

PROFILE OF THE REGIONAL ENTERPRISE SUPPORT CENTRE - BITOLA

Regional Enterprise Support Centre Bitola (Foundation for SME Development) is one of the five Regional Centres established in the country under the Phare Integrated SME Development Programme, with a main purpose to support the local economy providing a wide range of advisory and information services to small and medium sized enterprises.

It has been established as a foundation under the national "Law on Associations of Citizens and Foundations", the founders being:

- Municipality of Bitola
- Regional Association of Craftsmen-Bitola
- Transkop-Bitola (private company)
- Sinpeks-Bitola (private company)

Mission

Our mission is to work in partnership with other local interests to develop and "add value" to the economy of Bitola region through expansion of SMEs. More specifically, the intention is to create suitable environment for development and growth of start-up and on-going SMEs, as well as to contribute to the global economy progress in, and even beyond the Region.

Range of Services

The primary role of RESC is to assist SMEs in building the internal strengths and capacities that they need to survive and develop into an increasingly competitive environment. For the implementation of this role RESC:

- Provides advice and information to potential and existing entrepreneurs
- Provides an information library
- Assists entrepreneurs in preparing investment plans and credit applications to banks
- Organizes and carries out entrepreneurial training
- Supports access to bank credits for the SMEs and acts as the local agent for Phare credit line for SMEs
- Supports identification of business development opportunities
- Assists SMEs in general problem solving
- Supports export activities to EU
- Assists liaison of SMEs with relevant companies from the neighbouring countries
- Provides commercial, technical and financial services

- Prepares company profiles and promotion material
- Assists clients with presentations and meetings on fairs and exhibitions, etc.

Cross-border activities

As RESC Bitola, operates in a region close to the Greek border, it is particularly active regarding cross-border activities. In partnership with the cross-border partners from Greece and Albania - Centre for Inter-Balkan Cooperation in Kozani and Regional Development Agency in Korca - RESC has implemented and is currently implementing joint Projects that present the base on which the Prespa Euroregion can be developed.

It is a new model for cross-border cooperation that concentrates on the following three topics, on which joint projects, that will help to open up the border region, to strengthen local capacity, and to promote economic development and cross cultural relationships, can be developed:

- SME development
- Tourism and environment
- Linking of local NGOs and business associations, and local capacity building.

Members of RESC team

1. Director - Dragan Damjanovski
2. Business advisor - Goce Petrovski
3. Business advisor -Elena Damjanovska
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REPORT ON ACTIVITIES OF RESC BITOLA

STATISTICS

Total number of clients in database: 440

Total number of businesses recommended for Phare Micro- Credit line: 69

Total number of prepared business plans for credit applications: 95

Apart for the Phare MCL, RESC Bitola has an authorization to provide advisory and consultancy services for the credit lines through GTZ DEG, Macedonian Bank for Development Support and Macedonian Foundation for Development Promotion.

PROJECT PARTICIPATION

1. Creation of a mutual mechanism for the development and promotion of the cross-border cooperation between SME and the organizations for their support

Responsible for the project with the center for Cross-Balkan cooperation from Kozani, Greece as a partner.

The implementation period is 9 months in 2001.

Target group: SME from the two regions and the possibility for their cooperation in the field of economic development, mutual contributions and mutual market specification.

Activity description: analysis of the current situation of the SMEs from the two regions were made, specifically analysis of the priority branches, which are dominant but who have real development foundations in the future. We prepared a model, a blueprint of the possible investments, the import-export activities, the managerial structure and the mutual regional perspective.

Results achieved: Direct organizational meetings, workshops, involvement of experts and fair manifestations were held for the first time in Bitola and Kozani. In the past period, more than 16 firms participated in the mutual economic activities.

We held four workshops, two in each city, with the participation of experts on the following issues:

- Judicial-financial problems and the advantages for starting a business.
- Development of the entrepreneurial spirit in the cross-border cooperation.
- New technologies.
- Training in different spheres.
- The project is financed by the PHARE and CBE, 48000 Euro.

2. Emphasizing of the need to create entrepreneurial awareness and culture as a basis for the development of the SMEs.

Project partner: The Regional center together with the center for inter-Balkan cooperation are partners of the responsible organ-Association for open communications, Bitola.

Implementation period: 9 months, during 2001-2002.

Target group: the entrepreneurial structure, their managerial capabilities as a consequence of the transitional period.

