

RESOURCES FOR YOUNG ENTREPRENEURS

# WESTERN BALKAN STARTUPS

**British Council**

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**RESOURCES FOR YOUNG ENTREPRENEURS**

# **WESTERN BALKAN STARTUPS**



# WESTE BALK STAR

INTERSECTION  
BETWEEN ENTREPRENEURIAL  
BEST PRACTICES AND SOCIAL  
IMPACT

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# ERN KAN TUPS

WIND,  
LESS

LOW PRODUCTION

1. *Generation* - This is the first generation  
process of forming ideas

2. *Generation* - This is the second generation  
process of forming ideas

3. *Generation* - This is the third generation  
process of forming ideas



## FOREWORD

The British Council have an outstanding record of working with young entrepreneurs and in the past few months they have been rolling this out across the Balkans. In supporting and encouraging young entrepreneurs, this project will make a direct contribution to the economies of the region, today and in the future. Just as it does in the UK and in economies across our continent, entrepreneurship among young people will play a big role.

You may ask why Britain wanted to be involved. The answer is clear. In the bigger picture, Britain, like other countries, wants to build stability and prosperity in the Balkans to support the countries' continued development. That is in the region's interest, and also in Britain's interest. And it is a long-term project. It will require difficult reforms in education, in law, in the labour market and elsewhere. It will demand great energy, not just from people in government, but from business, from schools, from individuals. It will take perseverance. And while it is the people of the region who will do this, we want to offer the benefit of our experience and support by becoming partners in a collaboration that benefits us all.

**Charles Garrett, British Ambassador to Macedonia**

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The British Council's education programme focuses on three areas – Engaging employers in education, giving business skills to young entrepreneurs and supporting the acquisition of 21st Century skills. We focus on these areas because we believe they are key to securing a prosperous future for young people, not just in the Western Balkans, but all around the world.

The UK has a good story to tell about entrepreneurship - it was recently named the most entrepreneurial country in Europe in the Global Entrepreneurship Index and a new business is registered every minute. This programme has shared with its participants the best of UK expertise and talent in entrepreneurship and innovation.

It's been a real privilege to be involved in this programme and to meet some of the region's brightest, most innovative and most entrepreneurial young people. It's also given me great satisfaction because each and every one of them has gained something from their involvement, be that skills in pitching for venture capital, support networks with like-minded people from countries across the Western Balkans or the confidence to take the leap and follow their dreams.

These regional networks and creative hubs and communities working together are a shining light for the future and we look forward to continuing this work with you.

**Clare Sears, British Council Director Western Balkans**

# INTRODUCTION

**Young entrepreneurs from the region continually report the need for business and entrepreneurial skills, confidence and support to enable them to create an entrepreneurial mindset. Evidence shows that the rate of young entrepreneurs who start up their own business increases threefold after participation in an entrepreneurship programme. This publication intends to provide a selection of the needed resources drawn from the project “Encouraging youth entrepreneurship in the Western Balkans”.**

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This publication provides various resources to any young entrepreneur from the Western Balkans thinking to start their own business. It contains information on the current state of the startup community, startup events, financing opportunities, legal requirements related to starting a business in the respective country, as well as experience and lessons learnt from this project.

At a business forum in 2015, the US ambassador to Serbia, Michael Kirby, was quoted as saying, “It seems to me that you mostly export young people. You should find a way to keep them and export other goods more.” It’s an observation that could apply to the Western Balkans region as a whole. The young people in question have been driven away in part due to the lack of employment opportunities in the region which records the highest rates of youth unemployment in the world: over 60 per cent in both Kosovo and Bosnia and Herzegovina, and 54 per cent in Macedonia.

But a new generation of young entrepreneurs is determined to change that perception. They are creating employment for themselves and others by starting their own enterprises. Policymakers in the region are now looking at a variety of ways to help these businesses grow and flourish.

The British Council has been playing a role in this story through working in the region to promote entrepreneurship in the digital and creative industries. Over the six month programme delivery between October 2015 and March 2016, we have been helping develop youth enterprise in the region, drawing on experience and best practice examples from the UK.

The programme targeted two different audiences - decision makers and young entrepreneurs - involving participants from five countries of the region: Bosnia and Herzegovina, Kosovo, Macedonia, Montenegro and Serbia. The policy makers were brought together at a regional conference in Skopje in November to discuss new approaches to promoting enterprise and the young people were offered start up skills training.

