**Annex 1:** **Links of the interactive web portals for investing (including e-database):**

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| **Centre for Development of Southwest Planning region**  <http://investinsouthwest.mk/page/centar-za-razvoj> |
| **Centre for Development of East Planning region**  <http://www.investineastregion.mk/?mk=doma> |
| **Centre for Development of Polog Planning region**  <http://212.13.72.82/> |
| **Centre for Development of Southeast Planning region**  <http://investinseregion.mk> |

**Annex 2: Informative and advisory events for and with the private sector in 5 planning regions (Southeast, Polog, Skopje, East and Southwest) in the period from 1 January to 31 December 2015**

1. **Detailed overview of events organized per region (1 January – 31 December 2015):**

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| 1. **Center for Development of the Southeast Planning Region** | | | | | |
| **Informative event no. / date and place** | **Presenting institution/organization** | **Topics presented** | **Number of participants** | | |
| **F** | **M** | **Total** |
| 1. 03.04.2015   Strumica | * Center for Development of the Southeast Planning Region * Agency for Promotion of Entrepreneurship of the Republic of Macedonia – APPRM * Employment Agency of the Republic of Macedonia – AVRM | * Presentation of documents developed by the Center for Development of the SEPR: * Program for Development of the Southeast Planning Region 2015-2019; * Guide for Investments in the Southeast Planning Region; * Strategy for small and medium sized enterprises in the Southeast Planning Region; * Current and new programs for supporting the entrepreneurship in the private sector; * Active policies and measures for supporting self-employment and employment, entrepreneurship and the private sector; | 19 | **30**  30 | 49 |
| 1. 17.04.2015   Gevgelija | 13 | 19 | 32 |
| 1. 24.04.2015   Strumica | * ABC “CREATION” and MCA 2000 | * Introducing national and EU programs for supporting the private sector and economic development (2014-2020); * Areas for supporting the local economic development; * Types of support for the private sector and economic development; * EU programs for supporting the private sector; * Horizont 2020, KoSME, PROGRES+, Lajf+; * Access to programs and links for checking calls; * Support needed by the private sector for applying for funds from the programs; * National and IPA programs for supporting the private sector and economic development; * Programs for supporting small and medium size enterprises; * Sector programs (agriculture – rural development and IPARD – tourism) * Donor programs for supporting the private sector in Macedonia; * EBRD – support to small businesses; * WB EDIF (Development and Innovations Fund); * Standards for joint presentation on EU markets; * Quality standards; * Environment protection standards; * Social standards; * Partnership networks; | 9 | 22 | 31 |
| 4. 08.05.2015  Gevgelija | 12 | 18 | 30 |
| 5. 15.05.2015  Strumica | * Macedonian Bank for Development Promotion – MBPR * European Bank for Reconstruction and Development – EBRD * Agency for Promotion of Development of Agriculture * NLB Tutunska Banka | * Presentation of the financial programs of the Macedonian Bank for Development Promotion; * Presentation of consulting opportunities and the program for small businesses of the European Bank for Reconstruction and Development; * IPARD and Program for Financial Support of the Rural Development; * Presentation of credit lines offered by Macedonian commercial banks; | 11 | 25 | 36 |
| 6. 05.06.2014  Dojran | * UNIDO (United Nations Industrial Development Organization- Vienna) * Agency for Promotion and Support of Tourism * Agency for Promotion of Development of Agriculture | * Good practices for developing alternative tourism, cluster association and promotion of tourist businesses; * Presentation of the programs of the Agency for Promotion and Support of Tourism; * IPARD Program for Financial Support of Rural Development – possibilities for tourist businesses; | 17 | 23 | 40 |
| **Total** | | | **81** | **137** | **218** |

