

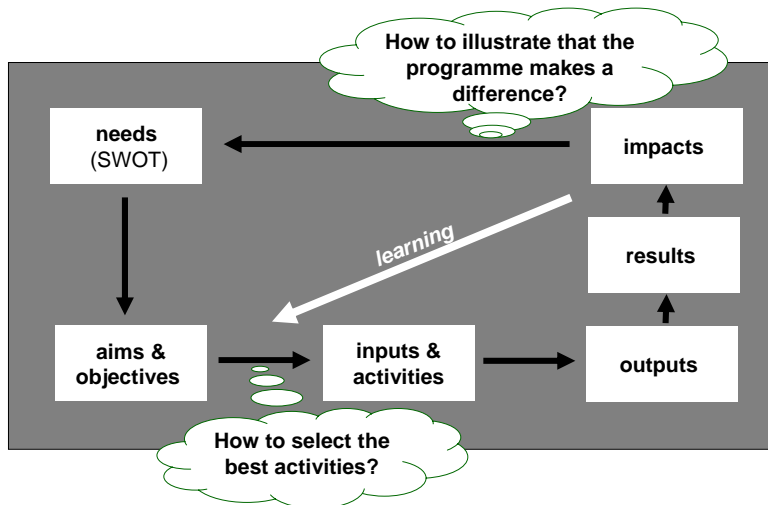
Potentials for Territorial Cooperation with Western Balkans
19 – 20 April 2010, Maribor, Slovenia

Can We Prove the Added Value of Territorial Cooperation?

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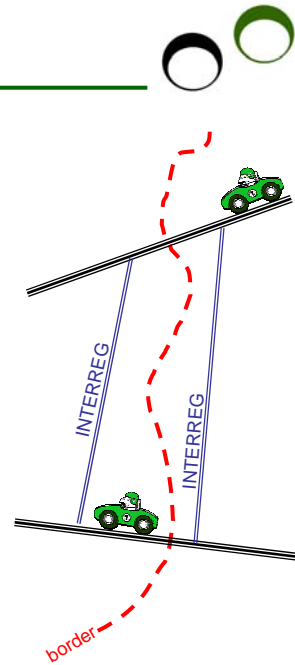
Programmecycle



→ What is the main added value of the programme?

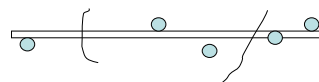
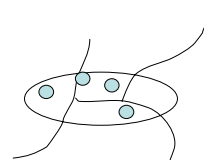
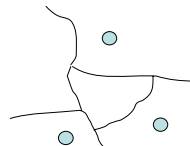
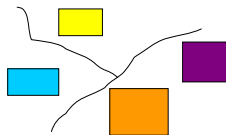
Added value of co-operation

- More effective solutions to problems
- Avoid duplication of work
- Reduce isolation of border regions
- Contribute to integration

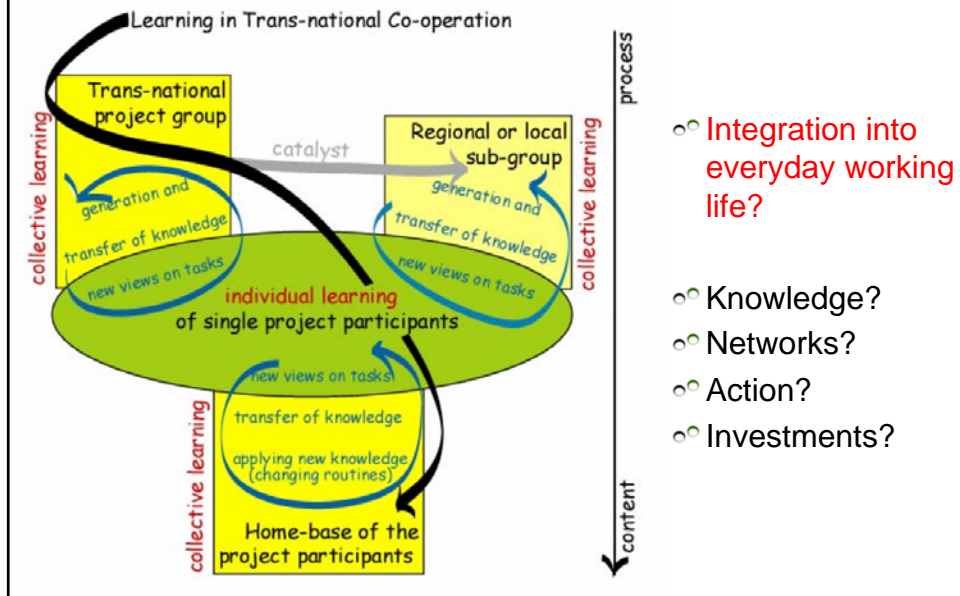


Which type of cooperation ?

