

Interreg - IPA CBC



CCI 2014 TC 16 I5CB 009

The project is co-funded by the European Union and national funds of the participating countries

G.EM.S

Stimulating Green
Employment: Across Border
Educational and
Technological Innovation
Hot – Spots



UNIVERSITY OF
WESTERN MACEDONIA



CERTH
CENTRE FOR
RESEARCH & TECHNOLOGY
HELLAS



BAS
PROFESSIONAL STUDIES
IN MANAGEMENT




ECONOMIC CHAMBER
OF NORTH MACEDONIA
REGIONAL CHAMBER
BITOLA

I start the presentation with our last meeting in BAS Bitola from 28.09 at the Annual Forum when we confirmed the results of this project which exceeded our expectations.



BAS - Biznis Akademija Smilevski

3 ч. • 

Во просториите на БАС Битола се одржа годишен форум во рамките на ИПА проектот G. EM.S за споделување на искуства и креирање на нови идеи за идни проекти и соработки

Благодарност до нашите пријатели ТВ ТЕРА за прилогот.



YOUTUBE.COM

Tv Tera Bitola Godisen forum za zelena energija i zeleni vrabotuvanja 28 09 2023

On behalf of BAS, I thank our two partners from the Republic of Greece and the partner from our country for their cooperation. I will briefly present the completed activities from BAS. As an activity, we still have the final conference on November 23 and 24 in Bitola and the financial payments for the realized activities.



REALIZED ACTIVITIES FROM BAS
September 2022 – October 2023

1. All administrative procedures completed (registrations in Ministries and relevant institutions)

2. Completed tender for financial manager

To date, the results are as follows:

Realized 90% of tenders, 60% payment made to the individuals and companies that implement the project activities according to the job

Датум: 10.11.2022
Период: 06.09.2022 до

Изра основа на член 37 од Законот за даночна постапка („Службен весник на РМ“, бр.13/01 од Правилникот за постапката, начинот и роковите за доделување на единствен даночен на поднесок на единствен регистар на даночни обврзници, содржината и формата на пријат и постапката за бришење од регистрацијата („Службен весник на РМ“, бр.46/06...161/09), донесе

РЕШЕНИЕ
за регистрација на даночен обврзник

Се уважува Пријавата бр 833580 од 09.11.2022 година за упис во Регистарот на даночни податоци

Даночен обврзник/донаторски проект	Стимулирање на зелени вработувања: Клучни точки образовни и технолошки иновации (Г.Е.М.С.)
ЕДБ	4032022102455
Адреса на седиште/живеалиште	бул. Јане Сандански бр.111/2 Скопје
Овластено лице	Тони Соклевски
Опис на дејноста која ќе ја извршува	донаторски проект
Регистрација	06.09.2022 до 15.12.2023
Место на остварување на дејноста	бул. Јане Сандански бр.111/2 Скопје

Поднесувањето на тужбата не го спречува извршувањето на решението.

Образложение
Даночниот обврзник „Стимулирање на зелени вработувања: Клучни точки за прекугранични иновации (Г.Е.М.С.)“ поднесе пријава за регистрација на даночен обврзник бр.833580 на 09.11.2022 година. По извршенот увид во пријавата, се одлучи како во диспозитивот.

Поднесувањето на тужбата не го спречува извршувањето на решението, согласно член 1 од Законот за даночна постапка („Службен весник на РМ“, бр.13/06...275/19).

Правна поука: Против ова решение дозволена е тужба до Управниот суд во рок од 30 дена од доставувањето.

Изготвил: Јусуф Љутвиќ
Контролира: Филип Гигов

Управник
Кристиан Јовановски

3. Completed tender for IT equipment

Results: The equipment is fully put into service for all projects activities

Оваа потврда се издава во 3 (три) идентични примероци од кои по еден примерок им се издава на секој носител на проектот, а два примероци за Секретаријатот за европски прашања.

