotary" is more than our theme. It is how we make a difference — every day, in every club, and every country we serve.³



Rotarians are a varied lot. We come from dozens of countries, speak hundreds of languages, and adhere to a wide spectrum of religious, political, and philosophical beliefs. If one strong common thread exists among our 1.2 million members, it is our willingness to share.

Rotarians share their time, their talents, their expertise, and their money to successfully carry out projects that tackle a vast range of humanitarian and social issues. They share their compassion, their enthusiasm, and their commitment to help those in need and make the world better. And they share an unparalleled passion for service that has made Rotary the world's premiere service organization.⁴

³ Gary C.K. Huang, President Rotary International, 2014-15

⁴ Wilfrid J. (Wilf) Wilkinson, President Rotary International, 2007-08

“For an international organization like rotary, using the principles of sustainability to inform humanitarian work helps extend the impact of Rotarians’ global projects and ensure that communities benefit from their good works for years to come.”

The word sustainable often describes something that is environmentally friendly. But environmental concerns are just one aspect of sustainability. Economic, cultural, and social factors are equally important. When a humanitarian project addresses all four levels of sustainability, it has a better chance of producing long-term benefits for the community it serves.”⁵

Rotarians act as social entrepreneurs with sustainable effect

Rotarians act as social entrepreneurs to Fight Youth Poverty in Bosnia-Herzegovina. They support colleges for economy and tourism to ameliorate their students’ education to better their chances in their future private and business life.

Fulfilling their tasks among others the Rotarians are willing to participate in the fight against youth unemployment and youth poverty with sustainable effect; they consider investments in the youth’ education as investments into the future of persons as well as societies; they demand high economic, cultural, social and environmental standards.

The Rotarians will ameliorate the understanding of the people living in the country by supporting each of the three ethnic groups in an equal way; they follow up long term strategies to complete their ambitions successfully; they bring about the necessary funds.

The Rotarians work together with experienced international and local partners; they create programs for teachers’ and students’ training; they improve the schools’ structures; they use local resources.

The Rotarians involve the beneficiaries into the execution’s process; they evaluate their works’ success; they assign the responsibility for the further dissemination of their ideas to their beneficiaries.

The Rotarians enlist as honorary volunteers.

⁵ GLOBALOUTLOOK, A Rotarian’s guide to sustainability, Rotary International, 2012, pages 60, 61

A warm thank you note

The sustainable success of the educational projects in favor of the youth in South-East-Europe of Rotary Club Kitzbühel was and is based on closely co-operating institutions and people. It's my pleasant duty to thank heartily for their good will and stamina:

- my friends of Rotary Club Kitzbühel. They gave me all these years the necessary support and contributed considerable resources
- my friends of all the Rotary Clubs in Austria, Germany and Italy, in Bulgaria and Bosnia-Herzegovina involved in the projects, in particular of Rotary Club Wolfratshausen-Isartal, Germany, partner of all our projects since 2006/07
- the members of the boards of all the Rotary Districts supporting the projects, in particular of Rotary District 1920 Austria-West, for advice and financial contributions
- Rotary Germany Community Service, Düsseldorf, and Community Foundation, Tuzla, for taking over responsibility for "Fight Youth Poverty", 2013 – 2014
- Rotary Foundation, German Federal Ministry for Economic Development and Co-operation as well as all the sponsors. Only their generous allowances made it possible to finance our intentions
- our Non-Rotarian Partner-Institutes, in particular KulturKontakt Austria, Vienna, partner since 1995, and IFTE – Initiative for Training Entrepreneurship, partner since 2002, for bringing in their resources, their contacts, their scientific expertise
- Higher Secondary Commercial College Kitzbühel for giving teaching materials, furniture and teaching-equipment, for training Bulgarian teachers and students, for organizing study visits
- Austrian Federal Ministry for Education, the Arts and Culture and ACT- Austrian Center for Training Firms for providing curricula and strategy papers
- Bulgarian Ministry for Education. Youth and Science, Sofia, and Bosnian-Herzegovinian Regional Ministries for Education for patronizing the projects
- the Austrian as well as the local experts who forwarded their experiences to school authorities, school-principals, teachers and co-operating entrepreneurs
- our projects' assistants in Sofia and Sarajevo. Without their indefatigable work on site, the successful execution of our projects would not have been possible
- our beneficiaries, school authorities, school-principals, teachers and co-operating entrepreneurs, for the excellent co-operation, for their interest, for forwarding their newly acquired knowledge to their students, for taking over responsibility for the projects' realization and further dissemination
- our benefitting students. They have quickly realized that their improved education and vocational training represents a milestone on their way to a better future professional and private life
- and last but not least my Rotarian friends of the project-teams. They brought in their experiences and contacts, their working capacity and in particular, they helped me to defeat all the difficulties occurring during the projects' execution.

Dr. Hans Philipp
Rotary Club Kitzbühel, Project-coordinator

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April 27th, 1995 - the very beginning

April 27th, 1995 school-furniture, computer hardware and a large amount of wool were handed over symbolically to Ivan Arsow, principal of the Higher Secondary Commercial College Sofia, Bulgaria, during a meeting of Rotary Club Kitzbühel. Some days later the goods were shipped to Sofia at the school's disposal.



“These students’ smile is our heartily thanks for your generosity”⁶

⁶ Ivan Arsow, principal of the Higher Secondary Commercial College Sofia, Bulgaria, May 1995

Background

This exposition describes the educational activities of Rotary Club Kitzbühel and partners in favor of the youth since 1994/95.

The focus:

- 6 TRF MG – projects in Bulgaria, 1996 – 2010, and
- 6 TRF MG / GG – projects in Bosnia-Herzegovina, 2010 – 2016,

to improve the primary vocational education of the youth at secondary colleges for economy and tourism as a contribution to fight youth unemployment and youth poverty

The Rotarian projects are tailor made for local needs; build upon existing experiences and results of partners and previous projects in accordance with European standards and local development policies.

In particular the projects will

- raise the quality and labor market relevance of vocational education and improve employability by improving key qualifications of graduates (entrepreneurship, social skills, creativity, flexibility) and
- improve infrastructure of vocational schools and vocational school-system.

The projects are meant to help for self-help and self-development. The investments in the vocational education of young people are investments in the future of the country. Thus the projects were / are at the same time a contribution to the development of community and economy. Moreover the projects will ameliorate the understanding of the people living in the project-country and broaden their efforts to the stabilization of the political situation.