Activities description: We did an analysis of the managerial structure, the training needs, we did a comparative analysis of the two regions, we coordinated the needs and the activities of the training program.

Results achieved: We determined the training levels, we did a comparative analysis of the status of the two regions, for which a budget of 38000 E was used.

We held workshop centers from different spheres of education for new and future managers.

The project is financed by PHARE-CBC.

3. Action plan for the Bitola Municipality.

Partner of the project: Regional Center, partner of the Balkan Association for friendship and cooperation in Bitola.

Period for implementation: 12 months in 2001-2002.

Target group: Municipality Bitola and its overall socio-economic development.

Project description: Analysis of the current condition and the future activities of the Municipality with the construction of Action plans for every segment separately.

Results achieved: Implementation of single elements, especially in the economic development field, human resources and cross-border cooperation. Budget 350000 Euro.

The project is financed by

4. Social employment benefits

Project of the World Bank, realized in partnership with the RCPP Veles and RCPP Kumanovo.

Implementation period: 9 months

Target group: Social stratified groups, unemployed people as a result of the transitional processes, unemployed people in general.

Description of the activities: We did an analysis of the unemployment problems, we classified them by categories, and by the needs for prequalifications, training, employment and self-employment with the starting of a new business.

Results achieved: We held many training programs, seminars; we visited firms for business integration; for employment of skilled workers, we prepared business plans for self-employment and opening of a business.

Budget: Project of World Bank, the financing was based on the real number of employed.

The implementation of the project including the training process and the process of employment was held in direct contacts with firms.

5. Economic body, Prespa, promotion of sustainable economic development in the cross-border region, the Euro region Prespa-Ohrid.

Partners of the project: East-West Institute, USA-department in Prague, Center for inter Balkan cooperation - Kozani, R. Greece, and Regional Agency for development in Korca, R. Albania.

Implementation period: 12 months during 2002-2003.

Target group: Local self-government of Bitola, Prilep, Demir Hisar, Resen and Ohrid, MSP, the Universities, NGOs, Mediums, the society.

Project description: We did analysis of the sector of all relevant partners crucial for the development of the cross-border cooperation framework Bitola-Korca-Kozani. The action plan projected a common perspective including the economic development, free economic zone, Euro-regional technological part, common infrastructure, tourism and ecology, problems in the transport, border pass management, visas regime, University student exchange, NGO network and the mediums.

Results accomplished: We prepared a strategy for the stage-by-stage overcoming of the problems in the future. This is a single written document about how many problems are solved by the institutions on a regional level and how to solve the problems by the Government institutions. The program is developed by the governments of the three countries, the European Council, the Pact for Stability and the European Agency for Reconstruction.

Budget: 280000 E financed by the Swedish foundation-SIDA.

The implemented results were developed through various meetings in:

- The cities of the region.
- The development centers and chambers.
- Fairs and manifestations.
- The mayors and advisers in the cities.
- Appropriate Government institutions.

6. Maintaining a dialogue between the cross-border cooperation communities in the high education sphere, the mediums and the NGO sector.

Project partners: East-West Institute-Prague, the Center for inter-Balkan cooperation-Kozani, the Regional Agency for development-Korca.

Implementation period: 12 months during 2002-2003.

Target group: Cross-border institutions are the entailers of the social activities, which are influential in the development of the social community, the Universities and NGOs.

Activities description: For the first time Bitola, Korca and Lemnos-Prespa hosted meetings for all interested sides for the opening of the region in cooperation in every aspect and the overcoming of the historical barriers.

Results accomplished: TV and radio programs and student and professor university exchanges.

Budget financed by SIDA 50.000 Euro.

The project was continuously developed in all phases, and its results are more and more present in the cross-border cooperation.

7. Emphasizing of the local self-government and research institutional forms towards the regional cross-border cooperation

Project Partner: Centar for Inter-Balkan cooperation in Kozani and the Regional Agency for development in Korca.

Implementation period: 12 months during 2003.

Target group: the local self-government and its institutions.

Activities description: We did an analysis of the administrative organization and the law regulations in the three region-states, the overcoming of the administrative barriers, the possibility for cross-border cooperation, the direct communication, we visited the fair of the Euro-regions and specifically the Nice region between the Republic of Germany, the Check Republic and the Republic of Poland.

Results accomplished: First direct communication, experience exchange, mutual trips, and acceptance of the Action plan of the Economic body for continuous solving of the problems.

