



# **FINAL REPORT FOR THE TRANSNATIONAL LEADER PROJECT “Sustainable entrepreneurship in countryside”**





**Linnaseutu**



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**“Sustainable entrepreneurship in countryside”**

**June 2016 – February 2019**

## FINAL REPORT FOR THE TRANSNATIONAL LEADER PROJECT

### “Sustainable entrepreneurship in countryside”

#### 1. General data about project

**Project`s durability and partners:** June 2016 – February 2019, Latvians started August 2017.

The project was carried out in the following Leader Action Group regions:

The Development Centre (Leading partner) Contact: [arenduskoda@arenduskoda.ee](mailto:arenduskoda@arenduskoda.ee) , <http://www.arenduskoda.ee> Green Riverland Partnership <https://joemaa.ee/in-english/> and East Harju Partnership area <http://www.idaharju.ee/en/> in Estonia, Sepra <http://www.sepra.fi/in-english> , Pirkan Helmi <https://www.pirkanhelmi.fi/in-english/> and Linnaseutu <https://www.linnaseutu.fi/> areas in Finland, Lielupe <http://www.partneribalielupe.lv/> and Liepaja <http://lrpartneriba.lv/> areas in Latvia.

#### Aims of the project

The aims of the project were to support the sustainability of rural micro enterprises through transnational cooperation. Through project activities we developed a transnational rural/periurban products/services joint offer and joint marketing to this offer (using innovative technologies and information spreading from people to people, mouth to mouth). We encourage young people and younger generation of the project`s target enterprises to stay in rural areas and become economically sustainable. The project activities supported specific cooperation activities between the companies that continue beyond the project. See Chapter 3 of the Report Results for more details.

#### Target group of the projects

Rural/periurban NGO-s, who are offering or planning to offer local products or services;  
Rural/periurban local food entrepreneurs (local food raw materials and processed products);  
Sustainable family based rural/periurban tourism entrepreneurs and NGOs;  
Rural/periurban handicraft entrepreneurs and NGO-s;  
farm – or village shops with local products and linked services (cafe etc);

Total participation in project activities from Estonia 396, from Latvia 138 and from Finland 95.

#### Project cost

The total cost of the project was nearly 500,000 euros. Information on each partner's budget can be obtained directly from each partner.

## 2. Activities review according to the project`s action plan:

Actions and time	Work description	Participants and other outputs
<p><b>Preparation ACTION for the project</b></p> <p><b>Signing of contracts</b></p> <p><b>Time:</b> from February 4<sup>th</sup> to 5<sup>th</sup> 2016 in Estonia at Sagadi Manor</p>	<p>Going through the final agreements. Signing ceremony,</p>	<p>1 agreement</p>
<p><b>ACTION</b></p> <p><b>Project`s management committees</b></p> <p><b>Time:</b> from June 16<sup>th</sup> to 17<sup>th</sup> 2016 in Finland at Pyhtää</p> <p><b>Time:</b> from February 7<sup>th</sup> to 8<sup>th</sup> 2017 in Latvia, Jelgava</p> <p><b>Time:</b> from November 8<sup>th</sup> to 9<sup>th</sup> 2017 in Estonia, Tori</p> <p><b>Time:</b> April 12<sup>th</sup> 2018 in</p>	<p>Entrepreneurs` exchanged rules, a schedule of opening events and home page`s design were established.</p> <p>There was a meeting via Skype in November 2016.</p> <p>Took place from February 7<sup>th</sup> to 8<sup>th</sup> in Jelgava district, 6 representatives from Estonia participated there, 5 from Finland and 3 representatives from Latvia Executive committee`s focus was on district`s marketing, using the home page, organizing the exchange and action plans for 2017.</p> <p>An extra meeting in Estonia to discuss the exchanges and plans for the next year. 10 participate.</p> <p>April 12<sup>th</sup> 2018, in Vanaõue a management committee`s meeting took place during the Estonian trip, where 8 members of the board participated. The time of the final event was set and there was a</p>	<p>In total, there were six interactions that ensured the smooth implementation of the project activities and the achievement of the objectives.</p>

<p>Estonia, Vanaõue</p> <p><b>Time:</b> from October 3<sup>th</sup> 2018 in Latvia, Jelgava</p> <p><b>Time:</b> from February 14<sup>th</sup> to 15<sup>th</sup> 2019 in Krapu, Finland</p>	<p>discussion about the trip to Latvia and current entrepreneurs 'exchanges.</p> <p>There was a project's management committee's meeting during the Latvian trip, 10 people participated. We agreed our final event program.</p> <p>The last management committee's meeting takes place from February 14<sup>th</sup> to 15<sup>th</sup> 2019 and at first it was meant to be held in Estonia, that decision was changed and it took place in Finland, in order to give different countries more possibilities to organize events. The content of the meeting was checking the final report, analyzing the results and planning the ongoing activities.</p>	
<p><b>ACTION</b></p> <p><b>Project's opening event at Oxforelli Kose-Uuemõisa, Estonia</b></p> <p><b>Time:</b> from August 25<sup>th</sup> to 27<sup>th</sup> 2016</p>	<p>Opening event was meant for all entrepreneurs who wanted to participate in the project.</p> <p>Opening event's materials can be seen at: <a href="http://www.arenduskoda.ee/et/koostoeoeprojektid/kestlik-ettevotlus-maal">http://www.arenduskoda.ee/et/koostoeoeprojektid/kestlik-ettevotlus-maal</a></p> <p>The first exchange pair was born.</p>	<p>Altogether 62 participants: 30 from Estonia, 11 from Finland and 21 from Latvia.</p>
<p><b>ACTION</b></p> <p><b>Entrepreneurs' international exchange and summary seminar</b></p> <p><b>Time: 2017–2018</b></p>	<p>Information is being distributed via home pages and info lists.</p> <p>An electronic form for registering into entrepreneurs' exchange was created.</p> <p>Contracts were made with exchange participants, to establish their obligations and covering of expenses, according to the project's agreement.</p> <p style="text-align: center;"><b>ESTONIA</b></p> <p><b>Development Centre (10):</b></p> <p>Kuusiku Loodustalu; Vaksali Trahter, Jaanioja Käsitöotalu; Vana-Sirge Küülik; Arma Ratsatalu;</p>	<p>Altogether 60 entrepreneurs were interested in entrepreneurs' exchange.</p> <p>There were 25 exchanges done, 50 entrepreneurs participated.</p>

