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TOFOLA

OPEN CROSS-BORDER COMPETITION

FOR THE SELECTION OF AN APPLICANT
WHO WILL MANAGE A TOURISM PRODUCT OF TOFOLA PROJECT

**Frequently Asked Questions
(FAQ)**

1. Who can apply to the TOFOLA Open Cross-Border Competition?

Both individual applicants (natural persons) and legal entities can apply, provided they meet the eligibility requirements. Professionals must hold a valid VAT number. Joint applications are not eligible.

2. I am a professional who participated in TOFOLA workshops or co-design activities. Am I excluded?

No. Participation in public workshops or stakeholder activities does not constitute involvement triggering exclusion. Only individuals formally contracted to design the TOFOLA tourism products are excluded.

3. What does "management of a tourism product" mean?

Management refers to organising, coordinating, or delivering tourism-related services linked to the selected TOFOLA tourism product, developing a value proposition, testing components of the offer, and planning autonomous continuation after the incubation programme.

4. Does the competition provide financial support?

No. The support is entirely non-financial. It includes mentoring, incubation, advisory assistance, and promotional guidance. No travel, subsistence, equipment, or service costs are reimbursed.

5. What is expected during the incubation programme?

Participants must engage fully in mentoring sessions, co-develop the business model, test prototypes, interact with stakeholders, and contribute to sustainability and validation outputs.

6. What is expected after the incubation phase?

The applicant is expected to continue managing the tourism product independently, identify external funding or revenue sources, and maintain relations with local stakeholders.

7. Are applicants required to deliver real tourism services during the 3 months?

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No. The focus is on validation and testing. Activities may include prototyping, pilot actions with small groups, and market assessment.

8. How will proposals from different tourism products be compared?
All proposals are evaluated against the same criteria and scoring grid. The evaluation focuses on coherence, sustainability, feasibility, innovation, and understanding of the selected tourism product—not on geographical differences.

9. Can the applicant manage more than one tourism product?
No. Each applicant must select only one of the seven TOFOLA tourism products. Proposals referring to more than one tourism product will not be considered, as they are deemed unrealistic.

This is because the seven tourism products differ significantly in geography, stakeholder ecosystems, available resources, and thematic focus. Moreover, the programme aims to validate one management model in depth, and the incubation scheme is expressly designed to support the development of a single tourism product.

Managing multiple tourism products would also require simultaneous engagement with diverse territorial actors and would make post-incubation continuity unmanageable for most applicants, as it would be inconsistent with the scale and nature of the support offered.

10. What stakeholders should applicants involve?
Relevant stakeholders may include tourism operators, cultural and environmental organisations, municipalities, community groups, SMEs, and service providers linked to the selected itinerary.

11. What documents must be submitted?
Mandatory: Completed Application Form (Annex 1), Declaration on Honour (Annex 2), Confirmation of Commitment (Annex 3).
Recommended: Gantt chart, provisional budget, letters of support.

12. Can the application be submitted in a language other than English?
No. English is the only official language for the competition and all related communication.

13. How many winners will be selected?
Only one winner will be selected.

14. What is the expected time commitment?
96 hours of on-site mentoring and 96 hours of remote support over three months, plus additional time for testing and refinement.

15. Are applicants with previous EU funding experience excluded?
No, unless they have been involved in fraud, irregularities, or failure to comply with obligations in previous EU-funded projects.