Budget: 20000E, German technological contribution.

We held four workshops in Bitola, Florina, Kozani and Korca in the presence of the mayors of the regions and in these workshops in an open dialogue we realized the possibilities for cooperation and for the development of the local self-governments.

8. Mutual activities umbrella for cross-border economic cooperation support.

Project partners: Center for Inter-Balkan cooperation-Kozani and the Regional Agency for development-Korca

Implementation period: 12 months in 2003.

Target group: Economic subjects of the region, ESM, agriculture, Universities.

Project description: based on the up to date activities, we prepared an operational action plan, which evolves around the stimulation of the economic development in the regional framework. We accomplished this with the organization of workshops in effort to stimulate the women entrepreneurs, the role of the e-commerce and its gradual establishment in the region, the possibility for development of the biological-organic agriculture and the reality of the eco-tourism.

Results achieved: Opening of the entrepreneurial cooperation process, their direct contacts, development and investment.

Budget 30.000 Euro, GTZ German technical aid.

The project represents a practical implementation of the conclusions of the Economic development body of the Prespa-Ohrid Euro region in support of the economic cross-border cooperation with emphasis of the small and medium size enterprises.

9. Training of service centers personnel for development of the SME in the Mediterranean Basin, in the Middle East, and the Balkan countries.

The project, with the participation of two entrepreneurs, is financed by the Italian Government and the Mondiapresa institution.

The training was composed of two parts:

- Theoretical part, which lasted for 30 days and,
- Practical part held in the appropriate institution of Bari; work on the project and direct contacts with entrepreneurs.

10. Participation in the following project, financed by the FARE framework program: "Projects for large-scale social-economic development," whose organs are LDK Consultants - Athens, GHK from Great Britain and the Center for research and technology, Thessaloniki.

- Fusibility studies for the Technological park development in Bitola.
- Studies of the tourism development on Pelister.
- Developing a Regional plan for development of the cross-border region.
- Improving the technical education in the cross-border region.

Project partners: Regional center, with the decision of the European Agency for reconstruction, was a partner of LDK consultants from the R. of Greece and the economy minister from the government of the R. of Macedonia for the Region and member of all managing boards who coordinated the projects.

Target group: SMEs from the region, the University, the Local selfgovernment, the tourist organizations and the high school education.

Activities description: Projects were prepared for the first time in the region, which analytically-with the use of the knowledge and experiences of the EU-transmitted the knowledge about the possibilities for opening a Technological part, for the regional development of the cross-border region and for the training of lecturers who will work on enlarging the entrepreneurial awareness in the future.

The project was financed through the European Agency for reconstruction, who conducted the program Phare-CBC large projects. Budget: 1.280.000 Euro.

11. Program for entrepreneurial support and the attracting of foreign investments.

Project partners: The regional centers and the ESA centers.

Organizer: The ministry of Economy of the Government of the R. of Macedonia.

Implementation period: 6 months, during 2003.

Target groups: The entrepreneurs, MSP, the unemployed, the managing staff and the potential managers, the NGOs, the network of future lecturers and consultants and consulting organizations and the foreign partners in the regional borders.

Activities description: In effort to overcome the current economic conditions, the Government according to the stated program assigned the center to manage, implement and coordinate all activities, which include giving information, advice and training, development of business plans, foundation of incubators and technical support.

Results achieved: Continuity of the activities, training, credit means available, mutual marketing analysis, monitoring and assistance of the businesses.

The project was derived through three two-days training.

The method was financed by the Ministry of economy, through the programs for economic entrepreneurial development; it amounted 1.370.000 denars.

12. Cross-border institutional formation of a project for the formulation of the Prespa-Ohrid Euro region

Project partners: East-West Institute - Prague, the Center for inter Balkan cooperation - Kozani and the Regional Agency for reconstruction - Korca.

Target group: Local self-government, MSP, the local institutions for development, the mediums, the universities and the NGOs.

Activities description: formulation of a Euro region, implementation of the Euro regional pilot programs, rationalization of the public services, building of euro regional institutions, building of a capacity in effort to harmonize the standards and the practices in relation with the EU, development of the awareness of the role of the cross-border cooperation.

Obstacles: the every day economic, law and educational differences and the need of a time to overcome them.

Results achieved: they are expected at an economic field and the community.

The project is at an implementation phase and it is financed by the Swedish Government Agency, SIDA, in the amount of 420.000 Euro.