	<p>MTÜ Kogukonnakeskus; Veldi ja Tütred OÜ; Ülearu Hobusefarm; Magasimaa talu; MTÜ Lobimuuseum.</p> <p><b>Green Riverland Partnership (7):</b></p> <p>Tori Jõesuu Siidri ja Veinitalu; Klaara-Manni Puhke ja seminarikeskus; OÜ Karjamõisa; Männituka talu; Energiatalu; Viis Aastaaega; Piesta Kuusikaru (participated in 2 exchanges).</p> <p><b>East-Harju Partnership (5):</b></p> <p>Villa Vildi; Anija Mõis; OÜ Mardikate, Murueit and Rünni Viri</p> <p style="text-align: center;">FINLAND</p> <p><b>Sepra (8):</b></p> <p>Majatalo Torppa; Klamilan Seutu Ry; Homestay Erikasmäen Torppa; Osuskunta Henämukka (Piian Herkut); Takatalo ja Tompuri Oy; Trademark Hupakko; Hyvinvoiva Hevonen; Hienovaatturi (Aleksandra Pohjala).</p> <p><b>Linnaseutu (1):</b></p> <p>Osuuskunta Villapaka</p> <p><b>Pirkan-Helmi (1):</b></p> <p>Heikkilän juustola</p> <p style="text-align: center;">LATVIA</p> <p><b>Lielupe (8):</b></p> <p>NGO Liel. Barons; Farm "Ābelītes" Nils Beikmanis; Farm "Bētras" Candied; Miesai Un Garam; Beekeeping farm Liga medus; "Viesu Līči"; Everol Lrd; Lolita Duges s House of mint and Barndavini (Lvdestilati).</p> <p><b>Liepaja (6):</b></p> <p>T&amp;P Ltd (Sofijas laivas) ; SC GRAND Ltd; ZOOVILLA; SIA EVI&amp;JO; Baiba Tikuma; Aizputes vina daritava.</p>	
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	<p>Altogether 25 exchanges took place, the reports of these exchanges are available on the project`s home page: <a href="https://seic.ee">https://seic.ee</a>.</p> <p>There was a resumptive entrepreneurs` exchange seminar at Vihula Manor from November 15<sup>th</sup> to 16<sup>th</sup> in 2018. Besides exchanges, 11 design solutions, which were made during the project, were presented. 40 participants.</p> <p>In Latvia was a resumptive entrepreneurs` exchange seminar from December 12<sup>th</sup> to 13<sup>th</sup> in 2018. 45 participants</p> <p>The review from pairs, exchange dates and enterprises looking for partners is in the annex of the report.</p>	
<p><b>ACTION</b></p> <p><b>Joint marketing – from district to district</b></p> <p><b>Time:</b> 2016–2018</p>	<p>In June 2016 there was a common procurement organized by the Development Centre: Creating a visual identity and web environment for countryside entrepreneurs, its reference number is 175226.</p> <p>The procurement got three offerings; IDEA AD Plc won.</p> <p>According to the contract with IDEA AD Plc, the following works have been done:</p> <ul style="list-style-type: none"> <li>- The visual for the project has been created: a logo with explanations of the visual concept in Estonian and in English, forms in Estonian and in English, business cards.</li> <li>- A detailed initial task for the web solution was agreed.</li> <li>- A home page was created, where regions have their introductions in Estonian and in their home language. In November entrepreneurs` data will be inserted.</li> </ul> <p>A contract has been signed with Katrin Kull from Nonprofit Organization Community Centre for web- and visual solutions and expert work from the Development Centre`s side.</p>	<p>The first day of training, 5 participants.</p> <p>1 website and a website manual in Estonian and in English.</p> <p>500 printed editions in Estonian.</p> <p>200 printed editions in English.</p> <p><b>Today there are 113 enterprises</b> on the website, from which <b>72 are Estonian</b>: 54 from the Development Centre; 10 Green Riverland Partnership area and 8 from East-</p>

	<p>Web solutions can be seen at: <a href="http://www.seic.ee">www.seic.ee</a> and visual solutions are in project`s electronical files.</p> <p>There are also printed editions in Estonian and in English in order to introduce the project and its web solutions. There are 500 printed editions in Estonian and 200 in English.</p> <p>Project partners distribute them.</p> <p>There was a training day on December 7<sup>th</sup> with the developers of the home page, for the representatives of the project participants, about everyday management of the home page.</p> <p>A manual for administrating the home page was also made in Estonian and in English.</p> <p>More information: <a href="http://www.celotajs.lv/en/geo/map?1">http://www.celotajs.lv/en/geo/map?1</a></p> <p>By Sepra regions` initiative from June 4<sup>th</sup> to 7<sup>th</sup> 2018 seven Finnish news media photographers visited the Development Centre and Green-Riverland Partnership regions. Exhibitions were made from these photos in Estonia and in Finland. In Estonia the exhibition could be seen from November 5<sup>th</sup> to 30<sup>th</sup> in 2018 at Jäneda. The photographers from Finland were here on November 5<sup>th</sup>, when the festive opening of the exhibition took place. A poster about this exhibition and a brochure were also made. In autumn 2019, from January 5<sup>th</sup> to 31<sup>st</sup> the exhibition was at Olustvere and in February at Klaara-Manni.</p> <p>In summer 2018 we ordered a SEIC home page advert on Facebook. For that we made stories about regions in this project – altogether from the Development Centre, Sepra, Linnaseutu and Liepaja regions. The regions` introductions can be seen on our home page.</p> <p>The most effective advert group was the Inspiration Advert Group. As all advert groups (except the outer market) had the same budget, the Inspiration Advert Group gathered the most people and got the most</p>	<p>Harju Partnership district.</p> <p><b>13 are from Finland</b></p> <p><b>24 are from Latvia</b></p> <p>The visit from Finnish photographers – 7 photographers came; as a result, we got professional photos; which can be used in marketing, also an exhibition introducing the cooperation of Estonian and Finnish enterprises.</p> <p>1 international Facebook advert.</p> <p>1000 Development Centre`s region`s maps in English and 1000 in Estonian.</p> <p>4000 Green Riverland area brochures and 5000 regions maps in Estonian and English language.</p>
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	<p>reflection. The next popular was the Destination Advert Group, where adverts were from Latvia, Southern-Finland and Northern-Estonia. Altogether statistics shows that people are interested, as average click`s cost was 0,14€ – that is low (when the interest is small, the click`s cost is much higher).</p> <p>By autumn 2018 a map about the Development Centre`s region was made in Estonian and in English. The map introduces enterprises in this region, who are also on SEIC`s home page. In addition to that there is information about the SEIC project and the Development Centre. The map was warmly welcomed by region`s entrepreneurs and by all cooperation partners.</p> <p>By 2018 a brochure and map about Green Riverland areas region was made in Estonian and English.</p>	
<p><b>ACTION</b></p> <p><b>Study trips</b></p> <p><b>Time:</b> 2017–2018</p>	<p><b>First study trip: Estonians and Latvians in Finland, it took place from September 20<sup>th</sup> to 23<sup>rd</sup>.</b></p> <p>There were 19 trip participants from Estonia and 16 from Latvia. The greatest value of the fact-finding trip was the opportunity for business people to become better acquainted with each other. It is better to see and hear entrepreneurs` practical experiences on a fact-finding trip.</p> <p>The summary of the trip can be seen on project`s home page: <a href="https://seic.ee/entrepreneurs-from-latvia-and-estonia-visited-their-colleagues-in-finland/">https://seic.ee/entrepreneurs-from-latvia-and-estonia-visited-their-colleagues-in-finland/</a></p> <p>Finnish` and Latvians` study trip to Estonia took place from April 11<sup>th</sup> to 14<sup>th</sup> in 2018. Altogether 15 people from Finland and 20 from Latvia participated. The first two days were at Green Riverland Partnership region, accommodation was at Vanaõue Holiday Home. Participants visited Energy Farm, Piesta Kuusikaru Farm, Suure-Jaani Centre, cafeteria at Artur`s and Olustvere Castle. In addition, they discovered Soomaa (quagmire). From there Latvians went to the Development Centre`s region</p>	<p>5 study trips:</p> <p>1 trip to Finland, 19 participants from Estonia, 16 from Latvia.</p> <p>1 trip to Estonia, 15 people from Finland, 20 from Latvia. Estonian entrepreneurs participated in different meetings.</p> <p>1 trip to Latvia, 31 people from Estonia, 20 from Finland.</p> <p>Additional trip to Finland, 11 Estonians participated.</p>

