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**Co-ordination of Research Policies
with the Western Balkan Countries**



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**D8.48 / 4: Report on the mapping of the WBC
Innovation infrastructures**

The Former Yugoslav Republic of Macedonia

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1 Introduction

Innovation is understood as activities resulting in the successful implementation of creative ideas that result in the improvement of technology, services, goods, etc. with a positive impact on a society.

Since innovation is also considered a key driver of the economy, especially when it leads to a competitive advantage or increasing productivity, innovation policy is being shaped at the national level. Research institutions are considered as main carriers of innovation activity while private sector takes over the implementation and commercialisation of the innovative ideas in the form of products.

These are the main actors that form the innovation system of the country. In line with this, framework conditions regulating the complex relations between these actors are essential to build an innovation-friendly environment and foster innovation infrastructure in the country.

The main objective of this report is to add to common understanding of the national innovation system in FYR of Macedonia¹ and to map the innovation infrastructure and stakeholders in FYR of Macedonia. Thus, the report aims to facilitate the identification of potential partner organisations for STI co-operations from the country.

To this end, the report identifies innovation-related government institutions, programmes as well as innovation infrastructures such as Technology and Innovation Centres, Clusters, Technology and Science Parks, Business Start-up centres, Technology Incubators and other related organisations.

This report is based on a previous report of the FP6 project SEE-SCIENCE.EU produced in 2008 and work carried out in the frame of the FP7 project WBC-INCO.NET. The Centre for Social Innovation carried out desk research in February/March 2011 which was updated by expert input from local project partners (relevant ministries and agencies). Furthermore, the organisations mapped in the first phase have been invited by e-mail to verify the information in the report. Finally, local experts have been involved in completing and categorizing the information collected in the report.

Currently, there is no report or directory that presents an up-to-date and comprehensive status quo of innovation institutions and programmes in the Western Balkan Countries (WBC).

With this series of reports devoted to the innovation infrastructures in WBC, we aim to bridge this gap. The published country reports cover innovation systems of Albania, Bosnia and Herzegovina, Croatia, FYR of Macedonia, Kosovo (under

¹ Please note that while it is the Project convention to use the full name of FYR of Macedonia in all documents, we have respected and kept original names of the institutions and programmes as they were.

UNSCR 1244), Montenegro and Serbia. In order to ensure coherence of the series, all of the reports follow the same structure and objectives.

The report at hand – which covers **FYR of Macedonia**, in conformity with other reports from the series, maps the state of affairs in June 2011 and will be published on the homepage WBC-INCO.NET and widely disseminated to our 29 project partners, the Steering Platform on Research for Western Balkan countries, EU institutions, PRO INNO Europe, ClusterCollaboration.eu, European Cluster Observatory and TCI Network. The final report can be freely disseminated to any other party that might find it useful.

WBC-INCO.NET, an FP7 funded project running from 2008 to 2013 with a total of 29 project partners, aims at the enhancement of the integration of Western Balkan Countries in the European Research Area (ERA). Its core objectives are to support the bi-regional dialogue on science and technology (S&T), to identify RTDI cooperation potentials and priorities for take-up in FP and other EU programmes, to enhance participation of WB researchers in EU projects, to analyse innovation needs and barriers in the WBC, to exchange information and best practices on innovation policies and to establish closer cooperation between research and innovation. WBC-INCO.NET is being coordinated by the [Centre for Social Innovation](#).

Hereby, we would like to acknowledge the input of all contributing organisations who kindly accepted to provide us with necessary feedback.

Despite the utmost effort of the authors to provide an accurate and up-to-date picture, some of the contact and content information provided in this report may become obsolete in the course of time. If you come across any information that is missing, invalid or has altered in the meantime, we will be pleased to receive a short notification e-mail to office@wbc-inco.net. The outputs of the report will be transferred to and regularly updated within the Organisation Directory on the homepage www.wbc-inco.net.

The report is a WBC-INCO.NET deliverable that is co-funded by the European Community's Programme for International Cooperation under the 7th Framework Programme for Research and Technological Development (2007-2013). Neither the Community, nor WBC-INCO.NET project partners and Centre for Social Innovation, as a main publisher of this report, are responsible for any use that may be made of the information contained therein.

2 Key Funding Organisations and Instruments

For a successful innovation policy, effective strategies, action plans, instruments and approaches are needed. National governments bear the responsibility for the development and implementation of these measures. Therefore, it is necessary to study the national framework in order to receive a detailed overview of the innovation system of FYR of Macedonia and identify best practices.

National and international donors and institutions are aware of the significance of innovation for competitiveness and development of national economies. Therefore, different key programmes and instruments have been created to support activities initiating and fostering innovation and development.

2.1 Key National Ministries

The following ministries are actively involved in the formulation and promotion of the national innovation policy.

Ministry of Economy (MoE), Department for Entrepreneurship and Competitiveness of SMEs

Acronym: MoE

Organisation title in local language: Министерство за економија, Сектор за претприемништво и конкурентност на мали и средни претпријатија (МСП)

Organisation type: Government/Ministry

The department for entrepreneurship and competitiveness of SMEs defines support to SMEs in several documents which set the framework for the development of the SMEs sector:

- The National Strategy for development of small and medium enterprises 2002 – 2013²;
- Programme for Improvement of Entrepreneurship and Competitiveness of the Small and Medium Enterprises³;
- National reports for the Small Business Act (previously - European Charter for Small Enterprises).

² The vision of the SME strategy to be achieved by end 2013, therefore, is to contribute to an overall increase of employment in the SME sector and to the GDP

³ Based on these multiannual programmes for SME Support the annual programmes for the Agency for Promotion of Entrepreneurship and the Department for Entrepreneurship and Competitiveness of SMEs are prepared.

Aiming at the support of entrepreneurship, competitiveness and innovation of SMEs, the main tasks of this department include the preparation and implementation of corresponding strategic policy documents, annual work plans, programmes and projects; the collaboration with authorities, regional development agencies and EU bodies; and the cooperation with foreign donors, domestic and international information networks. Apart from the policy drafting role, this department also participates in the implementation of the annual programmes for support of entrepreneurship, competitiveness and innovation of SMEs.

During 2010, the Ministry of Economy, through its department for Entrepreneurship and Competitiveness of SMEs, implemented the European Innovation Scoreboard, a pioneer research in the area of innovation in FYR of Macedonia. The department was also in charge for the introduction of a craft strategy.

There is a yearly program (open call competition) that financially supports business start-up centres and business incubators.

The department is also involved in the preparation of innovation policy (2012-2020) in cooperation with OECD.

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Ministry of Economy (MoE), Department for Industrial Policy

Acronym: MoE

Organisation title in local language: Министерство за економија, сектор за индустриска политика

Organisation type: Government/Ministry

The Ministry of Economy of the FYR of Macedonia is the responsible institution for creating and implementing documents and programs regarding: Economic policy, Industrial policy, SME competitiveness and innovation enhancement. The drafting of an "Innovation Policy for the Republic 2012-2020" is foreseen in the work programme 2011 of the MoE. This document will be generated with the technical assistance of the OECD and will contain insights about conditions and needs in the field of innovation as well as measures and recommendations for its promotion. The government of the FYR of Macedonia pursues also an active cluster policy. In January 2010, a Programme for the development and support of cluster association in the FYR of Macedonia was adopted. Its main objectives were to prepare a guide for clusters, conduct awareness-raising seminars for clustering and provide support for projects of cluster association.

There are few departments within the MoE that are dealing with innovation in different segments. The department for Industrial Policy is responsible for the creation and follow-up of the implementation of the Industrial Policy of the FYR of Macedonia. This strategic document was adopted by the Government in June 2009, as a proactive and integrated document. There are defined five areas of intervention: applied research and development and innovation, international cooperation and FDI enhancement, eco friendly technologies, products and services, development of SMEs and entrepreneurship, cooperation of clusters and networks. A detailed implementation plan will be created to allow for a successful implementation and coordination of industrial policy. Due to the fact that many competences are within different ministries and institutions, significant coordination and cooperation is necessary. Recently, the Ministerial Committee for Competitiveness and Inter-ministerial expert group that was created with USAID support in 2005, was reorganised.

The Industry policy department worked with the department for Entrepreneurship and Competitiveness of SMEs jointly to create the Innovation Score Board⁴ and define the further detailed implementation schedule related to all areas of intervention within the Industrial Policy including Innovation enhancement. It is envisaged to involve many other development stakeholders in these activities for further dialogue and consultation.

⁴ Note also that date for FYR of Macedonia was included for the first time in 2010 report of European Innovation Scoreboard (from now with new name - Innovation Union Scoreboard): http://ec.europa.eu/research/innovation-union/pdf/iu-scoreboard-2010_en.pdf

There is a yearly programme (open call competition) that financially supports clusters.

In January 2011, the MoE issued an open call to financially support enterprises with activities related to Industrial Policy topics and activities:

- Strengthening capacities and development and implementation of projects for introducing competitive products,
- New market development,
- Technological development,
- Trainings for eco-production
- Employment of young researchers,
- Commercialisation of patented innovations.

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Ministry of Education and Science (MoES), Department for the Advancement of Science and Technological-Technical Development

Acronym: MON-MK

Organisation title in local language: Министерство за образование и наука, Сектор за унапредување на науката и техничко-технолошкиот развој

Organisation type: Government/Ministry

The Ministry of Education and Science has responsibility for strategy formulation and planning in the field of science and technology, it manages project development, it takes responsibility for the legislative aspect of science and technology, technological development and technical culture and organises international scientific cooperation and bilateral, multilateral and European activities. It supports and encourages the development of scientific research infrastructure in the FYR of Macedonia (institutes,

universities and independent research groups), aiding the development of young researchers and the overall technological development of the country.