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| 1. **Center for Development of the Polog Planning Region** | | | | | | |
| **Informative event no. / date and place** | **Presenting institution/organization** | **Topics presented** | **Number of participants** | | | |
| **F** | **M** | | **Total** |
| 1. 30.04.2015   Tetovo | * DKAUT “ESA-TE” | * Introducing “Preparation of Regional Program with a draft Action Plan and Communication Strategy for Development and Support of the Private Sector in Coordination with Other Entities in the Polog Planning Region“ | 8 | 10 | | 18 |
| 1. 26.05.2015   Tearce | * Agency for Promotion of Entrepreneurship of the Republic of Macedonia; * Ohridska Banka | * Program for Supporting Entrepreneurship, Competitiveness and Innovation of Small and Medium Sized Enterprises for 2015; * Loans offering support for projects implementing energy efficiency measures and use renewable energy sources | 4 | 15 | | 19 |
| 1. 30.05.2015   Tetovo | * NORMAK Investment Group; * Delegation of the Turkish Association of Business Angels (ТВАА) | * Benefits from investing in the Republic of Macedonia; * Financing models and innovative concepts – tools for strengthening cooperation and investments between business communities | 6 | 30 | | 36 |
| 1. 17.06.2015   Mavrovo | * Employment Center Tetovo; * European – Macedonian Learning and Innovation Center (EMKICE) | * Operational Plan for Labor Market Services and Active Measures for 2015; * “Ideas of Entrepreneurs – Communicating with Investors” – Active EU Funds | 6 | 24 | 30 | |
| **Total** | | | **24** | **79** | **103** | |

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| **3. Center for Development of the Skopje Planning Region** | | | | | |
| **Informative event no. / date and place** | **Presenting institution/organization** | **Topics presented** | **Number of participants** | | |
| **F** | **M** | **Total** |
| 1. 25.03.2015   Skopje | * State Secretary of the Ministry of Local Self-Government of the Republic of Macedonia * Executive Director of the Association of Chambers of Commerce of the Republic of Macedonia * Employment Agency of the Republic of Macedonia * Fund for Innovations and Technology Development of the Republic of Macedonia | **Promotion of Innovations and Technological Development**   * Presentation of the Program for Development of the Skopje Region – 2015-2019 * Active Employment Measures (measures for employing young people, under 29; measures for training with a known employer; measures for internship) * Possibilities for funding via the Fund for Innovations and Technology Development of the Republic of Macedonia – Presenting the first call for funding under the instrument Co-financed grants for start-ups, spin-offs and innovations * Preparation of project proposals – representative of the Fund for Innovations and Technology Development of the Republic of Macedonia * Application form * Business Plan * Project Budget * Supporting documents | 37 | 21 | 58 |
| 1. 03.04.2015   Skopje | * Independent consultant Ilija Vuchkov | **The Basics of EU Funding, Hints, Expert’s Tips in EU Direct Funding (COSME & HORIZON 2020)**     * EU Programs for supporting small and medium size enterprises, HORIZON 2020 * EU Programs for supporting small and medium size enterprises, COSME | 15 | 13 | 28 |
| 1. 21.04.2015   Skopje | * President of the Council for Development of the Skopje Planning Region * President of the Association of Chambers of Commerce of the Republic of Macedonia * Deputy Minister for Environment and Physical Planning * President of the Macedonian Council for Green Construction * Ministry of Economy * Mr. Mihajlo Evrosimovski – Evrosimovski Consulting | **Energy Efficiency in Construction – Green Construction**   * Energy Efficiency as an investment in environmental protection * Operation and international networking of the Macedonian Council for Green Construction and current situation in the sector * Regulations on obtaining energy passports for construction * Environment Protection Standards – ISO 14001 | 21 | 36 | 57 |
| 1. 08.05.2015   Skopje | * Ms Svetlana Petrovska – lecturer at the American Colledge | **Business Strategy (selecting a market, profitable product, reorganization and restructuring as a tool for increasing the profit)**   * Business strategy * Market selection * Selecting a profitable product, * Reorganization and restructuring as a tool for increasing the profit | 15 | 13 | 28 |
| 5. 20.05.2015  Skopje | * Executive Director of the Association of Chambers of Commerce of the Republic of Macedonia * MBPR * Kapital Banka * EBRD * Procredit Bank * Commercial financial fund for small and medium sized enterprises – Crimson Capital Corporation from the US | **Funding the development of the small and medium size enterprises**   * Financial products of MBPR: 1. LOANS; 2. CREDIT INSURANCE (national and export receivables (before and after delivery) from commercial and political risks.); 3. FACTORING – newest product unique on the financial market in the Republic of Macedonia. * Financial products for small and medium size enterprises of Kapital Banka * Presentation of the program of EBRD for advising small and medium size enterprises in Macedonia; Financial Products for small and medium size enterprises of Procredit Banka * Presentation of the Commercial financial fund for small and medium sized enterprises – Crimson Capital Corporation from the US | 19 | 16 | 35 |
| 6. 03.06.2015  Skopje | * Ms. Ilijana Petrovska PhD, lecturer at the American Colledge * Mr. Lovre Ristovski, Crimson Capital Foundation * Mr. Jane Kukja, Economic Attaché, Economic and Trading Department at the Embassy of the Netherlands in the Republic of Macedonia | **Marketing, branding, innovations; Dutch Programs for supporting small and medium size enterprises in Macedonia; USAID and EBRD support for small and medium size enterprises**   * Understanding the importance of marketing in value generation * Branding and consumers loyalty * Marketing communication * Presentation of the credit line for energy efficiency and renewable energy sources of EBRD WEB SeFF 2 , and Innovation Finance Vehicle IFV- USAID project for funding innovations * Presentation of Dutch programs for supporting small and medium size enterprises in Macedonia; | 20 | 28 | 48 |
| 7. 16.11.2015  Skopje | * Fund for Innovation and Technological Development | * Co-financing grants of the newly-formed companies (up to 6 years) – start-ups and spin-offs * E-trade for small and medium size enterprises and how to improve the export performance of the enterprise | 18 | 10 | 28 |
| **Total** | | | **145** | **137** | **282** |