At the conference, Charles Armstrong, a successful entrepreneur and founder of some of London’s first creative hubs, gave his insight to policy makers on how and why London - and its creative hubs - is a dynamic breeding ground for so many successful startups. Adam Vernon, a consultant from Instigo Ltd. introduced the UK experience of delivering enterprise at all levels of education as well as what is happening with entrepreneurial development at a strategic level to policy makers. Simona Bielli, a Research Programme Coordinator at Nesta gave insights to policy makers on what initiatives and opportunities for young people Nesta provides.

Alongside that, nearly one hundred of the region’s most promising early stage founders gained skills from taking part in Nesta Creative Enterprise workshops. A subsequent startup competition saw a selection of workshop participants win seed funding to get their ideas off the ground, while five of them were additionally invited to come to the UK on an insight visit.

In March 2016, both groups spent a week in London. The regional policymakers spent their week engaging with different successful approaches to promoting enterprise, through meetings with the likes of the Peter Jones Foundation, Tech City and Goldsmiths. We’re hoping these key Western Balkans decision-makers will use the information they glean to empower the next generation of young entrepreneurs.

As for the five winning young entrepreneurs, their week saw them embedded into the community of creative startups at The Trampery. We look forward to watching their progress as their businesses grow and flourish.

**Caroline Meaby, Senior Programme Manager,  
Creative Economy British Council**

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The information included relays on the partnerships and information collected in relation to this project. The British Council has made all reasonable efforts to ensure that this publication is accurate and up to date, but can accept no responsibility for any errors or omissions. The publication should by no means be considered as an exhaustive official source on youth entrepreneurship in the region.

**For more information, visit: [www.westernbalkanstartups.com](http://www.westernbalkanstartups.com) and [#WesternBalkanStartups](https://twitter.com/WesternBalkanStartups).**





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# WESTERN BALKAN STARTUPS

INTERSECTION  
BETWEEN ENTREPRENEURIAL MINDS,  
BEST PRACTICES AND SUCCESS

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Group of 4

$1.45 \pm 2.35$

$2.35 \pm 3.25$

$3.55$

$4.45$

$5.2$

# ENABLING ENVIRONMENT FOR YOUNG ENTREPRENEURS

To empower the next generation of young entrepreneurs, supportive government policies and measures need to be put in place, especially with regard to educational programmes that promote an entrepreneurial mindset. The business sector is equally important in its role to provide startups with a safe and mentored guidance. Here are few aspects that need to be considered.\*

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## 1. ENTREPRENEURSHIP IN EDUCATIONAL REFORMS

- Embedding enterprise flavour into new curriculum materials and examinations.
  - Providing teachers with experience in business as part of their Continuous Professional Development.
  - Vocational courses should include a module on working for yourself and how to start up a business as a core component
  - Universities to have an elective enterprise module available to all students.
  - An active and supported enterprise society in every university.
  - A 'start-up programme' in all universities that have business schools
  - Create an incentive and reward structure for enterprise activity at universities by developing an enterprise award.
  - Strong commitment and continuous support by the highest governmental level
  - Synergic network between key public institutions responsible for education, local experts, NGO sector and local community
  - Inclusion of the entrepreneurs as mentors in learning process: training programs for entrepreneurs – mentors, Trainings for principals of vocational schools in the field of entrepreneurship, Training for teachers
  - Exchange of students and teachers with other countries
  - At a university level develop an Academic entrepreneurship development program - have introductory course on entrepreneurship at early stage of studies and more in-depth subject on business and entrepreneurship in the final year of studies, as well as business plan competition and elevator pitch for students
  - Bottom-up approaches can and do lead to change - Non-formal education programme for entrepreneurs to develop entrepreneurial skills
  - Promote entrepreneurial culture through promoting resilience to failure and sharing success stories & build positive image of entrepreneur
  - Introduce Entrepreneurship early in education process
  - Directly linking the business sector and the educational system
- 

## 2. WHAT IS DONE AT STRATEGIC LEVEL FOR ENTREPRENEURIAL DEVELOPMENT

- The Government should have an overarching strategy that would involve all relevant government departments;
  - Universities should seek ways to work with its members to encourage commitment and affect change towards entrepreneurship, and as a first step provide minimum provision of an introductory module on entrepreneurship;
  - A working group should be established comprising colleges, educator networks, universities and business schools alongside other business groups that will put forward proposals and recommendations to improve the number and quality of new business startups and micro venture support through changes in further and higher education;
  - The Government should establish a working group to propose recommendations to further support the education of people who go back to work and who wish to establish their own business;
  - The Government should complement the report on school inspections with a new section titled "Business Engagement"
  - Coordination should exist among relevant ministries;
  - Guidelines should be created based on which state representatives, professors, businessmen and young people will take the necessary steps to address the entrepreneurial development in every branch of industry;
  - A succinct startup Law should be created to avoid various lengthy administrative procedures;
  - Regulations for individual private equity investments should be developed.
- 

\*Recommendations from the project's Regional Conference held on 26th November 2015 in Skopje, Macedonia.