ЦДАД бр. 07/20-22/7542



Подготвила: Благика Миткова
Контролира/ла: Благика Миткова

2	Секретаријат за европски прашања Влада на Република Северна Македонија	КД Пресвета Богородица бр.3, Скопје Република Северна Македонија	+389 2 3200100 +389 2 3200101 www.mep.gov.mk
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COMPLETED ACTIVITIES	RESULTS
<p data-bbox="84 144 1225 462">Completed Tender for External experts 2 external experts for development of educational/training materials and training courses on the topics:</p> <ul data-bbox="84 491 1289 1162" style="list-style-type: none"> <li data-bbox="84 491 1289 982">• Environmental regulation and environmental techniques and technologies (analysis of the European legislation, IPPC, SEA), Environmental management systems and Environmental Audit and <li data-bbox="84 1019 1289 1162">• Deliver training courses for preparation of the regional strategy 	<p data-bbox="1332 144 2463 462">The external expert prepared and delivered the materials, which is used in the following activities according to the job, within the stipulated period.</p> <p data-bbox="1332 582 2372 901">An external expert has been chosen as a consultant for building the regional strategy for the transition to green economy.</p>

Intention of the regional transition towards a green economy

- The Pelagonija planning region needs to move away from its current 'brown-based' low economic approach (low job quality, low environmental protection, low skills), towards a **'high' green-based sustainable economy** (high skills, high productivity, high environmental protection).

COMPLETED ACTIVITIES

Results

Formation of the team from BAS and distribution of activities.

3 members of the technical staff delivered educational/training materials on the following topics:

- a) Strategic environmental management,
- b) Strategic alignment between organization and its environment (strategic plan, strategic formulation and implementation),
- (c) Strategic management as an ongoing process for sustainable development.

6 members of technical staff delivered training courses on the topics:

- a) Strategic environmental management
- b) Strategic alignment between organization and its environment (strategic plan, formulation and implementation)
- c) Strategic management as an ongoing process for sustainable development.

Results: 10 Strategies for selected companies.

Realized activities

- Contract meetings with each company
- Diagnosis of the conditions
- Research
- Visioning
- Set priorities and strategic goals
- **10 Action plans for the realization of the companies strategies.**



COMPLETED ACTIVITIES

February- June 2023

**Completed TENDER for
External expert training of 200 participants (companies, startups, SMEs) for
financial facilitating.**

1ST WORKSHOP – BITOLA

Venue: The Regional Chamber based in Bitola

Date 28.04.2023

2nd WORKSHOP –RESEN

Venue: Venue: Coffee club Business House-
Resen

Date 05.05.2023

3rd WORKSHOP –KICEVO

Venue: The Regional Chamber based in Kicevo

Date 12.05.2023

4TH WORKSHOP – PRILEP

Venue: Hotel Kristal Palas- business hall in Prilep

Date 19.05.2023

5TH WORKSHOP – KAVADARCI

Venue: Municipality of Kavadarci, Council Hall

Date 26.05.2023

6ST WORKSHOP – BITOLA

Venue: BAS Academy Smilevski in Bitola

Date 09.06.2023



The workshops AGENDA (Workshop daytime was 6 hours):

Event Agenda/ Агенда на настанот	
11:00 – 11:30	Registration /Регистрација
11:30 – 12:00	Welcome and Project Info/ Добредојде и проектнo инфo
12:00 – 12:30	Legislation, Regulation, Standards- harmonization with EU Легислатива, Регулaтивa, Стандарди- хармонизaциjа со ЕУ
12:30 – 13:00	Procedures, Consultants, Technical Support Процедури, Консултанти, Техничкa поддршкa
13:00 - 13:30	Green employment, possibilities, and capabilities Зелени вработувања, можности и способности
13:30 – 14:00	Funds/ Programs/ Subventions/ Loans/ Possibilities Фондови/Програми/Субвенции/Кредити/Можности
14:30 – 15:00	Preparation of Company for GoGreen Application Подготовка на компанијата за ОдиЗелен Апликациjи
15:00 – 15:30	Question & Answers Прашања и Одговори

