

Relationship number: RLT_**Period of Exchange:** 17.09.2023.-14.12.2023./15.01.2024.-14.04.2024./6months**Brief introduction (max. 1000 characters):**

My sister sent me information about the Erasmus for Young Entrepreneurs programme, I saw an opportunity to explore the different nuances of the field I was interested in, to get new ideas for business development and ideas for new recipes. It took me a long time to figure out whether to take part in this programme, as going away for a long time while I was working privately in the catering sector and it was quite active business, but I decided that my clients would understand my desire to go to promote their growth with the possibility of then offering a wider range of products and a different approach to my business. As I plan to expand my business, I faced some puzzling questions and was looking for solutions.

**Activities undertaken (max. 1000 characters):**

The company I work for is also involved in agri-culture, for example growing olives, harvesting them themselves and pressing them into oil for their own products. I had the great opportunity to be part of the day-to-day running of an entrepreneurial company, to help in production, to understand the relationship between the company and its customers. I had the unforgettable opportunity to take part in events organized by the Development Agency for the Downs of Apulia, where local producers met their potential future business partners from other countries, presenting their products and taking part in olive oil and wine masterclasses. I was present when the company was thinking of increasing production, both by attracting new customers and by creating a second product line with a different taralli repertoire that would also be available to large outlets, to increase the chances of making a profit sooner. It was a great opportunity to exchange experiences on the differences between Latvian and Italian culture, daily life and working environment.

Benefits achieved (max. 1000 characters):

When I was involved in taralli production, this type of snack was new to me and I was keen to get involved in all the possible processes, as I had previously worked in a similar job in Latvia. Developed skills in planning the management of the company in different circumstances, when I had to adapt

New Entrepreneur:**Name & surname:** Ieva Bēma**Country:** Latvia**Age:** 32**Status:** Would-be entrepreneur**Sector:** catering**Name of business:** Taste texture**Website:**--**Host Entrepreneur:****Name & surname:** Antonio di Taranto**Country:** Italy**Age:** 08-08-1964**Experience (years):** 15**Sector:** Alimenti, bevande e prodotti affini**Name of business:** Taralli adt**Website:**<http://www.taralliadt.it/>

to different situations if the previously established working model was not possible due to different circumstances. The purpose of the exchange programme was not to gain business/investment partners, but I have definitely made various contacts which I will be able to use in the future to improve my business if necessary.

Quotation regarding the experience:

NE (max. 300 characters): “Ieva”

The whole exchange was amazing. It took a bit of time to get used to the Italian lifestyle and way of working, because it's hard to describe in brief how different everything is from Latvia. There were situations when everything didn't go as planned, but mostly everything turned out better than I thought it would, so I don't regret a moment of my time in Italy. This exchange time in Italy was very valuable, I gained a lot of new knowledge, skills and impressions about Italian culture, history and food.

HE (max. 300 characters): “____” **Name,
Host Entrepreneur**

For further information about the exchange:

- NIO/HIO, ____, ____: ____
- HIO/NIO, Instituto Tecnológico de Canarias, eye@itccanarias.org

For information on the programme and details on how to enroll visit:

www.erasmus-entrepreneurs.eu