



# ENTREPRENEURSHIP PROMOTION

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



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# ***Agency Background***

## ***About the Agency***

Agency for Promotion of Entrepreneurship of the Republic of Macedonia (APERM) is a state owned institution, established to realize the Program on measures and activities for promotion of entrepreneurship and creation of competitiveness of the small businesses in the RM and other programs adopted by the Government, concerning entrepreneurship and small businesses. APERM is the major player on national level for the implementation and coordination of national and international support to the SME Sector.

## ***Strategic framework***

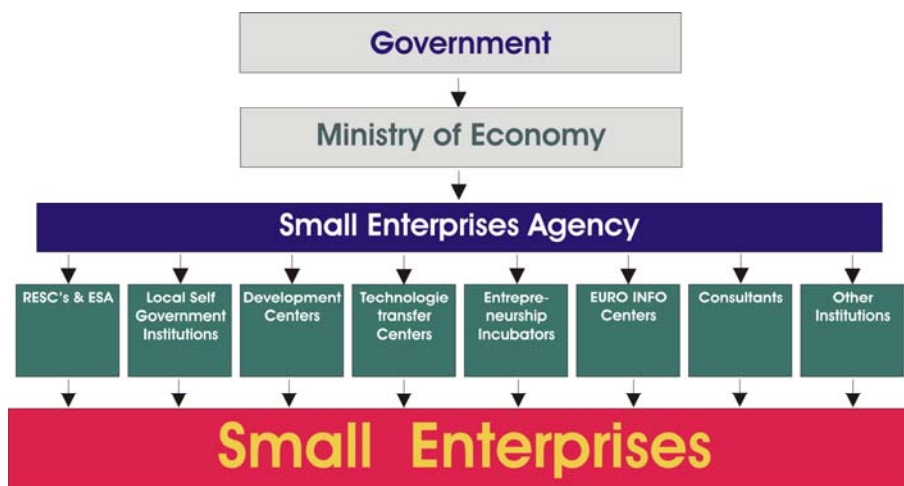
The Macedonian Government gives a very high priority on the development of the SME sector, focusing on measures and activities to support the development and to enhance the competitiveness of SMEs, and more generally to improve the business environment.

The strategic framework for support of the SME development is defined by the following documents: Small Business Development Strategy, Program on measures and activities for the promotion of entrepreneurship and creation of competitiveness of the SME's in the RM, European Charter for Small Enterprises, Law on Realization of Handicraft Activities, Law on the Agency for Promotion of Entrepreneurship of the Republic of Macedonia (APERM). With the purpose of achieving greater degree of coordination among the relevant factors the National Council for Competitiveness and Entrepreneurship is founded as an advisory body to the Government linking private and public sector for improvement of the atmosphere for entrepreneurship.

For the realization of the activities the Agency cooperates with institutions whose program and scope of work is the support of entrepreneurship and SMEs, such as:

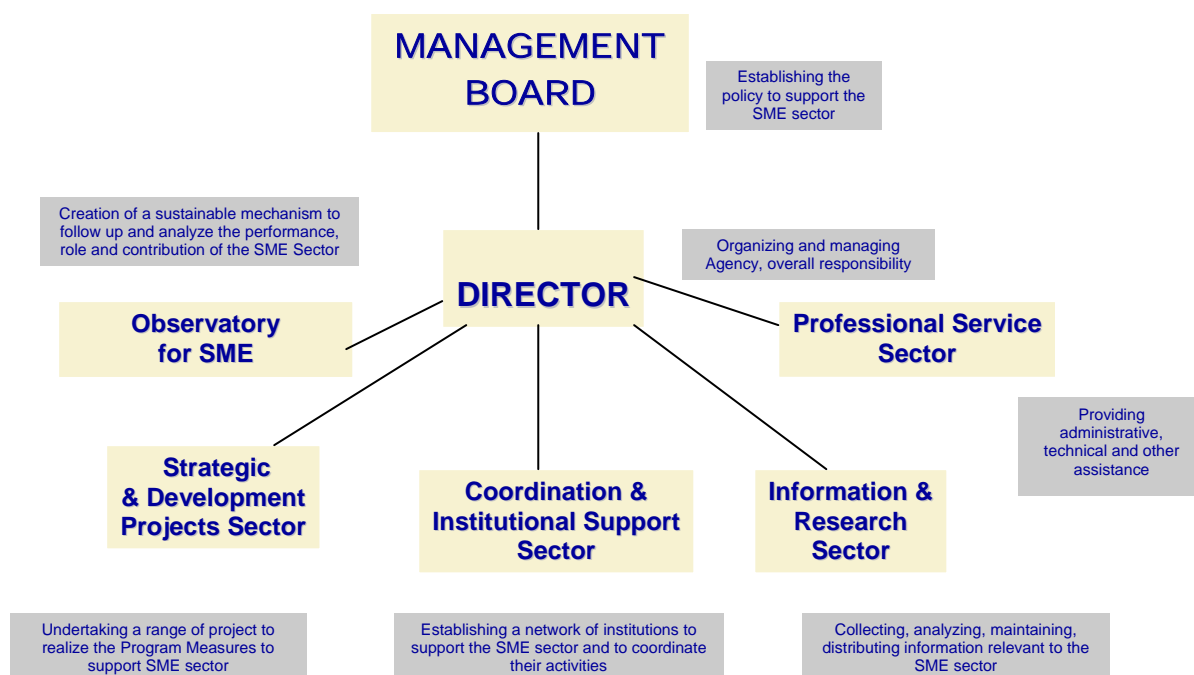
- Foundations for support of SME and entrepreneurship (Regional Centers and ESA Agencies;
- Institutions for support of entrepreneurship and SME established by the units of local government;
- Development centers
- Centers for technology transfer
- Entrepreneurial incubators;
- Euro Info Centers
- Private consultants.