Teachers are in the middle of this process; they have to play an active role, to alter their students' education to bring about the wanted knowledge, skills and culture; they have to take over responsibility for the project's sustainable success and for the further dissemination of the implemented ideas.

Basic conditions

To work out a vocational educational project with lasting effect one needs

- profound insight into the educational system of the project country and its strategy to improve the vocational education – if there is any,
- contacts to the school-authorities in charge,
- contacts to schools, their principals and teachers,
- knowledge of the curricula in force and

thus you have to find out what's missing – resources, knowledge and skills - in comparison with western standards.

What has to be improved?

As usually the structure of an educational project is complex. A broad personal and financial basis is needed

- Rotarian and Non-Rotarian partners,
- financial support of the respective Rotary Districts and in particular
- financial support of The Rotary Foundation.

A team of experienced and motivated members has to be established

- a project manager, if possible with an educational background, as the head of a project team,
- experts in the field of vocational education and of great importance
- an assistant / assistants in the project country experienced in the field of the realization of educational projects, with contacts to school-authorities, schools etc.

Preparation

The design of the project in accordance with the terms and conditions of the Rotary Foundation has to be worked out:

- goals
- partners and responsibilities
- financial requirements and financing
- implementation and realization in accordance to school-authorities in charge and legal system – in particular finance law - in the project country
- time table
- lasting effect - sustainability
- evaluation.

Execution

After approval of the Rotary Foundation and transfer of the projects funds to the project account the project has to be carried out alongside the guidelines of the Rotary Foundation as well as alongside guidelines coordinated with the appropriate school authorities.

Measures to be taken:

- working out state of the art curricula for students' education and teachers' in-service-training for implementing new subjects as entrepreneurship, students' training in training firms etc.
- training of teachers ready to acquire new knowledge for their students' as well as their colleagues' education as multipliers by means of international experts
- training of teachers ready to acquire new knowledge for their students' education and training by means of respective multipliers
- training of teachers to act as mentors and supervisors
- mentoring and supervising lesser experienced colleagues by means of respective mentors
- establishing and equipping special classrooms, for example centers for applied economics, open plan offices designed for students training in training firms
- editing and distributing state of the art textbooks
- fostering cooperation between schools and companies in order to enhance labor market relevance of the vocational school education and increase the employability of school graduates
- topics of seminars and workshops:
 - quality criteria for the management of schools
 - entrepreneurship
 - students' training in training firms
 - students' project work
 - cooperation between schools and economy
 - "quality criteria" for students' practical indoor and outdoor training as "office work", "good regional cooking", "perfect service", "care of customers", etc.
 - supporting students' activities as integral part of their education, for example regional school-projects in cooperation with companies, participation in training firm fairs
 - etc.
- supporting schools' public relations work
- regular information of staff members of school-authorities
- etc.

Additional activities

To broaden the effect of the Rotarian Matching / Global Grants projects Rotary Club Kitzbühel carries out additional activities:

- delivering school-furniture and computer-hardware, which were not used at Austrian schools any longer but in good condition, to partner-schools in Bulgaria

- supporting students' training in training firms at Bulgarian partner-schools by taking over "office expenses"
- organizing and financing study exchanges between Austrian and Bulgarian secondary commercial colleges.

Financial risks

To minimize financial risks usually the Rotary Club Kitzbühel takes over responsibility for the administration of the projects funds. From the project account money will only be transferred into the project country according to the project's progress. Thus Rotary Club Kitzbühel takes over responsibility for the correct and sustainable use of the project funds.

Beneficiaries

The benefitting partner-schools have to be selected on the basis of their applications. All selections have to be approved by the school authorities of the respective regions.

The project partners and the principals of the benefitting schools sign letters of intent containing the fields of cooperation and the further dissemination of the projects' ideas.

The benefitting staff members have to be involved as partners. Experience usually shows, that they are pleased with their role in favor of their students. They take over responsibility for the project's success and its sustainable dissemination after the project's completion.

As far as possible local experts supervised by international ones have to be involved in the project's activities as multipliers, mentors, authors etc.

Sustainability

The reasons for the projects' lasting effect are very simple:

- teachers' acquired knowledge and skills as well as edited textbooks are lasting for long time
- partner-schools are interested to improve their educational offer to new generations of the youth to acquire more students
- school-authorities are interested to disseminate the projects' ideas to all the vocational schools in their respective region.

In addition:

- In the years 2009 and 2010 Entrepreneurship education and students' training in training firms were integrated into all the curricula of vocational schools in Bulgaria as subjects and teaching methods
- Based on the experiences of the Rotarian Matching Grants project to set up a training firm network in Bulgaria 1996 – 1998 the longtime Non-Rotarian project partner KulturKontakt Austria developed the educational project ECO-NET and established training firm networks in the neighboring countries of South-East Europa since 2001. These activities were financed by the Republic Austria
- Between 2014 and 2016 KulturKontakt Austria exports within the educational project "Cooperation School – Economy" the topics "cooperation between schools and economy" and "quality criteria for students' practical indoor and outdoor training" into the neighboring countries Serbia and Montenegro. In particular the handbook "School – Economy", edited within the Global Grants project "Teach the Teacher", will be the nucleus of this project. It will be financed by the Republic Austria.

Persistence

To execute the educational programs Rotary Club Kitzbühel persecutes a long-term strategy. The club acted / acts in favor of the youth

- in Bulgaria from 1994 to 2010 and has been acting
- in Bosnia-Herzegovina since 2010.

These activities resulted in

- a net of Rotarian and Non-Rotarian partners whos contributions are their experiences, their contacts, their money,
- the experience how to cover the projects' financial needs and to tackle the bureaucratic requirements to receive financial support,
- profound knowledge of the target-country, its political and economic system, its school system, school authorities', teachers', entrepreneurs' and students' needs,'
- a good reputation and confidence into the acting Rotarians' good will,
- excellent working partnerships between Rotarians and beneficiaries and last but not least
- long years co-operations with experienced assistants executing the projects on site.

All of the above makes it easier for acting Rotarians to fulfill their humanitarian tasks in favor of the beneficiaries and is essential support for the projects' sustainable success.

