# COMPARISON BETWEEN THE BULGARIAN AND THE ROMANIAN BLACK SEA COAST

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**Abstract:** Both Bulgaria and Romania have rather long traditions in the Black Sea tourism. This article will explore the similarities and differences in the two touristic destinations as well as their distinction and divergence in the development trend, commercial value and its impact over the respective 5 regions of Tulcea, Constanța, Dobrich, Varna and Burgas.

Throughout the years, the Bulgarian coast managed to attract more resources to develop its infrastructure for mass tourism as more significant funds have been invested there, creating a larger hotel base, allowing for a higher market share and overall development.

The study examines the reasons, foundations and prerequisites for this from the point of view of natural resources and nature's givens as well as volume of funds distributed over time, state policies and societal attitudes. In addition, it is beneficial to elaborate the potential options and opportunities for further development in the regions, and the respective sub-districts with still unreached touristic capacity such as the regions of Tulcea, northern Dobrich and southern Varna.

The ultimate objective is to try to explain and draw conclusions for better development and increased value for the local communities in the maritime regions of Bulgaria and Romania.

Keywords: Bulgaria, Romania, Western Black Sea, Tulcea, Constanța, Dobrich, Varna, Burgas, international tourism, profitability of tourism, touristic development.

### INTRODUCTION

The Bulgarian and Romanian shorelines are both along the Western Black Sea Coast. The sea tourism on the western Black Sea coast has a long tradition. Its organizational form began in the first half of 20<sup>th</sup> century. One of the first internationally recognized destination at that time was Varna which managed to gain popularity among the higher class in post-WWI Europe.

The Bulgarian coast comprises a total base of 233 000 beds in officially registered 1-star, 2-star, 3-star, 4-star and 5-star hotels. This statistic is post-COVID as of year 2022 (NSI). Out of them 60% of the hotel beds are in Burgas region, 27% are in Varna region and 13% are in the Dobrich region respectively. In the last years Burgas region have been gaining a relative numerical advantage in terms of beds and market share. The reason behind this development is the longer shoreline of the Burgas region which possesses the longest and the most intended coastline of over 200 km itself.

There are also noticeable higher entrepreneurial activities in the South-west Black Sea coast (Burgas region) that have been gradually increasing the beds capacity over the years. This happens also not without controversies as well, as the environmentalists and ecologists are opposing the increasing building activities on the coast and the respective continuous decline of the still untouched areas or even protected by Natura 2000 and the local Bulgarian legislation.

### METHODS

This is a review of the development in five maritime regions located on the Western Black Sea coast. In the article are used mainly numerical comparisons gathered from officially available statistical data (NSI (*National Statistical Institute of Bulgaria*); INSSE (*National Institute of Statistics of Romania*); ECB (*European Central Bank*)) with extensive analyses based on scientific articles and the expertise and experience of the author gained as a board member of the tourism market leader.

## **RESULTS AND DISCUSSIONS**

### **Romanian Black Sea coast**

In the Constanța region in the economic sectors of Hotels and Restaurants have been occupied 11.4 thousand people in year 2021 as well as further 3.0 thousand people have been occupied in activities such as Performance, cultural and recreational activities.

The interesting thing, according to the statistics is that the COVID pandemic does not seem to overly impact the touristic labour market in Constanta region (Table 1).

Table 1. Touristic labour market in Constanta region.

| Employees in thousands (self-          | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  |
|--|-------|-------|-------|-------|-------|-------|
| employed and employed) - Constanța     |       |       |       |       |       |       |
| Hotels and restaurants                 | 10.0  | 10.7  | 11.4  | 11.6  | 11.0  | 11.4  |
| Performance, cultural and recreational | 2.4   | 2.5   | 2.7   | 2.8   | 2.6   | 3.0   |
| activities                             |       |       |       |       |       |       |
| Cumulative                             | 12.4  | 13.2  | 14.1  | 14.4  | 13.6  | 14.4  |
| Total                                  | 286.2 | 284.3 | 284.4 | 287.2 | 286.8 | 266.2 |
| In per cent (Cumulative/Total)         | 4.33% | 4.64% | 4.96% | 5.01% | 4.74% | 5.41% |

Source: INSSE (National Institute of Statistics of Romania) and author's calculations

For year 2021 the total touristic employees in Constanța region are 5.41% out of the total people occupied with all kinds of economic activities (both self-employed and on labour/civil contracts). And for Tulcea region the analogical data are represented in Table 2.