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| 1. **Center for Development of the East Planning Region** | | | | | |
| **Informative event no. / date and place** | **Presenting institution/organization** | **Topics presented** | **Number of participants** | | |
| **F** | **M** | **Total** |
| 1. 18.03.2015  Shtip | * Head of the Center for Development of the East Planning Region, Ms. Dragica Zdraveva * Director of the the Knowledge Center, Ms. Andrijana Bogdanovska * Representative of the Employment Agency, Mr. Marjan Stojchev * Representative of the Employment Agency, Ms. Menka Guglevska * Center for Development of the East Planning Region, Ms. Zujica Angelova | * Entrepreneurship and framework for supporting entrepreneurship of the Republic of Macedonia * Active policies and measures for supporting self-employment and employment * Presentation of the Program for Development of the East Planning Region 2015-2019 * B2B meetings | 22 | 18 | 40 |
| 2. 08.04.2015  Shtip | * Head of the Center for Development of the East Planning Region, Ms. Dragica Zdraveva * Director of the Knowledge Center, Ms. Andrijana Bogdanovska * Ms. Katerina Krecheva, Fund for Innovations and Technological Development * Ms. Jasmina Majstorovska, Ministry of Economy | **Innovations, technological development and entrepreneurship**   * Presentation of findings from the Research on Managing Innovations in the Republic of Macedonia * Presentation of Instruments and Active Calls and Programs * Presentation of the Program for Entrepreneurship, Competitiveness and Innovation * B2B meetings | 24 | 21 | 45 |
| 3. 12.05.2015  Shtip | * Head of the Center for Development of the East Planning Region, Ms Dragica Zdraveva * Macedonian bank for Development Promotion, Mr. Aleksandar Stanojkovski * European Bank for Reconstruction and Development, Ms. Maja Antevska * Director of the Knowledge Center, Mss Andrijana Bogdanovska * Representatives of the banks (Kapital Banka, TTK Banka, Stopanska Banka, Sparcasse Banka) | **European funds and programs for funding small and medium sized enterprises in Macedonia, offers of Macedonian banks for supporting development**   * Presentation of the programs and the products of MBPR * Presentation of the program for small businesses, EBRD * Presentation of European funds and programs for financing small and medium size enterprises in the Republic of Macedonia * Presentation of products for small and medium size enterprises from the commercial banks * Mini Fair * B2B meetings | 24 | 26 | 50 |
| 4. 20.05.2015  Shtip | * Head of the Center for Development of the East Planning Region, Ms. Dragica Zdraveva * Ms. Milica Zhivkovska, Agency for Foreign Investments and Export Promotion * Ms. Jadranka Arizankovska, Chamber of Commerce of the Republic of Macedonia * Mr. Aleksandar Kocev, Johnson Control * Ms. Emilija Churevska - Arcelor Mittal | **Programs for supporting the business community;**   * Presentation of programs for supporting export * Presentation of support provided by the Chamber of Commerce to the companies for their export activities * Presentation by Johnson Control on the processes and needs for involving local suppliers in their production process * Presentation by ArcelorMittal on the processes and needs for involving local suppliers in their production process * B2B meetings | 23 | 27 | 50 |
| 5. 23.09.2015  Shtip | * Eco-mosaic Skopje | Legislation related to the management of the environment applied to the companies; green agenda for business management; issues related to the environment; hoe to obtain eco-hotel label. | 20 | 20 | 40 |
| Advisory event no. 1  30.04.2015  Shtip | * Head of the Center for Development of the East planning region, Ms. Dragica Zdraveva * Director of the Knowledge Center, Ms. Andrijana Bogdanovska * Head of the Unit for Inspection in the State Archive of the Republic of Macedonia, Ms. Suzana Stamboliska, | **Presenting the most recent changes in the Law on Archiving**   * Presenting the laws and by-laws on office and archive operation * Defining basic terms in office and archive operation * Comparing public and private archive materials * Basic techniques in office operation: how to keep a daily ledger, how to keep an auxiliary ledger * Basic techniques for archive operation: archiving, compiling and processing documents * Inspection of the operation of holders of archive and documentary materials | 40 | 20  20 | 60 |
| Advisory event no. 2  12.05.2015  Shtip | * Head of the Center for Development of the East planning region, Ms. Dragica Zdraveva * Mr. Ilcho Marolov, Agency for Promotion of Development of Agriculture * Ms. Biljana Kostovska, Agency for Financial Support of Agriculture and Rural Development, IPARD * Mr. Gjorgji Martinovski, Agri Info.Net * Igor Iljovski, MS, Agri Info.Net * Mr. Gorazd Chomovski, Macedonian-Bulgarian Chamber of Commerce | **Strategy for Developing Agriculture, subsidies, grants and calls for the Measure 302 of the IPARD Program for rural businesses, use of technology in agriculture - first Macedonian system for exchanging agricultural products and cooperation - Macedonian and Bulgarian Chamber of Commerce**   * Presentation of the Strategy for Development of Agriculture, subsidies, grants and calls * Presentation of Measure 302 from the IPARD Program for rural businesses * Presentation of using new technologies in agriculture, first Macedonian system for exchanging agricultural products * Presenting the Program for Cooperation between the Macedonian and the Bulgarian economy | 24 | 26 | 50 |
| **Total** | | | **177** | **158** | **335** |

