

Enlargement

An opportunity for business



BOSMIP (Business Organisations as Single Market Integration Players) is a programme financially supported by the European Commission and managed by UNICE (Union of Industrial and Employers' Confederations of Europe). Its objective is to strengthen horizontal business federations in the acceding countries from Central and Eastern Europe through partnership with EU member federations involving transfer of know-how and experience. UNICE-BOSMIP brings together business organisations from 17 countries. It runs for 18 months between June 2003 and December 2004.



UNICE-BOSMIP reinforces business federations in the acceding countries to deliver first-class services to their members.

“Enlargement creates the world’s biggest single market ... ”

On 1st May 2004, the European Union will enlarge with ten new members, increasing the number of member states from 15 to 25. Enlargement creates the world’s biggest single market with a population of almost 500 million and 20% of world trade. The accession of another ten member states is a historic event that will have a significant impact on most areas of European society. European business is a strong supporter of enlargement because it is a unique opportunity to spread stability, sustainable economic growth and welfare across Europe. Companies embrace enlargement as a tremendous opportunity to do business.

“Business federations in the European Union are key players in the political process”

Business federations in the European Union are key players in the political process – in member states as well as at European level through UNICE. Federations approach governments and other organisations to promote the interests of companies. National federations are organised to cover a wide range of industry-related matters in the national arena. At European level, UNICE is the voice of business. UNICE actively covers all areas of Community competence that influence the international competitiveness of companies. Additionally, it has been instrumental in developing the social dialogue with trade union partners.

A significant proportion of companies in the current member states are members of the business federations in their home country. Often, they are also members of a sectoral federation, which, in turn, is a member of the national business federation. This allows these federations to speak with one voice in a representative way, which cannot be disregarded by governments and other influential groups in society.

Representing a broad cross-section of companies creates the credibility which is needed to advocate the interests of business.



“It is of vital importance that companies in the new member states, like companies in the present Union, join their federations to promote the interests of business”

The share of companies in the acceding countries that are members of the business federation is smaller than the share in the current member states. One of the reasons for that can be found in historical developments. Industry has largely been linked to government, and for this reason there has been less need for the type of independent business organisation that today plays a crucial role in the European Union.

With enlargement and full participation in European Union policies, it is absolutely essential that the voice of business in the acceding countries becomes stronger. That will be the case when a large number of companies in a country speak with only one voice through their business organisation and, therefore, act in a concerted way. It is of vital importance that companies in the acceding countries, like companies in the present Union, join their federations to promote the interests of business.

“UNICE-BOSMIP aims at reinforcing business federations in the acceding countries to face the challenge of enlargement”

If business organisations want to attract new members and become more representative of business, they have to offer useful and efficient services to companies. For this reason, UNICE and its member federations in the EU and the acceding countries have launched the UNICE-BOSMIP programme. UNICE-BOSMIP stands for “Business Organisations as Single Market Integration Players”, and aims at reinforcing business federations in the acceding countries to face the challenge of enlargement. Through a series of seminars, it will transfer know-how and experience from the EU federations to their partners in the acceding countries. Its goal is to assist the federations in the new member states in providing as good a service to their members as EU federations do.



UNICE-BOSMIP notably:

1. familiarises business federations in the acceding countries and their members with relevant parts of the *acquis communautaire* and disseminates experience about its implementation (examples: social affairs, internal market, environment and taxation)
2. reinforces the capacity of business federations to deliver adequate services to their members (for example in EU lobbying and EU project management)

The expected results of UNICE-BOSMIP are to:

- allow business to support the reform process under way
- enable federations to contribute to the legislative process and the formation of economic policy
- create business and development opportunities for individual member companies
- improve information and advisory services to individual member companies
- reinforce federations as social partners

UNICE-BOSMIP was launched in June 2003 and offers a series of seminars through the ensuing 18 months. The seminars can be divided into two groups:

Training the trainers

The first round of the seminars takes part in different cities in the present European Union. These seminars are designed and implemented by the federations in the current member states in close cooperation with the federations in the acceding countries. The seminars prepare experts from these business federations for their subsequent role as advisers and trainers within their federations on specific issues. The seminars will focus on the following subjects:

- Capacity Building
- Competition Policy and Taxation
- Environment
- Intellectual Property Rights
- Internal Market
- Public Procurement
- Social Affairs

Dissemination of Information

In the second round of seminars, the experts who were trained in the first round disseminate their acquired know-how and experience in their home countries. Seminars will be held in each of the acceding countries. The federations in the acceding countries arrange these seminars with support from federations in the existing member states. Companies are offered the opportunity to share information and experience on subjects related to the *acquis communautaire*. They may also benefit from advisory and coaching services from their federations.