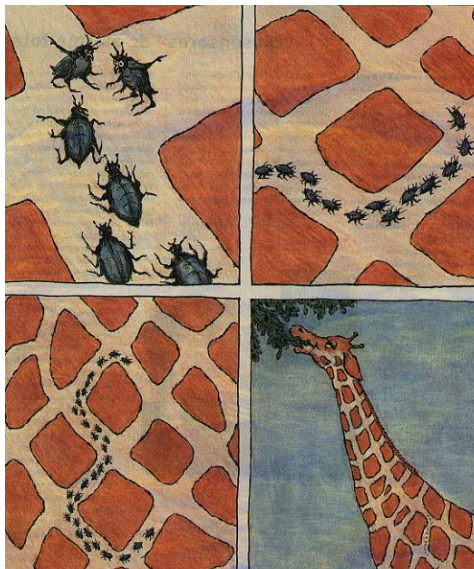
Similar challenges?
Joint challenges?



Which type of added value?



Added value at which level?



- Programme level?
- Regional level?
- Local level?
- Project level?

Added value for whom?



- Administration?
- Population?
- Visitors?
- Companies?
- Project participants?



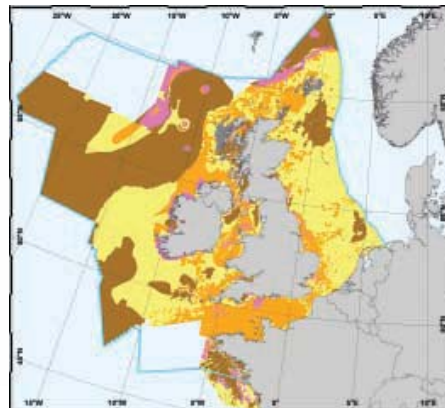
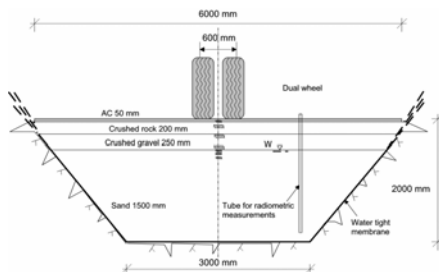
Cross-border air-rescue service between Germany & Denmark

Added value for one or for all?



- For all countries?
- For all participants?
- For one?

One for all or all for one?



When can we see the added value?



- How long may the delay be until the added value occurs?
- Short term or long term effects?
- Focus on added value of project results or even on side effects?



How long is the added value to stay?



- "Once off" added value?
- Eternal / continuous added value?
- What happens when the project is finalised ?



What to do

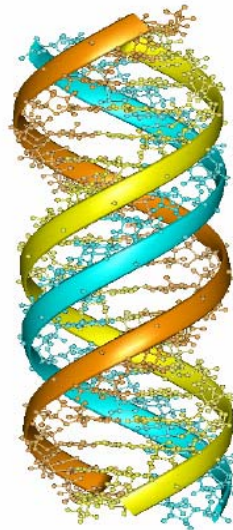


- o similarities
 - geographical communalities / complementarities
- o Territorial co-operation
 - similar or joint efforts?
 - regional sub-projects stand for the content
 - risk of independent sub-projects
- o Interdisciplinary co-operation
 - similar problems but different systems
 - communalities in the team
 - concrete, practical tasks
- o Individual & organisational learning
 - indirect organisational benefits
 - personal skills and confidence
- o Integration of the project in the everyday work / life
 - broad spectrum of experience
 - personal dimension of co-operation
 - territorial positioning (profile)

Conclusions & questions



- o Success factors
 - Local success !
 - Differences as opportunities !
 - Integration in a larger context !
 - Integration into daily work !
 - Cooperation added value in 3 words !
- o Questions
 - What type of cross-border situation ?
 - What type of added value ?
 - Added value at what level ?
 - Added value for whom ?
 - Added value for one or for all ?
 - When to see the added value ?
 - How long to see the added value ?



Risk capital

There is no guarantee!



Should I give money to somebody who wants to fold a piece of paper to carry water in it?

failed partnership – weak lead partner – changing framework conditions – overambitious project idea – bad timing – difficulties in co-funding – simply bad planning ...

Some things to think about

- **What do YOU want to achieve?**
(e.g. which type of added value)
- **What is needed for the region?**
(e.g. type of indicators)
- **What determines a good project?**
(e.g. key factors for added value)
- **What can YOU learn from experience?**(e.g. last period, other programmes)
- **How can YOU make sure YOU keep on learning?**
(e.g. monitoring / indicators)



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Thank you very much for your attention!

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