

Republic of Macedonia

**AGENCY FOR PROMOTION OF ENTREPRENEURSHIP
THE REPUBLIC OF MACEDONIA**

**Programme for Promotion of Entrepreneurship, Competitiveness And
Innovation at Small and Medium sized Enterprises
in 2017**

Skopje, December 2016

Based on the Article 36 paragraph (5) of the Law on the Government of RM ("Official Gazette" no. 59/00, 12/03, 55/05, 37/06, 115/07, 19/08, 82/08, 10/10, 51 / 11,15 / 13, 139/14 and 142/16), the Government session held on _____, adopted

Programme for Support of Entrepreneurship, Competitiveness And Innovation at Small and Medium Sized Enterprises in 2015

Article 1

This program regulates the purpose and funds utilization dedicated to support entrepreneurship, innovation and competitiveness at small and medium-sized enterprises (hereinafter SMEs) totaling 3,900,000.00 (three million nine hundred thousand) denars provided by the Budget of the Republic of Macedonia for the year 2015, section 10001, program 4, sub 40 - Agency for Promotion of Entrepreneurship of the Republic of Macedonia (hereinafter: APERM) item 464.

Article 2

The funds referred to in Article 1 of this program will be used for the following purposes:

1. Voucher scheme of counseling

Implementation of a voucher scheme of consulting services for 30 clients aims to provide support for strengthening competitiveness of the existing SMEs and of newly established enterprises and also wide spreading of voucher scheme of consulting services as a tool for improving performance of the SME sector as well as maintaining the website of consultants. The implementation of this activity will be implemented by business support organizations.

The procedure for allocating funds from this item will be made through announcement of a public call for expression of interest in the media, where business support organizations and SMEs can apply for funding from this program activity, announced on the web page of the Agency/ www.apprm.gov.mk and www.konkurentnost.mk and/or the printed media, as well as a Call to positional entrepreneurs and other active small and medium size d enterprises to apply on this programme activity. While supporting potential entrepreneurs and active small and medium size d enterprises, special attention will be given to enhanced involvement of the woman in this program activity.

900.000 denars

2. Info Pult - a project to be implemented in cooperation with regional business support centers

Support of the network business support centers activities related to further operations and implementation of support programs, information and counseling of the SMEs, dedicated to provide information, promotional, advisory and logistical support services for 400 SMEs and potential self-employed persons, as well as distribution of relevant information for SMEs and potential entrepreneurs.

The procedure for allocating of the funds from this program activity will be made through publication of a public call for selection of an appropriate Business support organization, announced on the web page of the Agency/ www.apprm.gov.mk and www.konkurentnost.mk and/or the printed media.

300.000 denars

3. Entrepreneurial Education

Realization of five workshops dedicated to awareness rising and promotion of entrepreneurship among young people (targeting 150 participants - students and pupils) as well as development of entrepreneurial spirit and culture necessary to start their own business.

300.000 denar

4. Organization of training on business plan preparation

Organization of at least 10 trainings (with a total coverage of 300 pupils) on various issues related to preparation of a business plan, designed for university students and pupils from the secondary schools.

300.000 denars

5. Organization of training for teachers / professors, educators of the subject -Entrepreneurship and Business

Two-day trainings for at least 100 teachers from the secondary schools and universities that teach Entrepreneurship and Business, in order to increase their capacity for the latest entrepreneurial trends, expand knowledge and gain new skills related to entrepreneurial learning.

300.000 denars

6. Organization of training for students to prepare successful job applications

Five trainings for students (with a total coverage of 150 participants) aimed to raise the awareness for the skills required for successful CV preparation, motivation letter writing, documents needed and a beneficial behavior during the interview, with a final outcome to raise awareness at young people for the eased access to the labor market.

300.000 denars

7. Calls on the European Week of SMEs

Support to the organization of the European SME Week with a purpose to increase motivation and participation of the SMEs, young and potential entrepreneurs.

150.000 denars

8. Organization of mentorship between experienced entrepreneurs and start-up companies

Three workshops organized with experienced entrepreneurs to share their experience in facing the challenges in running business until reaching sustainability. The purpose of these events will encourage new entrepreneurs not to give up in the first years and raise confidence while managing their companies.

200.000 denars

9. Organization training for local consultants

Three-day training for at least 25 local consultants to acquire additional knowledge and skills that will assist enterprises to strengthen their competitiveness on the domestic and foreign markets, according to the findings published in the present training need analyses for SMEs, developed in the Republic Macedonia and in the region.

250.000 denars

10. Organization training on increasing the competitiveness of SMEs

Five-day training for SMEs with a total coverage of 150 participants, aimed to increase competitiveness, internationalization, investment readiness, introducing innovation and research activities at SMEs and capacity building of their employees.

300.000 denars

11. Observatory for SMEs 2014

Preparation of the annual report on the situation and trends of the SME Sector in 2016. The report will include benchmark analyses on the number of SMEs, their share in the gross domestic product, exports, etc.

200.000 denar

12. Organization training on social awareness and promotion of the social entrepreneurship

Three-day training sessions for total of 60 enterprises aimed to increase awareness for adopting social aware practices and showing interest for better functionality and promotion of the concept of the social entrepreneurship.

200.000 denar

13. Support of Woman Entrepreneurship

Training sessions for women entrepreneurs according to the findings published in the training needs analysis conducted on national and regional level. Within this activity two training sessions on various topics will be organized in order to raise the level of competitiveness at existing businesses run by women entrepreneurs. The training will also be available for women entrepreneurs who had just founded their business.

150.000 denars

14. Co-financing donor projects

Productivity Improvement of the SMEs through participation in donor projects. Implementation of the regional project "Establishment and promotion of the System of mentoring services for SMEs in Western Balkan, in cooperation with JICA – japan International Cooperation Agency, as well as participation and co-financing of two projects within the framework of INTEREG – Transnational Cooperation Programme and BALKANMED – Balkan Mediterranean Programme 2014-2020, where the Agency acts as a project partner.

100.000 denar

Article 3

As of 31.01.2017, APERM shall submit report to the Government with financial indicators for the implementation of this Programme, including results and rationale for any deviations from the planned activities.

Article 4

This program comes into force the day after its publication in the "Official Gazette".

No.

Skopje,

Prime Minister of Republic of Macedonia

Nikola Gruevski