

No:1264-3/24
Sarajevo, 01 August 2024

Pursuant to the Article 71 of the Law on Tourism (*Official Gazette of Sarajevo Canton*, number 19/16, 31/17, 34/17 and 13/21), the Article 30 of the Articles of Incorporation (*Official Gazette of the Sarajevo Canton*, number 32/17), the Work Program and the Financial Plan of the Tourism Association of Canton Sarajevo for 2024, the Incentive Program for Tourism and Air Traffic Development in Sarajevo Canton, number 02-04-34917-9.1/24 of 4 July 2024 and the Decision on the Public Call for Tourism and Air Traffic Development Incentive in Sarajevo Canton (number 1264-2/24 of 1 August 2024), the President of the Tourism Association of Canton Sarajevo hereby announces the

**PUBLIC CALL
FOR
TOURISM AND AIR TRAFFIC DEVELOPMENT INCENTIVE
IN SARAJEVO CANTON**

I SUBJECT OF THE PUBLIC CALL

The subject of the Public Call is an incentive of air traffic development in Sarajevo Canton for the purpose of tourism development.

The Public Call for Tourism and Air Traffic Development Incentive in Sarajevo Canton (hereinafter referred to as: the Public Call) determines the goal, the funds, the method of implementation of the public call, the beneficiaries of the funds and the criteria for selection.

The period for the implementation of the activities in question is defined by the Conclusion of the Government of Sarajevo Canton KS 02-04-33336/23 of 20 July 2023 with the implementation planned for a period 2024 – 2026.

II GOAL OF THE PUBLIC CALL

A goal of the Public Call is tourism development in Sarajevo Canton by stimulating the airline companies with the purpose of launching new destinations, increasing the number of passengers in air traffic and strengthening the tourism sector.

III FUNDS

The funds for the Public Calls are going to be planned in accordance with the Conclusion of the Government of Sarajevo Canton 02-04-33336/23 of 20 July 2023 by the Budget of Sarajevo Canton - *Current transfer to the Tourism Association of Canton Sarajevo for co-financing the projects of importance for tourism development.*

IV ELIGIBILITY FOR PARTICIPATION IN THE PUBLIC CALL FOR THE SELECTION OF AIRLINE COMPANIES

Airline companies that are registered for providing air traffic services and that fulfil the Criteria for Selection of Applications and Allocation of Funds are eligible to participate at the Public Call:

1. airline companies that decide to establish a base at Sarajevo International Airport,
2. airline companies that start new destinations to Sarajevo (destinations to which there were no scheduled flights from Sarajevo International Airport during the twelve months prior to the date of the intended first flight),
3. airline companies launching one or more strategic routes to Sarajevo in accordance with the list of strategic routes defined by Sarajevo International Airport,
4. airline companies that introduce new flights on the existing strategic routes from/to Sarajevo, and on which at the time of the Public Call Application submission there are five or less flights per week,
5. airline companies that introduce long-haul flights in duration of six hours for Sarajevo.

NOTE: The airline company that meets the requirements of this Public Call, during the contract period can operate from any airport at a specific destination, in case that destination has more airports, and any change of the airport at the same destination during a period of incentive is allowed and does not impact on the incentives approved.

V CRITERIA FOR THE SELECTION OF APPLICATIONS AND ALLOCATION OF FUNDS

Individual airline companies that apply to the Public Call must meet the following criteria:

1. number of destinations, at least one of which must be new and/or strategic one,
2. weekly frequency for each destination (minimum 2 flights per week for scheduled routes, or minimum 1 flight per week for charter routes). If the airline company regularly operates at least on two destinations, the number of frequencies on a weekly basis is added up for all destinations and in that way the airline company meets the aforementioned criterion,
3. type and capacity of the aircraft (50 seats minimum),
4. period of operation (seasonal or year-round).

NOTE: The airline company that meets the requirements of this Public Call, during the contract period can operate from any airport at a specific destination, in case that destination has more airports, and any change of the airport at the same destination during a period of incentive is allowed, and does not impact on the incentives approved.

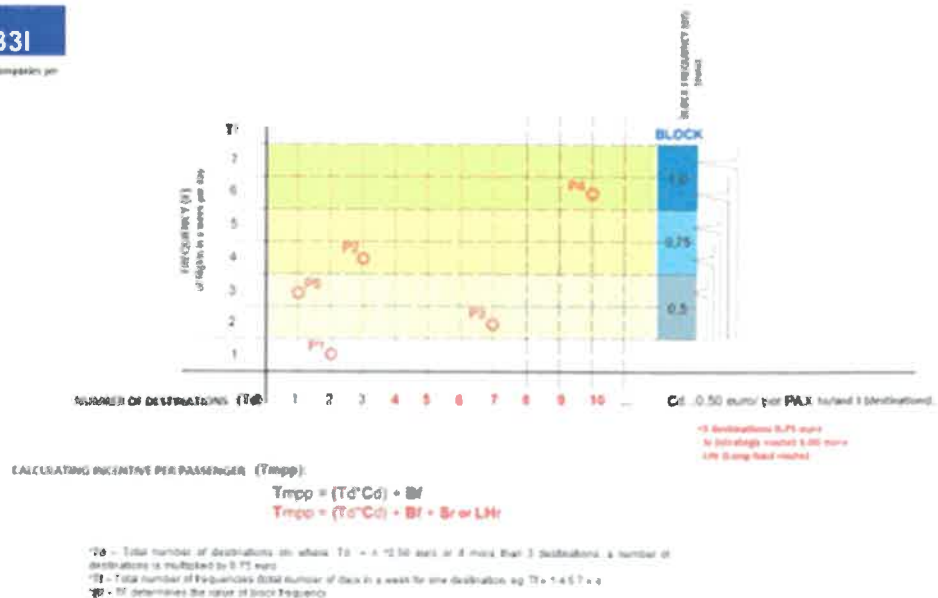
After the fulfilment of the above-mentioned criteria is verified, then the amount of the incentive per passenger is calculated. First, the number of destinations (Td) that the airline company plans to introduce is determined or where it will increase the frequency of flights. Td for up to three destinations is multiplied by the amount of 0.50 euros (Cd), while for a number of destinations more than three Td is multiplied by the amount of 0.75 euros (Cd). After that, the block frequency (Bf) is determined based on the number of frequencies per week (Tf) for each destination separately. Total frequency (Tf) stands for the number of operations performed for one destination within one week. For example, if there is a flight on Monday, Thursday, Friday and Sunday, the total number of frequencies within a week is 4.