Table 2. Touristic labour market in Tulcea region.

| Employees in thousands (self-<br>employed and employed) – Tulcea | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  |
|--|-------|-------|-------|-------|-------|-------|
| Hotels and restaurants   | 1.9   | 2.3   | 2.3   | 2.4   | 2.4   | 2.4   |
| Performance, cultural and recreational activities                | 0.4   | 0.4   | 0.4   | 0.4   | 0.4   | 0.4   |
| Cumulative   | 2.3   | 2.7   | 2.7   | 2.8   | 2.8   | 2.8   |
| Total  | 79.6  | 80.5  | 79.1  | 79.9  | 80.2  | 70.2  |
| In per cent (Cumulative/Total)                                   | 2.89% | 3.35% | 3.41% | 3.50% | 3.49% | 3.99% |

Source: INSSE and author's calculations

For year 2021 the total touristic employees in Tulcea region are 3.99% out of the total people occupied with activities (both self-employed and on labour/civil contracts) (Table 2).

Table 3. Employees on labour/civil contracts in Constanța region.

| Employees on labour/civil contracts - Constanța   | 2016   | 2017   | 2018   | 2019    | 2020          | 2021               |
|---|--------|--------|--------|---------|---------------|--------------------|
| Hotels and restaurants                            | 11720  | 13396  | 12115  | 12890   | 10983         | 11874              |
| Performance, cultural and recreational activities | 1946   | 2212   | 2264   | 2387    | 2155          | 2510               |
| Cumulative  | 13666  | 15608  | 14379  | 15277   | 13138         | 14384              |
| Total   | 167184 | 175184 | 175863 | 181817  | 175702        | 180383             |
| In per cent (Cumulative/Total)                    | 8.17%  | 8.91%  | 8.18%  | 8.40%   | 7.48%         | 7.97%              |
| ,   |        |        |        | Source: | INSSE and aut | bor's calculations |

However, the share of the people busy in the touristic and recreational activities is about 8% out of the total employee working on labour and civil contracts (excluding the self-employed). (Table 3).

Table 4. Employees on labour/civil contracts in Tulcea region.

| Employees on labour/civil contracts - Tulcea      | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  |
|---|-------|-------|-------|-------|-------|-------|
| Hotels and restaurants                            | 1946  | 2210  | 2210  | 2450  | 2298  | 2515  |
| Performance, cultural and recreational activities | 338   | 391   | 423   | 417   | 371   | 376   |
| Cumulative  | 2284  | 2601  | 2633  | 2867  | 2669  | 2891  |
| Total   | 43207 | 44877 | 45629 | 46786 | 45820 | 46822 |
| In per cent (Cumulative/Total)                    | 5.29% | 5.80% | 5.77% | 6.13% | 5.82% | 6.17% |

Source: INSSE and author's calculations

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These data for the Tulcea region also show a higher percentage of personnel working (about 6%) in tourism if we consider only the employment contracts (Table 4).

We can observe a comparatively small employment decline during the COVID years 2020 and 2021. From here it could be indirectly drawn the conclusion that the touristic activities in the Constanța region rely overwhelmingly on local Romanian tourists. (Table 5).

This could be compared to the registered tourists by country of origin for year 2021 that completely confirm this hypothesis.

