

***ENTREPRENEURIAL LEARNING EXCHANGE INITIATIVE FOR SUSTAINABLE HOSPITALITY
SMEs IN THE BALKAN-MEDITERRANEAN REGION***

Subsidy Contract No. BMP1/1.3/2616/2017

Company name: Snail farm “ECO – TELUS”



Source: <http://ecotelusescargots.eu>

Country and region of operation: Balgarevo village, Kavarna, Bulgaria

Sustainability dimension: environmental, resource-efficient

Description of the enterprise/initiative: Started its operation on a total area of 5000 sq.m., the farm grows snails of the genus *Helix Aspersa Maxima* (Gros-Gris) applying the most popular method, consistent with the specific features of the area – the French (semi-intensive) method. The company is located 500 m from the Black Sea coast in an ecologically clean area with a moderate continental climate, growing snails for export and offering snail delicacies in the one of a kind snail restaurant on spot.

Social/ community impact sought: Raising the awareness of the community regarding the health benefits of consuming snails' products and creating a place where people can try snail delicacies and enjoy this type of experience

Stakeholders: locals and tourists

Approach: agro-tourism

Innovation: It is the first and only snail farm in Europe that has its own restaurant

Social impact and business results: Visitors can enjoy different types of snail delicacies, prepared with fresh products from the farm and in the company of glass of wine to immerse themselves in the cozy atmosphere of the Provencal style.

Moreover, the owners of the farm offer counseling to present and future farmers in both the complete design and building of a snail farm, and at the various stages of snail growing.

Financial situation / sustainability of the business model: The owners are striving to provide day after day the best conditions for the snails – high humidity, optimum temperature, strict hygiene and quality food. The combination of all these factors together with the constant care and control, guarantees the quality of the products.

“ECO – TELUS” –this combination of two words – “Eco” for clean and “Telus”, which is the name of an ancient goddess (Mother Earth), led by confidence that the natural resources in the area are most suitable for this purpose and are prerequisite for ecologically clean products.

Key success factors: Many factors influence the success of a snail farm. Selection of quality materials for the general construction in accordance with the needs of the snails, the weather, the cultivation technology and the quality of feed are just some of the necessary conditions for achieving high quality of production.

Challenges and problems: It took extensive research and many tests to create their own formula of natural ingredients for snail feed in order to achieve the excellent taste of the products.

Year of establishment: 2010

References (web-site, intent links, video, etc.): <http://ecotelusescargots.eu>

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