In the framework of this responsibility, the Ministry has defined the following priorities in the development of science, research and technology in the country: Energy, Transport and Ecology, Chemistry, Materials, Agriculture, Veterinary Medicine, Biotechnology and Food Production, Informative technology, Water resource management and Earthquake Engineering. FYR of Macedonia maintains scientific and research cooperation with more than 35 countries. With some of them, FYR of Macedonia has concluded inter-ministerial protocols, memoranda of understanding and other forms of official cooperation. It has also established intergovernmental cooperation in terms of umbrella agreements on educational, cultural and scientific research cooperation.

There is a yearly program (open call competition) that financially supports enterprises and researchers to develop new joint products / services such as:

- Technical-technological projects;
- Development projects.

In 2010 there was an open call (60 mill EUR) to equip public research units (R&D centres, laboratories, etc.).

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Ministry of Information Society and Administration (MoISA)

Acronym: MoISA

Organisation title in local language: Министерство за информатичко општество и администрација

Organisation type: Government/Ministry

The Ministry of Information Society and Administration is the basic authorized institution for coordinating activities for the development of the information society and measures which derived from the strategies:

- National strategy for developing the information society and action plan⁵:

The basic challenge in the strategy is to define the economic, social and political vision of the society based on knowledge, through the development and application of ICT in all living aspects, creating modern and efficient citizen and business services.

- National strategy for developing electronic communications with information technologies⁶:

The basic challenge of the strategy is to enable the aggressive implementation and massive, efficient utilization of electronic communications and information technologies, which will assist the involvement of FYR of Macedonia in the global net economy and the achievement of leap frogging in the economy.

The main projects of this ministry which may impact the innovation in the business sector are:

- E-Infrastructure (<http://www.mio.gov.mk/?q=taxonomy/term/5>);
- E-Government (<http://www.mio.gov.mk/?q=taxonomy/term/6>);
- E-Business (<http://www.mio.gov.mk/?q=taxonomy/term/7>);
- E-Education (<http://www.mio.gov.mk/?q=taxonomy/term/9>);
- E-Citizens (<http://www.mio.gov.mk/?q=taxonomy/term/10>).

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⁵ http://www.mio.gov.mk/files/pdf/na_angliski/Strategija_i_akcionen_plan.pdf

⁶ http://www.mio.gov.mk/files/pdf/na_angliski/Strategija_i_akcionen_plan.pdf

2.2 Key National Agencies

The following national agencies are active in the field of innovation policy.

Agency for Financial Support in Agriculture and Rural Development (IPARD)

Acronym: IPARD

Organisation title in local language: Министерство за земјоделство, шумарство и водостопанство, Агенцијата за финансиска поддршка во земјоделството и руралниот развој

Organisation type: Agency/Fund

This Agency is responsible for the implementation of Council Regulation (EC) No 1085/2006 of 17 July 2006 for establishing an Instrument for Pre-Accession Assistance (IPA) for the period 2007-2013. It is a National body accountable for the utilisation and monitoring of the Instrument for Pre-accession Assistance for Agriculture and Rural Development (IPARD). This Agency has been established under the umbrella of Ministry of Agriculture, Forestry and Water Resources (MoAFWR),

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Agency for Foreign Investments and Export Promotion of the Former Yugoslavian Republic of Macedonia

Acronym: InvestMacedonia

Organisation title in local language: Агенција за странски инвестиции на Република Македонија

Organisation type: Agency/Fund

Invest Macedonia is the primary government institution supporting foreign investment in the FYR of Macedonia. The agency's main goal is to win new investment projects into FYR of Macedonia and to support the expansion of the existing base of overseas companies in the country.

The Agency assists investors in every way it can help to objectively evaluate FYR of Macedonia as a location for investment projects. The Agency works with investors to understand their objectives and arrange an appropriate itinerary for them to visit the country in order to address all of the issues that are important to them for the success of their project. If investors decide to locate in FYR of Macedonia, the Agency works on their behalf with national and local governmental authorities to expedite approvals and, where necessary, to enable a fast start-up of their operations. Should investors wish to partner with a local company, the Agency helps them to find suitable partners within the country with which they can open an exploratory dialogue. As the company's operation grow, the Agency continues to work closely with investors to understand their requirements to grow faster and work to ensure that FYR of Macedonia fulfils their business needs to facilitate that growth.

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Agency for Promotion of Entrepreneurship of the Republic of Macedonia (APERM)

Acronym: APERM

Organisation title in local language: Агенција за поддршка на претприемништвото на Република Македонија

Organisation type: Agency/Fund

The state institution "Agency for Promotion of Entrepreneurship of the Republic of Macedonia" (APERM) was established in 2003 in order to support entrepreneurship and competitiveness of small businesses in FYR of Macedonia. To this end, APERM implements and coordinates state and international support for micro, small and middle businesses and promotes entrepreneurship through various forms of financial and non-financial support. Furthermore, its mission encompasses the creation of

favourable economic environment, legislation and institutional infrastructure for support and development of entrepreneurship and competitiveness in SMEs.

The Agency implements its activities in cooperation with regional centres: foundations for the development of SMEs (in Veles, Skopje, Kumanovo, Bitola and Strumica); enterprise support agencies (in Tetovo, Gostivar and Ohrid); Prilep Regional Enterprise Development Agency (PREDA); Roma Business Centre in Skopje; two business incubators in Skopje, and Strumica; four Centres for Technological Transfer at the Mechanical Faculty, Agricultural Faculty in Skopje, as well as the Technical Faculty in Bitola; Ss.. Cyril and Methodius University Business Start-Up Centre in Skopje, Business Start up Centre Incubator in Bitola, and National Centre for Development of Innovation and Entrepreneurial Learning.

APERM operates an innovation voucher scheme which is aimed at SMEs interested in taking up innovative projects. The purpose of the 'innovation vouchers' is to boost the knowledge capacity of SMEs by building links between knowledge providers and SMEs. The specific objectives of the scheme are to enable SMEs to buy knowledge and strategic consultancy from research institutions; and to increase the demand-orientation of the [public] knowledge institutions. An open call was published for organisations for business support of entrepreneurship in 2011.⁷

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⁷ <http://www.apprm.gov.mk/vest.asp?id=285&lang=mk>

2.3 Key Programmes and Instruments

National and international donors and institutions are aware of the significance of innovation for competitiveness and development of national economies. Therefore, different key programmes and instruments have been created to support activities initiating and fostering innovation and development.

Central European Initiative Know-how Exchange Programme (CEI KEP)

Acronym: CEI KEP

Organisation type: Programme (Other)

Created in 2004, the Know-how Exchange Programme (KEP) of the Central European Initiative (CEI) is a grant facility supporting the transfer of best practice and transformation experience from CEI EU to non-EU Member States. The CEI member states are currently: Austria, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Italy, FYR of Macedonia, Moldova, Montenegro, Poland, Romania, Serbia, Slovakia, Slovenia and Ukraine.

In order to achieve the following objectives, KEP finances capacity building and technical assistance in its non-EU member countries carried out by experts from the CEI EU member states. It aims to:

- Strengthen the economic and social advancement of the CEI non-EU Member States;
- Help the recent EU members in their transformation from recipients to donors (emerging donors) of development assistance;
- Promote principles of foreign development aid and support international collaboration among institutions in CEI member countries.

Projects supported under the KEP shall have an economic background, covering economic transition or institution building and shall be carried out by using combinations of know-how transfer tools (e.g. study tours, secondment of staff, peer reviews, preparation of manuals, etc.) which promise effective transfer of given know-how and its successful implementation by the recipient institution. The projects have to contribute to one of the priority areas: 1) European Integration, Capacity Building and Market Economy; 2) Infrastructure Planning and Development; 3) Agriculture, Energy and Environment. The programme is open to all public and private sector bodies, international and non-governmental organisations (NGOs) registered in CEI member states.

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Competitiveness and Innovation Framework Programme (CIP)

Acronym: CIP
Organisation type: Programme (CIP)

The EU's Competitiveness and Innovation Framework Programme (CIP) aims to encourage the competitiveness of European enterprises. With small and medium-sized enterprises (SMEs) as its main target, CIP supports innovation activities (including eco-innovation), provides better access to finance and delivers business support services in the regions. It encourages a better take-up and use of ICT and helps to develop the information society. It also promotes the increased use of renewable energies and energy efficiency. The CIP runs from 2007 to 2013 with an overall budget of € 3.6 billion.

The CIP is divided into three operational programmes.

- The Entrepreneurship and Innovation Programme (EIP);
- The Information Communication Technologies Policy Support Programme (ICT-PSP);
- The Intelligent Energy Europe Programme (IEE).

The FYR of Macedonia signed an agreement with the EC to participate in the CIP's Component 1 in 2007 as one of the first non-EU/EEA countries (together with Croatia). Therefore, Macedonian SMEs are eligible to apply for funding from the Entrepreneurship and Innovation Programme (EIP).