Bulgaria 1994/95 – 2007/10

Implementing students' training in Training Firms and Entrepreneurship - Education into the initial vocational education of youth in Bulgaria

The Rotarian activities focused on the implementation of Training Firms and Entrepreneurship to ignite initial commercial education of youth in Bulgaria as a means to

- improve quality and innovativeness of initial commercial education,
- promote the development of key qualifications,
- improve the preparation of the youth for their future business and private life in a free market economy characterized by rapid changes in society, technology and a multitude of intercultural influences,
- prepare the youth for lifelong learning,
- stimulate creativity and entrepreneurship,
- improve language skills and
- promote an international dimension of initial commercial education.

All projects were designed as pilot-schemes and meant to help for self-help in a new democracy in Eastern Europe. They were executed according to structures worked out by the Department 25, General Directorate for Technical and Vocational Education, Austrian Ministry for Education and Cultural Affairs, in co-operation with the Department of Policy in Vocational Education, Bulgarian Ministry of Education, Science and Technology.

The Rotarian projects were successfully completed with sustainable effect. Among others a Training Firm network was brought about and students' Training Firm Training and Entrepreneurship Education were implemented into the initial vocational education and disseminated all over the country. Students' training in training firms as well as students' Entrepreneurship-Education became compulsory parts of the vocational curricula.

Moreover the training firm network set up about with Rotarian help in Bulgaria became the nucleus of the Austrian projects ECO-NET carried out by KulturKontakt Austria to spread the idea of students' training in Training Firms all over Southeastern Europe.

Material Goods for Sofia

1994/95

Project-implementation

- Rotary Club Kitzbühel

Project partners

- Rotary Clubs Kitzbühel, Austria, Kufstein, Austria

Supported by

- Higher Secondary Commercial College Kitzbühel, Austria
- Spinning Mill Jordan, Kirchberg, Austria

Partner school

- Higher Secondary Commercial College, Sofia

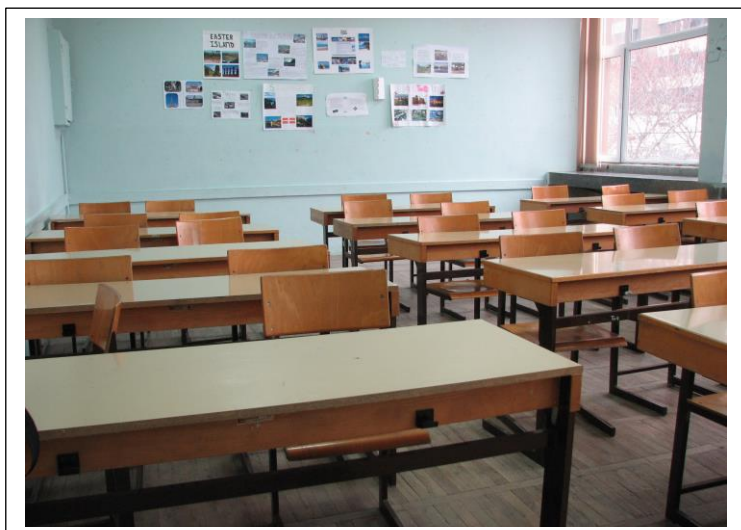
Measures in order to realize the project

- Transport of used school-furniture, newly ordered computer-hardware and wool for students' and peoples' use

Benefit

- Students of Higher Secondary Commercial College, Sofia

€ 28.500



Implementing a Training Firm Network

1995 - 1997

The Rotary Foundation Matching Grants Project # 5829

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project partners

- Rotary Clubs Kitzbühel, Austria (international partner); Sofia, Bulgaria (host partner)
- ACT – Austrian Center for Training Firms
- KulturKontakt Austria

Supported by

- Rotary District 1920 Austria
- Rotary Foundation

Partner schools

- Higher Secondary Commercial Colleges, Sofia, Burgas, Montana, Stara Zagora, Varna,
- BUCT – Bulgarian Center for Training Firms

In co-operation with

- Department 25, General Directorate for Technical and Vocational Education, Austrian Ministry for Education and Cultural Affairs,
- Bulgarian Ministry of Education, Science and Technology

Measures in order to realize the project

- Equipping Centers for Business Administration at the Higher Secondary Commercial Colleges in Sofia, Burgas and Montana with modern office, information and communication technology as models for a further development
- Training of commercial teachers of these colleges ready to set up and manage Training Firms and a further in-service training of teachers
- Setting up a national Training Firm network by equipping a Bulgarian Central Office in Sofia, connecting Training Firms and the Bulgarian Central Office via Internet and training the Bulgarian Central Office staff
- Integration of the Bulgarian Central Office into the international Training Firm network
- Evaluation.

Benefit

- Students of pilot-schools running training firms of their own
- The project became the nucleus for the further development of the Bulgarian Training Firm network and the export of the idea into neighboring countries

€ 175.400



Study Visit in Kitzbühel

April 26th to Mai 9th 1998

Project-implementation

- Rotary Club Kitzbühel
- Higher Secondary Commercial College Kitzbühel

Project partner

- Rotary Club Kitzbühel, Austria
- Higher Secondary Commercial College Kitzbühel

Supported by

- ACT – Austrian Center for Training Firms
- KulturKontakt Austria
- Rotary Districts 1910 + 1920 Austria

Beneficiaries

- 10 students and 2 teachers
(2 students' each of the Higher Secondary Commercial Colleges, Sofia, Burgas, Montana, Stara Zagora, Varna)

Measures in order to realize the project

- Taking part in lessons with the focus on training firm work
- Visting regional companies
- Sightseeing Innsbruck and Salzburg

€ 7.700



More Activities

2000 - 2004

2000 / 01

- Rotary Club Kitzbühel
- Taking over internet expenses of each of the Higher Secondary Commercial Colleges, Sofia, Burgas, Montana, Stara Zagora, Varna

€ 2.200

2001

- Rotary Club Kitzbühel
Higher Secondary Commercial College Kitzbühel
- Transport of teaching materials and used computer-hardware to Higher Secondary Commercial College Sofia

€ 4.800

2001 / 02

- Rotary Club Kitzbühel
Rotray District 1920
- Taking over internet expenses of each of the Higher Secondary Commercial Colleges, Sofia, Burgas, Montana, Stara Zagora, Varna

€ 1.000

2002 - 2004

- Rotary Club Kitzbühel
Rotary Club Krems
Donau-University Krems
- Taking over a scholarship for a postgraduate study of a Bulgarian student