13. Support of the municipalities, entrepreneurial development and self-employment, Bistrica.

Organizer: The Regional Center.

Target groups: the unemployed and entrepreneurs who have started their businesses.

Activities description: In effort to overcome the unemployment problem and in effort to achieve development of the small and medium size enterprises, a seven day training of 25 entrepreneurs and those who want to start their own business was realized, which included:

-Marketing, management, finance, new technologies.

-Towards the end, a business plan was developed with each entrepreneur.

Results achieved: six entrepreneurs, from those present at the training, presented their business plans to the financial institutions.

The project is financed by the UNDP, in the amount of 10.000 US.

14. Outreaching problems and obstructions of the new founded enterprises

Organizer: The Regional Center

Target groups: The new foundation of SMEs which has started in the business.

Activities description: The main purpose is the new firms to start with the business. It was made questionnaire, the real needs for support, training and business plan were comprehended.

Results achieved: The interests for certain entrepreneurs needs and training were define.

15. Info point, establishing information base between SMEs and the institutions for support in R. Macedonia

Organizer: The Regional Center

Target groups: SMEs and all firms in the region in Bitola

Activities description: The aim of this project is to form an functional data base for all SMEs in the Republic

Results achieved: Network between SMEs, for easier communication.

The project is financed by APPRM, 50.000

16. Stock for offers and demands of SMEs from Ex Yugoslavia

Organizer: The Regional Center

Activities description: The system of exchange business possibilities- Stock Market which facilitate to SMEs, enter to the offers and demands in the data base, link to the web pages and distribution of the Stock Market in Macedonia and abroad.

Results achieved: Entrepreneurs with the partners direct communication and appreciating of the Stock Market.

The project is financed by APPRM and PCMG - R.Slovenia.

17. Realization of consultants services for certain problems of SMEs

Organizer: The Regional Center

Target groups: Entrepreneurs from different profiles of SMEs

Activities description: With the project sixth parts are included from the consultants services: management, marketing, business plan, e-business, HACCP and ICD standards, with training and direct visit of the entrepreneurs, attempt to outreach the present and future problems, conceptions for development and initiation necessary standards.

Results achieved: Identification and solving the problems, with using services from the experts teams.

Participation of the RCPP representatives in the MONDIMPRESA project, Italy

ACTIVE PARTICIPATION AT VARIOUS EVENTS

September 2000, 2001 and 2002: presentation of RESC Bitola at the 16th, 17th and 18th Industrial Trade and Agricultural Fair in Koila, Kozani, Greece

September 29-30, 2001 in Oteshevo, Resen, Macedonia "Setting the Priorities for Development of the Area Around Prespa Lake"

Co-organizers of the Conference for the perspectives of setting up a Euroregion on the area around Prespa Lake, between Macedonia, Greece and Albania, regarding SME development, tourism, NGO networking. Co-organizers: East West Institute, Prague Center and OSCE Mission in Skopje.

November 16 - 18, 2000 in Skopje

Participation at the Forum of Cities and Regions in South - Eastern Europe

November 23 -25, 2000 in Budapest Participation at the Third Forum of Central-European Initiative

December 5 - 8, 2000 in Skopje, Presentation of RESC Bitola at the Exhibition for Infrastructure Reconstruction of the Balkans 2000 (BIRE 2000)

March 20, 2001, in Bitola, Organization of logistics for the Conference on "Opportunities and Obstacles for the Development of SMEs in the Republic of Macedonia"

June 20, 2001 in Aminteo, Municipality of Florina, Greece
On invitation of CIBC Kozani and Technopolis Thessaloniki - Ptolemaida Office, the Director and Business Adviser of RESC Bitola had a lecture on Economic Issues Regarding the Region of Bitola, with special emphasis on food industry.

July 22-25, 2001 in Temisoar, Romania
Participation at the workshop for Practical Experiences with the CrossBorder Co-operation Programs

September 17 - 19, 2001 in Nis, Serbia
Participation at the Conference for "Cross-border Co-operation in the Bordering Regions of FR Yugoslavia, Bulgaria and Macedonia" in co-organization of East West Institute, Council of Europe and Municipal Council of Nis.

November 15 - 16, 2001 in Kumanovo
Participation at the Symposium " Fostering of the cross-border cooperation between the Republic of Macedonia, Republic of Bulgaria and FR Yugoslavia" organized by RESC Kumanovo.