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ICT Policy Support Programme

Website: ec.europa.eu/cip/

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Address: European Commission, Information Society and Media Directorate General, B-1049 Brussels Belgium

Intelligent Energy-Europe Programme

Website: ec.europa.eu/energy/intelligent/contact/index_en.htm

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Address: Covent Garden Building, Place Rogier 16, 1210 Brussels, Belgium

European Fund for the Balkans (EFB)

Acronym: EFB

Organisation type: Agency/Fund

Established in June 2007, the European Fund for the Balkans is a multi-year joint initiative composed of European foundations as the Robert Bosch Stiftung, The King Baudouin Foundation, the Compagnia di San Paolo and the ERSTE Foundation. Bringing the Western Balkans (WB) closer to the European Union is the main purpose of this fund. To this end, it supports and undertakes initiatives through grant-making and operational programmes focusing on individual and collaborative research and policy development projects as well as media outreach initiatives from the WB region. In particular, EFB concentrates on:

- Encouraging broader and stronger commitment to the European integration of the Western Balkan countries and societies;
- Strengthening the efforts undertaken by a range of stakeholders in this process with a view also to developing effective policies and practices in the region and in the EU;
- Supporting the process of member-state building as envisaged by the International Commission on the Balkans, in particular by building constituencies in the societies of Southeast Europe who will be offered an opportunity to experience and learn about Europe

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Instrument for Pre-Accession Assistance (IPA)

Acronym: IPA

Organisation type: Programme (EU)

The Instrument for Pre-Accession Assistance (IPA) is the key tool of the European Commission's pre-accession assistance strategy. This Instrument is replacing the former pre-accession instruments: PHARE, ISPA, SAPARD and CARDS. IPA will help transition countries meet the Accession Criteria (fulfil the political, economic and acquis-related criteria for membership, building up their administrative and judicial capacity) and prepare for the programming, management and implementation of EU Cohesion, Structural and Rural Development Funds after accession. IPA is designed with five components to provide for targeted and effective assistance for each country according to its needs and evolution. These five components are: transition assistance and institution building; cross-border cooperation; regional development; human resources development; and rural development. Having obtained the status of a candidate country, FYR of Macedonia is eligible for financial assistance under all five components.

Contact

Website: ec.europa.eu/enlargement/candidate-countries/the_former_yugoslav_republic_of_macedonia/financial-assistance/index_en.htm

Open Regional Fund for Foreign Trade Promotion in South-East Europe (ORF)

Acronym: ORF

Organisation type: Agency/Fund

The Open Regional Fund (ORF) is financed by the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). The project was established in January 2007 for a period of five years. The aim of the project is to strengthen competitiveness through multi-country cooperation among companies and institutions in the region and marketing of South East Europe as an economic area on the international stage. Eligible countries are Albania, Bosnia and Herzegovina, Croatia, FYR of Macedonia, Montenegro, Serbia and "Kosovo (UN Res 1244)".

The ORF is currently financing eight projects in various sectors with a term of approximately two years each and the participation of at least several countries per

project. The projects financed by the ORF are generally initiated by stakeholders from Western Balkan countries such as national ministries, private sector associations, chambers of commerce and industry, sectoral clusters, or exporting businesses themselves. Focusing on sectors with export potentials, projects are implemented in the garment industry along with fashion design, the automotive supply and the IT sector, tourism, agricultural trade and the regional export consultancy market. To thrive on international markets, the relatively small national sectors regionalize their marketing as well as distribution structures in order to achieve synergy effects for the participating companies.

Other ORF projects provide businesses and institutions with advisory services and training for them to comply with quality standards or EU regulations. In one example from the IT sector, an ORF project provides software companies from South-East Europe with training and advisory services to meet international software standards (ITMark, CMMI). These certificates are a key prerequisite for potential customers in the EU or the United States to view these companies as possible contractors.

Contact

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Technology Transfer Project, GIZ (German International Cooperation Program)

Acronym: GTZ TT / GIZ

Organisation type: Programme (Other)

The GTZ (former name for the GIZ) project Technology Transfer is a special programme encouraging technology transfer with the creation of a network of specialist agencies, a technology park and facilitated links between SME's and the country's universities (and with German universities) to support innovation development and technology transfer.

The main objective of this project in FYR of Macedonia is to support the government in creating conditions for effective technology transfer. To this end, GTZ TT helped with the establishment of three centres for technology transfer whose main task is to encourage innovative activities and application of research results in practice.

In February 2011, the Minister of Local Self-Government and GIZ country director signed an agreement on implementing the second phase of Regional Economic Development Project, for drafting the legislation, capacity building of the Ministry of Local Self-Government and the Regional Development Bureau, and setting up the Centres for development of the planning regions, it will include administrative capacity for attracting investments, implementing European projects and establishing partnership between governmental institutions, the civic and business sector.

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TurnAround Management (TAM) and Business Advisory Services (BAS) Programme in FYR of Macedonia

Acronym: TAM / BAS

Organisation type: Programme (Other)

The TurnAround Management (TAM) and Business Advisory Services (BAS) Programme of the European Bank for Reconstruction and Development (EBRD) are complementary technical assistance programmes that combine direct assistance at the enterprise level to viable micro, small and medium-sized enterprises (MSMEs) across a broad range of industry sectors.

TAM Programme

The TAM Programme aims at building strong, competent enterprise management and restructuring through the transfer of international best practice in small and medium sized enterprises. These managerial and structural changes within SMEs should be achieved through training activities and the provision of international advisers in TAM projects lasting usually 18 months. Since inception in 1998, TAM has undertaken almost 40 projects in FYR of Macedonia covering various industry sectors such as Fabricated Metal Product or Food Manufacturing (European Bank for Reconstruction and Development 2009: 3).

BAS Programme

The BAS Programme works directly with individual SMEs, providing specific and practical business advice. At the same time, BAS builds local/national consultancy capacity to serve enterprise needs. Typical BAS projects are short-term projects with a rapid payback, such as upgrading management/financial IT systems, market research, introducing quality systems and human resource management techniques, etc. Since its start of operation in FYR of Macedonia in 2002, BAS has undertaken more than 390 projects in FYR of Macedonia (European Bank for Reconstruction and Development 2009: 3).

Furthermore, EBRD supports FYR of Macedonia by giving loans to Macedonian banks such as the Export and Credit Bank or the Sparkasse Bank Macedonia for lending to local businesses and SMEs undertaking investments to improve their competitiveness.

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USAID Macedonia

Acronym: USAID

Organisation type: Agency/Fund

USAID, the U.S. Agency for International Development, has been active in FYR of Macedonia since 1993. Supporting FYR of Macedonia's transition to a stable and prosperous democracy, USAID focuses on four sectors: economic growth; democracy and local governance; education and cross cutting activities. Its efforts under the first branch are focused on the generation and enhancement of sustainable economic growth, the transformation of targeted industry sectors (ICT, textile, etc.), the improvement of access to finance for companies and the increase of their competitiveness and productivity through workforce development, innovation and infrastructure. To this end, USAID conducts several projects such as:

Macedonia Competitiveness Project (MCP) (2007-2012)

This project's objectives are the improvement of FYR of Macedonia's economy and competitiveness, the generation of employment and sustained economic growth through stimulation of new exports and investment, access to finance, market linkage with international companies, workforce development, and systemic improvements in the ability of Macedonian companies and sectors to respond to market demands.

These activities are structured on vertical and horizontal levels. Vertical component activities include the creation of new businesses and investment, and enable Macedonian companies and supply chains to better compete within a given industry or market. Vertical Components include: Apparel, Light manufacturing and Information and Communication technology (ICT) Horizontal or cross-cutting component activities benefit multiple sectors and try to make FYR of Macedonia a more competitive place to do business. Horizontal Components include: Access to finance, Workforce development and Foreign Direct Investment (FDI).

Small & Medium Enterprise Development Credit Authority (SME DCA) (2007-2014)

The SME Development Credit Authority facility provides access to working and investment capital for companies that want to expand their operations or market opportunities.

The USAID Competitiveness Project works with the SME DCA facility to improve access to capital, which is a major obstacle to the growth of private sector SMEs in FYR of Macedonia. The DCA targets SMEs in sectors identified by the Competitiveness Project.

Export-led growth is constrained by banks' misperceptions about the risks associated with lending to SMEs and the resulting over-collateralization requirements they impose in order to minimize their risk. With this DCA, USAID is mobilizing private financing for targeted industries that receive technical assistance. The short-term result is increased SME competitiveness and value-added exports. The longer-term results will help establish SMEs' creditworthiness and demonstrate to the local market the financial viability of targeted industry supply chains. To date, both

financial institutions have issued over 40 loans/leasing to 35 companies in various sectors, for a total amount of over \$2,000,000. These loans have helped generate over 70 new jobs and exports of over \$100,000.

The objective of the project is to improve the business environment to increase domestic investment, attract more foreign direct investment and promote increased export of Macedonian products.

Expected Results/Impact:

- The capacity and coordination of the Government of FYR of Macedonia (GOM) related to increasing domestic investment and attracting more foreign investment under the framework of the GOM's new Industrial Policy will be improved;
- A comprehensive and effective export promotion strategy will be implemented;
- The public procurement capacity will be improved;
- Stronger mechanisms for public-private dialogue will be developed and institutionalized;
- Laws and processes related to the planning and permitting of construction land will be streamlined.

USAID Business without Borders Project (2011-2013)

This project aims at accelerating economic growth by facilitating the start-up of new enterprises as well as the growth and competitiveness of existing MSMEs; creating jobs and employment opportunities; and improving the regional framework of MSME development through the activities of BSC-Bitola, its business incubator, and local & regional partners.

