**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. 08.05.2015Gevgelija  | 12 | 18 | 30 |
| 5. 15.05.2015Strumica  | * 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. 05.06.2014Dojran  | * 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. 20.05.2015Skopje  | * 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. 03.06.2015Skopje  | * 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. 16.11.2015Skopje | * 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. 18.03.2015Shtip  | * 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. 08.04.2015Shtip  | * 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. 12.05.2015Shtip  | * 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. 20.05.2015Shtip  | * 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. 23.09.2015Shtip | * 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. 130.04.2015Shtip  | * 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 | 2020 | 60 |
| Advisory event no. 212.05.2015Shtip  | * 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. 26.03.2015Struga  | * 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. 16.04.2015Struga  | * 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. 29.04.2015Struga  | * 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. 22.05.2015Kichevo  | * 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. 10.06.2015Struga  | * 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**

|  |  |
| --- | --- |
| **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  |

|  |  |
| --- | --- |
| **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  |