



State Cultural Institute The PALACE

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Bilateral Meetings

- (10:15 - 12:15) Morning session
- (13:15 - 15:00) Afternoon session

Description

This Bulgarian company is a state cultural institute, established with an act of the Council of Ministers in 1998. The facilities are located in the architectural and park complex, near the town of Balchik, which is an exceptional opportunity for people who want to spend their vacation in a non-traditional way combined with different cultural events.

It is offering facilities for cultural and conventional tourism and accommodation services in a three-star holiday village. The facilities are suitable for cultural events and happenings, exhibition shows, promotional and publishing work, seminars, weddings and similar events. This company is looking for partners in EU for concluding of partnership under commercial agency agreement.

Organization Type

Institution

Areas of Activities

Hotels, restaurants

Museums, historical sights, institutions related to the cultural heritage

Offer & Request

CULTURAL TOURISM

offers special contracts for visits of the Palace for the tour agents, offers hotel accommodation and congress or cultural events organisation.

Bulgarian cultural institute is offering services and facilities for developing cultural and conventional tourism and accommodation services and is looking for commercial agency agreements with travel agencies and tour operators from EU.

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The company consists of young enthusiastic team. The location is in a small country town, combined with untouched natural area, and beach attractions.

The facilities that are offered for different activities include:

Conference Room "The Arch" with capacity of 40 seats. This facility is suitable for holding seminars, business meetings and other forms of training activities. Multimedia facilities for presentations and Wi-Fi internet connection are available on site.

"The Stone Hall" with capacity of 110 seats. This facility is suitable for holding seminars, conferences, film projections and other forms of training activities. Multimedia facilities for presentations/ film projections, public address system, lighting equipment and Wi-Fi internet connection, as well as a piano are available on site. "The Stone Hall" is the perfect venue for cinema shows, performances, concerts etc.

The accommodation is offered in three-star holiday village comprising of 6 villas with 29 doubles rooms and 12 suites. Each room has a separate bathroom, cable TV and Wi-Fi.

The environment in the complex is especially suitable for holding important national and international festivals, promoting young talents and different exhibitions. The offered facilities can be the perfect venue of training sessions for artists and sculptors, drama sessions, small theater performances, shooting films and clips, weddings.

The company's main objective is to attract guests from EU market. For this purpose, the company is looking for new business partners, to act as commercial agents such as tour operators and travel agencies, to cooperate within the frame of commercial agency agreement.

Main role of the partner will be to identify and attract new clients for the rural tourism niche, to promote it as venue for concerts, film projections, weddings, festivals, cultural and conventional tourism.

Keywords: culture tourism; hotel; sea; resort; festival; congress; conference; palace museum

Cooperation Offered

1. Other
2. Sales / Distribution
3. Outsourcing co-operation

Cooperation Requested

1. Other
2. Sales / Distribution
3. Outsourcing co-operation