The expected results are the facilitation of start-up and legal registration of 100 new micro and small enterprises, support and growth of 120 existing MSMEs, and job placement of 250 individuals in MSMEs in the nine municipalities of the Pelagonia region plus Ohrid. Development of new set of business development services in response to business demand is planned and attraction of an increased number of micro enterprises that will receive and pay for these services. The project will work in collaboration with other USAID programs, such as the new Youth Employability Skills Network, the Regional Small Business Development Program (currently under design), and the Development Credit Authorities to carry out joint initiatives and thereby have a wider impact in the country.

Creative Business Project (2010-2013)

This project was established to foster the development of the creative industries sector in FYR of Macedonia through strengthening the "Creative Industries Centre – Skopje" to extend its business support services to companies; generating productive employment by working with unemployed, youth, and women to start their own creative businesses; and through improving the business performance of MSMEs in this sector to respond to market demands.

This is planned to be achieved through the following:

1. Strengthen the "Creative Industries Centre (CIC) - Skopje" to extend its business support services to companies;

2. Generate productive employment by working with unemployed, youth and women to start their own creative businesses; and
3. Improve the business performance of micro and small enterprises in the creative industries sector to respond successfully to market demands.

USAID's GDA Digital Media Park (2006-open end)

The objective of this project was the creation of the first technology park in FYR of Macedonia - focused on the Digital Media Industry, with the participation of around 20 companies. The Digital Media Park is bringing together a number of smaller production services companies and through joint infrastructure and collaboration allows for a significant growth of the whole production sector. It also changes the focus of the industry towards exports.

GDA Digital Media Park (fx3x) currently employs 75 people (out of which 65 are artists). The 45000-square feet easily expandable facility was finished in the second half of 2008. The park infrastructure was built upon advices and suggestions of some of the most experienced people in the industry, with security as a priority, with key card access on different levels, 24 hours on-site security, regular incremental backup procedures, independent backup power facility wide etc. In addition to that, there is an own in-house production tracking system which helps to keep the shots on time and within budget. The Media Park has participated in more than 20 feature films, such as The Last Airbender, Terminator: Salvation, The Golden Compass, Inkheart, Vantage Point or The Aviator.

This project is listed as "completed".

USAID Microenterprise Funding and Learning for Growth Project (2011 - 2016)

The objective of the project is to enhance economic growth and increase job creation by strengthening microenterprises to maximize their contribution to the national economy. The core pool of project beneficiaries will consist of 180 different microenterprises and entrepreneurs from four Macedonian regions. The expected results/impact are at least 250 jobs created in the assisted microenterprises; business expansion of 10 firms through equity investment of \$800,000; increased sales by small businesses through expansion into local and regional markets; increased sharing of information on business management practices among small business owners through stronger networking.

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USAID Business Without Borders Project

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Creative Business Project

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USAID's GDA Digital Media Park

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USAID Microenterprise Funding and Learning for Growth Project (2011 - 2016)

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Western Balkans Investment Framework (WBIF)

Acronym: WBIF
Organisation type: Programme (Other)

The Western Balkans Investment Framework (WBIF) was established by the European Bank for Reconstruction (EBRD) together with the European Commission (EC), the European Investment Bank (EIB) and the Council of European Development Bank (CEB) in December 2009. The object is to finance priority projects in the Western Balkans Countries. The programme operates in Albania, Bosnia and Herzegovina, Croatia, FYR of Macedonia, Montenegro and Serbia.

The WBIF has two main objectives: firstly pooling of grants, loans and expertise in order to prepare financing for priority investment projects; secondly, strengthening coherence and synergies among donors in order to increase the positive impact and visibility of investments in the Western Balkan Countries. Projects are selected on the basis of regional and/or country needs and their consistency with EU accession priorities.

The primary focus on infrastructure sector (environmental, energy or transport infrastructures, education, healthcare and other social needs) will be extended to provide also support to small and medium-sized enterprises (SMEs).

Contact

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7th Framework Programme for Research and Technological Development (FP7)

Acronym: FP7

Organisation type: Programme (EU)

The Memorandum of Understanding (MoU) associating the FYR of Macedonia to FP7 was signed on June 13, 2007 and the provisions of the above association instruments are applicable from January 1, 2007. FYR of Macedonia can participate in all calls for proposals and compete on an equal footing with the EU Member States for research cooperation and support actions funded by FP7. As such, this agreement is an important part of the process of applying to join the EU, allowing scientists, universities and companies to create links with their counterparts across Europe and build up their scientific expertise, including in scientific fields crucial to implementing the body of EU legislation.

According to the Delegation of the EU to FYR of Macedonia, a special Unit for coordination of FP 7 and NATO has been established within the Ministry of Education and Science of FYR of Macedonia with an objective to promote the programme and train prospective applicants (See www.moe.gov.mk: Sector for science and technological development).

Contact

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Other National Contact Points for different areas to be found at the European Commission CORDIS Website:

http://cordis.europa.eu/fetch?CALLER=MSS_MK_FP7NCP_EN

3 Key Innovation Infrastructures

A national system of innovation can be understood as a “network of institutions in the public and private sectors whose activities and interactions initiate, import, modify and diffuse new technologies” (Freeman 1987: 1). These institutions ranging from technology/innovation centres, science and technology parks to clusters, business start-up centres and incubators constitute a country’s innovation infrastructure. In the following chapter, the particular elements of the Macedonian innovation system are presented.

3.1 Technology/Innovation Centres (TICs)

A Technology / Innovation Centre (TIC) is an institution established in order to facilitate technology transfer as well as to promote research uptake and innovation by linking researchers and universities with SMEs. TICs enable the industry to exploit new and emerging technologies by providing linkages between research and SMEs.

Centre for Applied Research and Permanent Education in Agriculture (CIPOZ), Faculty of Agriculture and Food Sciences, Skopje

Acronym: CIPOZ

Organisation title in local language: Ципоз - Центар За Применети Истражувања И Перманентно Образование Во Земјоделството

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Centre for Applied Research and Permanent Education in Agriculture was established in March 2003 as part of the Faculty of Agriculture and Food Sciences. The centre’s goals include the improvement of utilization of the human and technological resources, widening the activities of the Institutes for Research, increasing the efficiency of the research process and a more practical education for students and farmers. To this end, CIPOZ cooperates with both national and foreign university institutes, non-governmental and government organizations, local and foreign farmers and food producers.

The Centre’s activities include:

- Technology transfer to SMEs including implementing projects, seminars, trainings and workshops;
- Research, development and application of new technologies
- Quality control of agricultural products;
- Permanent education of all participants in agriculture through seminars, lectures and consulting;
- Production and processing of agricultural productions;
- Consulting services and publishing.

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Centre for Research, Development and Continuing Education: Mechanical Engineering Systems - Centre of Excellence (CIRKO-MES CE)

Acronym: CIRKO-MES CE

Organisation title in local language: ЦИРКО - Центар за истражување развој и континуирано образование – Центар на за извонредност за машински инженерски системи

Organisation type: Cluster/Incubator/Innovation Infrastructure

In order to remedy deficiencies of the Macedonian manufacturing companies to integrate advanced engineering technology into the production process, CIRKO-MES was founded at the Faculty of Mechanical Engineering (FME), Skopje in 2005 with support of USAID. To achieve this objective, CIRKO-MES provides access to new technology (3D modelling, 3D printing) and training (CAD, CAM, Solid Works, etc.) to partner companies in order to enhance their capabilities, increase the quality of their products and improve their production process. Furthermore, CIRKO-MES gives its members the opportunity to join a network of Macedonian manufactures enabling cooperation, coordination and exchange.

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Centre of Technology Transfer at the Faculty of Electrical Engineering and Information Technology (FEEIT), Ss. Cyril and Methodius University, Skopje

Acronym: CTT FEEIT

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Faculty of Electrical Engineering and Information Technology (FEEIT), University Ss. Cyril and Methodius, developed a model for offices for international technology transfer 2002-2004 and established a Centre of Technology Transfer. The Centre's main scope of activities is in research activities and technology transfer to interested companies within FYR of Macedonia, but the Centre is also open for wider (international) collaboration. Within this centre there are:

- Distance learning centre
- Project management centre
- Engineering mathematics centre

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European Information and Innovation Centre in FYR of Macedonia (EIICM)

Acronym: EIICM

Organisation title in local language: Европски информативен и иновативен центар во Македонија

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Ss. Cyril and Methodius University, Economic Chamber of FYR of Macedonia, Management and Foundation M.I.R. (Foundation for Management and Industrial Research) and the Agency for Promotion of Entrepreneurship of the Republic of

Macedonia (APERM) signed on March 27, 2007 an agreement on opening a European Information and Innovation Centre. On 1 January, 2008, the EIICM started its operation. EIICM is part of the Enterprise Europe Network⁸.

The major purpose of the EIICM is to contribute to the improvement of the Macedonian economy through the increase of the capacity of SMEs. To this end, EIICM tries, through contacts within the Enterprise Europe Network, to increase the internationalization of SMEs and to enhance their involvement in international business cooperation, to raise SME's innovation and technological level through fostering technology transfer and participation in research projects; and to support SME's participation in EU programmes through training, assistance and information dissemination. EIICM offers SMEs the opportunity to get information related to legal provisions, directives, standards and other conditions for doing business within the network, as well as information about the manner of financing of common projects within the euro-zone.

The operation of EIICM is jointly financed by the European Commission and the Government. The Consortium leading this project is composed of the following institutions: St. Cyril and Methodius University – Skopje as coordinator, Agency for Promotion of Entrepreneurship, Economic Chamber and Foundation M.I.R. (Foundation for Management and Industrial Research).

