



British Embassy
Sofia



British Bulgarian Business Association

BBBA Vision

To be the leading organization that makes the United Kingdom the major Bulgarian trade and investment partner and stimulates Bulgarian business development in the UK.



MISSION STATEMENT

We add value to members by increasing United Kingdom/Bulgarian business activity.

BUSINESS AIMS

- to increase trade and investment activity between the United Kingdom and Bulgaria;
- to facilitate business relationships, economic development and sharing of knowledge for the benefit of both countries and the growth and success of BBBA members];
- to be the first place to look for help when planning United Kingdom/ Bulgarian business;
- to upgrade the knowledge and skills of members;
- to be self-funding.

OBJECTIVES

- To increase paid membership of BBBA to one hundred and fifty by September 2015 and thereafter as directed by the Board.
- To maintain an overall approval rate of the content of BBBA meetings of at least 80% as measured by post meeting forms or online questionnaires.
- To hold a minimum of ten "business related" meetings per year excluding any social events. To maintain market intelligence and focus of the meetings according to the surveyed needs of BBBA members.
- To respond to enquiries to BBBA from members and non-members within one working day 90% of the time and to initiate activity to answer to these enquiries within three working days, 85% of the time.
- To have no more than 10 % of membership fees and membership renewal fees outstanding at any time.
- To record and maintain a database of all problems related to business, encountered by members and those making enquiries to BBBA and presenting these to the relevant government bodies at least twice a year.
- To set up by October 2015 a database of business related data and information within the BBBA offices including annual official statistics for BG and UK, Guides to National and local



business exhibitions, business directories, profiles of BBBA members etc. and to maintain an up to date database

- To develop and implement a Code of Ethics for all business activity between members of BBBA and business activity carried out by members in Bulgaria or the UK within three months of BBBA commencement.
- Before the end of 2015, the BoD to devise and set realistic quantitative targets for increase in total trade and foreign investment between UK and Bulgaria.
- Before the end of 2015, the BoD to have a strategy for utilization of EU funds for the benefit of furthering the objectives of BBBA.
- To maintain close liaison with other European Bi-lateral Chambers of Commerce and establish common policies and common grounds.

MEMBER OF COBCOE

- BBBA is a Quality Standard Certified Chamber of COBCOE (Council of British Chambers of Commerce in Europe (COBCOE)), and we abide by the common principles, namely:

ENGAGE, TRUST, SUSTAIN, SUPPORT

COBCOE and BBBA common objectives as applicable to the Bulgarian environment:

- An active and relevant representative function: representing the views of members in respect of the business climate and applicable legislative changes to government;
- Continuing to develop a range of relevant events: business, educational, access, networking;
- Provider of diverse and wide-ranging added value informational, promotional and marketing platforms and tools for members;
- A central bank of information concerning trade and investment opportunities in markets;
- A wide reaching network of cross-border trade and investment opportunities for members with the assurance that support is available inter-network through sister chambers across



MEMBER BENEFITS

Investment in the British Bulgarian Business Association is an investment in Members' business and in British Bulgarian Economic Relations.

Membership benefits include:

- Credibility – use of association logos on your materials
- Visibility & Recognition – increase exposure through business listings and association referrals.
- Networking through regular association events
- Information & Resources via association communications
- Advocacy through the Association's work with other national trade bodies
- Preferred pricing for fellow members' products and services
- Marketing & Sponsorship opportunities through targeted association sponsorship

Up-coming Membership benefits will also include:

- Professional Market overviews
- Research and analysis
- Business partner listings
- In-market visits, missions and events
- Competitor and price point analysis
- Legal, logistic and linguistic support

When you join the British Bulgarian Business Association you gain an energetic partner dedicated to helping you and your business succeed and sustain.



BENEFITS IN DETAIL

Credibility

- Illustrate our recognition of your business by displaying your membership certificate
- Include the Association logo on your materials

Visibility & Recognition

- Increase business exposure through a business listing on <http://www.bbba.bg> with a direct link to your Web site
- Share your company news in the BBBA website
- Be recognized by events that applaud leaders and outstanding businesses in Bulgaria
- Get exclusive referrals to enquiries received by Association staff

Professional Development & Networking

- Establish business relationships at networking events held at least once a month
- Receive invitations to Association events at special member pricing

Information & Resources

- Stay informed of Association events and news initially through email and website
- Get updates from senior staff on Association services, advocacy and initiatives
- Work through other bi-lateral chambers, and business organizations to benefit from a unified voice advocating for business-friendly legislation at state level
- Be assured that your interests are covered through monitoring of public policy issues impacting business
- Meet and network with elected officials during legislative receptions and visits