Realization by contractor:
SETTIM KOSALTING LLC



Ordered by/ Contracting Authority:
BAS ACADEMY SMILEVSKI



Realization with high professional support:
ECONOMIC CHAMBER OF NORTH MACEDONIA
REGIONAL CHAMBER BITOLA



ECONOMIC CHAMBER OF NORTH MACEDONIA
REGIONAL CHAMBER BITOLA

The realized outputs are as follows:

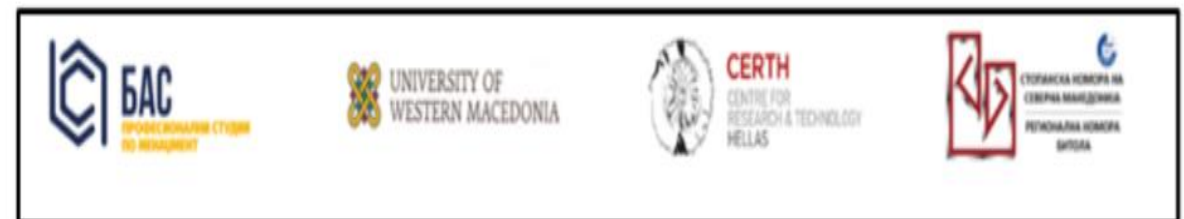
Output 1- 5 workshops, attended by a total of 200 representatives from existing companies, old companies, and potential company founders. The events were organized as one-day sessions, with a duration of 6 hours, with a break. The sessions were attended by representatives from banks, representatives from the Fund for Innovations and Technological Development, representatives from IPARD and/or representatives from the Ministry of Economy - the company support department (konkurentsnots.mk).

Output 2- Created informative material in e-version that was attached to the project parties, the Chamber of Commerce and BAS Academy. The material contains information about the possibilities of lending from commercial banks and the Development Bank, information about the FITR program, information about the possibilities of IPARD 2021-2027 and information about the possibilities for companies from the National programs, according to competitiveness.mk, under the Ministry of Economy.

Output 3- Designed 5 green credit applications for 5 selected companies.

Output 4- Designed 5 innovation applications to Found of Innovation and Technology Development for 5 selected companies.

Output 5- Designed 5 applications for environmental or energy solutions for IPARD for 5 selected companies.



GRANTED COMPANIES WITH APPLICATIONS

Applications IPARD (2021-2027)

☐ Agro Brod DOOEL Bitola - IPARD - furniture production / 001/ 7 measure/ 2023 (modernization and automation)

[E-mail: marinam@evrotip.mk]

☐ ROZA KANINA - IPARD - Application, call 01/2023 (Investment location Resen - for the purchase of tea packaging machines - process automation)

[E-mail: tometkovski@gmail.com]

☐ VILA VISTA - IPARD 001/ 7 measure/ 2023 (energy efficiency of the hotel complex, green energy - photovoltaic for own needs)

[E-mail: vila-vista@hotmail.com]

☐ DIKOM DOOEL - IPARD 001/ 7 measure/ 2023 (energy efficiency of a restaurant complex, green energy - photovoltaic for own needs)

[E-mail: krstevski_vladimir@yahoo.com]

☐ AGROFUDTOPIA - IPARD - Application, call 01/2023 (Investment location Kavadarceki - for the purchase of mechanization, photovoltaics and building construction)

[E-mail: agrofoodtopia@outlook.com]

Realization by contractor:
SETTIM KOSALTING LLC



Ordered by/ Contracting Authority:
BAS ACADEMY SMILEVSKI



Realization with high professional support:
ECONOMIC CHAMBER OF NORTH MACEDONIA
REGIONAL CHAMBER BITOLA



ECONOMIC CHAMBER OF NORTH MACEDONIA
REGIONAL CHAMBER BITOLA

Applications FITD

❑ MM PAK-FITR- application for technological development and accelerated economic growth, (modernization and automatization, digitalization of production process)