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⁸ Steered by the European Commission's Directorate-General for Enterprise and Industry, Enterprise Europe Network (EEN) is a network of almost 600 business support organisations. Its members include chambers of commerce and industry, technology centres, research institutes and development agencies. (<http://www.enterprise-europe-network.ec.europa.eu>)

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Macedonia Innovation Centre – Innovation to Business

Acronym: I2B

Organisation title in local language: Centar za Inovacii

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Innovation Centre was established by the USAID Competitiveness Project in April 2010. Its main goals are, on the one hand, to assist innovators and innovative companies in adopting innovations, developing new products and services, and commercializing existing innovations and, on the other hand, to create an innovation “ecosystem” supporting innovative ventures. To this end, the innovation centre will build up a network of partners and serve as the platform for innovators and partners to facilitate access to knowledge, technology and resources which are essential for the implementation of an innovation.

The services of the i2b are the following:

- Matchmaking between domestic innovators and investors, facilitating the commercialization of innovation, analysis of the present situation relevant for innovations and their commercialization;
- Locating innovators and innovations in FYR of Macedonia and their turn into profitable businesses;
- Offering support to innovators for attracting potential investors;
- Training for innovators for commercialization of innovations;
- Implementation of educational programs in business, attracting investors, structuring investment deals etc.;
- Locating potential investors for Macedonian innovations; support to investors in locating favourable opportunities to invest;
- Support in investment portfolio management including the opt in opt out possibilities from potential businesses;
- Establishing a framework for attracting capital for investment in early and risk phases when starting a business;

- Establishment of innovation fund (investment fund for innovative ideas/projects/businesses);
- Establishment of a business angel network;
- Establishment of an eco-system of companies that will be specialized in providing services in technology commercialization, technology transfer, but also starting a business;
- Building capacities in these companies;
- Promoting innovations in the entire society;
- Promoting innovative thinking in the society with special focus on the young population.

Contact

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National Centre for Development of Innovation and Entrepreneurial Learning (NCDIEL)

Acronym: NCDIEL

Organisation title in local language: Национален центар за развој на иновации и претприемачко учење

Organisation type: Cluster/Incubator/Innovation Infrastructure

The National Centre for the Development of Innovation and Entrepreneurial Learning (NCDIEL) was established in November 2009 with financial support from Austria Development Cooperation. Located at the Faculty of Mechanical Engineering, NCDIEL supports the realisation of innovative, technology-based and profit orientated ideas through the provision of capital for start-ups, counselling and coaching of established enterprises in order to strengthen the survivability, capacity and growth of newly established enterprises. NCDIEL's activities encompass providing start-up training, coaching and financial support to highly innovative business ideas; analyzing the current state of and developing strategies for

innovation, entrepreneurship and competitiveness of the Macedonian economy; stimulating the evolution of a new innovative entrepreneurial culture and promoting entrepreneurial learning; and conducting feasibility studies for incubators, business support centres, technology parks, etc.

Contact

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E-mail: info@ncdiel.mk

Phone: +389 2 3099 481

Fax: +389 2 3099 4812

Address:

Office 1: Faculty of Mechanical Engineering (new building 3rd floor), Rudger Boskovic bb, 1000 Skopje, FYR of Macedonia

Office 2: Agency for Promotion of the Entrepreneurship, Nikola Vapcarov st. 7, 1000 Skopje, FYR of Macedonia

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Mr. Aleksandar Kurciev

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Technology Transfer Centre for Chemical and Textile Engineering at the Faculty of Technology and Metallurgy, Ss.Cyril and Methodius University, Skopje

Acronym: CTT

Organisation title in local language: Центар За Трансфер На Технологија

Organisation type: Cluster/Incubator/Innovation Infrastructure

A Technology Transfer Centre in chemical and textile engineering was established at the Faculty of Technology and Metallurgy of the University "Ss.Cyril and Methodius", providing opportunities for benefit from different forms of life-long learning courses.

At the moment, the centre is out of operation, but it is planned to restart the activities in October/November 2011. A preregistration needs to be conveyed and a head of the centre needs to be appointed.

Contact

Website:

[www.tmf.ukim.edu.mk/\(S\(r1fvnq45wgyhbu2yp5pyit55\)\)/INSTITUT1/institut_TT.aspx](http://www.tmf.ukim.edu.mk/(S(r1fvnq45wgyhbu2yp5pyit55))/INSTITUT1/institut_TT.aspx)

E-mail: info@tmf.ukim.edu.mk; dekanat@tmf.ukim.edu.mk

Phone: + 389 2 3088 201

Fax: + 389 2 3065 389

Address: Ruger Bosković 16, 1000 Skopje, FYR of Macedonia

Contact Person:

Aleksandar Dimitrov, Dean of the Faculty of Technology and Metallurgy

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3.2 Clusters

Another crucial element of national innovation systems are clusters which can be defined "as a group of firms, related economic actors, and institutions that are located near each other and have reached a sufficient scale to develop specialised expertise, services, resources, suppliers and skills" (EC, 2008: 9). In this way, interactions, the exchange of knowledge, and the presence of a skilled labour force are facilitated and enable clusters to be important drivers for competitiveness and innovation (EC, 2008: 21).

Automotive Cluster of Macedonia (ACM)

Acronym: ACM

Organisation title in local language: Автомобилски Кластер на Македонија

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Automotive Cluster of Macedonia is a networking association of companies from the automotive industry, technical faculties and similar organizations in FYR of Macedonia. Established 2008 as a joint initiative of GTZ, the USAID Macedonia Competitiveness Project and companies from the Macedonian Automotive Industry, the main objective of the Automotive Cluster of Macedonia is to increase the competitiveness of its companies in order to foster growth and development of the automotive industry. To this end, the ACM pursues various activities ranging from representation and promotion of members' interests, organisation of joint marketing activities and events, to the development of R&D and technology transfer projects and the establishment of an information and knowledge exchange platform, thereby bringing together the Macedonian automotive suppliers, representatives of the government and high education institutions.

Contact

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Fax: +389 2 30 99 298

Address: Ruger Boskovic b.b, 1000 Skopje, FYR of Macedonia

Contact persons:

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Fax: +389 2 3099 298

E-mail: Vladimir.Tevdov@acm.org.mk

Darko Adziev

Phone: + 389 75 333 993

Cluster Candies Industry (KKP)

Acronym: KKP

Organisation title in local language: Кластер за кондиторски производи

Organisation type: Cluster/Incubator/Innovation Infrastructure

This is a new, small cluster. The start of its operation is based on the securing of funding. Further information is not available.

Contact Person:

Sande Davcev, President
Phone: +389 70 210 677
E-mail: sdavecv@mt.net.mk

Cluster for Agriculture Mechanization (BIPOM-M)

Acronym: BIPOM - M
Organisation title in local language: Македонски Кластер за производство на приклучна земјоделска механизација и опрема за сточарско производство
Organisation type: Cluster/Incubator/Innovation Infrastructure

This centre is also known under the name Cluster of Agricultural Machinery Manufacturers BIPOM-M in Bitola.

Contact

E-mail: bipom-m@t-home.mk
Phone: +389 70 303 750
Address: Koco Colakov 38, 7000 Bitola, FYR of Macedonia

Contact person:

Mirce Nedelkovski, Manager of BIPOM-M Bitola
E-mail: bipom-m@t-home.mk

Cluster for Fashion and Design, Macedonian Fashion Formation (MMF-KMD)

Acronym: MMF-KMD
Organisation title in local language: ммф - кластер за мода и дизајн
Organisation type: Cluster/Incubator/Innovation Infrastructure

The Macedonian Fashion Formation (MMF) is the first association of Macedonian fashion designers and other professionals involved in the field of fashion. Since its establishment in 2005, the MMF continuously initiates projects for connecting fashion designers with textile companies and organizes fashion shows and fashion events according to new established criteria with the aim to reanimate the local fashion scene.

The MMF Fashion and Design Cluster was established within the association in 2007 with the aim to initiate and join projects which treat the promotion of fashion design in the country as well as abroad.

In 2008 the MMF became a partner of the project "Promotion of export of custom collections in the textile industry by way of qualification and regional networking of fashion designers", which is supported by the Federal Ministry for Economic Cooperation and Development of Germany through Open Regional Fund (ORF) for promotion of foreign trade for Southeast Europe. The MMF was the creator of the regional web portal for fashion design associations www.see-fashionfusion.com. In 2009 with the ORF's support, MMF organized 2-days Regional Forum of fashion designers, clothing industry and vocational colleges of Southeast Europe named "Development of Fashion Brands".

The MMF's project activities were supported by Ministry of Economy of RM, Ministry of Culture of RM, Local Government, City of Skopje, local Fashion and Design Universities and business subjects.

