# **EXCOVER**

EXPERIENCE, DISCOVER & VALORISE HIDDEN **TREASURE TOWNS AND** SITES OF THE **ADRIATIC AREA** 









LIRA DEVELOPMENT AGENCY OF LIKA-SENJ COUNTY

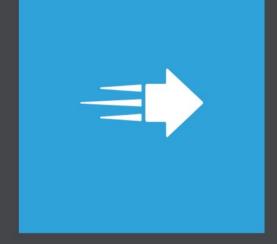
Andrija Brkljačić

Kick-Off Meeting | Karlovac | 12.03.2019



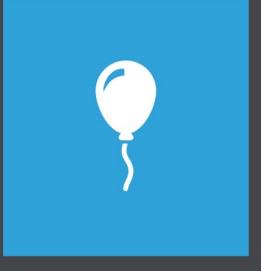
## Project in Pills

### **EXCOVER**



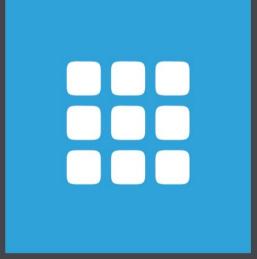
Experience, Discover & Valorise Hidden Treasure Towns and Sites of the Adriatic Area

Tourism, Cultural and Natural Heritage



EUR 2.474.876,05

ERDF Funding € 2.103.644



13 partners

4 Croatian and 9 Italian



30 months

01 January 2019 - 30 June 2021



### **Project Partners**

- LP DEVELOPMENT AGENCY OF LIKA-SENJ COUNTY - LIRA
- PP1 UNIVERSITY OF ZADAR
- PP2 PRIMORJE-GORSKI KOTAR COUNTY
- PP3 DEVELOPMENT AGENCY OF KARLOVAC COUNTY KARLA
- PP4 UNION OF MUNICIPALITIES OF CARNIA
- PP5 ALMA MATER STUDIORUM UNIVERSITY OF BOLOGNA
- PP6 UNIVERSITY OF UDINE
- PP7 MUNICIPALITY OF RIVE D'ARCANO
- PP8 DELTA 2000 CONSORTIUM
- PP9 MUNICIPALITY OF CAMPOBASSO
- PP10 INTERREGIONAL PARK AUTHORITY SASSO SIMONE E SIMONCELLO
- PP11 TERRE DEL PIACERE
- PP12 MUNICIPALITY OF PREDAPPIO







#### Context

- Tourism flows in the Adriatic Region are not homogeneously distributed over time (overconcentration during summers) and among territories.
- In Italy and Croatia, many small towns with very relevant historical, cultural and natural heritage assets, are visited by a little number of tourists, because many people do not know them yet





#### **Main Constraints**

This improper exploitation of the local assets, notwithstanding constantly growing investments by communities, is strictly connected to the lack of:

- satisfactory local tourist supply chains, unable to provide a satisfactory tourist experience,
- marketability of these destinations





#### Main Goals of EXCOVER

- contribute to a better territorial and seasonal distribution of tourist flows in Croatia and Italy, still over-concentrated on some areas along the coasts and some art cities
- 2. identify innovative ways for solving identified constraints for tourism development of small towns with relevant local assets but with poor tourist flows





### **Project Approach**

- Activating and implementing a totally new regional tourist development process in the tourism industry: only now, technology, development and social acceptance of sharing economy permits the creation of a Tourist Supply Chain based on resources underused owned by "ordinary" residents in the little towns of the project.
- For the first time the early stages of a tourism development process do not need heavy investments, money and space consuming in tourist facilities





### **Key Words**

- Tourism Supply Chains
- Sharing Economy Platforms
- DMC / Destination
   Management Companies
- Cultural and Natural Heritage
- EXCOVER Transnational Networks
- SWOT and Reputation Analysis
- Positioning Strategy
- Web Promotion
- Tourism Products and Packages







#### **WORK PACKAGES**



WP 0 - Project Preparation



WP 1 - Project

Management and
coordination of
activities



WP 2 - Project
Communication and
Capitalization activities



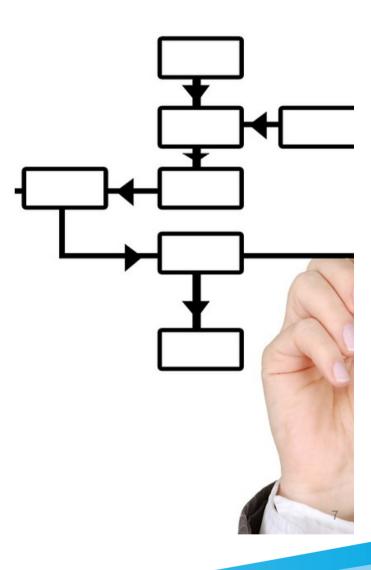
WP 3 - SWOT and Reputation analysis



WP 4 - Widespread
Welcoming:
local heritage &
hospitality
through alternative &
sustainable tourism
products



WP 5 - Tourist Supply Chain, DMC and Web Promotion







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