Table 5. Tourists by country of origin in the Constanța region.

| Tourists by Origin - Constanța | 2016    | 2017    | 2018    | 2019    | 2020         | 2021         | 2022            |
|--------------------------------|---------|---------|---------|---------|--------------|--------------|-----------------|
| Foreigners                     | 60908   | 62458   | 62751   | 65622   | 12744        | 37984        | 45132           |
| Domestic                       | 1102050 | 1173084 | 1249667 | 1314985 | 991777       | 123093<br>1  | 1409759         |
| Total                          | 1162958 | 1235542 | 1312418 | 1380607 | 1004521      | 126891<br>5  | 1454891         |
| Share of Foreign Tourists (%)  | 5.24%   | 5.06%   | 4.78%   | 4.75%   | 1.27%        | 2.99%        | 3.10%           |
|                                |         |         |         |         | Source: INSS | E and author | 's calculations |

The impact of the COVID pandemic is still visible mainly in the foreign arrivals which decreased both in absolute number (5 times) and in share (4 times) during year 2020.

Year 2021 represented almost a complete recovery of the domestic Romanian tourists while the foreign ones reached only 60% of the pre-COVID numbers and share. This trend is very similar to Bulgaria where the tourist market in the Black Sea region is dominated by foreign arrivals and by foreign tourists in general.

Additionally, it is interesting to compare the average gross salary in the touristic and recreational sectors versus the average gross salary of Constanța region and Tulcea region.

Table 6. Average gross monthly salary by selected economic sectors (EUR) in Constanta region.

|   |        |        |        | -      |        |        |
|---|--------|--------|--------|--------|--------|--------|
| Average monthly salary<br>(EUR) - Constanta       | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   |
| · · · · · · · · · · · · · · · · · · ·             | 4.4904 | 4.5688 | 4.6540 | 4.7453 | 4.8383 | 4.9215 |
| Average FOREX<br>EUR/RON                          | 4.4904 | 4.3088 | 4.0540 | 4./455 | 4.8383 | 4.9215 |
| Hotels and restaurants                            | 390.61 | 405.58 | 586.38 | 573.41 | 588.84 | 614.85 |
| Performance, cultural and recreational activities | 473.90 | 560.10 | 764.93 | 846.31 | 864.56 | 826.98 |
| Total   | 575.90 | 643.06 | 843.79 | 910.80 | 977.20 | 966.24 |
| In per cent (Hotels/Total)                        | 67.83% | 63.07% | 69.49% | 62.96% | 60.26% | 63.63% |
| In per cent                                       | 82.29% | 87.10% | 90.65% | 92.92% | 88.47% | 85.59% |
| (Recreational/Total)                              |        |        |        |        |        |        |

Source: INSSE, European Central Bank and author's calculations

Table 7. Average gross monthly salary by selected economic sectors (EUR) in Tulcea region.

| Average monthly salary<br>(EUR) - Tulcea          | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   |
|---|--------|--------|--------|--------|--------|--------|
| Average FOREX<br>EUR/RON                          | 4.4904 | 4.5688 | 4.6540 | 4.7453 | 4.8383 | 4.9215 |
| Hotels and restaurants                            | 298.19 | 386.53 | 486.31 | 513.77 | 545.65 | 585.59 |
| Performance, cultural and recreational activities | 411.99 | 509.54 | 708.64 | 803.53 | 829.42 | 815.20 |
| Total   | 522.89 | 607.38 | 812.63 | 894.15 | 876.96 | 956.82 |
| In per cent (Hotels/Total)                        | 57.03% | 63.64% | 59.84% | 57.46% | 62.22% | 61.20% |
| In per cent<br>(Recreational/Total)               | 78.79% | 83.89% | 87.20% | 89.87% | 94.58% | 85.20% |

Source: INSSE, European Central Bank and author's calculations

Another useful comparison is the average net salary in the touristic and recreational sectors versus the average net salary.