[E-mail: mmpak1@yahoo.com]

❑ CABLECALL - FITR - application for technological development and accelerated economic growth, (Location Bitola, Prilep, Resen, green employment, purchase of electric vehicles for installation of digital optical TV and Internet) - green transformation of the company

[E-mail: tvkaltrina@yahoo.com]

❑ BITS77 DOOEL Bitola - FITR - innovations (Digitalization of green vehicles - platform)

[E-mail: marinam@evrotip.mk]

❑ BALKAN MEDICAL GROUP PRILEP - FITR Application for technological development - early detection of breast cancer, innovative scanning with process detection (Location of investment Prilep - (for the purchase of machines - process automation, digitization and artificial intelligence for reading results from check your thermography)

[E-mail: goran_ivanoski@yahoo.com]

AREDA Group - FITR (digitalization of artifacts, eco-methods of restoration)

[E-mail: agtis@t.mk]

Realization by contractor:
SETTIM KOSALTING LLC



Ordered by/ Contracting Authority:
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Realization with high professional support:
ECONOMIC CHAMBER OF NORTH MACEDONIA
REGIONAL CHAMBER BITOLA



ECONOMIC CHAMBER OF NORTH MACEDONIA
REGIONAL CHAMBER BITOLA

Applications GREEN JOBS

☐ GRAFOPROM - Green employment ESA

[E-mail: info@grafofrom.com]

☐ 2006 Profile Mont- Prilep- Green employment ESA

[E-mail: erjanpp@hotmail.com]

☐ EVROKEKS- Green employment ESA

[E-mail: evrokeks@gmail.com]

☐ Restaurant KAPRI - Bitola - Green employment AVERM

[E-mail: hotelkapri@gmail.com]

☐ PRIZMA MEDIA -Bitola- Green employment ESA

[E-mail: makrija@gmail.com]