€ 28.800



Training Reception

2003 / 04

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project partner

- Rotary Club Kitzbühel, Austria

Supported by

- Rotary District 1920 Austria

Beneficiaries

- Higher Secondary College for Tourism Varna

Measures in order to realize the project

- Establishing a training reception
- Implementing computer-hardware

Benefit

- Students of the Higher Secondary College for Tourism Varna using the reception for practical training

€ 7.100



Students' Exchange Montana – Kitzbühel

2005 - 2006

Project-implementation

- Rotary Club Kitzbühel
- Higher Secondary Commercial College Kitzbühel
- Higher Secondary Commercial College Montana

Project partner

- Rotary Club Kitzbühel, Austria
- Higher Secondary Commercial College Kitzbühel
- Higher Secondary Commercial College Montana

Supported by

- Rotary Districts 1910 + 1920 Austria

Beneficiaries

- Higher Secondary Commercial College Montana
26 students, 2 teachers
- Higher Secondary Commercial College Kitzbühel
16 students, 2 teachers

Measures in order to realize the project

- 2005 06 25 – 2005 07 10
Visit of Bulgarian students in Kitzbühel, Austria
- 2006 04 28 – 2006 05 06
Visit of Austrian students in Montana, Bulgaria
- Taking part in lessons with the focus on training firm work
- Visiting regional companies
- Sightseeing

- Students of Kitzbühel collect second hand articles for a flea market
- Shipping goods to Montana
- Students of Montana sell goods on a flea market
- The profit has been given to the Higher Secondary Commercial College Montana

€ 27.300

Promotion of Training Firms

2005 / 06

The Rotary Foundation Matching Grants Project # 57945

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project partners

- Rotary Clubs Kitzbühel, Austria (international partner); Montana, Bulgaria (host partner)
- KulturKontakt Austria
- Higher Secondary Commercial College Kitzbühel

Supported by

- Rotary District 1920 Austria
- Rotary Foundation
- BFI Salzburg

Partner schools

- Higher Secondary Commercial Colleges, Sofia, Burgas, Montana, Stara Zagora, Varna,

In co-operation with

- Department 25, General Directorate for Technical and Vocational Education, Austrian Ministry for Education and Cultural Affairs,
- Bulgarian Ministry of Education, Science and Technology

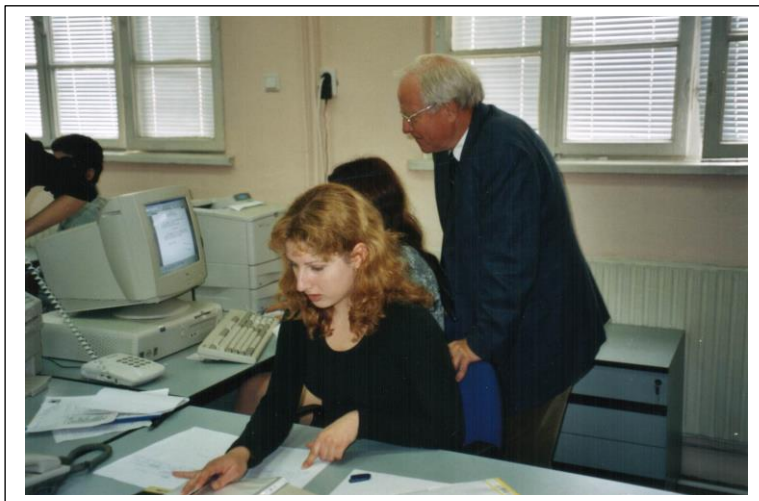
Measures in order to realize the project

- Equipping of multifunctional classrooms at the Commercial College Montana and Sofia with used furniture and computer hardware shipped from Kitzbühel and Salzburg
- Purchasing new equipment for the centres for applied economics of the 5 pilot schools
- Purchasing a beamer and a laptop for the Bulgarian Ministry of Education and Science in Sofia for the purpose of teacher training
- Familiarizing Headmasters of higher secondary commercial colleges in Bulgaria with the idea of Training firms, the setting up of centres for applied economics and the role to be played by the pilot schools as multiplier
- Training and support of teachers who will set up and manage training firms
- Evaluation

Benefit

- 15 multipliers will train teachers of higher secondary commercial colleges all over the country. Hundreds of students will benefit from the teachers' newly acquired knowledge and skills.

€ 53.800



Textbooks and School Equipment

2006 / 07

The Rotary Foundation Matching Grants Project # 61082

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project partners

- Rotary Clubs Kitzbühel, Austria (international partner); Montana, Bulgaria (host partner); Lignano- Sabbiadoro, Italy; Wolfratshausen-Isartal, Germany
- KulturKontakt Austria
- Initiative for Teaching Entrepreneurship - IFTE, Vienna, Austria.
- Higher Secondary Commercial College Kitzbühel

Supported by

- Rotary District 1920 Austria
- Rotary District 1840 Bavaria
- Rotary Foundation

Partner schools

- Higher Secondary Commercial Colleges Gotse Delchev, Sofia, Montana, Sopot

In co-operation with

- Department 25, General Directorate for Technical and Vocational Education, Austrian Ministry for Education and Cultural Affairs,
- Bulgarian Ministry of Education, Science and Technology

Measures in order to realize the project

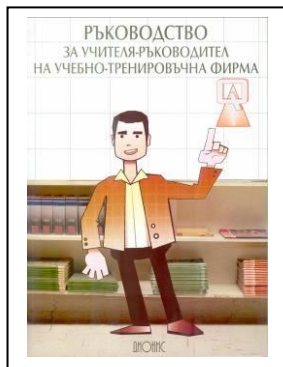
- Equipping 2 computer classrooms at the Higher Secondary Commercial College Montana with school equipment shipped from the Higher Secondary Commercial College Kitzbühel
- Purchase of a copier for the Austrian library at the National High School for Finance and Economy in Sofia
- Establishing centres for applied economics at the colleges in Gotse Delchev and Sopot
- Supporting the publication of textbooks for commercial lessons:
 - Training Firms´ Manual
 - Business Administration I, II and III
 - Entrepreneurship I, II and III
 - Tourism – Marketing
 - Tourism Management

- training of teachers who will use the published textbooks
- evaluation.