Marketing & Sponsorship

- Build your company image by sponsoring economic development, member services, public policy initiatives and events
- Increase your exposure through advertising opportunities on the Association Web site
- See more at: <http://www.bbba.bg>



MEMBERSHIP CATEGORIES

Classes of Membership

Business - *a Business member is defined as a business entity:*

- British companies (or companies with British interests) based in Bulgaria
- International Bulgarian Companies with British management teams
- British companies not necessarily based in Bulgaria, but with substantial business interests in Bulgaria (e.g. those involved in the export of goods and services to Bulgaria)
- Bulgarian companies with interest in trade and other commercial activities with the UK, and in particular where such activities generate value to the UK through employment, taxation and the like
- Bulgarian entities whose membership of BBBA would contribute value and status to the organisation

Organisation - *a charitable, not-for profit organisation*

- Learned, diplomatic, philanthropic and professional organisations at the Board's discretion

Individual members

- Individual members at the Board's discretion
- Retired members of the British business community at the Board's discretion
- Honorary members at the Board's discretion



MEMBERSHIP FEES

1. Members with a subscription based on number of employees in Bulgaria, as follows:

- 1-5 Employees (in country): BGN 400
- 6 – 50 Employees (in country): BGN 900
- More than 50 Employees (in country): BGN 1700

(The definition of 'in country' meaning 'being located in the territory of Bulgaria')

2. Not-for-profit organisations: BGN 500

3. Individual members: BGN 400

4. Foreign legal entities: BGN 500

5. Provincial members for those located over 50kms out of Sofia which precludes the possibility of regular meeting attendance – at a reduced subscription (*25% reduction on the defined fees*)

Membership Services available

Make New Business Contacts and Raising Member profile

Networking at Association events puts the member in touch with new customers, clients, peers and vendors. Association events offer members multiple opportunities to make new contacts and secure new business.

Market Members' Products and Services

Members may promote their business in the Member to Member Marketplace (M2M) which will be members' opportunity for both finding and providing special offers.

Get Timely Business Information

The Association Business Directory offers members at-a-glance access to member-business information, listing members by industry type and key contact name. Association members also gain access to any study papers, review, research papers, and access and participate in the Association Events Online Calendar.

Gain a Voice in Government

Initially in association with other bi-lateral chambers and business organisations the BBBA is dedicated to providing lobbying services at municipal and state level on behalf of members, regarding those issues identified as important to its members.



APPLICATION

BBBA Membership Application Form

Full name of company or individual

Type of Enterprise

Number of Employees in Bulgaria

Registered Address

Correspondence Address (if different from above)

Company Invoice Details (if applicable):

Address:

Representative (МОЛ):

*ID(БУЛСТАТ) №
VAT (ДДС) №*

Industry Sector (see list below)

Telephone number (country code-local code- number)

Website:

Authorised person (name/position)

Telephone number (country code-local code- number)

Email

Other

Details of main contact with BBBA (if different from above):

Name and position

Telephone number

Email

Membership Category Applied (please indicate)

Membership Category

Membership Fee

The annual membership fee entitles you to membership in the Association for the coming 12 months. The membership start date is considered as of first of the month following approval of an application by the BBBA Board of Directors. New members are sent formal letters of acceptance. Applicants for membership are kindly requested to make payment upon receipt of the formal letter of acceptance. Membership becomes effective after payment of the initial membership dues.

By signing this application, the applicant confirms that it is aware of all legal rights and obligations associated with membership in the British Bulgarian Business Association in Bulgaria. Members shall aim to fulfil the purposes of the Association, and shall fully comply with the requirements of the Statutes of the British Bulgarian Business Association and with Bulgarian law.

Full Name & Title

Signature

Date



Please detach and complete the application form, and submit by email to [office @bbba.bg](mailto:office@bbba.bg), or by mail to BBBA, 14 Tsar Osvoboditel Street, Sofia, 1000, or download and fill the application form on the website www.bbba.bg

INDUSTRY SECTORS

| | | |
|-------------------------------|----------------------------------|---|
| • Agriculture | • Audit and Accounting | • All members |
| • Automobile | • Banking and Finance | • Construction and Engineering |
| • Consultancy | • Consumer Goods | • Couriers, Logistics and Transportation |
| • Education | • Energy | • Food and Beverage |
| • Healthcare | • Human resources | • ICT, Hight Tech, Office Equipment |
| • Individual Members | • Industrial Equipment and Trade | • Investment Advisory and Management Services |
| • Legal Services | • Individual Members | • Individual Members |
| • Manufacturing | • Marketing and Advertising | • Movers, Couriers, Transportation |
| • Media and Entertainment | • Non-Profit | • Other |
| • Pharmaceutical and Chemical | • Public Relations | • Real Estate |
| • Services | • Translation Services | • Travel and Hospitality |



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BBBA - your partner for success

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