After determining the number of frequencies (Tf), belonging to the frequency block (Bf) is determined by a straight-line approach. For example, for Tf<3 the Bf belonging is 0.50 euros, while for Tf>3 the Bf belonging is 0.75 euros.

Obtaining the values for the number of destinations (Td), the coefficient destination (Cd) and the belonging to the frequency block (Bf), **these values are added and multiplied by the total number of passengers to obtain the total amount of the incentive for the airline company for one destination.**

MODEL B3I

Calculation of incentives for airline companies per passenger



An additional incentive of 1 euro per passenger is planned for the airline companies that establish strategic routes (Sr), as well as for those that establish long-haul routes (Lhr) with a flight time of more than 6 hours.

A final formula for calculating the total amount of the incentive per passenger (Tmpp) for a specific route reads:

$$Tmpp = Td \cdot Cd + Bf$$

A final formula for calculating the total amount of the incentive with the incentive supplement, per passenger, for strategic or long-haul routes:

$$T_{mpp} = T_d * C_d + B_f + S_r \text{ or } L_{hr}$$

For the **winter flight schedule**, the calculation of the amount is increased by 10% more in order to further stimulate winter tourism in Sarajevo Canton.

All the above-mentioned criteria and calculations are harmonized with the aim of supporting air traffic development for the purpose of tourism development in Sarajevo Canton.

On basis of the applications that meet the criteria defined, the airline companies to which the funds are going to be allocated for co-financing will be selected, all in accordance with the available budget.

If the total value of the applications exceeds the available funds for the period, the applications with a higher application value will have a priority.

VI MANDATORY DOCUMENTATION

1. Application Form for the Public Call, electronically filled out, printed out and signed by an authorized person of the applicant,
2. a proof of registration for air carrier operations,
3. a proof that they have licences to carry out airline operations for a period of the Programme duration,
4. bank's confirmation that the airline's transaction account is active, not older than three months from the date of the Public Call publication,
5. list of destinations with frequencies,
6. aircraft that will be used and their capacity,
7. a beginning of flight operations from Sarajevo International Airport,
8. a brief description and a profile of the airline company with the number of passengers transported in a previous 12 months.

The application form for the Public Call can be downloaded from the official website of the Tourism Association of Canton Sarajevo www.visitsarajevo.ba and the website of *PC Sarajevo International Airport* LLC Sarajevo www.sarajevo-airport.ba.

The airline companies are responsible that the documentation sent is accurate and complete, and that all submitted documents are valid and relevant for the evaluation of their application.

VII OBLIGATIONS OF BENEFICIARIES OF THE FUNDS ALLOCATED

The obligation of the beneficiary of the funds is to use the allocated funds in accordance with the contract signed with the Tourism Association of Canton Sarajevo.

VIII APPLICATION TO THE PUBLIC CALL

All applications to the Public Call must be submitted exclusively by registered mail in a closed envelope to the following address:

Tourism Association of Canton Sarajevo

2/4 Dalmatinska Street

71000 SARAJEVO, Bosnia and Herzegovina

with a note

**APPLICATION TO THE PUBLIC CALL FOR TOURISM AND AIR TRAFFIC
DEVELOPMENT INCENTIVE IN SARAJEVO CANTON - DO NOT OPEN**

IX DEADLINE FOR SUBMISSION OF APPLICATIONS TO THE PUBLIC CALL

The Public Call remains open until **1 October 2024**.

The deadline for submission of the applications is 60 (sixty) days from the date of the Public Call publication on the website of the Tourism Association of Canton Sarajevo (www.vistsarajevo.ba) and the website of *PC Sarajevo International Airport LLC* (www.sarajevo-airport.ba).

X RESULTS OF THE PUBLIC CALL

The results of the Public Call shall be made public on the website of the Tourism Association of Canton Sarajevo (www.vistsarajevo.ba) and the website of *PC Sarajevo International Airport LLC* (www.sarajevo-airport.ba).

XI DEADLINE FOR CONTRACT SIGNING

The Tourism Association of Canton Sarajevo shall sign a contract with the selected beneficiaries not later than 30 days after the announcement of the results of this Public Call.

XII METHOD OF DISBURSMENT

The Tourism Association of Canton Sarajevo shall make payments for the incentive to the airline companies based on monthly data on the number of flights and the total number of passengers, classified by destination, with information on the number of frequencies and the financial recapitulation the airline company accomplished, the one which *PC Sarajevo International Airport LLC* provides to the Tourism Association of Canton Sarajevo.

XIII SPECIAL REMARKS

During the implementation of this Public Call, the Tourism Association of Canton Sarajevo reserves the discretionary right to amend it in case of objective circumstances in Sarajevo Canton.

XIV INFORMATION AND CONTACT

All interested airline companies may contact the Tourism Association of Canton Sarajevo via e-mail: info@visitsarajevo.ba for additional information and clarifications.

President
[Redacted Signature]
[Redacted Name]