Benefit

- Students of the above mentioned commercial colleges by using new school equipment
- Students of commercial colleges all over Bulgaria by using new published up to date textbooks for commercial lessons

€ 82.300



Students' Visit in Kitzbühel

2007 06 16 – 06 22

Project-implementation

- Rotary Club Kitzbühel
- Higher Secondary Commercial College Kitzbühel
- Higher Secondary Commercial College Montana

Project partner

- Rotary Clubs Kitzbühel, Austria; Montana, Bulgaria
- Higher Secondary Commercial College Kitzbühel
- Higher Secondary Commercial College Montana

Supported by

- Rotary Districts 1920 Austria

Beneficiaries

- Higher Secondary Commercial College Montana
26 students, 2 teachers

Measures in order to realize the project

- Taking part in lessons with the focus on training firm work
- Visiting regional companies
- Sightseeing

€ 10.800



Students' Visit in Montana

2008 11 03 – 11 10

Project-implementation

- Rotary Club Kitzbühel
- Higher Secondary Commercial College Kitzbühel
- Higher Secondary Commercial College Montana

Project partner

- Rotary Clubs Kitzbühel, Austria; Montana, Bulgaria
- Higher Secondary Commercial College Kitzbühel
- Higher Secondary Commercial College Montana

Supported by

- Rotary Districts 1920 Austria

Beneficiaries

- Higher Secondary Commercial College Kitzbühel
20 students, 2 teachers

Measures in order to realize the project

- Taking part in lessons with the focus on training firm work
- Visiting regional companies
- Sightseeing

€ 9.800



Young Entrepreneur

2007 - 2010

Implementing Entrepreneurship - Education
into the initial vocational education of youth in Bulgaria

Protection of honor

- Excellency Mag. Radi Naidenov, Bulgarian Ambassador to Austria

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project partners

- Rotary Clubs Kitzbühel, Austria (international partner); Montana, Bulgaria (host partner); Bourgas-Pyrgos, Bulgaria, Gmunden, Austria; Hall, Austria; Sofia, Bulgaria; Zell am See, Austria; Wolfratshausen-Isartal, Germany
- KulturKontakt Austria
- Initiative for Teaching Entrepreneurship - IFTE, Vienna, Austria.

Supported by

- Rotary District 1920 Austria
- Rotary District 1840 Bavaria
- Rotary Foundation

Partner schools

- Model centers
Higher Secondary Commercial Colleges Sofia, Burgas, Montana, Stara Zagora, Varna
- Vocational Colleges
Sofia, Sofia, Bankja, Pernik, G. Delchev, Blagoevgrad, Kjustendil, Petrich, Velinograd, St. Zagora, Haskovo, Kardshali, Drjanovo, Sopot, Mineralni bani, Smoljan, Klissura, Gabrovo, Montana, Pleven, Pleven, Pleven, Vidin, Svistov, Lovech, Varshetz, Varna, Varna, Varna, Razgrad, Russe, Silistra, G. Orjahoviza, V. Tarnovo, Burgas, Burgas, Jambol, Sliven, Pasardshik, Plovdiv

In co-operation with

- Department for Technical and Vocational Education, Austrian Ministry for Education, the Arts and Culture
- Department of Policy in Vocational Education, Bulgarian Ministry of Education, Science and Technology

Benefit

- Entrepreneurship-Education and Training Firm become integral parts of the initial vocational education of youth in Bulgaria. Thus students of all vocational colleges will benefit from the Rotarian activities in Bulgaria
- The pilot schools are able to reform their lessons. They were supported to renew their infrastructure and to increase their appreciation in the public. They educate highly motivated students, future entrepreneurs and employees, well disposed to western countries – a chance for business relationships between western countries and Bulgaria.

€ 226.100



Phase 1 – Introduction and Multiplication

2007 / 08

The Rotary Foundation Matching Grants Project # 64571

Measures in order to realize the project

- Furnishing and equipping an Entrepreneurship Education Centre at the National High School for Finance and Economy, Sofia
- Developing curricula for teachers' and students' training
- Familiarizing the authorities of the respective pilot schools with the projects' intentions. They are willing to participate together with their teachers and students in the Rotary Foundation Matching Grants projects
- Training sessions of the Bulgarian multipliers by the Austrian trainer taking place in February, 2008 and in June, 2008 at the Entrepreneurship Education Centre in Sofia
- Teachers' training sessions by Bulgarian multipliers taking place in April and May 2008 and in October 2008 at the five model centers
- 130 teachers of 41 pilot schools are involved into the project. They teach within 650 classes about 15.500 students
- Editing an Entrepreneurship Education handbook for teachers use November 2008

Benefit

- About 15.500 students within 650 classes of the respective pilot schools



Phase 2 – Exchange of Experiences

2008 / 09

The Rotary Foundation Matching Grants Project # 65109

Measures in order to realize the project

- Teaching students of 41 respective pilot-schools to think and to act like entrepreneurs
- Exchanging experiences between teachers of the respective pilot-schools, their multipliers and the Austrian trainer
- Reworking curricula
- Presenting results of students' entrepreneurship-education
- Completing the edition of the book of exercises for students' training
- Completing the textbooks "Entrepreneurship I, II, III" edited 2006/07 within MG-Project # 61082
- Enlarging the existing training firm network
- Equipping and furnishing centers for applied economics at the Vocational High Schools Petrich, Sofia and Velingrad
- Evaluation of all measures

Benefit

- About 15.500 students within 650 classes of the respective pilot schools



Phase 3 – Entrepreneurship–Education–Tools

2008 - 2010

The Rotary Foundation Matching Grants Project # 65859

Measures in order to realize the project

- Implementing Entrepreneurship-Education and Personality a software which was developed by the Austrian Federal Ministry for Education, the Arts and Culture for testing the student's personality including his entrepreneurial spirit
- Editing a savings book of innovations or students use a tool to support students to develop their own entrepreneurial ideas
- Training teachers of the respective pilot schools to use these tools, to teach their students and to act as multipliers
- Exchanging experiences and evaluating the students' work
- Furnishing and equipping centers for applied economics at the Higher Secondary Colleges in Burgas, Svoge and Varna as means to train students' entrepreneurial skills and to enlarge **the** Bulgarian training-firm network

Benefit

- Thousands of students of the respective secondary vocational colleges in Bulgaria



Rotary Club Kitzbühel
Two Decades of Educational Activities in South-East-Europe
1994/95 – 2015/16



● Partner-colleges, acting as model centers

● Partner-colleges

Bosnia-Herzegovina 2010 – 2015

A contribution to tackle youth unemployment and poverty by improving the initial vocational education of young people in schools for economy and tourism in Bosnia-Herzegovina

The Rotarian activities provide a sustainable contribution to reducing youth unemployment and combating youth poverty by raising the quality and the labor market relevance of education, thus also supporting the economic development in Bosnia-Herzegovina.