November 27, 2001 in Ohrid
Participation at the "National seminar for cross-border cooperation for the local and regional representatives in the Republic of Macedonia" - organized by the Council of Europe.

April 26 - 27, 2002 in Bitola
Co-organizer and participant at the Conference: " Fostering Inter - Community Dialogue and Co-operation through Transfrontier Cooperation in the Lake Prespa/ Ohrid region"

June 12 - 15, 2002 in Bitola
Support and participation at the BITOLA EXPO 2002 - First Fair of Consumer Goods, Raw Materials and equipment

June 19 -20, 2002 in Skopje
Participation at the Regional Development Conference organized by Macedonian Business Resource Centre

September 28 - 29, 2002 in Dubrovnik, Croatia
Participation at " Southern Adriatic Transfrontier Cooperation Forum"

November 7 - 8, 2002 in Korca, Albania
Co organizers and active participants of the "Second Round Table Discussions on Transfrontier Cooperation in Prespa/Ohrid region in the Spheres of Higher Education and the Media", held in the framework of the Project: " Fostering Inter - Community Dialogue and Co-operation through

Transfrontier Cooperation in the Lake Prespa/ Ohrid region: Towards the establishment of a Euroregion in the Lake Prespa/Ohrid Region", and as a follow-up of the discussions initiated at the preliminary meeting in Bitola, in April 2002.

November 13 - 15, 2002 in Skopje

Participation on the 5th Economic Forum of the CEI Summit, with presentation on two topics

November 18 - 19, 2002 in Osijek, Croatia

Presentation of the Prespa/Ohrid Triangle of Co-operation as a potential Euroregion on the Conference on Transfrontier Co-operation in South Eastern Europe: Obstacles and Opportunities for Euroregional Cooperation.

November 12-13, 2002 in Lemos - Prespa Greece

Co organizers and active participants of the "Second Round Table Discussions on Transfrontier Cooperation in Prespa/Ohrid region in the NGO Sector", held in the framework of the Project: "Fostering Inter - Community Dialogue and Co-operation through Transfrontier Cooperation in the Lake Prespa/ Ohrid region: Towards the establishment of a Euroregion in the Lake Prespa/Ohrid Region", and as a follow-up of the discussions initiated at the preliminary meeting in Bitola, in April 2002.

December 14 - 15, 2002 Warsaw, Poland

On invitation of the Polish Know-How Fund and the Ministry of Foreign Affairs of Poland, the Prespa/Ohrid Triangle of Co-operation was presented on the International Conference "Euroregions and Cross-border Cooperation in New Europe"

March 14, 2003, Korca, Albania

East West Institute, espousal of the project "Promotion of sustainable economical development in the cross-border region Prespa/Ohrid"

March 15-16, 2003, Thessaloniki, Greece

East West Institute, Council of Europe, Stability Pact, Presentation of the Project "Promotion of the sustainable economical development in the crossborder region Prespa/Ohrid.

April 5-7, 2003, New York, USA

East West Institute Board, Presentation of economical and development possibilities in the cross-border cooperation in Prespa/Ohrid region.

June 2-6, 2003, Greece

Participation in studios journey for establishing and building of Euroregional Technology Centre-Bitola.

June 19-22, 2003 Expo Fair-Bitola

Organizing of regional Expo Fair-Bitola and economical forum "Possibilities and prospective for SMEs".

January-June, 2003, Bitola

Organizing of meetings for possibilities for economical development and training for SMEs, in co-organization with SEAF, SEED, USAID, GTZ.

July 20, 2003, Skopje

Government of R Macedonia; Participation in espousal of European Convention for SMEs, 2003.

September 15-18, 2003, Korca, Albania

Workshop for "Possibilities for development of women's entrepreneurship in the cross-border region" with women's entrepreneurs from R Greece, R Macedonia and R Albania.

September 15-18, 2003, Greece

Second part of the studios journey for establishing and building of Euroregional Technology Centre-Bitola

September 23-26, 2003, Kozani, Greece

Participation at traditional regional fair for SMEs

September 15-18, 2003, Greece

Participation in the studios journey for Regional development of crossborder regions, R Macedonia, R Greece.

September 25, 2003, Kozani, Greece

Workshop for E-commerce using and implementation in the region, with entrepreneurs from R Greece, R Albania and R Macedonia.