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|---------------------------|------------------|---------------------------|-----------|---------------------|
| Table 8. Average net mon  | thiv calary by c | selected economic sectors | (H   R) H | 1 Constanta remon   |
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|   |        |        |        | -      |        |        |
|---|--------|--------|--------|--------|--------|--------|
| Average monthly salary<br>(EUR) - Constanța       | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   |
| Average FOREX<br>EUR/RON                          | 4.4904 | 4.5688 | 4.6540 | 4.7453 | 4.8383 | 4.9215 |
| Hotels and restaurants                            | 284.61 | 296.80 | 356.90 | 347.50 | 355.70 | 371.03 |
| Performance, cultural and recreational activities | 343.62 | 403.61 | 459.39 | 506.40 | 516.50 | 493.14 |
| Total   | 416.67 | 463.36 | 510.74 | 558.66 | 603.10 | 616.48 |
| In per cent<br>(Hotels/Total)                     | 68.31% | 64.06% | 69.88% | 62.20% | 58.98% | 60.19% |
| In per cent<br>(Recreational/Total)               | 82.47% | 87.11% | 89.95% | 90.65% | 85.64% | 79.99% |

Source: INSSE, European Central Bank and author's calculations

Table 9. Average net monthly salary by selected economic sectors (EUR) in Tulcea region.

| Average monthly salary (EUR) -<br>Tulcea          | 2016   | 2017   | 2018                   | 2019                        | 2020                        | 2021                       |
|---|--------|--------|------------------------|-----------------------------|-----------------------------|----------------------------|
| Average FOREX EUR/RON                             | 4.4904 | 4.5688 | 4.6540                 | 4.7453                      | 4.8383                      | 4.9215                     |
| Hotels and restaurants                            | 220.02 | 284.32 | 295.44                 | 309.57                      | 330.07                      | 352.74                     |
| Performance, cultural and recreational activities | 301.09 | 366.40 | 425.87                 | 483.85                      | 497.49                      | 483.59                     |
| Total   | 379.92 | 439.72 | 493.77                 | 546.44                      | 583.06                      | 589.05                     |
| In per cent (Hotels/Total)                        | 57.91% | 64.66% | 59.83%                 | 56.65%                      | 56.61%                      | 59.88%                     |
| In per cent (Recreational/Total)                  | 79.25% | 83.33% | 86.25%<br>Source: INSS | 88.55%<br>E, European Centr | 85.32%<br>al Bank and autho | 82.10%<br>r's calculations |

Based on the statistical data we can conclude that both the gross and net remunerations in the hotels and restaurants are constantly about  $1/3^{rd}$  below the average salary (Tables 6, 8) and even less in Tulcea region, whereas the recreational activities are about  $1/7^{th}$  below the average salary (Tables 7, 9).

It is mindful to mention that in the touristic sector the informal tip revenue may be a significant part of the actual remuneration that is not covered by the official statistics. But even if we consider the informal revenue, it cannot be disregarded the huge seasonality in that sector that further decreases the real annual remuneration per employee in these sectors of the economy.

For Constanța region we have a detailed statistic on the different types of touristic accommodations (Table 10).

They are as follows:

Table 10. Accommodation Beds in Constanța region.

| Accommodation Beds -             | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  |
|----------------------------------|-------|-------|-------|-------|-------|-------|
| Constanța                        |       |       |       |       |       |       |
| Hotels and motels                | 64895 | 66836 | 67874 | 70191 | 70713 | 71973 |
| Hostels, inns and tourist cabins | 3837  | 4081  | 4134  | 3534  | 2958  | 2453  |
| Campsites and cottage-type units | 8543  | 4872  | 4389  | 6297  | 6633  | 5523  |
| Tourist villas and bungalows     | 5982  | 6477  | 6710  | 7144  | 6790  | 7044  |
| Pupil and preschool camps        | 1012  | 1012  | 1012  | 1012  | 1012  | 725   |
| Tourist guesthouses              | 569   | 501   | 450   | 635   | 671   | 886   |
| Agritourism pensions             | 253   | 184   | 230   | 470   | 391   | 362   |
| Tourist stops                    | 194   | 194   | 619   | 619   | 136   |       |
| Accommodation spaces on ships    |       |       |       |       |       | 26    |
| Total Beds                       | 85285 | 84157 | 85418 | 89902 | 89304 | 88992 |

Source: INSSE and author's calculations

From here we can see that the accommodation capacity in terms of touristic beds in the Constanța region have been slightly increasing in the last years reaching 88992 beds (Table 10), however, they are still significantly much less compared to year 1990 when they use to be as much as 149442.