	<p>to LauLi Creative Studio, Hõbeda Goat Farm, Tristvere Cafeteria, Arma Riding Farm, Palmse Manor and Kolgaküla Community Centre. Guests were acquainted with traditions of Northern-Estonia's local food making. Finnish participants went to East-Harju region, where they visited Viking Village, Nelijärve Holiday Centre, Tammiste Art Centre and Murueit Ltd.</p> <p>The summary of the trip can be seen on project's home page: <a href="https://seic.ee/et/igauni-paradija-istu-rakeszinatni-jeb-aizvadita-projekta-par-ilgstpejigu-uznemejdarbibu-laukos-projekta-dalibnieku-pieredzes-apmainas-vizite-igaunija/">https://seic.ee/et/igauni-paradija-istu-rakeszinatni-jeb-aizvadita-projekta-par-ilgstpejigu-uznemejdarbibu-laukos-projekta-dalibnieku-pieredzes-apmainas-vizite-igaunija/</a></p> <p>Estonian and Finnish entrepreneurs visited Latvia from October 3<sup>rd</sup> to 6<sup>th</sup> in 2018.</p> <p>31 people from Estonia and 20 from Finland participated there.</p> <p>During this trip participants visited Lielupe and Liepaja regions and entrepreneurs there.</p> <p>The summary of the trip can be seen on project's home page: <a href="https://seic.ee/latvian-entrepreneurs-are-brave-and-dreaming-big/">https://seic.ee/latvian-entrepreneurs-are-brave-and-dreaming-big/</a></p> <p>Due to the budget residue, there was a possibility to organize an additional study trip to Finland in October 2018, from 24<sup>th</sup> to 26<sup>th</sup>. There were 11 participants from Estonia. The content of the trip was cooking ring bread and sharing bread-making experiences with each other.</p> <p>The fifth study trip was organized by Green Riverland LAG to Latvia in July 2018, from 27<sup>th</sup> to 29<sup>th</sup>. There were 17 participate from Estonia, from Green Riverland LAG. The content of the trip was tourism and Latvian spirit.</p>	<p>Additional trip to Latvia, 17 Estonians participated.</p>
<p><b>ACTION</b></p> <p><b>Final event</b></p> <p><b>Time:</b> 24.-26. January 2019,</p>	<p>The final event took place from January 24<sup>th</sup> to 26<sup>th</sup> in 2019 at Olustvere. This three-day event contained summaries of project's results, entrepreneurs`</p>	<p>1 three-day final event, 69 people participated. 27 from Estonia, 20 from Finland, 22</p>

Olustvere Manor, Estonia	<p>presentations, outings to region`s enterprises and planning the ongoing activities.</p> <p>Latvians had made a video, about the thoughts and ideas of those, who had participated in this exchange.</p>	from Latvia. As a result agreements to ongoing activities were made; participants opened their own Facebook group.
<b>Actions inside the country:</b>		
<p><b>Actions in ESTONIA</b></p> <p><b>Time:</b> from October 2016 until November 2018</p> <p><b>The Development Centre, East-Harju Partnership Green Riverland Partnership</b></p> <p><b>Entrepreneurs cooperation:</b></p> <p><b>Inspiration Days in all three regions</b></p>	<p>The first inspiration Days were from October 6<sup>th</sup> to 7<sup>th</sup> in 2016 at Green Riverland Partnership area. Organized by Green Riverland Cooperation Assembly. Guest speaker was Urmas Vaino (from Estonian Television). 24 participate.</p> <p>The second day of inspiration took place on the North coast, from March 20<sup>th</sup> to 21<sup>st</sup>. Organized by the Development Board. Participants visited companies and met with Ott Pärnu, an economic expert. 23 participate.</p> <p>The third day of inspiration took place from October 17<sup>th</sup> to 18<sup>th</sup>, in four laps. Participants visited companies, talked about social media and got new knowledge of making good photos. 35 participate.</p> <p>The fourth day of inspiration took place from February 7<sup>th</sup> to 8<sup>th</sup> in 2018. There were 25 participants from the Development Centre`s region. They focused on creativity and entrepreneurship. Summary can be seen on SEIC`s home page: <a href="https://seic.ee/et/uudis/inspiration-days/">https://seic.ee/et/uudis/inspiration-days/</a></p> <p>The fifth day of inspiration took place from May 30<sup>th</sup> to 31<sup>st</sup> in 2018 at Green Riverland Partnership region. 29 people participated. They visited Soomaa area, there was a canoe trip, a dumpling cooking workshop, and the participants got acquainted with tastes from Pärnu and visited Alpaka Farm. More: <a href="https://seic.ee/et/uudis/kuumad-kevadised-inspiratsioonipaevad-soomaal/">https://seic.ee/et/uudis/kuumad-kevadised-inspiratsioonipaevad-soomaal/</a></p> <p>The sixth day of inspiration was held from November 26<sup>th</sup> to 27<sup>th</sup> in 2018 at East-Harju Cooperation region, at Kõue Manor. 34 entrepreneurs</p>	<p>7 Inspiration Days have been held. In total, 211 people participated in the inspiration days.</p> <p>1 design seminar was held in January 2017.</p> <p>11 enterprises participated in the design activities.</p>

<p><b>A survey of entrepreneurs` service-design needs and solving the design tasks in cooperation with the design students</b></p>	<p>participated, 11 from the Development Centre`s area.</p> <p>During those inspiration days people saw local entrepreneurs and got knowledge how to make a good quality product photo.</p> <p>The seventh, an additional one-day event was held on February 11<sup>th</sup> in 2019 at Sagadi Manor. Organized by the Development Centre. 41 people participated. The content of the event was using local food and drinks in area`s marketing. 41 participate.</p> <p>This action started in 2017. An introductory seminar was on January 23<sup>rd</sup> in 2017 organized by the Development Centre. 17 enterprises participated.</p> <p>The design counselling was held by Turunduseksper Ltd together with Tartu Art School. On April 26<sup>th</sup> in 2018 there was a seminar at Vaksali Tarhter.</p> <p>There were 11 enterprises at the design counselling:</p> <p style="text-align: center;">Development Centre:</p> <ol style="list-style-type: none"> <li>1. Mageda VL Kodune mesi</li> <li>2. Ökokuller (got 2 works – a home page and a logo)</li> <li>3. Vaksali-Õnnela-Linnu (2 enterprises)</li> <li>4. Rebase Talu</li> <li>5. Lauli Loovstuudio</li> <li>6. Mätta Hoburakendid</li> <li>7. Lahe Maamees</li> <li>8. Keraamikamoor</li> </ol> <p style="text-align: center;">Green Riverland Partnership:</p> <ol style="list-style-type: none"> <li>9. Aita Tikkimistuba</li> <li>10. Kuusikaru talu</li> <li>11. Karjamõisa</li> </ol>	
<p><b>Finland inside actions</b></p>	<p>So far in Finland has been held one national event for entrepreneurs. This event was 31.3.-1.4.2017, in Iloranta, Hauho. 18 entrepreneurs attended the event. During these two days there were lessons about seic-project, marketing, using social media and so on. Entrepreneurs had also possibility to get know each other`s.</p>	