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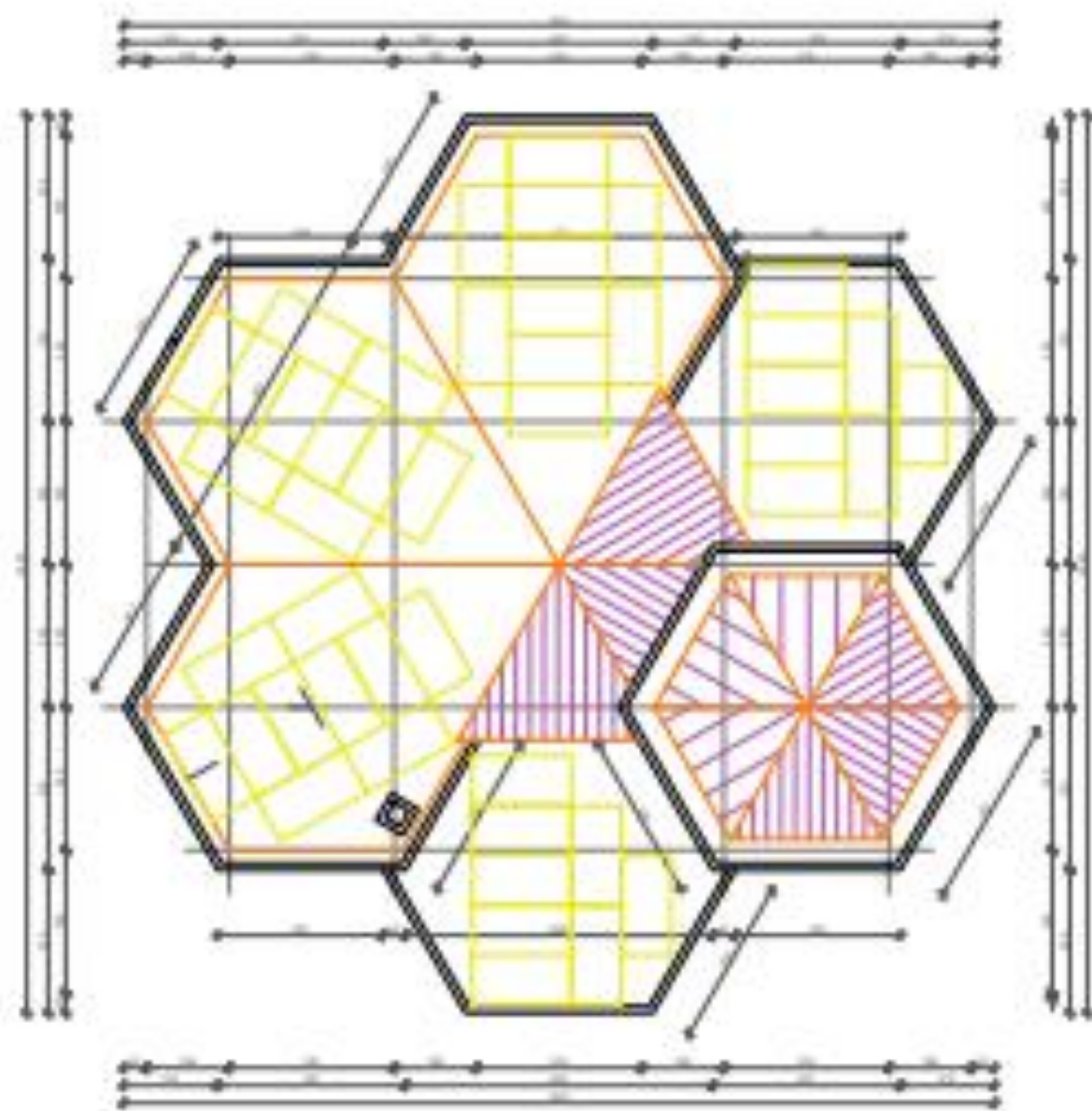
COMPLETED ACTIVITIES	Results
<p data-bbox="86 342 1426 492">Three (3) members of the technical staff delivered materials for business planning.</p> <p data-bbox="86 606 1477 756">Six (6) members of the technical staff still working in preparation of complete 10 Business Plans.</p>	<p data-bbox="1569 257 2461 578">Delivery training material for business planning and business plan template according to the Canvas model</p> <p data-bbox="1569 692 2461 756">10 Business Plans in process.</p>

Business planning

1. The supporting materials for creating the business plans were created and printed.
2. A workshop on generating business ideas with a green component was held on 03/05/2023, at the Smilevski Business Academy, Bitola with over 30 participants.
3. The top 10 best green business ideas were selected.
4. Six (6) mentors together with the selected mentees are working on preparing the 10 Business Plans.



ACTIVITIES IN PROCESS	Time frame
Tender for technical documentation for the photovoltaic plant on the roof of BAS.	Finished end of juli, 2023
Tender for revision for basic project. - in progress Tender for construction of a photovoltaic plant on the roof of the BAS building in Bitola.	Finished end juli 2023 Construction end of Octomber – beginning November 2023



Finances – G.EM.S 30.06.2023

FUNDS PROVIDED

- 52.500 from BAS
- 28 467,41 from GEMS pre -financing
- **80. 967 EURO**

PAID BY BAS

• **80,506.86 EURO**

The project is co-funded by the European Union and national funds of the participating countries

Visibility Activities in GEMS

Local news papers Bitolski
Vesnik Bitola and Zenit
Prilep

Presentation of the project
GEMS and its activities in a
meeting with the RCB,
General Consul of Greece