The projects are designed to improve the quality of Bosnian-Herzegovinian vocational school education in the field of economy and in particular of tourism in accordance with European standards and local development needs and policies. The field of tourism is considered to be a strategically important economic potential for Bosnia and Herzegovina (BuH), with large labor market relevance. There are hardly any projects running in this field so far.

The main objective of these projects is to raise the labor market relevance of the students' vocational education through a set of tailor made measures in the field of institutional and capacity development. The projects use best practice and lessons learned from several previous projects: They are closely connected with the Austrian projects ECO-NET (bringing about a training firm network between 2003 and 2013) and TOUR.REG (support of tourism development in Southeastern Europe 2007 and 2012), both implemented by KulturKontakt Austria in Bosnia-Herzegovina. They resume the experiences from the Rotarian educational co-operations to improve the vocational training of young people in Bulgaria from 1994 to 2010.

The projects are based on several main principles: They are tailor made for local needs, build upon existing experiences and results (of partners and previous projects), resume the national strategies for the development of education in BuH⁷ and are focused to achieve European standards in vocational education. The main principles in project design and implementation are local ownership, quality and sustainability.

⁷ Strateski pravci razvoja obrazovanja u Bosni i Hercegovini sa planom implementiranja, 2008.-2015

Phase 1 - 2010 – 2013

Applied Economics

2010 - 2012

The Rotary Foundation Matching Grants Project # 73670

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project-partners

- Rotary Clubs Kitzbühel, Austria (international partner); Banja Luka, Bosnia-Herzegovina – host partner; Erfurt, Germany; Gmunden-Traunsee, Austria; Lignano-Sabbiadoro, Italy; Salzburg St. Rupert, Austria ; Wolfratshausen-Isartal, Germany
- Initiative for Training Entrepreneurship Vienna, Austria

supported by

- Rotary Districts 1840, Bavaria; 1910 + 1920 Austria - District designated funds
- Rotary Foundation

Partner schools

- Secondary colleges for economy in Capljina, Janja, Teocak, Knezevo, Zepce

Measures in order to realize the project

- establishing and equipping centers for applied economics, open pan offices designed for students training in training firms, at the 5 partner schools
- November 2011 financed out of the project's funds teams of the pilot-schools could attend the training firms fair in Banja Luka, present their own training firm and bring about business-contacts to other training firms
- editing and distributing state of the art textbooks in the field of entrepreneurship education:
a manual "Book of methods – creative learning" for teachers use and a „Savings-book of Innovations“ for developing students' own ideas. Meanwhile the textbooks are considered as educational milestones

Benefiting students

- 214 students are running 14 training firms
- About 70 teachers use textbooks to educate about 1.000 students within the first generation
- More will follow

56.100

Rotary Club Kitzbühel
Two Decades of Educational Activities in South-East-Europe
1994/95 – 2015/16



Young Entrepreneur

2010 - 2013

The Rotary Foundation Matching Grants Project # 73388

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project partners

- Rotary Clubs Kitzbühel, Austria (international partner), Banja Luka, Bosnia-Herzegovina (host partner); Salzburg-Land, Austria; Salzburg St. Rupert, Austria; Wolfratshausen-Isartal, Germany
- Rotary District 1920, Austria
- Initiative for Training Entrepreneurship Vienna, Austria

supported by

- Rotary Districts 1910 + 1920, Austria - District designated funds
- Rotary Foundation

Partner schools

- Secondary colleges for economy in Bijeljina, Brčko Distrikt, Livno, Trebinje, Sarajevo, Tuzla, Banja Luka, Višegrad, Travnik, Orašje, Visoko, Velika Kladuša, Goražde, Mostar

Measures in order to realize the project

- informing principals of the respective pilot schools
- working out curricula for students' entrepreneurship education and teachers' training to establish entrepreneurship as a teaching method at partner-schools
- working out teaching materials for students' entrepreneurship education
- training of commercial teachers of the respective pilot schools ready to acquire new knowledge for their students' as well as their colleagues' education
- training of commercial teachers ready to acquire new knowledge for their students' education by the means of local multipliers
- teaching students of the respective partner schools by teachers educated within the project to think and to act like an entrepreneur, using teaching materials and textbooks edited within TRF MG project Applied Economy
- supporting the training firm fair in Sarajevo
- financing the participation of teams of the colleges for tourism at the training firm fair in Sarajevo

- introducing school authorities, staff members of Pedagogical Institutes and principals of partner-schools into students' training in training firms and quality criteria for the management of schools
- reprinting textbooks edited within TRF MG project Applied economics, which are running out of stock due to the great demand.

Benefiting students

- About 2.000 within the first year, many more will follow.

€ 74.600



Partner-schools "Young Entrepreneur"



Partner-schools "Applied Economics"

Phase 2 - 2013 – 2015

Co-operating schools and organizations

- secondary colleges for tourism in Banja Luka, Bihac, Cazin, Citluk, Doboј, Jablanica, Jajce, Kupres, Livno, Lukavac, Pale, Sarajevo, Teslic, Tuzla, Zenica, selected in accordance with the school-authorities in charge
- Ministries for Education of Herzegbosnia, Herzegovina-Nevetva, Middlebosnia, Sarajevo, Tuzla, Una Sana, Zenica – Doboј, Republic Srbska
- Agency for preschool, elementary and secondary education, Mostar
- Pedagogical Institutes in Banja Luka, Bihac, Gorazde, Mostar East, Mostar West, Sarajevo, Tuzla, Zenica.

Benefiting students

- About 1.750 within the first year, many more will follow.