	<p>National part of Finnish project will continue till end of 2019. So finish LAGs will arrange at least two events or study trips for Finnish entrepreneurs</p> <p>From Linnaseutu area will also arrange 3-day study trip to Estonia, in summer 2019. This trip is for young entrepreneurs coming from local 4H-organisation.</p>	
<b>Latvia inside actions</b>	<p>Latvia started with the project officially in August 2017; their actions are similar to Estonia – inspiration days, workshops for entrepreneurs and spreading information.</p> <p>Latvians made videos of project exchanges:</p> <ol style="list-style-type: none"> <li>1) Lavanda + wine group ENG</li> <li>2) Betras, Piaa, + Viesu liči, Vaksali Trahter ENG</li> <li>3) Aleksandra, Zanda, Destilati, Kussiku Piesta ENG</li> <li>4) Lolita Duge, Katrin Potter, Sauna ENG</li> <li>5) Honey, Sofijas laivas ENG</li> <li>6) Final video with all participants ENG</li> </ol> <p><a href="https://seic.ee/uudis/video-about-sustainable-entrepreneurship-in-latvia-estonia-and-finland/">https://seic.ee/uudis/video-about-sustainable-entrepreneurship-in-latvia-estonia-and-finland/</a></p>	6 videos about exchanges



### 3. Expected results of the international cooperation project SEIC

**At least 20 new cooperation ideas (cooperation between entrepreneurs and/or NGOs) are described:**

This project has shown, that our exchange between entrepreneurs, is working and needed. Here is a list of examples that were born through exchanges and study trips:

- A cross-business development project to promote nature tourism from Lakeland through river Kymijoki to the sea Kymi the River.
- Exchange on people (staff, trainers) and goods that complement each other's selections: Example from Hyvinviva hevonon, Arma Ratsatalu, Osuuskunta Heinämukka, Jaanioja Handicraft farm are trainers who teach partners new skills.
- Culture festivals and exchange of professionals – Suure-Jaani Music Festival, a good example for others. Organizing such large-scale cultural festivals in the countryside makes our regions more attractive and brings visitors, who also consume other local services and products. <http://muusikafestival.suure-jaani.ee/en/about-festival/>.
- Latvian example encouraged me to pursuit my dream and to start similar activity in Hamina, our cooperation will continue in the future. Aleksandra Pohjala from Sepra and NGO Liel. Barons from Lielupe exchange result.
- Inspired by the Latvian sauna, two project partners (Green Riverland Partnership and Lielupe LAG) launched a new cooperation project – sauna traditions in Latvia, Estonia and Lithuania. <https://joemaa.ee/category/koostooprojektid/sauna-projekt/> Subjects: sauna traditions and benefits for family businesses; learning how to make sauna whisks for sauna treatments; knowledge about herbs and body masks; possibilities of using food technologies with sauna products` development.
- The Estonian rabbit farmer Vana-Sirge Küülik found her partner from Finland during the exchange. Collaboration is done daily: breeding, marketing, feed rations, etc. <http://kohaliktoit.arenduskoda.ee/s/vanasirgekuueulik>
- Finnish press photographers photographed Estonian companies who participated in the project and made an exhibition of those photographs. The exhibition "View to Light," for more information: <https://katsevaloon.wordpress.com/eesti-vaade-valgusesse/> Estonian companies received photos to use them in marketing their businesses.
- Kuusiku Nature Farm got an idea for a new product from a study trip to Latvia. A new drink has been developed today. <http://kuusikunaturefarm.ee/>
- Kuusiku Nature Farm found new cooperation partners from Latvia, with whom a new study trip is planned this year.
- The cooperation between Anija Manor and NGO Liel. Barons increased further cooperation. Latvians are taking part in the Manor Culture Festival in Anija in summer 2019. <https://anijamois.ee/>

- Magasimaa Farm from Estonia and the House of Peppermint from Latvia are developing their products and services in cooperation with each other. <https://seic.ee/food-beverages-history-estonians-and-latvians-successful-exchange/>
- From a Finnish company Piesta Kuusikaru farm Piia Viljasuo is coming in summer 2019 to teach apple candies making. Transferred ideas and know-how to produce marmalade.
- Arma Ratsatalu and Hyvinvoiva Hevoinen continue to cooperate with each other by knowing how to cooperate, Arma's riding farm completed a Finnish program for Finnish visitors.
- Jaanioja`s handicraft farm and Trademark Hupakko continue to communicate, Finns are planning to bring the group to Estonia for handicraft training.
- The Männituka Farm studied of baked egg cheeses and Lapinjuusto in Finland, and on the basis of study the reflection on possible new products takes place.
- Thanks to the project, the Development Centre`s LAG produced a map of entrepreneurs in its area. It was the first map of the region focusing on local micro-enterprises.
- East-Harju entrepreneurs are more active, already some new cooperation project ideas have been represented from the entrepreneurs to the LAG.
- Estonian wine and cider producers became active and after a long time took part in the Baltic Wine Competition. Tori-Jõesuu Cider Farm also received a gold medal in its category.
- New project idea for Pape Nature Park – T&P Ltd (Sofijas laivas) and Viis Aastaaega OÜ exchange result. Pape Nature Park is located in Nica and Rucava Municipalities, Liepāja District, SW Part of Latvia. It was established in 2004. The nature park is designated as EU Natura 2000 site. T&P Ltd bought a property in the Pape Nature Park and want to develop similar services what are Soomaa National Park.
- An enterprise from Latvia “LV-Destilāti” have established cooperation with farm “Piesta Kuusikaru”. They would like to create an apple distillate – calvados, created following a special recipe and made from apples grown in Estonia. <https://seic.ee/eesti-ja-lati-joogitootjate-koostoo-edendamine/>
- Beekeepers from Latvia and Estonia have established cooperation regarding the purchase of equipment, new technologies and new products. Beekeeping farm “Līgas medus” will purchase wax melting machine in cooperation with beekeepers from Estonia. Beekeepers from Estonia Heiki Kruusalu and Sergey Kozlov have learned the technology of processing pollen and bee bread from the experience of “Līgas medus”. “Līgas medus” have also created a new product – honey with juniper berries.
- The family enterprise “Bētras” in cooperation with the Finnish entrepreneur Piia Viljasuo have created a recipe for marmalade. Further on there will be lemon marmalade made in “Bētras”.

**Mapping of small entrepreneurs (a target group of this project) has been done in the area of 8 LAG's (partners of this international cooperation project). Information of all small entrepreneurs has been translated into English and is available in partnering countries which results into the better cooperation in the future;**

All regions have mapped their micro-enterprises and everyone interested in international cooperation, who participated in the project exchanges and fact-finding trips, can be found on the project's website. There are 113 companies on the site.

<https://seic.ee/entrepreneurs/>

The website will also continue to be an opportunity for all partner companies to find a new partner. Another focus of the website could be – informing local visitors about local products and services.

