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

Subsidy Contract No. BMP1/1.3/2616/2017

**Joint Company Mentorship Training**

**for Sustainability Innovations in Hospitality**

Date: 16-18.10.2018

Venue: Varna

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| **16.10.2018** |
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| **Time** | **Agenda** | **Presenting** |
| *Moderators of the training sessions: Assoc. Prof. Maya Ivanova (VUM), Violeta Dimitrova (VUM), Angelina Deneva (CAHA) and Zornitza Rasheva (CAHA)* |
| **09:30 – 10:00** | **Registration of participants** *Conference room – Varna University of Management – floor 4* |  |
| **10:00- 10:40** | **Opening and Welcome.****HELIX Project presentation.** | **Assoc. Professor Todor Radev, PhD** Rector of VUM**Tzvetalina Genova**Project Manager |
| **10:40 – 11:30** | **Sustainable development of the hospitality sector. Problems and challenges. Potential for improvement.** | **Assoc. Professor Maya Ivanova, PhD** VUM |
| **11:30 – 11:50** | **Coffee break** |
| **11:50-12:30** | **Mentorship as a tool to upgrade company’s sustainability. Mentorship programs - development, implementation, evaluation and result assessment.** | **Angelina Deneva**CAHA |
| **12:30 - 13:30** | **Lunch**  |
| **13:30 – 14:15** | **Mentoring in practice. Successful mentoring programs. Scope, dimension, outcome and results.** | **Silvia Stumpf**Chairman of MB, Varna Business Agency and CAHA expert |
| **14:15 – 14:45** | **Innovations for sustainability in alternative tourism.** | **Zornitza Rasheva**CAHA |
| **14:45 -15:10** | **Coffee break**  |
| **15:10– 15:50** | **Sustainable development of culinary sector.** ***/Culinary Demonstration of sustainable innovative technologies/*** | **Chef Hugues Boutin**Culinary Arts Institute at VUM |
| **15:50 – 16:30** | **Sustainable practices in rural tourism** | **Irina Petkova** VUM |
| **16:30 – 17:00** | **Technological innovations for sustainability in hospitality.** | **Hristo Yanev**Guest lecturer of VUM |
| **17:00 – 17:30** | **Discussion**  |  |
| **18:30**  | **Dinner***Restaurant Rosstel or another one close by* |

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| **17.10.2018**Field trip for first-hand presentation of Good practices of sustainability innovations in hospitality |
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| **09:00** | **Meeting in front of VUM** |  |
| **09:00- 10:30** | **Trip to Balgarevo village** |  |
| **10:30 – 11:30** | **Visiting “ECO – TELUS” snail farm and “ESCARGO” snail restaurant. Innovations and added value of hospitality enterprises.** | **Pencho Petkov** Owner |
| **11:30 – 12:00** | **Coffee break** |  |
| **12:00 – 12:45** | **Trip to BlackSeaRama Golf & Villas, Balchik** |  |
| **12:45- 13:45** | **Lunch - BlackSeaRama Golf & Villas** |  |
| **13:45 – 14:45** | **BlackSeaRama Golf & Villas – Innovations and sustainable development politics. Tourism in protected areas.** | **Pavel Georgiev**Deputy Manager of BSR |
| **14:45 – 16:00** | **Trip to Varna** |  |
| **16:00 - 16:30** | **Welcome and Coffee break at Health Food Restaurant “Angel’s”, Varna** |  |
| **16:30 – 17:15** | **Local, seasonal, organic, vegetarian and vegan food for enhanced sustainability.** *Health Food Restaurant Angel’s* | **Iskra Panayotova**Manager |
| **19:30** | **Presentation and demonstration of innovative serving techniques and dinner***Restaurant Bodega* |  |
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| **18.10.2018**  |
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| **Time** |  **Agenda** | **Presenting** |
| *Moderators of the training sessions: Assoc. Prof. Maya Ivanova (VUM), Violeta Dimitrova (VUM), Angelina Deneva (CAHA) and Zornitza Rasheva (CAHA)* |
| **10:00 – 10:30** | **Welcome and registration with Coffee break***Perla Conference room, Hotel AQUA, Varna* |  |
| **10:30- 11:15** | **Innovations and digitalization in hospitality for costs optimization and creation of opportunities for sustainable development.** | **Pavlin Kosev**Varna Association of Restaurant and Hotel Owners |
| **11:15 - 12:00** | **Cluster structures as a hospitable environment for joint mentoring** | **Violeta Dimitrova**VUM  |
| **12:00– 13:00** | **Lunch** *Aqua Hotel* |  |
| **13:00 – 15:00** | **Debriefing sessions, awarding certificates** | **HELIX project team** |
| **15:00** | **Walking tour reviewing sustainable hospitality sites in Varna** | **HELIX project team** |
| **19:00 – 19:30** | **Industrial beverage production as tourist attraction and part of dining experience.***Black Sheep Brewery* | **Tanya Zlateva** Manager |
| **19:30** | **Dinner – Black Sheep Brewery Restaurant** |  |

The training takes place within a project***„ENTREPRENEURIAL LEARNING EXCHANGE INITIATIVE FOR SUSTAINABLE HOSPITALITY SMEs IN THE BALKAN-MEDITERRANEAN REGION“*** Contract № BMP1/1.3/2616/2017, co-funded by the European Union and National Funds of the participating countries.

*More information about the project you can find on this web-page:*

**http://** **helix-balkanmed.eu/**