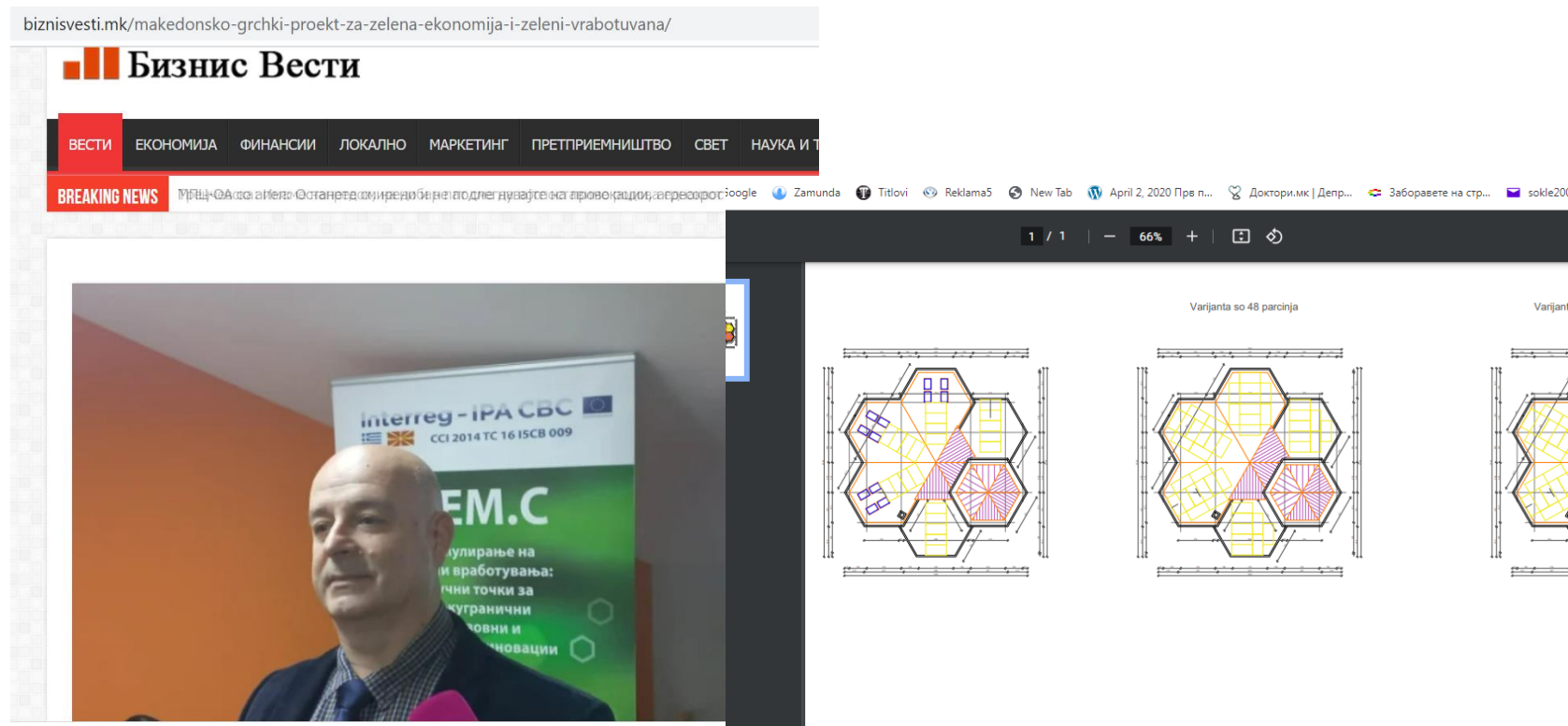
Interview for OTV webTV
Prilep about GEMS