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| 1. **Center for Development of the Southwest Planning Region** | | | | | |
| **Informative event no. / date and place** | **Presenting institution/organization** | **Topics presented** | **Number of participants** | | |
| **F** | **M** | **Total** |
| 1. 26.03.2015  Struga | * Mr. Aleksandar Celeski – Target Communications * Mr. Lazar Nedanovski * Mr. Ilmiasan Dauti (UNDP) | * Methodology for Developing a Communication Plan, regional development program and support for the private sector in the SWPR and e-Guide for Investors * Policy for developing the region with special focus on the small and medium size enterprises | 12 | 21 | 33 |
| 2. 16.04.2015  Struga | * Prof. Mijalche Santa (contact person for Horizont 2020) * Ms. Ljupka Mitrinovska (Fund for Innovations and Technology Development) * Ms. Maja Taseva and Ms. Liljana Vukovikj (Agency for Promotion of entrepreneurship) | * European programs - Horizont 2020 (presentation of the program, structure of instruments for supporting small and medium size enterprises, access to funds and rules for participation) * Programs for supporting the business sector | 25 | 23 | 48 |
| 3. 29.04.2015  Struga | * Mr. Aleksandar Celeski – Target Communications | * Presentation of the Communication Plan and the Regional program with an Action Plan for development and supporting the private sector in the SWPR | 12 | 11 | 23 |
| 4. 22.05.2015  Kichevo | * Prof. Mijalche Santa (contact person for Horizont 2020) | * European programs - Horizon 2020 (presentation of the program, structure of instruments for supporting small and medium size enterprises, access to funds and rules for participation) | 4 | 16 | 20 |
| 5. 10.06.2015  Struga | * Mr. Aleksandar Celeski – Target Communications | * Presentation of the Communication Plan and the Regional program with an Action Plan for development and supporting the private sector in the SWPR | 10 | 19 | 29 |
| **Total** | | | **63** | **90** | **153** |