**At least 60 entrepreneurs have knowledge and motivation for export and/or future cooperation as a direct result of the exchange and/or study trips to other countries;**

50 entrepreneurs participated in the exchanges, and 145 people on study trips. Exchanges and study trips provided the following results for the participants: New friendships within the country and across borders. Inspiration and motivation to stay and work in countryside. Entrepreneurs became more familiar with each other and became more trusting of each other, which is an important basis to continue their cooperation independently of the project. Information about the study trips can be read on our website:

<https://seic.ee/latvian-entrepreneurs-are-brave-and-dreaming-big/>

<https://seic.ee/uudis/study-trip-in-estonia/>

<https://seic.ee/et/entrepreneurs-from-latvia-and-estonia-visited-their-colleagues-in-finland/>

**At least 10 young people have obtained courage for entrepreneurship in the countryside and are participating actively in local network(s). The reputation of rural entrepreneurship has improved among youth thanks to the international experience. In addition to the young people participating in this project, it should be noticed that many entrepreneurs in this project were also young.**

### **General impacts of the project**

Young people and next generation are involved in rural micro enterprises and motivated by international experience and new possibilities;

Better and more visible promotion of local food and local handicraft use in all possible aspects: everyday consuming, using in services and events, using in promoting and marketing of involved LEADER areas etc.; Better local and international cooperation between all organizations and people involved in the project (entrepreneurs, NGO-s), including 8 involved LEADER LAGs. Through a successful cooperation, new sustainable promotion services are created, which have better quality and help to improve sustainability of local rural entrepreneurs and NGOs.

#### 4. Plans for future cooperation (projects).

In cooperation, we will continue to work on the **web platform seic.ee**. The focus of this page is to support micro and small businesses in finding partners and new ideas. It is also a good tool for action groups to carry out study visits and business-related projects.

- If there are any technical problems, Arenduskoda will try to help.
- In these websites entrepreneurs can look for partners and have business-stories.
- LAGs will update information of their own and also information of entrepreneurs coming their area.
- All news will also update to seic.ee news.

Keeping the **Entrepreneurs' international exchange** model working. In Finland few LAGs have told that they are very interested about this project and that they are planning to have same kind of project at their own areas. So they will soon be contacting LAGs, at least in Estonia.

This project has shown, that this kind of co-operation between entrepreneurs, is needed. Traveling costs within Baltic countries and Finland aren't so high that they are the barrier to cooperation between entrepreneurs. Biggest problem is to find partner from a foreign country. LAGs can help entrepreneurs to find co-operation partners also after this project, because now LAGs have found a system how to work.

**LAGs will have skype meeting in November 2019.**

**LAGs will share idea of this project to new areas.**

The annex 2 gives an overview of the expectations of entrepreneurs for Leader projects in future. The list was made 26<sup>th</sup> January 2019, in Olustvere.



## Annex 1 Exchange partners 2016–2018

			Exchange time
1.	<p><b>Vana Sirge Küülik OÜ, Aive Niilo</b> Arenduskoda</p> <p><a href="mailto:aive.niilo@gmail.com">aive.niilo@gmail.com</a> 372 5037433 Kalme küla, Kuusalu vald Harju county Arenduskoda, Estonia</p>	<p><b>Homestay Erikasmäen Torppa, Isa Mårtens</b> <a href="mailto:isa.martens@ekami.fi">isa.martens@ekami.fi</a> 358 407727026 Miina Tuominen-Brinkas +358 500 700024</p> <p>Sepra, Finland</p>	<p><b>Raiseing rabbits</b> 24.–26.02.2017 5.–7.01.2018</p> <p>They continue to communicate <a href="https://seic.ee/soome-sepra-piirkonna-projektiosaliste-isa-martensi-ja-miina-tuominen-brinkase-kulaskaik-eestis-vana-sirge-kuulikutalus/">https://seic.ee/soome-sepra-piirkonna-projektiosaliste-isa-martensi-ja-miina-tuominen-brinkase-kulaskaik-eestis-vana-sirge-kuulikutalus/</a> <a href="https://seic.ee/vana-sirge-kuulikutalu-old-straight-rabbit-farm-visited-finland/">https://seic.ee/vana-sirge-kuulikutalu-old-straight-rabbit-farm-visited-finland/</a></p>
2.	<p><b>Kuusiku Naturafarm</b> Sirje and Rein Kuusik <a href="http://www.kuusikunaturefarm.ee/ENGindex.html">http://www.kuusikunaturefarm.ee/ENGindex.html</a> <a href="mailto:kuusikufarm@gmail.com">kuusikufarm@gmail.com</a> 372 5153573 Ama küla, Kadrina, Lääne-Virumaa</p> <p>Arenduskoda, Estonia</p>	<p><b>Majatalo Torppa</b> Pauliina Lunna and young <a href="http://majatalotorppa.com/">http://majatalotorppa.com/</a> <a href="mailto:majatalo@majatalotorppa.com">majatalo@majatalotorppa.com</a> 358 400500022 Mäenpääntie 144, 48720 Kotka Korkeakoski</p> <p>Sepra, Finland</p>	<p><b>Tourism</b> 31.10 – 3.11.2016 2.–5. 05.2017</p> <p>They continue to communicate! <a href="https://seic.ee/report-of-the-entrepreneur-exchange-trip-to-majatalo-torppa-finland/">https://seic.ee/report-of-the-entrepreneur-exchange-trip-to-majatalo-torppa-finland/</a> <a href="https://seic.ee/entrepreneurs-exchange-report-kuusiku-naturefarm-from-lahemaa-national-park-">https://seic.ee/entrepreneurs-exchange-report-kuusiku-naturefarm-from-lahemaa-national-park-</a></p>

			<a href="#">region-hosting-2- guests-from- south-east-of- finland/</a>
3.	<p><b>Arma Ratsatlu</b> Mare Klame and young <a href="http://www.armaratsatalu.ee/index.php?lang=en">http://www.armaratsatalu.ee/index.php?lang=en</a>  <a href="mailto:armaratsatalu@gmail.com">armaratsatalu@gmail.com</a> 372 53403806 Rurja küla Vihula vald Lääne-Virumaa  Arenduskoda, Estonia</p>	<p><b>Hyvinvoiva Hevonen</b> Sanna Puonti <a href="http://www.hyvinvoivahevonen.fi/index.html">http://www.hyvinvoivahevonen.fi/index.html</a> <a href="mailto:hyvinvoivahevonen@gmail.com">hyvinvoivahevonen@gmail.com</a> Hiiposenmäentie 33, Sivatti, Hamina  Sepä, Finland</p>	<p><b>Horses and tourism</b> 22.–24.05.2017 8.–10. 09.2017  They continue to work together. Arma farm makes Finnish-language packages, Hyvinvoiva hevonen will come to Estonia to train. <a href="https://seic.ee/visiting-arma-riding-farm-in-estonia/">https://seic.ee/visiting-arma-riding-farm-in-estonia/</a> <a href="https://seic.ee/ko-gemuste-vahetuse-reis-soome-22-24-5-2017/">https://seic.ee/ko-gemuste-vahetuse-reis-soome-22-24-5-2017/</a></p>
4.	<p><b>Jaanioja`s handicraft farm</b> (Jaanioja Mõis OÜ) Janika Saar <a href="http://www.jaanioja.ee/jaanioja@gmail.com">http://www.jaanioja.ee/jaanioja@gmail.com</a> +372 56470187 Jaanioja 2, Võsu, Lääne-Virumaa  Arenduskoda, Estonia</p>	<p><b>Trademark Hupakko</b> Jaana Klami <a href="mailto:jaana.klami@gmail.com">jaana.klami@gmail.com</a> +358 400666042  Sepä, Finland</p>	<p><b>Handicraft</b> 16.–19.04.2017 25.–28.08.2017  They continue to communicate, Finns are planning to bring the group to Estonia for handicraft training <a href="https://seic.ee/jaaniojas-exchange-trip-to-loviisa-finland/">https://seic.ee/jaaniojas-exchange-trip-to-loviisa-finland/</a> <a href="https://seic.ee/a-report-by-">https://seic.ee/a-report-by-</a></p>