“UNICE-BOSMIP is based on a partnership”

UNICE-BOSMIP is based on a partnership between eight EU federations – Austria, France, Germany (two federations), Greece, Italy, the Netherlands and Spain – and ten federations in the acceding countries – Bulgaria, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia and Slovenia. UNICE-BOSMIP is a Phare BSP II project (Business Support Programme) and is supported financially by the European Commission (80%) and co-financed by business federations (20%).



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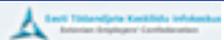
Facts & Figures

Country	Capital	Population in millions (2002)	GDP at current prices (EUR bn)*	GDP per capita at current prices	GDP annual percentage change (2002)	Inflation rate in % Dec 03/Dec 02	General government balance (2002)	Unemployment rate in % (2002)	Currency	Exchange rate against EUR (2003)
Austria	Vienna	8.1	218.3	27 000	1.4	1.3	-0.2	4.3	Euro (EUR)	-
Belgium	Brussels	10.3	260.0	25 200	0.7	1.7	0.1	7.3	Euro (EUR)	-
Bulgaria	Sofia	7.8	16.6	2 100	4.8	-	-0.7	18.1	Lev (BGL)	1.95
Cyprus	Nicosia	0.8	10.7	13 400	2.0	2.2	-3.5	3.8	Cyprus Pound (CYP)	0.58
Czech Republic	Prague	10.2	73.9	7 200	2.0	1.0	-7.1	7.3	Czech Koruna (CZK)	31.8
Denmark	Copenhagen	5.3	183.7	34 700	2.1	1.2	1.9	4.5	Danish Krone (DKK)	7.43
Estonia	Tallinn	1.4	7.1	5 500	6.0	1.2	0.9	9.1	Estonian Kroon (EKK)	15.65
Finland	Helsinki	5.1	139.7	27 400	2.2	1.2	4.2	9.1	Euro (EUR)	-
France	Paris	59.3	1520.8	25 600	1.2	2.4	-3.1	8.8	Euro (EUR)	-
Germany	Berlin	82.4	2110.4	25 600	0.2	1.1	-3.5	8.6	Euro (EUR)	-
Greece	Athens	10.9	141.4	13 000	3.8	3.1	-1.2	10.0	Euro (EUR)	-
Hungary	Budapest	10.1	69.9	6 900	3.3	5.6	-9.2	5.6	Forint (HUF)	253.6
Ireland	Dublin	3.9	129.3	33 200	6.9	2.9	-0.2	4.4	Euro (EUR)	-
Italy	Rome	56.9	1258.3	22 100	0.4	2.5	-2.3	9.0	Euro (EUR)	-
Latvia	Riga	2.3	8.9	3 900	6.1	3.5	-3.0	12.8	Latvia (LVL)	0.64
Lithuania	Vilnius	3.5	14.7	4 200	6.7	-1.3	-1.7	12.3	Litas (LTL)	3.45
Luxembourg	Luxembourg	0.4	22.3	55 800	1.3	2.4	2.4	2.8	Euro (EUR)	-
Malta	Valletta	0.4	4.1	10 300	1.2	-	-6.2	7.4	Maltese Lira (MTL)	0.43
Netherlands	Amsterdam	16.1	444.6	27 600	0.2	1.6	-1.6	2.7	Euro (EUR)	-
Poland	Warsaw	38.2	199.8	5 200	1.4	1.6	-3.9	19.9	Zloty (PLN)	4.40
Portugal	Lisbon	10.3	129.7	12 600	0.4	2.3	-2.7	5.1	Euro (EUR)	-
Romania	Bucharest	21.9	48.4	2 200	4.9	21.5	-	7.0	Leu (ROL)	37 550
Slovakia	Bratislava	5.4	25.2	4 700	4.4	9.5	-7.2	18.6	Slovak Koruna (SKK)	41.50
Slovenia	Ljubljana	1.9	23.3	12 300	2.9	4.7	-2.3	6.0	Tolar (SIT)	234
Spain	Madrid	40.4	696.2	17 200	2.0	2.7	0.1	11.3	Euro (EUR)	-
Sweden	Stockholm	8.9	255.4	28 700	1.9	1.8	1.3	4.9	Swedish Krona (SEK)	9.12
United Kingdom	London	58.9	1656.9	28 100	1.7	1.3	-1.5	5.1	British Pound (GBP)	0.69

* 2002 average exchange rate

Source: European Commission - Economic forecasts autumn 2003 Eurostat.

UNICE - BOSMIP participants

Country	Flag	Federation	Logo
Austria		IV	
Bulgaria		BIA	
Czech Republic		SP CR	
Estonia		ETTK	
France		MEDEF	
Germany		BDA - BDI	
Greece		SEV	
Hungary		MGYOSZ	
Italy		Confindustria	
Latvia		LDDK	
Lithuania		LPK	
Netherlands		VNO - NCW	
Poland		PKPP	
Romania		CPR	
Slovak Republic		AZZZ SR	
Slovenia		AES	
Spain		CEOE	