Contact

Website: www.see-fashionfusion.com

Phone: +389 70 556 626

Address: 29 Noemvri 35/17 1000 Skopje, FYR of Macedonia

Contact person:

Daniela Simonovska, President

E-mail: dsimonovska@gmail.com

Cluster for Honey- DZG "Esnafi"

Acronym: DZG "Esnafi"

Organisation title in local language: ДЗГ „Еснафи“ Кластер за мед

Organisation type: Cluster/Incubator/Innovation Infrastructure

Contact

Address: Jovce Cipunov 5, Veles, FYR of Macedonia

Contact person:

Ljubomir Rakidziev, President

E-mail: ercveles@yahoo.com

Cluster for Processing Fruits and Vegetables, Macedonian Association of Processors (MAP-KPZO)

Acronym: MAP-KPZO

Organisation title in local language: МАП- Кластер за преработка на зеленчук и овошје

Organisation type: Cluster/Incubator/Innovation Infrastructure

Founded in 2002, the Macedonian Association of Processors' main purpose is the further development of the fruit and vegetable processing industry in order to increase the growth and competitiveness of the Macedonian economy. Its main activities focus on:

- Increasing the competitiveness of the Macedonian fruit and vegetables processing sector;
- Strengthening the potential of MAP members to enter foreign markets;
- Informing members about market trends, technological and legal issues;
- Coordinating business delegations and joint presentations at trade fairs;
- Lobbying towards protecting the interests of the processing industry;
- Establishing business communications with foreign companies and institutions;
- Strengthening the cooperation with farmers and farmer associations; and
- Establishing cooperation with private and public institutions, the business community and international projects active in the FYR of Macedonia.

Contact

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Phone / Fax: + 389 2 3177 125

Address: Aco Karamanov 13, 1000 Skopje, FYR of Macedonia

Contact person:

Saso Risteski, Executive director

E-mail: map@t-home.mk; saso.r@mcg.com.mk

Cluster for Tourism in the Osogovo Cross Border Region, Kriva Palanka

Acronym: КТОПР-КР

Organisation title in local language: Кластер за туризам во Осоговскиот прекуграничен регион Крива Паланка

Organisation type: Cluster/Incubator/Innovation Infrastructure

Contact

E-mail: klasterzaturizam@gmail.com

Address: Marsal Tito 134, 1330, Kriva Palanka, FYR of Macedonia

Contact person:

Dragan Velichkovski, President

Cluster for Wine, Foundation - Tikvesh wine path

Acronym: TWP

Organisation title in local language: Фондација – Тикешки вински пат, Кластер за ВИНО

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Tikvesh Wine Route Foundation is a non-profit organization established in 2006 by four municipalities in the Tikvesh region and by two private entrepreneurs from the sector of tourism and wine. The Foundation has support and representation on the Board from three ministries: economy, agriculture and culture, as well as representatives from the wine and tourism sector and member of the faculty of tourism in Ohrid. It is well and widely known as the first and only tourism, wine and food cluster in FYR of Macedonia. The foundation is a member of Iter Vitis – wine routes of Western Europe as well as WCTE network of South East Europe.

The Tikvesh Wine Route foundation is working on the development of alternative tourism in the region, with special emphasis in wine tourism. It has accomplished several bigger and many smaller projects in the past. A few of them: Wine museum in Negotino, Tourist info centre, training for 100 people for tourism and hospitality, development of promotional materials, organization of study trips, visit of groups of journalists from the country and abroad, forums, conferences, tourist events, surveys, signs for the wine routes, applications to transnational and cross border cooperation programs and many more.

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Address: Edvard Kardelj 11/10, 1430 Kavadarci, FYR of Macedonia

Contact persons:

⁹ under construction as in May 2011

Divna Jordanovska, President
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Violeta Jankova, Tourism
Phone: +389 71 219 609

Cluster for Wood (KDI)

Acronym: KDI

Organisation title in local language: Кластерот за дрвна индустрија (КДИ)

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Cluster for wood industry of the FYR of Macedonia is a member of the Southeast and Central European Cluster of Forest-based Clusters.

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Contact person:

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Cluster Initiative for Snail Farming - AgroHelix

Acronym: Agro Helix

Organisation title in local language: Агро Хеликс – Велес Кластер за полжави

Organisation type: Cluster/Incubator/Innovation Infrastructure

Contact

Website: www.makedoniko.com/agroheliX

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Phone: +389 43 212 764, +389 43 223 763

Contact person:

Todor Bandikjov

Phone: +389 75 216 164

E-mail: todor_agroheliX@mt.net.mk

IT Cluster, Macedonian Association of Information Technology (MASIT)

Acronym: MASIT

Organisation title in local language: Стопанската комора за информатички и комуникациски технологии МАСИТ

Organisation type: Cluster/Incubator/Innovation Infrastructure

Established in 2000 by 15 leading Macedonian IT companies and supported by USAID, the Macedonian Association of Information Technology (MASIT) is the main association representing the information technology industry of FYR of Macedonia with more than 80 members. Its activities range from representation of its members' interests, export promotion and business cooperation to promotion of innovation and new technologies through diffusing new technology, analyzing new trends or setting technical standards. As a result of its successful lobbying activities and participation in policy making, MASIT received new members and funding. In April 2007, MASIT reorganized itself as Macedonian ICT Chamber of Commerce with specific working groups. Today MASIT is an established partner of the Macedonian Ministry for Information Technology and, together with the Ministry, MASIT has built up the Macedonian ICT cluster.

Contact

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E-mail: contact@masit.org.mk

Phone: +389 2 3238601

Fax: +389 2 3244 012

Address: Dimitrie Chupovski 13, 1000 Skopje, FYR of Macedonia

Contact person:

Anita Nikova, Acting Executive Director

E-mail: anita@masit.org.mk

IT Cluster YES4 BIZ

Acronym: YES4 BIZ

Organisation type: Cluster/Incubator/Innovation Infrastructure

Several companies established this IT cluster to enter the international market and offer joint IT solutions including software development, web development, company branding, industrial design, 3D animation and photorealism. The IT cluster YES4 BIZ is supported by YES Incubator.

Contact

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E-mail: info@yes4.biz

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Textile Cluster, Textile Trade Association (TTA-TK)

Acronym: TTA-TK

Organisation title in local language: Трговско Текстилна Асоцијација – Кластер За Текстил

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Textile Trade Association was established by more than 120 companies in 2003 and became a textile apparel cluster in 2004 with the support of the USAID project "Macedonian Competitive Activity". The Textile Trade Association – Cluster of textile (TTA-CT) is a non-profit organisation, whose primary goal is to improve companies' competitiveness, thus registering world trends and changes in the global market, as well as adjusting the participants' own production to such trends and changes. Its services encompass facilitation of contacts between its members and foreign buyers; dissemination of information; provision of an information database for its members; organization of trainings, fairs, etc.; and participation in EU projects.

Contact

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3.3 Technology and Science Parks

According to a definition by the World Bank, a science park is aimed at business support and technology transfer and constituted by several “functional” and “physical” components. On one hand, a science park is characterized by the participation of the following stakeholders: 1) businesses (MNCs, domestic companies, start-ups); 2) knowledge providers (university research and education infrastructures, applied research labs, etc.); 3) industry support services (business incubators and enterprise development areas, usually managed by private operators); and 4) financial support services (venture capital, regional development agencies and banks). On the other hand, a science park offers a physical environment for its purpose through the provision of infrastructure and facilities (office buildings, meeting rooms, transportation, power, ICT connectivity, etc.). (World Bank 2010: 311). The terms technopolis, “technology park”, “science park”, “technology & science park” or “research park” are often used synonymously.

GDA Digital Media Park (fx3x)

Acronym: fx3x

Organisation title in local language: fx3x

Organisation type: Cluster/Incubator/Innovation Infrastructure

With support of USAID, a Digital Media Park was established through leasing and refurbishment of a former army storage facility and after installing latest digital infrastructure. Around 20 small companies participated thereby improving their individual capability to attract and conduct large film projects. Since its creation, the Digital Media Park has attracted many contract from international film studios and contributed to the high profile of a previous invisible Macedonian sector.

Contact

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Phone: +1 310 5847 471

Fax: +389 2 55 11 902

Address: Jane Sandanski 108/28, 1000 Skopje, FYR of Macedonia

Contact Person:

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Seavus Educational and Development Centre

Acronym: Seavus

Organisation title in local language: Seavus

Organisation type: Cluster/Incubator/Innovation Infrastructure

The biggest Macedonian IT company SEAVUS is building its private technology park. First tenant is expected to enter TP in mid 2011. The Seavus Educational and Development Centre started its work in 2010.

Contact

Website: www.seavus.com

Address: Seavus Dooel Macedonia, 11 Oktomvri 33 A, 1000 Skopje, FYR of Macedonia

Contact Person:

Sonja Jovanovska, Manager

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Fax: +389 2 3097 414

E-mail: Sonja.Jovanovska@seavus.com

Technological Industrial Development Zones: Skopje 1, Skopje 2, Stip and Tetovo (TIRZ)

Acronym: TIRZ

Organisation title in local language: Технолошки Индустриски Развојни Зони (Тирз)

Organisation type: Cluster/Incubator/Innovation Infrastructure

Technological Industrial Development Zones (TIDZs) have been established in Skopje, Stip and Tetovo by the Macedonian Government with the objective to provide excellent conditions for the development of business activities and new technologies. For this purpose, TIDZs offer prepared industrial sites, tax, customs and other additional incentives to companies and investors.

Contact

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E-mail: info@fez.gov.mk

Phone: +389 2 3111 166

Fax: +389 2 3111 177

Address: Directorate for Technological Industrial Development Zones, 2, Partizanski odredi Blvd., P.O.Box 311, 1000 Skopje, FYR of Macedonia

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Danco Petrov, Assistant Director, Directorate for Technological Industrial Development Zones
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3.4 Business Start-Up Centres/ Technology Incubators

Business start-up centres and technology incubators are facilities designed to support entrepreneurship and help start-up companies to survive and flourish through the use of shared resources, management expertise, counselling, training, the provision of services (administrative support, office equipment, marketing etc.) and networks for potential business partners, etc. (Rouach / Louzoun / Deneux 2010: 12). Technology incubators are primarily focused on technology-based firms.