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| Tourists arrived - Constanța     | 2016    | 2017    | 2018    | 2019    | 2020    | 2021    |
|----------------------------------|---------|---------|---------|---------|---------|---------|
| Hotels and motels                | 1014308 | 1075242 | 1149202 | 1194709 | 864350  | 1118807 |
| Hostels, inns and tourist cabins | 37555   | 36881   | 40772   | 40138   | 25544   | 26208   |
| Campsites and cottage-type       | 36151   | 30496   | 23266   | 43932   | 40177   | 27236   |
| units                            |         |         |         |         |         |         |
| Tourist villas and bungalows     | 53536   | 65535   | 71314   | 75424   | 60197   | 80911   |
| Pupil and preschool camps        | 5350    | 5288    | 6745    | 6992    |         |         |
| Tourist guesthouses              | 9012    | 8279    | 8412    | 12718   | 8398    | 12917   |
| Agritourism pensions             | 2586    | 1865    | 2497    | 5654    | 4286    | 2836    |
| Tourist stops                    | 4460    | 11956   | 10210   | 1040    | 1569    |         |
| Total Arrivals                   | 1162958 | 1235542 | 1312418 | 1380607 | 1004521 | 1268915 |

Table 11. Tourist arrivals in Constanța region.

Source: INSSE and author's calculations

The arrivals in Constanța region used to steadily increase before 2019, followed by a 28% decrease during the COVID-torn 2020. However, the recovery in arrivals was quite brisk as early as 2021 (Table 11).

#### **Bulgarian Black Sea coast**

Now we are going to compare the previous case with the Bulgarian Black Sea regions which are Dobrich, Varna and Burgas respectively (Tables 12-17).

| Accommodation<br>beds - Dobrich | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|---------------------------------|-------|-------|-------|-------|-------|-------|-------|
| 1* and 2**                      | 7679  | 8230  | 7987  | 8301  | 6950  | 6862  | 7392  |
| 3***                            | 12195 | 14086 | 12985 | 12115 | 6638  | 10612 | 8551  |
| 4**** and 5*****                | 8548  | 10110 | 9560  | 9372  | 7619  | 9321  | 13216 |
| Total                           | 28422 | 32426 | 30532 | 29788 | 21207 | 26795 | 29159 |

Table 12. Accommodation beds in the Dobrich region.

Source: NSI (National Statistical Institute of Bulgaria) and author's calculations

The Dobrich region has rather stable accommodation beds availability throughout the last decade (Table 12). Dobrich region is dominated by the centrally managed resort Albena offering more than 50% of the accommodation capacity. Smaller resources in the Dobrich region are Rusalka and Tuzlata as well as 3 golf-dedicated complexes such as Black Sea Rama, Thracian Cliffs and Lighthouse. Other important touristic places are Balchik, Kavarna, Shabla, Kranevo, Durankulak, Rusalka, Balgarevo, Kamen Bryag, Tyulenovo and Krapets. One of the most interesting landmarks in the entire Black Sea is the Kaliakra Cape which has important historical significance in the Bulgarian history and outstanding outlook to Black Sea. Due to the rocky nature of the area around Kaliakra the fine sands are missing, situation which significantly increases the sea water transparence. That is the reason which makes Kaliakra comparable to the Mediterranean in terms of transparence. However, the access to the beaches in the area is not very easy due to the steep terrain around the cape.

The potential of the Dobrich region could be unleashed by the development of the Balchik Aiport opened in 1935 during the Romanian rule of South Dobruja. This will definitely reduce the time for the international tourists to reach the resorts north of Balchik which are currently more than 70 km far away from Varna airport that serves Dobrich region for the time being.