October 19, 2003, Bitola

Workshop for Eco-tourism possibilities and Prospective of organic agriculture in the region, with entrepreneurs from R Greece, R Albania and R Macedonia.

October 22, 2003, Kozani, Greece

Starting of University's cooperation between Bitola, Florina, Kozani and Korca.

October 27-31, 2003, Warsaw, Poland

Know-How fund, studios journey for experiences in Euroregional Crossborder Cooperation.

February, March, April 2004 Project in cooperation with the Ministry of Economy of the Republic of Macedonia

“ Building entrepreneurs awareness”, workshops and seminars.

February 20, 2004, K orca

Workshop for the role of the local self-government in the development of the cross-border cooperation.

March 19, 2004, Bitola, Macedonia in presence of the Mayors from the region.

Workshop for the Local Self Governments role in the development of the cross border cooperation.

April 27, 2004, Florina, Greece in presence of the Mayors from the region.

Workshop for the Local Self Governments role in the development of the cross border cooperation.

May 2004, Municipality of Bistrica, Macedonia

Project in cooperation with UNDP in Municipality of Bistrica, workshops, seminars and business plans preparation.

May 2004, Bitola, K orca, Florina and K ozani

Faculty Exchange Program Bitola- Korca- Kozani, lectures of professors from the three universities from the region.

May 2004, Bitola

Giving support to the Tehnological Institute from Florina,R.Greece scientific research programme, financed by INTERECT III.

June 24-27, 2004 Bitola, Macedonia

EXPO Bitola 2004- 3rd Regional Trade Fair of Consumer Goods, reproduction Materials and Equipment.

June 25, 2004, Bitola, Euroregional Trade Fair

Workshop between entrepreneurs from Macedonia, Albania and Greece on the following topics:

- “The Benefits of a Euroregional Establishment to Small and Medium Size Businesses”
- “ Transfer of EU Standards and Norms in the Sphere of Food Processing”

July 19, 2004, Ohrid

Workshop for the EAST WEST Institute previous work and coming activities in the Prespa/ Ohrid region and in South East Europe, in presence of Liechtenstein Delegation and in presence of Albanian and Macedonian Mayors.

16 and 17 september 2004

Organization and participating on the refresher course in Korca together with 12 NGO's, about cooperation between NGO's in Evroregion "Prespa-Ohrid"

27-29 September 2004 Ljubljana

Presentation of the Centre on the refresher course of the SME and cooperation with PCMG from Ljubljana on the "Twining programe" R.Macedonia.

October 16-17, 2004, Korca

Participating in a training workshop for local NGO activists on "Project Proposal Writing using Logical Framework Approach" organized by East West Institute and Cultural Triangle of Prespes.

October 2004

Supporting and participating in the scientific projects:

- training ,students and proffesors exchange for compatible development in the Region.
- human envirounment problem in cross-border region, together with Tehnological Institute from Florina and Kozani, R.Grecee.

October 2004,

Supporting and cooperation on the project: "QUALITATIVE AND QUANTITATIVE MONITORING AMING AT THE PROTECTION AND THE PROMOTION OF THE TRANSBORDER RIVER "SAKOULEVA" in crossborder region to the company TERA MENTOR, Atina R.Grecee.

25-27 October Celje R.Slovenia

Refresh course on the theme "Regional Development"

15.12.2004, Bitola

Broadening of the University exchange activities in the region, including the Fine Arts colleges.

08 and 09.02.2005, Bitola

Regional meeting with the partners from Korca and Kozani, appropriate experts and science workers for the:

-Possibilities for the tourist infrastructure development in the Euro region - Prespa-Ohrid.

30.03 and 01.04.2005 , Korca

Secound phase of the project University exchange , exchange of the students from the three Universities , first meeting and possibility for further cooperation.

11.04. 2005 , Bitola

Meeting with enterprners from food processing , restorants for implementation for HACCP standarts , together with APPRM.

13.04.2005 , Podgradec

Continuation of the meeting about the development of the tourism in Prespa-Ohrid region with the representatives from the three regions.

14.04.2005, Bitola

Seminar with the representatives from food industry, restaurant for implementation HACCP standards, together with APPRM.

20.04.2005 , Bitola

Round table, presentation of:

- Four allowed projects , small grants , financed by the Project for foundation of the Euroregion , between NGOs from R.Macedonia and R.Albania,

Participants : University fom the three regions , local structures , representatives from EU.