Agriculture Business Development Centre - Strumica

Acronym: ABDC

Organisation title in local language: Бизнис Центар за Развој на Земјоделието

Organisation type: Cluster/Incubator/Innovation Infrastructure

ABDC was founded by the World Bank, as a "Strumica" Incubator with aiming to provide various services for its tenants ranging from trainings and consultancy, accountancy and other financials services to legal and managerial services. Now the ABDC aims to support farmers, traders and food processors in Strumica region and wider of Southeast Macedonia. Part of ABDC services are information regarding EU programs, web portal with current prices of agriculture products, trainings, laboratory services, etc.

Contact

Website: www.abdc.com.mk

E-mail: ntrendov@gmail.com

Phone: +389 34 522 550, 078 222 399

Fax: +389 34 349 320

Address: October 11 bb, 2400 Strumica, FYR of Macedonia

Contact Person:

Nicholas Trendov

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Business Start-Up Centre Bitola (BSC Bitola)

Acronym: BSC Bitola

Organisation title in local language: Фондација Бизнис Стартап Центар Битола
(Фондација БСЦ Битола)

Organisation type: Cluster/Incubator/Innovation Infrastructure

The Mission of the Foundation Business Start-up Centre (BSC) Bitola is to contribute towards the economic growth in Bitola and Pelagonia region through the promotion of entrepreneurship and the support of small and medium sized enterprises. To fulfil its mission the Business Start-up Centre Bitola is committed to support potential entrepreneurs for establishment or further development of their businesses.

Activities that BSC Bitola offers to young entrepreneurs are: coaching, training, networking, work space and micro-credit in order to lead to establishment of new and innovative enterprises.

The Partners of the Foundation are:

1. Municipality of Bitola;
2. Regional Chamber of Commerce;
3. University "St. Kliment Ohridski"- Bitola.

The main activity of the BSC Bitola is the implementation of the project "Business without Borders" – project of the United States Agency for International Development (USAID) and will be realized in the period 2011 to 2013 year.

The aim of this project is to accelerate economic development in the southwest part of FYR of Macedonia through the establishment of new enterprises, development of growth and competitiveness of small and medium enterprises (SMEs), creating new jobs and opportunities for young people, unemployed and vulnerable groups. Also development of a regional framework for SME development, through BSC Bitola activities, the Business Incubator and partners from the public, private and education sector.

The project has three components that correspond to the three main goals:

Component 1: Business Start-up & Support

- Business plan writing courses;

- Business plan competition;
- MSME training portfolio;
- Human resource development services;
- Credit facility loan guarantee fund;
- MSME consulting services;
- Technology-Transfer Toolbox, a set of development tools specifically targeting technology development and transfer.

Component 2: Development and sustainability of the Business Incubator - Bitola

Component 3: Regional cooperation in economic development

Contact

Website: www.bsorbitola.org

E-mail: info@bsorbitola.org

Phone/Fax: +389 47 236 763; +389 47 220 203

Address: m.z. Veljko Vlahovik, Krusevo bb, 7000 Bitola, FYR of Macedonia

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Dejan Spasevski, Executive Assistant

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Ss. Cyril and Methodius University Business Start-Up Centre (UKIM-BSC)

Acronym: UKIM-BSC

Organisation title in local language: Центарот за развој на нови бизниси при

Универзитетот Св Кирил и Методиј

Organisation type: Cluster/Incubator/Innovation Infrastructure

Established 2006 as a result of a project financed by the Austrian Development Agency, the Business Start-Up Centre of the University St. Cyril and Methodius aims at creating and supporting new businesses through the provision of training, consultancy, small grants, logistic support, the possibility to use production facilities of the Faculty of Mechanical Engineering and cooperation with its Austrian partners "Innofinanz" and "WUS Austria". Its main targets are its students and recent graduates, however, its services are open to anyone with innovative, technological business ideas.

Contact

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Bojan Jovanovski, Project Assistant

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Phone: +389 2 3099 482

YES Incubator – Youth Entrepreneurial Service (YES) Foundation

Acronym: YES

Organisation title in local language: PSM Fondacija

Organisation type: Cluster/Incubator/Innovation Infrastructure

The YES Foundation was established in 2005 with support of SINTEF and the Foundation Open Society Institute Macedonia in order to support the Macedonian youth (18-35 years) and the YES Incubator started with its operation in July 2007. The Foundation aims at local, regional and even global cooperation for the purpose of promoting the tenants of the Incubator, matchmaking and exchange of best practices with business incubators, technology parks and similar organisations from the whole world.

The objective of YES is to support young innovative people who have ideas to start their own business by providing them with support and training for business skills as well as connections with suitable business partners in order to increase their

competitiveness on the regional and global market and strengthening the national economy.

Services provided within the YES Incubator and YES Foundation are:

- Entrepreneurship trainings (tailor-made trainings for business, ICT and soft skills); Cisco Entrepreneur Institute trainings and EBC*L trainings and examinations (European Business Competence License).
- Well-equipped office space at affordable rents;
- Other incubation services (e.g. internet, security and insurance of the premises, parking);
- Business plan competitions
- Consulting services;
- Grant Fund and Seed Capital Fund;
- Matchmaking;
- Networking and promotion services;
- Pre-incubation services (consulting for business ideas and business plans, etc.).

Contact

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3.5 Other related Organisations

In addition to the above presented main innovation infrastructures, there are other organisations such as regional development agencies, banks and business support centres, etc. which provide special services which foster innovation and have positive impact on innovative entrepreneurship. The following chapter tries to give an overview of other innovation-related organisations.

Centre for Entrepreneurship and Executive Development (CEED)

Acronym: CEED

Organisation title in local language: Центар за развој на претприемачи и менаџери

Organisation type: Network

The CEED is a Centre for Entrepreneurship and Executive Development that supports entrepreneurs by providing know-how and networks they need to accelerate the growth of their businesses. CEED Macedonia is part of the international network operating in South-eastern Europe. Its mission is to provide entrepreneurs and their executive teams the know-how and networks they need to accelerate the growth of their businesses and to promote an entrepreneurial culture in the broader society. It offers Training, Consulting and Networking for the participants in its programs.

Currently, the CEED is up taking the CEED Access to Finance - a pilot project with an aim to develop new channel for access to finance that will enable enterprises to enhance their financial stability, propensity for investments, efficiency, growth, export and opening of new job posts. The goal is to build up on the previous experience, to develop a sustainable model for access to finance and to implement the model in the other countries in the region. It is organized by CEED and supported by the regional USAID Partners for financial stability in cooperation with USAID Competitiveness Project and the BAS Program of EBRD.

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Enterprise Support Agency (ESA)

Acronym: ESA

Organisation title in local language: Агенција за подршка на претпријатијата

Organisation type: Agency/Fund

Established in 1998 with the support of UK Department for International Development (DFID) and EU, the three Enterprise Support Agencies (ESA) in Gostivar, Ohrid and Tetovo are part of the country wide distribution of business centres. Their SMEs development services encompass:

- Business advice and information
- Business consultancy
- Business planning
- Investment projects and programmes
- Business training
- Fairs and trade mission
- Research and economic analysis
- Application for IPA funds

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Foundation for Management and Industrial Research (Foundation M.I.R.)

Acronym: Foundation M.I.R.

Organisation title in local language: Fondacija za menadzment i industrisko istrazuvanje, Фондација За Менаџмент И Индустриско Истражување

Organisation type: Agency/Fund

With the objective to support sustainable economic development with its economic, environmental and social dimensions in FYR of Macedonia, the Foundation for Management and Industrial Research (Foundation M.I.R.) was established in 2002 by SINTEF (Norwegian Foundation for Scientific and Industrial Research). The Foundation M.I.R. is an applied research foundation based in Skopje, and is the main implementing partner of SINTEF for the projects in FYR of Macedonia.

The Foundation M.I.R. is involved in creation of programs and trainings, influencing the policy making, delivering of support services, implementing projects, information and consultation in the areas of:

- Economic development (including SME support, entrepreneurship and energy)
- Innovation & Research (supporting R&D, conducting research activities for the benefit of SMEs, encouraging and promoting innovation, policy development)
- Environment (actions for increased awareness and provisioning of first level services to SMEs aimed at preservation of the environment)
- Society (combating discrimination and social exclusion on the labour market, implementation of initiatives for increased employment and education after compulsory schooling is high on Foundation's policy agenda)

Since its establishment, the Foundation M.I.R. has participated in a number of international projects and its expertise currently covers: restructuring/reengineering, capacity building and export promotion/ matchmaking of SMEs; pre start up support, training and mentorship of entrepreneurs; trans-national technology and knowledge transfer; applied research for the benefit of SMEs, innovation management services and policy development; environmental services for SMEs; measures for increased employment and new skills development.

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Macedonian Academy of Sciences and Arts (MANU)

Acronym: MANU

Organisation title in local language: Македонска академија на науките и уметностите

Organisation type: Research Institute

The Macedonian Academy of Sciences and Arts (MANU) is the primary national institution promoting the development of science, research, innovation and new technologies, both in the country and internationally. However, MANU is facing serious problems such as lack of funding, low level of human capital, outdated equipment, etc. with the consequence that it is not in a position to fulfil its role satisfactorily.