More capacity of touristic infrastructure could be developed in the sub-region between Kaliakra Cape and Vama Veche. Currently not that much investment is directed towards this particular sub-region due to the perception that it is with colder and windier weather making the summer season kind of shorter. But on the other hand, just across the border on the Romanian territory, there are several lively resorts, so the weather conditions are more kind of a Bulgarian perception rather than some real bottleneck.

| Accommodation<br>beds - Varna | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|-------------------------------|-------|-------|-------|-------|-------|-------|-------|
| 1* and 2**                    | 17035 | 18015 | 18217 | 17294 | 14485 | 13401 | 13330 |
| 3***                          | 14788 | 15506 | 15662 | 15472 | 10063 | 11768 | 11694 |
| 4**** and 5****               | 35738 | 36870 | 38264 | 38784 | 30074 | 34430 | 37177 |
| Total                         | 67561 | 70391 | 72143 | 71550 | 54622 | 59599 | 62201 |

Table 13. Accommodation beds in Varna region.

Source: NSI and author's calculations

Varna has a symbolic position in the UK market, but it is significantly expanding its presence in Romanian and Polish markets. The destination is experiencing a shrinking of its positions in the main market for sea holiday tourism in Europe and the world, which is Germany. In 2019 Germany was overtaken by Romania in terms of relative share in overnight stays in the destination of Varna.<sup>1</sup>

The accommodations beds in the Varna region are in stagnation for the last 10 years but it can be noticed that the trend was slightly positive until the pre-COVID year 2019 and afterwards followed by a sharp decline in year 2020. While year 2021 and 2022 registered a noticeable improvement in the accommodation beds supply, the capacity had still not reached the pre-COVID numbers in year 2022 (Table 13).

Varna region contains several resorts, the most important of which is Varna city itself – the biggest city for the entire Western Black Sea coast. The tourism in Varna is well developed and recognized in Europe since 1920. There are 2 other important resorts such as Golden Sands which is the second biggest specially designed resort in Bulgaria as well as the oldest Bulgarian sea resort Saint Constantine and Helena. Smaller resorts are Sunny Day and Kamchia.

Other important places in Varna region are Shkorpilovtsi and Byala.

The potential for improvement and growth of the tourism in the Varna region is both in terms of quality and quantity. The quality can be improved by ameliorating the conditions for the staff and, therefore, increasing their motivation and their engagement as well as improving of the food quality. Aside from the measurable factors, important is also the role of service quality and the way professionals (e.g. tourist guides) coordinate their work with all other stakeholders, radiating the comfort of their respected and established place in a complex tourist system<sup>2</sup> towards the visitors.

The potential for capacity increase is mainly in the southern Varna region where the accommodations may be significantly increased.

| Accommodation<br>beds - Burgas | 2016   | 2017   | 2018   | 2019   | 2020  | 2021   | 2022   |
|--------------------------------|--------|--------|--------|--------|-------|--------|--------|
| 1* and 2**                     | 34581  | 40784  | 31543  | 33667  | 26308 | 27994  | 34496  |
| 3***                           | 35220  | 33748  | 34314  | 35462  | 24523 | 25268  | 31643  |
| 4**** and 5*****               | 57275  | 59804  | 64008  | 65282  | 48873 | 61901  | 75731  |
| Total                          | 127076 | 134336 | 129865 | 134411 | 99704 | 115163 | 141870 |

Table 14. Accommodation beds in Burgas region.

Source: NSI and author's calculations

Unlike the regions of Tulcea, Constanța, Dobrich and Varna, the region of Burgas seems to show a positive trend in terms of accommodation capacity, only briefly interrupted by the COVID pandemic that loomed over the sector in years 2020 and 2021 (Table 14).

The explanation for this increase is that Burgas region is numerically larger in terms of coast lengths; also, a well as significant part of the region is flat, making easier the access to the sea and the development of new construction projects respectively.

Additionally, there is a perception by the business that the tax office is somehow more relaxed in Burgas regions compared to Varna and Dobrich, which allows higher margins and, therefore, attracts more

<sup>&</sup>lt;sup>1</sup> Marinov 2022, 8.

<sup>&</sup>lt;sup>2</sup> Nedialkova 2020, 68.