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with MARIJANA MARKOVIC

### 3 . WHAT DO BUSINESS INCUBATORS AND HUBS RECOMMEND?

- New kinds of workspaces that provide an environment that fosters entrepreneurship and innovation;
  - Layout of offices designed to promote interaction;
  - Businesses selected for their strategic mix or by sector focus to create micro-clusters;
  - Social events to strengthen community;
  - Flexible month-by-month terms of use;
  - Parallel promotion of careers and entrepreneurship;
  - Regular new businesses and startups not to be mixed;
  - Support for managers from big corporations to start their own business;
  - Incentives for private and corporate investors in startups;
  - Bank lines for startups;
  - Reforms at universities to bridge the skills gap;
  - Avoid too much bureaucracy and limited access to information
  - Work together and look for joint opportunities as Western Balkans. There is a greater opportunity to compete with others since individual countries are too small;
  - Increase regional and international cooperation and promote exchange of experience and best practice.
- 

### 4. THE ROLE OF YOUTH NETWORKS AND ORGANISATIONS

- To inspire young people through role models and success stories;
- To educate young people in (1) tech and soft skills, (2) culture of risk and failure and (3) diversity (gender, cultures, skills);
- To empower young people through mentorship, competitions etc.;
- To support other organisations;
- To make sure that young people are perceived as contributors and not as a vulnerable group;
- To foster alumni networks and associations and a new alumni networking approach through social media, integrated information systems etc.;
- To ensure that all government programmes and measures aimed at youth are specific and realistic, with a strong element of monitoring and evaluation;
- To improve the transparency of open calls for participation and of youth transfer, and to promote public calls on social networks used by youth;
- To eliminate inefficient youth programmes from the government budget and replace them with programmes that will be more efficient and effective for more young people,
- To ensure a proactive attitude of youth organisations;
- To ensure good quality infrastructure for supporting youth entrepreneurship;
- To improve access to finances for youth business development; and
- To advocate that youth unemployment becomes a government's priority.



## COMMUNITY

Online media channels and social groups dedicated to share startup related news and help startups get more public exposure.

### SARAJEVO

**Hocu.ba** is a special service for informing the 500,000 young people and those who work with them. More than 3,000 useful pieces of information aiming to empower, motivate and activate young people in BiH are shared annually.



### PODGORICA

**Startup Montenegro** is an essential guide to starting a company in Montenegro. It is an effort driven by the community, for the community;

**DigitalizujMe** is a digital community trying to help citizens of *Montenegro* to understand and implement exciting new opportunities for social change and business by using social media and innovative business models.

### BELGRADE

**Startit zajednica** is a mutual effort of the Department for Digital Agenda within the Serbian Ministry of Culture and SEEICT, a non-profit organization from Belgrade, founded with the goal to improve the capacities of the local IT community to start innovative and successful entrepreneurial endeavors;

**Netokracija.rs** is the leading south east European media brand dedicated to digital business, technology, marketing, and culture;

**Itdogadjaji.com** is an information service which aims to inform the local IT community on ICT developments in the country and in the region;

**ProductHunterz Balkan** is a product hunt support group on Facebook that allows you to share new, different and cool apps.





## SKOPJE

**MK Startups** is a community for Macedonian startup enthusiasts who are willing to learn, connect, share, collaborate and listen;

**Foundedin MK** is a new growing innovative startup scene of talented young people excited about tech. Foundedin MK is a member of the global Founded X community;

**IT.com MK** is a Macedonian online portal for ICT technologies that also publishes news concerning startups;

**Pretpriemac MK** offers interesting information about entrepreneurship, useful advice and ideas on how to start your own business, economy news and much more;

**StartupSelfie** is a blog that allows you to meet people and discuss startups. See what people are saying and feel free to join the conversation!



## PRISHTINA

**Digjitale.com** is the main source for startups in Kosovo and the region, and they also have an events calendar that they update constantly with events;

**Prishtina Designers and Developers** is a group of professional designers from Pristina and beyond;

**Kosovo PHP** is a group for all interested in PHP programming language;

**Innovation Centre Kosovo** supports entrepreneurship, innovation and commercially based business development, with a focus on information and communication technology. The centre supports both start-ups and existing companies;

**IPKO Foundation** is a local operating foundation in Kosovo that seeds and supports the development of the next generation of leaders with a digital vision for Kosovo;

**Prishtina Hackerspace** is an open experimentation space established exclusively for technological, educational, cultural and scientific purposes.