			<a href="#">jaanioja-handicraft-farms-hostess-jaanika-saar-about-hosting-guests-from-finland/</a>
5.	<p><b>Anija Mõis</b>, Janne Kallakmaa  <a href="https://anijamois.ee/">https://anijamois.ee/</a>  <a href="mailto:anijamois@anija.ee">anijamois@anija.ee</a>  372 55534368</p> <p>LAG East-Harju Partnership Estonia</p>	<p><b>NGO Liel. Barons</b>  Zanda Zariņa  <a href="mailto:lielbarons@gmail.com">lielbarons@gmail.com</a>  +37128758947</p> <p>Lielupe Rural Partnership Latvia</p>	<p><b>Manor tourism</b>  11.–13.08.2018  5.–6.11.2018</p> <p>They continue co-operation  <a href="https://seic.ee/zanda-zarina-lielvircava-moisast-latist-kulaskaik-anija-moisa/">https://seic.ee/zanda-zarina-lielvircava-moisast-latist-kulaskaik-anija-moisa/</a>  <a href="https://seic.ee/et/anija-moisarahvas-kulastas-lielvircava-ja-abguntse-moisa-latis/">https://seic.ee/et/anija-moisarahvas-kulastas-lielvircava-ja-abguntse-moisa-latis/</a></p>
6.	<p><b>Vaksali Trahter</b> Ahto Neidek and young  <a href="http://www.onnela.ee/vaksalitrahter@gmail.com">http://www.onnela.ee/vaksalitrahter@gmail.com</a>  372 56506858</p> <p>Arenduskoda Estonia</p>	<p><b>SIA "Viesu Līči"</b>  Jolanta Jansone  <a href="mailto:senlici@inbox.lv">senlici@inbox.lv</a>  37 129 106 624</p> <p>Lielupe Rural Partnership Latvia</p>	<p><b>Tourism and catering</b>  26.–28.03.2018  19.–20.10.2018</p> <p>They keep contact  <a href="https://seic.ee/vaksali-trahteri-kulaskaik-lati-ettevottesse-senlici-hotelli-lielupe-koostooipiirkonda/">https://seic.ee/vaksali-trahteri-kulaskaik-lati-ettevottesse-senlici-hotelli-lielupe-koostooipiirkonda/</a>  <a href="https://seic.ee/et/sia-viesu-lici-inimeste-">https://seic.ee/et/sia-viesu-lici-inimeste-</a></p>

			<a href="mailto:kulaskaik-onnela-kulalistemajja/">kulaskaik-onnela-kulalistemajja/</a>
7.	<p><b>Vildi villa</b> (<a href="https://www.facebook.com/VildiVilla/">https://www.facebook.com/VildiVilla/</a>)</p> <p><a href="mailto:vildivilla.maia@gmail.com">vildivilla.maia@gmail.com</a> and phone 372 56273744 (Maia)</p> <p>LAG East-Harju Partnership Estonia</p>	<p><b>Klamilan Seutu RY</b> (<a href="http://klamila.fi/">http://klamila.fi/</a>)</p> <p><a href="mailto:klamilanseutu@pp.inet.fi">klamilanseutu@pp.inet.fi</a> Heli Varjakosken puh. +358 500 844547</p> <p>Sepira RY Finland</p>	<p><b>Community development and service</b></p> <p>26.–28.02.2018 7.–9.07.2018</p> <p>They will keep contact <a href="https://seic.ee/visiting-vildivilla-in-estonia/">https://seic.ee/visiting-vildivilla-in-estonia/</a></p>
8.	<p><b>Tori Jõesuu Siidri- ja Veinitalu</b> Karmo Haas, <a href="mailto:siidritalu@gmail.com">siidritalu@gmail.com</a> Phone 372 37256691744</p> <p>Green Riverland Partnership, Estonia</p>	<p><b>Aizputes vīna darītava</b> Mārtiņš Sants <a href="mailto:martins.sants@gmail.com">martins.sants@gmail.com</a> 37 126 397 949.</p> <p>Liepāja Partnership, Latvia</p>	<p><b>Wine and cider producers</b></p> <p>14.–16.02.2018 1.–3.03.2018.</p> <p>They keep contact <a href="https://seic.ee/entrepreneurs-get-new-ideas/">https://seic.ee/entrepreneurs-get-new-ideas/</a> <a href="https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/">https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/</a> <a href="https://seic.ee/uznemeji-gustjaunas-idejas/">https://seic.ee/uznemeji-gustjaunas-idejas/</a></p>
9.	<p><b>MTÜ Kogukonnakeskus ,</b> Katrīn Kull <a href="mailto:katrin@dreamers.ee">katrin@dreamers.ee</a></p> <p>Arenduskoda, Estonia</p>	<p><b>Farm "Ābelītes" Nils Beikmanis</b> <a href="mailto:nils.beikmanis@gmail.com">nils.beikmanis@gmail.com</a></p> <p>Lielupe Rural Partnership, Latvia</p>	<p><b>Wine and sider</b></p> <p>16. 02.2018</p> <p>They keep contact <a href="https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/">https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/</a></p>

10.	<p><b>Aleksandra Pohjala</b>  <a href="mailto:hienovaatturi@gmail.com">hienovaatturi@gmail.com</a>  <a href="http://www.haminanhywatasukkaat.fi/">http://www.haminanhywatasukkaat.fi/</a>  <a href="http://www.aleksandrapohjala.fi/">http://www.aleksandrapohjala.fi/</a>  Sepra, Finland</p>	<p><b>NGO Liel. Barons</b>  Zanda Zariņa  <a href="mailto:lielbarons@gmail.com">lielbarons@gmail.com</a>  +37128758947  Lielupe Rural Partnership  Latvia</p>	<p><b>Tourism</b>  6.–8.08.2018  3.–6.10.2018  They continue co-operation  <a href="https://seic.ee/visiting-zanda-zarina-in-jelgava-latvia-4-6-10-2018/">https://seic.ee/visiting-zanda-zarina-in-jelgava-latvia-4-6-10-2018/</a></p>
11.	<p><b>Klaara-Manni OÜ/Klaara-Manni Puhke- ja seminarikeskus</b> Katrin  and Kadi Ruumet  <a href="mailto:katrin@klaaramanni.ee">katrin@klaaramanni.ee</a>  +372 56457745  <a href="http://www.klaaramanni.ee/">http://www.klaaramanni.ee/</a>  Green Riverland Partnership,  Estonia</p>	<p><b>SIA EVI&amp;JO</b>  Evija Kopštāle  <a href="mailto:evija@lrp.lv">evija@lrp.lv</a>  +371 29119051  Liepaja Partnership, Latvia</p>	<p><b>Tourism and farming, local food</b>  14.–16.02.2018  1.–3.03. 2018.  They keep contact  <a href="https://seic.ee/entrepreneurs-get-new-ideas/">https://seic.ee/entrepreneurs-get-new-ideas/</a>  <a href="https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/">https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/</a>  <a href="https://seic.ee/uznemeji-gust-jaunas-idejas/">https://seic.ee/uznemeji-gust-jaunas-idejas/</a>  <a href="https://seic.ee/tris-pieredzes-apmainas-stasti/">https://seic.ee/tris-pieredzes-apmainas-stasti/</a></p>
12.	<p><b>Osuuskunta Heinämukka</b>  Piia Viljasuo  <a href="mailto:piia.viljasuo@gmail.com">piia.viljasuo@gmail.com</a>  +35840 7206692  Leader SEPRA, Finland</p>	<p><b>Farm "Bētras"</b>  Maija Grosa  <a href="mailto:maija.grosa@betras.lv">maija.grosa@betras.lv</a>  +37129375418  <a href="http://www.betras.lv/">http://www.betras.lv/</a>  Lielupe Rural Partnership,  Latvia</p>	<p><b>Berrys</b>  26.–28.02.2018  They will continue co-operation</p>