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entrepreneurship in this southern Bulgarian maritime region compared to the aforementioned neighbour regions further north.

A further reason for the outstripping development in Burgas region could be the fully completed in year 2013 400-km long highway to Burgas connecting it easily and rapidly to the largest and strongest economically cities in Bulgaria such as Sofia, Stara Zagora and Plovdiv.

In this regard Burgas is comparable more to Constanța which has also been connected to Bucharest with a completed 200-km long highway since year 2012.

In the Burgas region is located the largest specially developed resort on the Western Black Sea – Sunny Beach which dominates over the tourism in the region of Burgas.

Other important touristic places are Nessebar, Sozopol, Primorsko, Obzor, Pomorie, Burgas, Saint Vlas, Kiten, Elenite, Tsarevo, Ahtopol and smaller places such as Sinemorets, Chenomoretz, Rezovo and Irakli.

The potential for development of the Burgas region is mostly reached and there is not a significant potential left for a further numerical expansion of its accommodation capacity.

All the three regions Dobrich, Varna and Burgas experienced decline in the beds supply during the COVID pandemic which means that less hotels opened at all. This seems different from the Romanian Black Sea coast where no clear COVID trend has been noticed during this period.

| Tourists by Origin -<br>Dobrich | 2016   | 2017   | 2018   | 2019   | 2020   | 2021   | 2022   |
|---------------------------------|--------|--------|--------|--------|--------|--------|--------|
| Foreigners by abroad            | 252888 | 296166 | 320235 | 304692 | 112257 | 167969 | 206010 |
| Domestic Bulgarians             | 140005 | 149179 | 160814 | 171672 | 128884 | 152535 | 168862 |
| Total                           | 392893 | 445345 | 481049 | 476364 | 241141 | 320504 | 374872 |
| Share of Foreign                | 64.37% | 66.50% | 66.57% | 63.96% | 46.55% | 52.41% | 54.95% |
| Tourists (%)                    |        |        |        |        |        |        |        |

Table 15. Tourists by country of origin in Dobrich region.

Source: NSI and author's calculations

Dobrich Region is clearly dominated by foreign tourists that pour mainly into Albena, Balchik as well as the 3 golf resorts. The only exception of this tendency is the COVID year 2020 when the Bulgarians slightly outstripped the foreigners (Table 15). The reason behind this observation in year 2020 is that the COVID restrictions for Bulgarians going abroad were a significance impediment due to a low vaccination rate as well as an increased coast for PCR tests required by most countries at that time.

| Table 16. To |  |  |  |
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|              |  |  |  |
|              |  |  |  |

| Tourists by Origin - Varna | 2016    | 2017    | 2018    | 2019    | 2020   | 2021   | 2022    |
|----------------------------|---------|---------|---------|---------|--------|--------|---------|
| Foreigners by abroad       | 773075  | 794031  | 871642  | 871875  | 248855 | 478180 | 660942  |
| Domestic Bulgarians        | 336236  | 347541  | 346361  | 359588  | 281713 | 338721 | 348766  |
| Total                      | 1109311 | 1141572 | 1218003 | 1231463 | 530568 | 816901 | 1009708 |
| Share of Foreign Tourists  | 69.69%  | 69.56%  | 71.56%  | 70.80%  | 46.90% | 58.54% | 65.46%  |
| (%)                        |         |         |         |         |        |        |         |

Source: NSI and author's calculations

The Varna region significantly replicates the development of Dobrich region but only at a larger scale due to its bigger capacity developed throughout the years (Table 15, 16).

