

spark

*ignites ambition*



Kulturni centar Bar  
Srednja ekonomska škola  
Udruženje poljoprivrednika  
Mrkojevići  
Udruženje nezaposlenih žena



KOMUNA E PRISHTINËS



infoDev Global Forum -- Florianopolis,  
Brazil Oct. 26-30<sup>th</sup>, 2009



## Regional Business Start-up Centres and Incubator Project in South East Europe



### WHO ARE WE ?

- ✦ **An independent** Dutch not-for-profit foundation; supporting Partners in the Western Balkans region since 1994;
- ✦ **Develops education and entrepreneurship** so that young and ambitious people are empowered to lead their post-conflict society into prosperity;
- ✦ **Supports** Business Start-up Centres and Business Incubators in Bar, Bitola, Kragujevac, Zenica and Pristina.



# Regional Business Start-up Centres and Incubator Project in South East Europe



## GENERAL OBJECTIVES

1. **Enabling environment** for entrepreneurship development and establishment of innovative SMEs
2. **Removing obstacles** for doing business
3. Improvement of **employment opportunities**
4. **Reform of higher education system** to better meet the needs of the labor market
5. Enhancement of **regional cooperation**

## THROUGH . . .

**Vocational Business training** (+/-) 18-40 year

**Business Plan Competitions**

Providing **consultancy services** and **favorable micro-credit lines**

Securing **space in Business Incubators**

**Capacity building** of Partner institutions

**Curriculum development** at Partner Universities/Faculties

**Introduction of ISO/HACCP standards in SMEs**

**Removing obstacles for doing business**

**Private sector development conferences and SME fairs**



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**Main Partners of the BSCs:** Ministries, Municipalities, Local/Regional Economic Development Agencies, Universities, Chamber of Commerce, Business Associations.

## Activities

- 1. Improving knowledge and skills of trainees** in various topics: finances, marketing, business plan development, market research, PR, management, entrepreneurship and start-up of business, etc. To date 6,500 persons trained.
- 2. Best Business Concept Competition - awards for the best are:**
  - Consultancy services up to 500 EUR
  - Coaching services for business plan development
- 3. Best Business Plan Competition - awards for the best (are):**
  - Free registration of business and consultancy services up to 2,500 EUR
  - Micro-credit up to 10,000 EUR
  - Eligibility in business space in supported Business Incubators



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4. **Business Incubators** 5 business incubators recently established or in the process of being. Infrastructure provided by local Partners, soft components by the project.
5. **Capacity Building** Introduction of new IT solutions in Partner institutions, study tours, trainings (e.g., EU funds access, financial management, etc.), local SME Fairs, etc.
6. **Introduction of quality standards** (ISO 900, HACCP, CE, OHSAS) in micro and SMEs (50-50% cost sharing). Excellent feedback received from TAM/BAS.
7. **Curriculum development in Partner Universities**  
Partner faculties are interested to adjust their curricula which correlates to better meeting demands of the (local) labor market and instilling entrepreneurship.
8. **Removing obstacles for doing business**
  - ❖ **Status Reports on SME sectors.** As a basis, Partners will actively engage in lobbying activities based on these reports to ease legislation for setting up new businesses;
  - ❖ **Annual Regional Conferences & SME Fairs**



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