MANU implements its activities through five departments (Linguistic and Literary Sciences; Social Sciences; Mathematical and Technical Sciences; Biological and Medical Sciences; and Arts) and five research centres (Research Centre for Genetic Engineering and Biotechnology, Research Centre for Energy, Informatics and Materials, Centre for Strategic Research, Centre for Linguistics and the Lexicographical Centre).

The first two centres are internationally recognised for their research, but there is an overlap in the focus of the other three centres and other scientific institutions such as the Institute of Economics, Institute for Sociological, Political and Juridical Research, Institute for Macedonian Language and Institute for Macedonian Literature..

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Macedonian Bank for Development Promotion (MBDP)

Acronym: MBDP

Organisation title in local language: Македонска банка за поддршка на развој

Organisation type: Other

The Macedonian Bank for Development Promotion was established in 1998 with the objective to provide finance for export oriented production and export of small and medium enterprises (SME), to finance investments for the development of small and medium enterprises, and to provide insurance for export claims of the SMEs. In this context, MBDP performs the following activities:

- Financing of production intended for export by credits approved for export inflows;
- Financing of business start-ups and development of SME, by providing medium-term and long-term credits;
- Insurance and reinsurance of identified inflows against short-term commercial risk;
- Management and administration of foreign credit lines and donations.

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Macedonian Enterprise Development Foundation (MRFP)

Acronym: MRFP

Organisation title in local language: Македонска развојна фондација за претпријатија

Organisation type: Agency/Fund

The MEDF's vision is poverty and unemployment reduction and the fostering of social cohesion. The MEDF's mission supports the development of small enterprises. The target group of MEDF is the small enterprises, comprising, according to the number of employees, micro enterprises (up to 10 employees), small enterprises (up to 50 employees) and medium-sized enterprises (up to 250 employees). The MEDF acts on the territory of FYR of Macedonia with a special focus on regions outside Skopje and rural areas. The MEDF will also act outside of the country in order to transfer its long-term experiences.

The long-term goals of MEDF are:

- Improved access to financial services;
- Promotion of entrepreneurship;
- Innovations are mainstreamed;
- Partnerships are developed; and
- Institutional and organizational development of MEDF is secured.

The expected results with the MEDF's Business Plan 2007-2011, according to which the planned activities are divided, are the following:

- Developed affordable financial services;
- Improved capacity for development of financial institutions;
- Improved capacity for promotion of entrepreneurship;
- Mobilized funds for financing the activities of MEDF;
- Internal improvements of MEDF.

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National Entrepreneurship and Competitiveness Council (NECC)

Acronym: NECC

Organisation title in local language: Национален совет за претприемаштво и конкурентност

Organisation type: Other

The previous Council stopped its work in the period 2007-2010, and only recently under the initiative of Vice premier for economic affairs the Council reorganized its activities and bodies.

The National Entrepreneurship and Competitiveness Council (NECC) is a tripartite public-private-civil body comprising leaders from the private, government and civil society sectors advocating and leading the implementation of policy changes crucial to the development of more competitive Macedonian businesses. The Council was set up in early 2003.

The mission of the Council is to raise the dialogue of the private, civil and public sectors to the level of a strategic and long-term partnership to make major contribution in the building of the economic prosperity of the FYR of Macedonia.

The primary task of the NECC members is to work together on the development of national strategies aimed at improving the conditions for doing business that would help Macedonian companies, clusters and other active business associations to develop, promote and export their high value products and services and thus create higher and growing incomes for the average citizen.

The NECC carries out its programme's activities through the following organisational bodies: Assembly, Management Board, Supervisory Board, Advisory Group and 6 internal committees - working groups for Competitiveness, Clustering, Technological Development, Education and Human Resources, Local Economy Development Regulations and Budgets and cooperation with donor organisations.

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Pelagonija Region Enterprise Development Agency (PREDA)

Acronym: PREDA

Organisation title in local language: Регионална развојна агенција на Пелагонија – ПРЕДА

Organisation type: Agency/Fund

The objective of PREDA Plus is to promote sustainable economic development and social prosperity through the facilitation of public, private and civil initiatives on local and regional level. To this end, PREDA Plus offers assistance in good governance, project and grant management, business sector development, organisational development and socio-economic development. Its wide variety of clients include donor organizations, co-funding agencies, national, regional and municipal government organizations, private sector organizations, universities and higher education Institutes, non-governmental organizations and consulting firms.

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Regional Enterprise Support Centre (Foundation for SME Development)

Acronym: RESC

Organisation title in local language: Фондација за подршка на претпријатијата

Organisation type: Agency/Fund

Under the PHARE Integrated SME Development Programme, five Regional Enterprise Support Centres (RESCs) have been established in 1998 in Bitola, Kumanovo, Skopje, Strumica and Veles to provide support, information and services to local SMEs and start-ups. Their activities include:

- Providing advice and information to potential and existing entrepreneurs
- Providing an information library
- Assisting entrepreneurs in preparing investment plans and credit applications to banks
- Organizing entrepreneurial training
- Supporting access to bank credits for SMEs and acting as the local agent for PHARE credit line for SMEs
- Supporting identification of business development opportunities
- Assisting SMEs in general problem solving
- Supporting export activities to EU

- Assisting liaison of SMEs with relevant companies from the neighbouring countries
- Providing commercial, technical, and financial services

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Roma Business Information Centre (RBIC)

Acronym: RBIC

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5 List of Acronyms

ACM - Automotive cluster of Macedonia
APERM - Agency for Promotion of Entrepreneurship of the Republic of Macedonia
BAS - Business Advisory Service Programme
BMZ - German Federal Ministry for Economic Cooperation and Development
BSC - Business Start-Up Centre
CARDS - Community Assistance for Reconstruction, Development and Stabilisation
CEI - Central European Initiative
CEI KEP – Central European Initiative Know-how Exchange Programme
CIP - Competitiveness and Innovation Framework Programme
CIRKO-MES CE - Centre for Research, Development and Continuing Education:
Mechanical Engineering Systems - Centre of Excellence
DFID -Department for International Development (UK)
EBRD - European Bank for Reconstruction and Development
EC - European Commission
EFB – European Fund for the Balkans
EIB - European Investment Bank
EIIC - European Information and Innovation Centre in Macedonia
EIP - Entrepreneurship and Innovation Programme
ESA - Enterprise Support Agency
ETC - Euro-Regional Technological Centre
EU - European Union
FDI – Foreign Direct Investment
FEEIT – Faculty of Electrical Engineering and Information Technologies
FP7 - 7th Framework Programme for Research and Technological Development
FYR of Macedonia - Former Yugoslav Republic of Macedonia
GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit
GTZ - Deutsche Gesellschaft für Technische Zusammenarbeit
GTZ TT - GTZ Technology Transfer
ICT - Information and Communications Technologies
ICT-PSP - Information Communication Technologies Policy Support Programme
IEE - Intelligent Energy Europe Programme

IPA - Instrument for Pre-Accession Assistance
ISPA - Pre-Accession Structural Instrument
IT - Information Technology
KEP – Know-how Exchange Programme (CEI)
MANU - Macedonian Academy of Sciences and Arts
MAP - Macedonian Association of Processors
MASIT - Macedonian Association of Information Technology
MCA – Macedonia Competitiveness Activity (USAID)
MCP - Macedonia Competitiveness Project (USAID)
MMF - Macedonian Fashion Formation
MNC – Multi-national companies
MoAFWR - Ministry of Agriculture, Forestry and Water Resources
MoE - Ministry of Economy
MoES - Ministry of Education and Science
MoISA - Ministry of Information Society and Administration
MoU - Memorandum of Understanding
MSMEs - Micro, Small and Medium Size Enterprises
NCDIEL - National Centre for Development of Innovation and Entrepreneurial Learning
NECC - National Entrepreneurship and Competitiveness Council
NGO - Non-governmental Organisation
PHARE - Poland and Hungary: Assistance for Restructuring their Economies (PHARE) programme
PREDA - Prilep Regional Enterprise Development Agency
OECD - Organisation for Economic Cooperation and Development
ORF - Open Regional Fund
RBIC - Roma Business Information Centre
RESC - Regional Enterprise Support Centre
RTD - Research and Technological Development
SAPARD - Special Accession Programme for Agriculture and Rural Development
SINTEF - Foundation for Scientific and Industrial Research at the Norwegian Institute of Technology
SMEs - Small and Medium Size Enterprises
SME DCA - Small & Medium Enterprise Development Credit Authority

S&T – Science and Technology

TAM - TurnAround Management Programme

TAM/BAS - Turn-around Management and Business Advisory Services

TIDZ - Technological Industrial Development Zone

TTA-TK - Textile Trade Association –Cluster of Textile

UKIM - Ss. Cyril and Methodius University

USAID - United States Agency for International Development

WB - Western Balkans

WBIF - Western Balkans Investment Framework

YES - Youth Entrepreneurial Service

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We would like to acknowledge the input of all contributing persons and organisations who kindly accepted to provide us with necessary feedback.

We made a huge effort to include the names of all contributing parties. If, for any reason, you are a contributor and you do not find your name in the list, please send us a short notification e-mail to office@wbc-inco.net. We aim to keep the updated version of the reports online on the homepage WBC-INCO.NET, where we can make necessary adjustments. Contributing persons and organisations are listed in alphabetical order.

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BIPOM-M

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EIICM

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UKIM-BSC

Wine Cluster / Tikvesh Wine Route

YES Incubator / YES Foundation



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