Fight Youth Poverty

2013 – 2014

German Ministry for Economic Cooperation and Development,
Project # 013.1539.9

The Rotary Foundation, Matching Grants Project # 76732

Project-implementation

- Rotary Deutschland Gemeindienst e. V.
- Rotary International
- Tuzla Community Foundation
- KulturKontakt Austria

Project-partners

- Rotary Clubs Wolfratshausen-Isartal, Germany (international partner); Kitzbühel, Austria (project co-ordination); Banja Luka, BiH (host partner); Erfurt, Germany
- Rotary District 1920
- Initiative for Training Entrepreneurship Vienna, Austria

Supported by

- Rotary Districts 1840, Bavaria; 1910 + 1920 Austria, 1950 Thüringen
- Rotary Foundation
- German Federal Ministry for Economic Cooperation and Development (BMZ)

Measures in order to realize the project

- establishing and equipping centers for applied economics, open plan offices designed for students training in training firms, at the 15 partner schools
- printing and distributing state of the art textbooks developed in previous projects which are out of print:
 - Manual “Book of methods – creative learning“
 - Manual “Quality criteria for students’ training in and outside school”
 - „Savings-book of Innovations“
 - Manual “Training firm”
 - “Workbook and work notebook”The textbooks are meant for country wide use
- training of school principals and teachers in the fields of entrepreneurship, training firms and cooperation with companies
- training of teachers to act as mentors in the field of training firms
- training of staff members of Pedagogical Institutes, school principals and teachers in the field of quality standards in students’ professional practical education and of co-operations between schools and partners of the local economy

Benefiting students

- About 900 within the first year, many more will follow.

College for Tourism and Commerce Doboj - Fight the flood

The disaster

All the area of Doboj and the school itself was flooded in the middle of May. It was the worst flood in the last century. In the rooms of the school there has been 8 ft. muddy water for two days. The house is damaged, all the furniture, the equipment, the teaching materials were destroyed. Students' education was impossible.

The school's renovation and resumption of student's education

- The school's staff members cleaned the house
- UNDP (United Nations Development Program), office Doboj, renovates the house
- Rotary provided new furniture, equipment and teaching materials

Financing the Rotarian activities

- Increasing the project's funds supported by Rotary District 1920 and BMZ
- District Grants project Rotary Club Kitzbühel – Rotary District 1920

Benefiting persons

- 514 students
- 36 teachers

€ 431 000

Including an allowance of BMZ € 279 400

More help

- Financial support of Family C., Prud, who has lost their house in the flood,
- Buying teaching materials for the primary school Vladimira Nazora, Odzak, which was devastated by the flood

Financing the Rotarian activities

- Rotary Clubs Kitzbühel and Wolfratshausen-Isartal
- Rotary District 1910

€ 10 600

Rotary Club Kitzbühel
Two Decades of Educational Activities in South-East-Europe
1994/95 – 2015/16



Fight Youth Poverty – Two 2013 – 2015

The Rotary Foundation, Matching Grants Project # 78667

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project-partners

- Rotary Clubs Kitzbühel, Austria (international partner); Banja Luka, BiH (host partner); Bergamo Italy; Lignano-Sabbiadoro, Italy
- Initiative for Training Entrepreneurship Vienna, Austria
- KulturKontakt Austria

Supported by

- Rotary Districts 1910 + 1920 Austria
- Rotary Foundation

Measures in order to realize the project

- training teachers in the field of “project-work” - how to train students to work out projects in co-operation with companies in the field of tourism
- Initiating regional school-projects between schools and tourism companies to enable students to realize project-work. On the basis of a competition at 6 of the 15 partner-schools 1 large scale project has to be worked out
- training teachers how to implement “quality criteria” into students’ practical training “good regional cooking”, “perfect service”, “care of customers”
- editing and distributing “More Fun – Less Risks”, a pedagogical board game for teachers’ and students’ use in the field of Entrepreneurship Education

Benefiting students

- About 900 within the first year, many more will follow.

€ 64.500



Teach The Teacher

2014 – 2015

The Rotary Foundation, Global Grants Project # 1412338

Project-implementation

- Rotary Club Kitzbühel
- KulturKontakt Austria

Project-partners

- Rotary District 1920, Rotary Clubs Kitzbühel, Austria (international partner); Banja Luka, BiH (host partner)

Supported by

- Rotary District 1920 Austria
- Rotary Foundation

Measures in order to realize the project

- improving the vocational knowledge and skills of teachers of secondary colleges for tourism in BiH to establish and preserve well working cooperations between schools and companies as a means to improve their students' practical training (training firm, project work, cooking etc.) and as well to act as multipliers. This goal will be realized by inservice training of beneficiaries
- to support teachers' training by the means of state of the art teaching materials and to guarantee a homogeneous standard for a countrywide dissemination a manual "School – Economy" based on examples of good practice with the focus on tourism shall be developed and edited
- the manual is meant for country wide use.

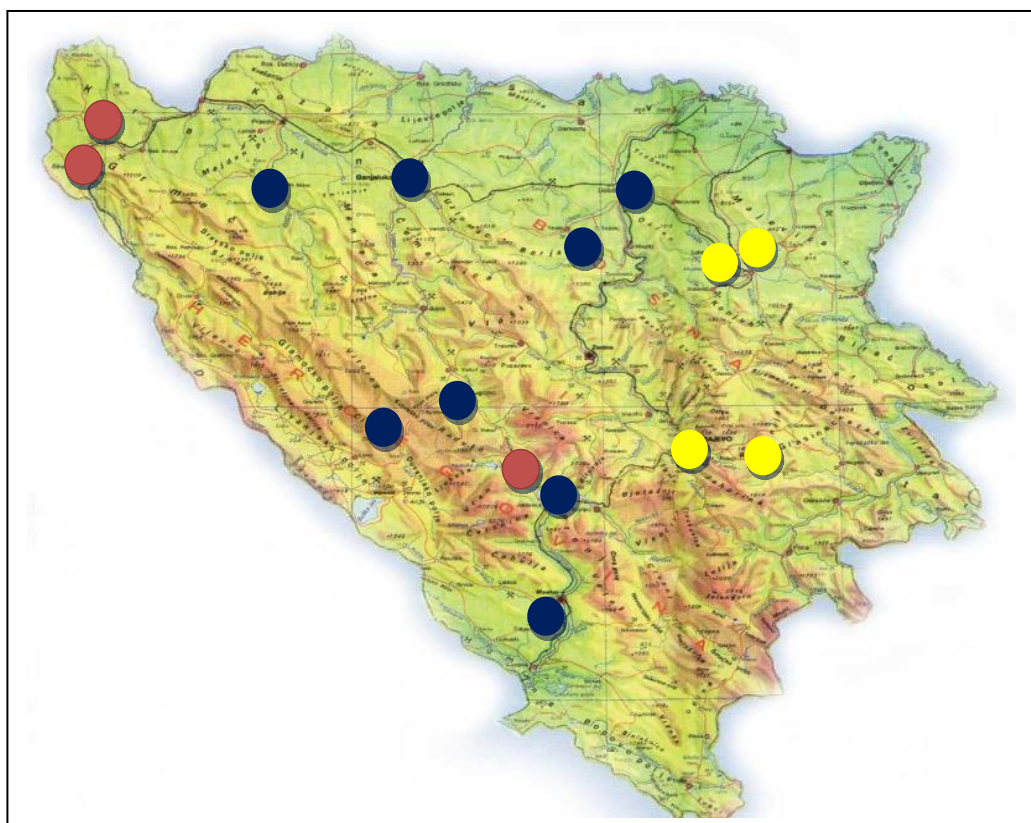
Benefiting students





- About 900 students within the first year, many more will follow.