13.	<p><b>Takatalo ja Tompuri Oy</b> Mikko Suur-Uski <a href="mailto:mikko.suuruski@gmail.com">mikko.suuruski@gmail.com</a> +358 401626562</p> <p>Leader SEPRA, Finland</p>	<p><b>Veldi ja Tütred OÜ</b> Ulvar Veldi <a href="mailto:velditytred@gmail.com">velditytred@gmail.com</a> 372 56612001</p> <p>Arenduskoda, Estonia</p>	<p><b>Microbrevery</b></p> <p>2.–4.05.2018</p> <p>They keep contact</p> <p><a href="https://seic.ee/a-brewer-from-lahemaa-visited-a-brewer-in-finland/">https://seic.ee/a-brewer-from-lahemaa-visited-a-brewer-in-finland/</a></p>
14.	<p><b>Sofijas laivas</b> Turaida Seferis <a href="mailto:info@sofijaslaivas.lv">info@sofijaslaivas.lv</a> +0037129339677</p> <p>Liepaja Partnership, Latvia</p>	<p><b>Viis Aastaaega OÜ</b> Aivar Ruukel <a href="mailto:aivar.ruukel@gmail.com">aivar.ruukel@gmail.com</a> +372 5061896 <a href="http://eesti.soomaa.com/">http://eesti.soomaa.com/</a></p> <p>Green Riverland Partnership Estonia</p>	<p><b>Canoe boat rent and nature tourism</b></p> <p>23.–25.09.2018 27.–28.11.2018</p> <p>They will continue with co-operation work. <a href="https://seic.ee/sei-c-project-exchange-of-soomaa-com-and-sofijas-laivas/">https://seic.ee/sei-c-project-exchange-of-soomaa-com-and-sofijas-laivas/</a></p>
15.	<p><b>Miesai un garam (Latvian sauna)</b> Lienīte Vītiņa_Zustrupa <a href="mailto:miesaiungaram@gmail.com">miesaiungaram@gmail.com</a> +371 26858656</p> <p>Lielupe Rural Partnership, Latvia</p>	<p><b>Elujõud OÜ/Energia talu</b> Aivar Siim <a href="mailto:info@energiatalu.ee">info@energiatalu.ee</a> +3725106193 TIIU SIIM +372 518 5151 <a href="http://www.energiatalu.ee/EN/">http://www.energiatalu.ee/EN/</a></p> <p>Green Riverland Partnership Estonia</p>	<p><b>Sauna tourism</b></p> <p>1.–3.08.2018 3.–5.08.2018</p> <p>They continue with co-operation. <a href="https://seic.ee/wh-at-is-latvian-pirts-sauna/">https://seic.ee/wh-at-is-latvian-pirts-sauna/</a> <a href="https://seic.ee/energy-farm-visited-colleagues-in-latvia-miesai-un-garam/">https://seic.ee/energy-farm-visited-colleagues-in-latvia-miesai-un-garam/</a></p>

16.	<p><b>OÜ Karjamõisa</b> Enn Kuslap <a href="https://www.facebook.com/karjamoisaa/">https://www.facebook.com/karjamoisaa/</a> <a href="mailto:enn@karjamoisaa.ee">enn@karjamoisaa.ee</a> 372 5186428</p> <p>Green Riverland Partnership Estonia</p>	<p><b>SC Grand</b> <a href="https://scgrand.lv">https://scgrand.lv</a> Inese Melķe <a href="mailto:siascgrand@inbox.lv">siascgrand@inbox.lv</a> 37129341784</p> <p>Liepaja Partnership, Latvia</p>	<p><b>Meat products</b></p> <p>12.–14.09.2018</p> <p><a href="https://seic.ee/et/ati-lihatootlejad-karjamoisaa-lihatootuses-parnumaal/">https://seic.ee/et/ati-lihatootlejad-karjamoisaa-lihatootuses-parnumaal/</a></p>
17.	<p><b>Heiki Kruusalu, Mardikate OÜ</b>, Mardi talu, Kehra küla, Anija vald</p> <p><b>and Rünni Viri Harjumaa</b></p> <p>LAG East-Harju Partnership Estonia</p>	<p><b>Baiba Tikuma</b> <a href="mailto:batiprojekti@gmail.com">batiprojekti@gmail.com</a> 37 126 446 701</p> <p>Liepaja Partnership, Latvia</p> <p>And <b>Beekeeping farm "Līga medus"</b> Līga Pridāne <a href="mailto:ligasmedus@gmail.com">ligasmedus@gmail.com</a> 371 26189710</p> <p>Lielupe Rural Partnership Latvia</p>	<p><b>Beekeeping</b></p> <p>6.–8.11.2018</p> <p>They continue with co-operation</p> <p><a href="https://seic.ee/et/ati-mesindust-uudistamas/">https://seic.ee/et/ati-mesindust-uudistamas/</a></p>
18.	<p><b>Männituka talu – Männituka farm</b> Maiu Saare <a href="mailto:saaremaiu@gmail.com">saaremaiu@gmail.com</a> +372 53489965 milk farm, milk and cheese production</p> <p>Green Riverland Partnership Estonia</p>	<p><b>Heikkilän juustola</b>, small rural cheese factory, <a href="http://www.juustola.com">www.juustola.com</a> Annika Heikkilä <a href="mailto:heikkila@juustola.fi">heikkila@juustola.fi</a> <a href="tel:358443399904">358 443399904</a></p> <p>Pirkan-Helmi, Finland</p>	<p><b>Dairy farm, chees making</b></p> <p>24.–26.09.2018 They keep contact</p> <p><a href="https://seic.ee/et/mannituka-talu-kulastas-heikkila-juustutalu-soomes/">https://seic.ee/et/mannituka-talu-kulastas-heikkila-juustutalu-soomes/</a></p>
19.	<p><b>Kogukonnakeskus MTÜ</b> Katrin Kull <a href="mailto:katrin@dreamers.ee">katrin@dreamers.ee</a> 372 5092108</p> <p>Arenduskoda, Estonia</p>	<p><b>ZOOVILLA ZANE GUSTA</b> <a href="mailto:z.timbra@gmail.com">z.timbra@gmail.com</a> <a href="https://www.facebook.com/LavenderVillaLV/">https://www.facebook.com/LavenderVillaLV/</a> +371 25608806 "We are a family run lavender"</p>	<p><b>Herbs</b></p> <p>14.–16.02.2018 1.–3.03.2018.</p>