Table 17. Tourists by country of origin in Burgas region.

| Tourists by Origin - Burgas   | 2016    | 2017    | 2018    | 2019    | 2020   | 2021    | 2022    |
|-------------------------------|---------|---------|---------|---------|--------|---------|---------|
| Foreigners by abroad          | 1088150 | 1141920 | 1220998 | 1312773 | 271055 | 646842  | 1065168 |
| Domestic Bulgarians           | 491000  | 477038  | 482498  | 561602  | 563717 | 711047  | 755973  |
| Total                         | 1579150 | 1618958 | 1703496 | 1874375 | 834772 | 1357889 | 1821141 |
| Share of Foreign Tourists (%) | 68.91%  | 70.53%  | 71.68%  | 70.04%  | 32.47% | 47.64%  | 58.49%  |
| Share of Foreign Tourists (%) | 68.91%  | /0.53%  | /1.68%  | /0.04%  | 32.4/% | 4/.64%  | 58.49%  |

Source: NSI and author's calculations

The Burgas region is the only region that did not experience decline in the Bulgarian tourists during the pandemic. Moreover, the Bulgarians managed to achieve a significant numerical advantage in year 2020 compared to the foreign tourists (Table 17).

This observation can be explained with the facilitated automobile access to the southeastern Bulgarian maritime region mainly from people arriving from West and South Bulgaria that could otherwise go with their own cars to the Mediterranean and the Adriatic. The COVID regimen in Bulgaria was in general more liberal compared to abroad and, therefore, Bulgarian tourists, who traditionally used to go abroad, simply substituted their preferred foreign destination with the domestic market. The increase of domestic tourists in 2020 was observed only in relative term and not in absolute numbers due to the general fear from the illness back then and the COVID restrictions in place for the entertainment objects such as discotheques, restaurants and trading centres that were negatively impacting the holiday experience of Bulgarians on the Black Sea.

On the other hand, it is noticeable that in all three regions of Dobrich, Varna and Burgas the foreign tourists dropped as a cliff up to 3-4 times in year 2020. This hit badly the foreign-oriented touristic companies operating in Bulgaria causing not only drop in revenue and customers, but significant losses, redundancies and dissatisfaction amongst the professionals employed in the tourism. Dwindling income might turn key professionals into marginal actors used for mere "functional problem solving" instead of efficient destination mediation and high-quality service.<sup>3</sup>

### **CONCLUSIONS**

The potential of the Romanian Black Sea seaside seems rather unreached especially in comparison to the time before year 1990. The Bulgarian Black Sea seaside relies much more on foreigners which used to be  $2/3^{rd}$  of the total tourists before the pandemic. After year 2020 the Bulgarian Black Sea coast has been hosting less tourists from abroad, however, this is partially offset by increased domestic Bulgarian tourists.

While the same trend with the decline of foreign tourists has also been experienced in Romania, due to their rather small share of less than 5%, this was not impacting the overall touristic performance on the Romanian Black Sea coast.

The significance of foreign tourists in Bulgaria, however, severely hit the Bulgarian touristic employment market, whereas in Romania the pandemic impact on the labour market used to been rather minor – single-digit employment reduction combined with stagnant salaries.

The touristic capacity seems quite similar in Varna and Constanța, while Burgas is the undoubted leader on the Western Black Sea coast. Dobrich has also developed a significant capacity but ranks 4th among the maritime regions studied. The biggest landmark of Tulcea region is the natural reserve of Danube delta that attracts more different type of tourists than the mainly sea tourists pouring in the other four regions observed. It could be beneficial to improve the flight capacity with charter flights to and from the airports in Balchik and Constanța, so that to bring more foreign tourists in the regions of Northern Dobrich and Constanța, both of which have definitely more potential than their current performance.

Bulgaria has managed to develop a higher capacity and market share due to natural facts and more importantly due to significant funds diverted from the interior and invested on the Black Sea coast in the last 100 years. Especially noticeable is the divergent development between Bulgaria and Romania after the fall of communism when Bulgaria in essence destroyed much of its production sector and diverted enormous funds to increase and refurbish the touristic capacity on the Black Sea coast. Romania, on the other hand, has been preferring more continental development preserving much more of its industrial capacity and not investing overly on improving its touristic and hotel infrastructure on the Black Sea, approach resulting in its reduced accommodation capacity and decreased arrivals compared to 30 years ago.

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<sup>&</sup>lt;sup>3</sup> Nedialkova 2020, 68.