09.05.2005, Resen

In honour of the Day of Europe , in front of Ngos and other institutions, Future activities for Euroregion “ Prespa- Ohrid” were presented.

12.05.2005, Oteshevo

In the framework of the activities of GTZ and the tree centers RCPP- Bitola, CIBC - Kozani and RDA-Korca they continue the cooperation , a and they had gave support for development of agricultural products and the new technologies for food.

23.05.2005, Oteshevo

First meeting with the Mayors form the region was held where was achieved high level of interest for development of new investments, and it was initiative an idea meeting to be held with all mayors from three countries where they will present their common future donors.

10.05.2005, Bitola

Meeting with the Mayors and Regional Chamber of Commerce in the region was held, about the present and future possibilities for development of the private sector of SMEs and their common activities for Euroregion.

17.05.2005, Prilep

Workshop " The Role of SMEs in the Local Development" was held and on 30.05.2005 second workshop " Analysis of the Competition of SMEs in Regional Development". This two workshops were held and financed by European agency for reconstruction - EAR, Skopje.

18.05.2005, Skopje

Together with APPRM- Skopje contract was signed about ' Consultants services' for strengthening the capacity of 20 SMEs for their development in the Cross-border cooperation.

20.05 and 21.05.2005, Bitola

Workshop' Communication skills and Media representation " for NGOs was held.

27.05.2005, Florina

Workshop " University experience and initiative for ECTS system "was held.

02.06.2005,Florina

First meeting with the participant from Euroregion Council was held. On this meeting Strategic services were elaborated for the future cooperation.

08.06 and 09.06.2005, Ohrid

Workshop " Proposals for Development of the Project for Council for Administration Members for Euroregional Council" was held.

21.06.2005, Podgradec

The Day of Ohrid Lake

06.06.2005, Prilep

Visit of the firms - SMEs in region of Prilep, for confirming development possibilities.

08.06.2005, Ohrid

Meeting with the partners, RDA- Korca and CIBC - Kozani with GTZ future elements of the project, dedicated on the development of the agricultural products.

20.06.2005, Krushevo

Meeting with the Mayors and entrepreneurs from Krushevo was held, for their possible inclusion in Cross- border cooperation " Prespa- Ohrid".

23.06. and 26.06.2005, Bitola

Euroregional Fair- EXPO- Bitola was held.

08.06.2005, Ptolemaida - Greece

Conference on : Cross - border Cooperation in the West Balkans.Obstacles and Challenges, Images and Policies.
University of Tessaly

AWARDS

EWI - East West Institut USA, for Cross - border Development

GTZ - R.Germanija, Local and Cross- border Development UNDP

- Local Development

MCMS - Award for " Sustainable development", "Hert Jan San Apeldran"

TRAINING OF ENTREPRENEURS

- In cooperation with the employment bureau, lectures for unemployed people on the following topics:
"Opportunities for development of SMEs with a financial support" "
Funding of SMEs"
- Internal training of RESC clients on the following topics:

Entrepreneurship
Management
Marketing
Available funding resource
Preparation of a business plan
Realization of a business plan

- In the framework of the Project “Competence Centre Bitola” the following topic was presented:

Climate, conditions, opportunities for SMEs in the Republic of Macedonia.

- In the framework of the Project “Building entrepreneurs awareness” implemented in cooperation with the Ministry of economy the following topics were presented:

General Management, Finances and Marketing

- In the framework of the UNDP Project in Municipality Bistrica was realized seven day seminar on the following topics:

General Management, Finances and Marketing

TRAINING OF THE WORKING STAFF

“Practical competencies of business associations” by GTZ and ILTIS, Germany

“Business planning” training aimed for the female population, by Joan Gillman from the Viskonsin University, USA

“Monitoring and Evaluation of Projects”
Phare Cross-border Co-operation Program.

“EOMMEX” -Greece
Training of managers of SMEs in international market access.

“Project Management”
Phare Cross - border Co-operation Programme

OTHER

Parallel research of the opportunities for a cross- border co-operation between Republic of Macedonia and the Republic of Greece, specifically between the SMEs in Bitola and Kozani, realized in co-operation with the Center for InterBalkan Co-operation in Kozani, Greece within the framework of Phare CBC Projects Program.

PUBLICATIONS

Three-lingual business ,Craftsmen directory of 55 and 50 SMEs from Bitola and Kozani region, respectively .