		<p>farm situated in Latvia, Grobina We have been growing lavender for 4 years.</p> <p>Liepaja, Latvia</p>	<p>They keep contact</p> <p><a href="https://seic.ee/entrepreneurs-get-new-ideas/">https://seic.ee/entrepreneurs-get-new-ideas/</a></p> <p><a href="https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/">https://seic.ee/lati-ettevotjad-kulas-rohelisel-joemaal/</a></p> <p><a href="https://seic.ee/uz-nemeji-gust-jaunas-idejas/">https://seic.ee/uz-nemeji-gust-jaunas-idejas/</a></p> <p><a href="https://seic.ee/tris-pieredzes-apmainas-stasti/">https://seic.ee/tris-pieredzes-apmainas-stasti/</a></p>
20.	<p><b>“Everol” Ltd.</b></p> <p>Recreation center “Tirelu stalli” (Stables of Tireli)</p> <p>Lielupe , Latvia</p>	<p><b>Ülearu horses and tourism farm</b></p> <p>Kaili Allmägi Ülearu 372 5099231 <a href="mailto:kailiallmagi@gmail.com">kailiallmagi@gmail.com</a></p> <p>Arenduskoda, Estonia</p>	<p><b>Horses</b></p> <p>30.10.-1.11.2018 29.–20.11.2018 They keep contact</p> <p><a href="https://seic.ee/hor-seriding-and-tourism-exchanges-between-estonia-and-latvia/">https://seic.ee/hor-seriding-and-tourism-exchanges-between-estonia-and-latvia/</a></p>
21.	<p><b>Lolita Duge`s "House of mint" –</b> <a href="http://www.visit.jelgava.lv/en/sightseeing/crafts-and-farms/item/3422-lolitas-duge-s-house-of-mint">http://www.visit.jelgava.lv/en/sightseeing/crafts-and-farms/item/3422-lolitas-duge-s-house-of-mint</a> <b>Lolita Duge</b> <a href="mailto:lolita.duge@inbox.lv">lolita.duge@inbox.lv</a> +371 26394062</p> <p>Lielupe , Latvia</p>	<p><b>Magasimaa farm</b> <b>Katrin Potter</b> <a href="mailto:katrin.potter@gmail.com">katrin.potter@gmail.com</a> <a href="http://www.magasimaa.weebly.com">www.magasimaa.weebly.com</a> tel.+372 56999573</p> <p>Arenduskoda, Estonia</p>	<p><b>Herbs</b></p> <p>26.–28.06.2018 21.–23.08.2018</p> <p>They continue with co-operation</p> <p><a href="https://seic.ee/adventure-at-lahemaa-lat-est-exchange-2018/">https://seic.ee/adventure-at-lahemaa-lat-est-exchange-2018/</a></p>

			<a href="https://seic.ee/food-beverages-history-estonians-and-latvians-successful-exchange/">https://seic.ee/food-beverages-history-estonians-and-latvians-successful-exchange/</a>
22.	<b>Piesta Kuusikaru farm</b> Küllli Eller 372 5089589 <a href="mailto:kylli@kuusikaru.eu">kylli@kuusikaru.eu</a>  Green Riverland Partnership Estonia	<b>Osuuskunta Heinämukka</b> Piia Viljasuo <a href="mailto:piia.viljasuo@gmail.com">piia.viljasuo@gmail.com</a> +35840 7206692  Leader Sepra Finland	<b>Berrys</b>  10.07.2018 They continue with co-operation
23.	<b>Piesta Kuusikaru farm</b> Küllli Eller 372 5089589 <a href="mailto:kylli@kuusikaru.eu">kylli@kuusikaru.eu</a>  Green Riverland Partnership Estonia	<b>Barndavini (Lvdestilati)</b> Jolanta Lapina, tel. +371 26544243.  Lielupe Rural Partnership Latvia	<b>Drinks</b>  07.2018 12.–14.08.2018  They continue with co-operation  <a href="https://seic.ee/esti-ja-lati-joogitootjate-koostoo-edendamine/">https://seic.ee/esti-ja-lati-joogitootjate-koostoo-edendamine/</a>
24.	<b>Osuuskunta Villapakka, (Villapakka Cooperative)</b>  Sanni Hallanvaara <a href="mailto:sanni.hallanvaara@gmail.com">sanni.hallanvaara@gmail.com</a> +358 400 828073 Carita Rantala <a href="mailto:osk.villapakka@gmail.com">osk.villapakka@gmail.com</a> / <a href="mailto:crantala@gmail.com">crantala@gmail.com</a> +358 400 987189  Linnaseutu Finland	<b>Murueit OÜ</b> Katti Muru, 372 5157 725 <a href="mailto:katti@murueit.ee">katti@murueit.ee</a> <a href="http://murueit.ee/">http://murueit.ee/</a> Address: Kesk tee 6, Ardu, Kose vald, HARJUMAA  LAG East-Harju Partnership Estonia	<b>Handigraft</b>  11.–12.10.2018  They continue with co-operation  <a href="https://seic.ee/et/murueit-kohtumas-hame-piirkonna-kasitooliste-ja-ettevotetega/">https://seic.ee/et/murueit-kohtumas-hame-piirkonna-kasitooliste-ja-ettevotetega/</a>
25.	<b>Lobimuseum</b> Andres Kaljusalu	<b>Barndavini (Lvdestilati)</b>	<b>Tourism</b> 26–28.06.2018

	Arenduskoda Estonia	Jolanta Lapina, tel. +371 26544243. Lielupe Rural Partnership Latvia	They keep contact <a href="https://seic.ee/adventure-at-lahemaa-lat-est-exchange-2018/">https://seic.ee/adventure-at-lahemaa-lat-est-exchange-2018/</a> <a href="https://seic.ee/food-beverages-history-estonians-and-latvians-successful-exchange/">https://seic.ee/food-beverages-history-estonians-and-latvians-successful-exchange/</a>
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## Annex 2

**A set of ideas that came from the participants at the final seminar 26. January 2019.**

### **What entrepreneurs expect from our LAGs**

- Regular local food days, organized by LAGs. Targeted to the local inhabitants, tourism providers and internal partners.
- Joint export support activities, proposed by LAGs.
- Mentoring the young and starting rural entrepreneurs (mentors from neighbour country`s rural regions).
- Organizing practical workshops to neighbour countries for the same type of businesses: like beekeepers, bakers etc.
- “Open-door days” events. In Estonia, in July, we have “Farmers` open-door days” events all over Estonia.
- Learning rural innovation through examples.
- There is still a need for a transnational cooperation project, managed by LAG.
- Feedback reports should be structured: a ready given structure from LAG, for example a study trip report etc.
- Regular study trips inside our own LAGs and to our neighbour LAGs.
- Supporting micro and small entrepreneurs with export information, for example partners meetings etc.
- Better links and contacts from LAGs about local news and more presentations of alternative enterprises.

- Introducing good examples to our neighbours.
- Introducing local culture. (Entrepreneurs need it when they want to export their products.)
- Fact-finding trips to export markets – Finland, USA...
- Business seminars – marketing, export, sales.
- Regular meetings with entrepreneurs.
- To help change entrepreneurs` thinking – from competition to cooperation.
- Zero waste.
- Advertising and presenting cooperation possibilities to local enterprises.
- Keeping this platform and network going.
- LAGs can try to influence the regulations.
- Adventure activities.
- Degustation-day trips.
- Problem solving, in order to find out what happens in the area.
- Less paperwork during a project (reports).
- How to write a project – help in all areas.
- Fun (transnational exchange).
- Information evenings.
- Info about new technologies.
- Brainstorming.
- Improving our language skills.