€ 42.400



Rotary Club Kitzbühel
Two Decades of Educational Activities in South-East-Europe
1994/95 – 2015/16



-   Partner-schools
-   Impulscenters

Phase 3 - 2015 - 2016

Coach Teachers – Train Students

2015 – 2016

The Rotary Foundation, Global Grants Project # 1529295

Project-partners

- Rotary Club Kitzbühel, Austria – international partner; Banja Luka, Bosnia-Herzegovina – host partner, Bergamo, Italy, Wolfratshausen-Isartal, Germany
- KulturKontakt Austria

supported by

- Rotary Districts 1910 Austria - District designated funds
- Rotary Districts 1920 Austria - District designated funds
- Rotary Foundation

Partner schools and organizations

- 15 secondary colleges for tourism selected from Sarajevo, Banja Luka, Bihac, Cazin, Tuzla, Lukavac, Pale, Teslic, Kupres, Jablanica, Jajce, Citluk, Dobo, Livno, Zenica, Mostar and Gradac.
- 26 vocational secondary colleges all over BiH
6 vocational secondary colleges from Austria, Serbia and Montenegro

Measures in order to realize the project

- Coach Teachers:
The project will improve the quality of vocational knowledge and skills of teachers of secondary colleges for tourism and cooperating entrepreneurs in Bosnia-Herzegovina (BiH) by establishing, promoting and securing effective co-operations between tourism schools and partners from tourism economy with the goal to promote the quality of students' practical indoor and outdoor training (training firm, project work, cooking, practical training etc.).
- Train Students
By organizing an international training firm fair the project will provide students of vocational schools the opportunity to test in practice and as well as to extend and consolidate their acquired entrepreneurial knowledge and skills, such as negotiation techniques, communication skills, creativity, flexibility, entrepreneurship etc. It will prepare them for their future business and private life in a free market economy characterized by rapid changes in society, technology and a multitude of intercultural influences.

- Peace promotion:

As the country has still been suffering from the consequences of the devastating civil war two decades ago, the project will be a valuable contribution to the understanding of the ethnic groups living in the country by working with partners from all over the country.

Benefiting students

- Coach Teachers:
45 head-teachers, teachers, co-operating entrepreneurs
about 900 students within the first year, many more will follow
- Train Students:
about 400 students
about 400 teachers, entrepreneurs etc.

€ 88 200

Financial overview

1994 - 2016

Rotarian educational activities 1994 – 2016						
EURO						
	Bulgaria		Bosnia- Herzegovina		Total	
	1994 - 2010		2010 - 2016		1994 - 2016	
Rotary Club Kitzbühel						
Cash	115 500		47 500		163 000	
Fundraising - cash	224 900	340 400	39 800	87 300	264 700	427 700
RC Wolfratshausen- Isartal	7 100		39 900		47 000	
Other Rotary Clubs	42 100	49 200	31 200	71 100	73 300	120 300
Rotary District 1920						
Project funds	21 400		13 100		34 500	
Youth service	17 900				17 900	
District designated funds	40 900	80 200	79 600	92 700	120 500	172 900
DDF other Rotary Dis- tricts		3 500		38 300		41 800
Rotary Foundation		118 000		123 800		241 800
BMZ *				279 400		279 400
Rotarians, non-cash ben- efits, beneficiaries		74 300		75 000		149 300
Total		665 600		767 600		1 433 200

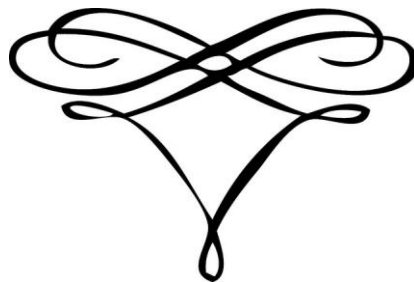
*German Federal Ministry for Economic Cooperation and Development (BMZ)

sea - Award

sea – Sustainable Entrepreneurship AWARD 2011

April 19th, 2011

Representing the project partners Rotary Club Kitzbühel was honored with a nomination to the “sea” - Sustainable Entrepreneurship AWARD 2011 chosen from 145 companies for putting sustainable entrepreneurship into practice by assuming social, ecological and economic responsibility within their activities in favor of the youth in Bosnia-Herzegovina 2010/11.



Sponsors

We, the project partners thank for supporting our projects



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<http://www.augustin.or.at>



Baunit Baustoffe

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Bundesministerium für Unterricht, Kunst und Kultur

<http://www.bmukk.gv.at>



Bundesministerium für Wirtschaft, Familie und Jugend

<http://www.bmwfj.gv.at>



C & A, Österreich

<http://www.cunda.at>



Devin Bulgaria

<http://www.devin-bg.com/en>



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<http://www.gebro.com>



Handelsakademie und Handelsschule Kitzbühel

<http://www.hak-kitz.at>



Handelsakademie Kitzbühel, Students 4AK 2006/07

Verein PRO KITZHAK, Kitzbühel

Bill Heyman, Marlborough, NH, USA



International Fellowship of Motorcycling Rotarians

<http://www.ifmr-ags.org>

Mag. Dr. Manfred Philipp, Wien



Kunst und Bauspenglerei Heiko Ott

<http://www.spenglerei-ott.at>



Primary School Hopfgarten / Nordtirol



Polytechnische Schule, St. Johann / Nordtirol

<http://www.pts-stjohann.tsn.at>



Raiffeisenbank Sarajevo

<http://www.raiffeisenbank.ba>



Gewürze in Reinkultur.

RAPS Austria

<http://www.raps.at>



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<http://www.rigips.at>



International Society for Business Education, Vienna
<http://www.siec.at>



SIAD Societa Italiana Acetilen Derivat S.p.A.
<http://www.siad.com>



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<http://www.sparkasse.at/kitzbuehel>



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