APERM is embedded into the institutional SME support structure as follows:



### ***Foundation and Organizational structure***

The Law on the Agency for Promotion of Entrepreneurship of the Republic of Macedonia (APERM) was enacted by the Parliament in September 2003. The Agency became operational in May 2004 when the Director was appointed. Organizational structure of APERM is very simple and is shown below:





## ***Mission***

Development of entrepreneurship and small sized enterprises in the Republic of Macedonia through implementation of the priority projects, that reflex:

- Real demand driven areas of intervention in SMEs
- Governmental Programme of measures and activities for entrepreneurship support and creation of competitiveness at small sized enterprises

## ***Target Group***

Small businesses in compliance with the Law on APERM are following:

### 1. Enterprises that:

- Have less than 50 employees
- Make annual turnover not exceeding 1,5 million Euros in Denar currency or a total balance not exceeding 1,1 million Euros in Denar currency;
- Are independent in their work;
- Are at least 51% privately owned

### 2. Individual entrepreneurs

### 3. Craftsmen and

### 4. Other service providers

## ***Functioning***

### ***Statutory Functions***

The Agency coordinates all small business development support activities, as follows:

- Implementation of the Program on measures and activities for promotion of entrepreneurship and creation of competitiveness of the small businesses in the RM;
- Coordination and development of the network of institutions for support and development of entrepreneurship and small businesses;
- Participation in realization of projects that provide business cooperation, partnership and networking in the regional economies, EU and beyond;
- Coordination of national partners and programs for support of small businesses and programs for entrepreneurship financed by donors;
- Support for the application of innovations and the introduction of modern technologies in the operations of the small business sector;
- Provide support for self-employment, as well as increase employment and education of entrepreneurs for starting up and management of their own businesses
- Creation, maintenance of business databases and dissemination of info-packages for small businesses;
- Cooperation with the financial institutions for the creation of interactive relationships and active participation of the institutions in project development with the ultimate objective - maximum possible simplification of access by entrepreneurs to sources of finance;
- Other issues related to encouraging entrepreneurship and competitiveness of small businesses.

### ***Funding***

The Government of RM provides the funds for the establishment of the Agency. The Agency can acquire funds for its activities from the following sources:

- Transfer from budget of the RM, based on previously adopted annual program for the work of the Agency, by the Government of RM;
- Donations;
- Income from its activities;
- Other sources according to the Law.



## ***Basic principles of operation***

In order to create more favorable business environment nation-wide, the real challenge for us has been to provide the best possible service to our partners and clients. It is the key element of our success. The basic principles of our operation are:

- Expertise, professionalism, transparency and independence in the operating activities;
- Responsibility for the work and the achieved results
- Active representation of the private sector, commercial banks, business associations, experts and donors in the management;
- Financing through donations, participation in the realization of projects, own income from providing services and only partial financing with state funds in order to cover the basic needs;
- Dependence of the state support on the working success, realization of the set objectives and the achieved results.



## ***Operational Programme of the Agency for 2006***

Operational activities of the Agency are determined with the Programme of measures and activities for entrepreneurship support and creation of competitiveness at small sized enterprises in Republic of Macedonia for 2006, as follows:

- Financial and technical support to the SME Observatory;
- Financial and technical support to the regular activities of the Euro Info Correspondence Center – Skopje; Innovative Relay Center – SINTEF Norway
- Financial and technical support to establish Human Resource Development Fund;
- Support to the institutional network of Business Support Centers for realization of the project “ Info Pult” as well as the upgrade of the existing Data Base of small enterprises in RM;
- Promotion and implementation of the Voucher System of Counseling of the small enterprises on the national level and providing sustainability of the web page of the Macedonian Consultants;
- Financial and technical support to the incubators for small business development ( GICA – Ohrid, DENI - Veles, STRUMICA – Strumica)
- Realization of the activities connected to the projects: “Entrepreneurship and SME Development in SEE” – JAPTI, Slovenia, “Technical Support of the promotion of the emerging new industrial enterprises” – JICA, Japan, “Private sector Development of the Western Balkan” – ATA, Holland, “Technology Transfer” – GTZ REDEM, Germany, EOMMEX – Greece etc.
- Financial and technical support of the realization of the activities in the framework of the project for “Entrepreneurship Learning” – European Training Foundation and Junior Achievement and Ministry of education of RM
- Support of the various promotional activities for SMEs connected to the celebration of the Euro Day in Skopje and other events;
- Co-financing of the postgraduate studies on “Entrepreneurship” in cooperation with Economic Institute, Skopje and the Ministry of Education and Science of RM;
- Co-financing and participation in the implementation of the projects for SMEs financially supported by foreign donors.



## Contact

For establishing fast and efficient collaboration, **contact us**:

- **By mail:**

*Agency for promotion of entrepreneurship of the Republic of Macedonia,*  
Nikola Vapcarov 7, 1000 Skopje,  
Republic of Macedonia  
P.O. Box 657

- **WEB page:**

[www.apprm.org.mk](http://www.apprm.org.mk)

- **By e-mail:**

[apprm@apprm.org.mk](mailto:apprm@apprm.org.mk)

- **Call:**

(389) 2 3120 132

- **Or send a fax at:**

(389) 2 3135 494