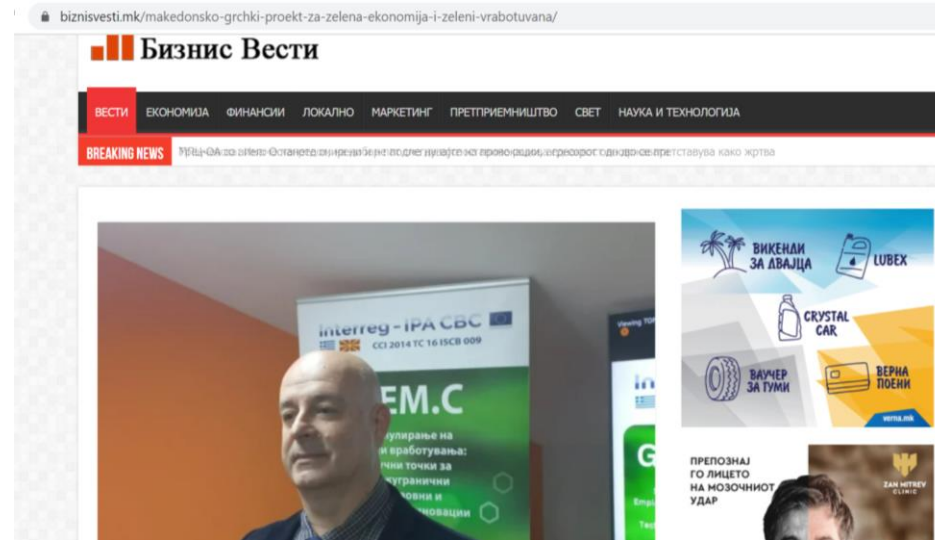
TERA TV 09.06.2023
30.06.2023
29.09.2023

From September 2022 until today, the visibility of the GEMS project is at an enviable level.

7 electronic and 2 written media and 2 televisions have contributed to the presentation of the goals and significance of this project, emphasizing the great results that have been achieved.

<https://www.biznisvesti.mk/makedonsko-grchki-proekt-za-zelena-ekonomija-i-zeleni-vrabortuvana/>





зближуваат, да разменуваат искуства и да формираат синергија за заеднички напредок, вели грчкиот конзул Видурис.



[https://www](https://www.vecer.press/%D0%B7%D0%B5%D0%BB%D0%B5%D0%BD%D0%B8-%D0%B2%D1%80%D0%B0%D0%B1%D0%BE%D1%82%D1%83%D0%B2%D0%B0%D1%9A%D0%B0-%D0%B7%D0%B0-%D0%BF%D1%80%D0%B5%D0%BC%D0%B8%D0%BD-%D0%BE%D0%B4-%D0%BB%D0%B8%D0%B3%D0%BD%D0%B8/)

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tera.mk/транзицијата-кон-зелена-енергија-и-ек/

ТРАНЗИЦИЈАТА КОН ЗЕЛЕНА ЕНЕРГИЈА И ЕКОНОМИЈА НА ПОГРАНИЧНИОТ РЕГИОН

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Interview in a newspaper of the founder prof. Cvetko Smilevski PhD

КОН ЗЕЛЕНА ЕНЕРГИЈА И ЮГРАНИЧНИОТ РЕГИОН



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ната стопанска комора во чии редови знаат дека на
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bitolanews.mk/2022/12/04/проф-д-р-цветко-смилевски-соосновач-на/

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Идни планови

-Продолжуваме со нашата мисија, сега како групација на трите фирми. На тој начин можеме да се вклучуваме во големи проекти и склучување на партнерства со други организации од регионот. Последните две години работиме на заеднички проект од ИПА програма за прекугранична соработка со 2 партнерски организации од Грција и Регионалната Стопанската комора од Битола со скратен наслов „Транзиција кон зелена економија“. Уште пред енергетската криза, увидовме дека треба да им помогнеме на фирмите од пелагонискиот регион да ги зајакнат своите капацитети, реформи, стратегии, решенија за преод од лигнитска кон постлигнитска енергетска ефикасност, кон обновливи извори, решенија кон зелена економија. Во рамките на овој проект нашето искуство ќе го искористиме за изработка на регионална стратегија за споменатата транзиција како и 10 компаниски стратегии и бизнис планови во оваа област за 20 фирми да направат апликации за ИПАРД програмата во оваа област на зелена економија. Паралелно со овој голем проект, мојата визија е со партнерите од соседните земји а да воспоставиме потесна соработка како академска регионална заедница на Западен Балкан која ќе разменува академски искуства и ќе работи на регионални проекти.





Thank you for your attention and support