**Annex 3: List of institutions and organizations which presented services they offer related to the development of the private sector**

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| **No.** | **Governmental bodies and public institutions** |
| 1 | Ministry of Local Self Government |
| 2 | Ministry of Economy |
| 3 | Ministry for Environment and Physical Planning |
| 4 | Employment Agency of the Republic of Macedonia |
| 5 | Macedonian Foundation for Development of Enterprises |
| 6 | Fund for Innovations and Technology Development |
| 7 | Association of Chambers of Commerce of the Republic of Macedonia |
| 8 | Agency for Promoting Entrepreneurship of the Republic of Macedonia – APPRM |
| 9 | Chamber of Commerce of the Republic of Macedonia |
| 10 | State Archive of the Republic of Macedonia |
| 11 | Agency for Foreign Investments and Export Promotion |
| 12 | Agency for Promotion of Development of Agriculture |
| 13 | Agency for Financial Support of Agriculture and Rural Development, IPARD |
| 14 | Center for Development of the Southeast Planning Region |
| 15 | Center for Development of the East Planning Region |
| 16 | Council for Development of the Skopje Planning Region |
| 17 | Macedonian Council for Green Construction |

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| **No.** | **Banks** |
| 1 | Macedonian Bank for Development Promotion |
| 2 | Kapital Banka |
| 3 | Procredit Bank |
| 4 | ТТК Banka |
| 5 | Shparcasse Banka |
| 6 | Stopanska banka |
| 7 | Industriska Banka |
| 8 | NLB Tutunska Banka |
| 9 | Ohridska Banka |
| 10 | European Bank for Reconstruction and Development |
| 11 | Commercial Financial Fund for Small and Medium Sized Enterprises - Crimson Capital Corporation |

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| **No.** | **National and international organizations / companies** |
| 1 | United Nations Industrial Development Organization (UNIDO) |
| 2 | EMKICE |
| 3 | Knowledge Center |
| 4 | Johnson Control |
| 5 | Arcelor Mittal |
| 6 | Chamber of Commerce of Bulgaria |
| 7 | NORMAK |
| 8 | ABC “CREATION” and MCA 2000 |
| 9 | DKAUT “ESA-TE” |
| 10 | Delegation of the Turkish Association of Business Angels (ТВАА) |
| 11 | Target Communications |
| 12 | AgriInfo. Net |
| 13 | Eco-mosaic Skopje |

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| **No.** | **Independent experts / consultants** |
| 1 | Prof. Mijalche Santa (contact person for Horizont 2020) |
| 2 | Independent consultant Ilija Vuchkov (European Programs Horizon 2020) |
| 3 | Mr. Mihajlo Evrosimovski - Evrosimovski Consulting |
| 4 | Ms. Svetlana Petrovska - lecturer at the American College |
| 5 | Ms. Ilijana Petrovska PhD, lecturer at the American College |
| 6 | Mr. Lazar Nedanovski |
| 7 | Mr. Jane Kukja, Economic Attaché, Economic and Trading Department at the Embassy of the Netherlands in the Republic of Macedonia |