# WHAT DO YOU NEED TO LAUNCH A SUCCESSFUL CREATIVE BUSINESS?

“People who have creative skills in areas such as fashion, design or other creative industries often lack the business skills to start their own businesses. The Creative Enterprise workshops have been specifically created by the UK innovation agency Nesta to encourage creative practitioners to start their own businesses.” Caroline Meaby, Senior Programme Manager, Creative Economy British Council

Nesta’s Creative Enterprise workshop gives you a framework to explore your idea and create a business model that suits your aspirations. At the end you will be able to answer the following key questions:

- What should I do to make my business work?
- Why should my customers care and how will they benefit?
- How can I make money to allow my business to be sustainable?

In realising your business idea you take risks, solve problems and make ideas happen. This is what business is really about. The workshops cover topics such as IP, business values, evidence modelling, customer profiles and financial modelling.

**Find more information at <http://www.nesta.org.uk/publications/creative-enterprise-toolkit>.**

## TRAINERS SAY:

“The workshops give practical help in terms of how to plan and run your business, including deciding who your market is and how to price your products effectively. As a trainer, I use my own experience as a creative entrepreneur to share skills and inspire others through these workshops. The workshops are interactive and allow new creative entrepreneurs to learn from each other as well as learn from the tried and tested Nesta tools”, Philiy Page, Nesta accredited trainer.

“Combining all the regions to work together, I thought was an excellent idea. It helped to foster new relationships and networks. In addition it gave strength to individuals knowing that they are part of something wider and deeper than within their own countries.”, Daxa Parmar, Nesta accredited trainer.



## PARTICIPANTS' TESTIMONIALS\*

**“THIS WAS ONE OF THE TRAININGS WHERE YOU CAN GAIN APPLICABLE KNOWLEDGE, ENTREPRENEURIAL SPIRIT AND MOTIVATION TO CHANGE YOUR FUTURE”**

Džemal Lekić, participant from Montenegro who is developing a mobile application.

**“OUR DEAR FRIEND NIVES ĆORIĆ HAS JUST PUBLISHED A NEW COLLECTION AND I AM EXTREMELY HAPPY THAT IT WAS FIRSTLY PRESENTED ON MY BLOG. THANK YOU BRITISH COUNCIL FOR BRINGING US TOGETHER AND FOR TEACHING US THAT FRIENDSHIP AND NETWORKING IS IMPORTANT, BECAUSE THEY BOTH CAN LEAD TO A LOT OF GOOD THINGS. THIS IS OUR FIRST COLLABORATION, AND WE HAVE ALREADY STARTED PLANNING A FEW MORE.”**

Maja Đukić, Bosnia and Herzegovina who has established a fashion related blog that promotes Bosnian fashion designers. She met Nives at the Nesta workshop in December 2015 in Skopje.

**“I THINK THIS WORKSHOP IS INVALUABLE FOR YOUNG ENTREPRENEURS AS IT TESTS THEM AND FORCES THEM TO THINK ABOUT ALL OF THE FACTORS THAT HAVE TO BE TAKEN INTO CONSIDERATION WHEN CREATING A BUSINESS. IT'S NOT ENOUGH JUST TO BE TALENTED, AND HAVE THE ENERGY OR THE MONEY. YOU HAVE TO COMBINE ALL OF THESE THINGS AND DEVELOP NEW SKILLS WHICH WILL HELP YOU TO PAVE YOUR WAY THROUGH YOUR BUSINESS. I HAVE FOUND EVERY MINUTE OF EVERY DAY ENCOURAGING AND EVERY EXPERIENCE VALUABLE.”**

Tin Deljanin, Montenegro.



Violeta Dinaj from Kosovo.

Emilja Nikova, participant from Macedonia,  
who is establishing an event management agency.

Ana Rafailovska, Macedonia.

Asja Šašić from Montenegro  
whose NGO provides a place and community to various  
artists.

\*Voices from Nesta training participants



## EVENTS

Meetups, conferences and festivals organised to educate and introduce entrepreneurship as well as to encourage the young population to get involved into the startup world.

## SARAJEVO

**Startup Weekend Sarajevo** is a 54 hour event that brings together Sarajevo designers, developers, entrepreneurs, and experts from all domains to contribute to a more sustainable world;

**Startup Safari Sarajevo** - is a professional tour intended for young people from Bosnia and Herzegovina interested in entrepreneurship and startup;

**Pioneers Unplugged Sarajevo** is an event full of tech talks and networking with entrepreneurs, coders, builders who get inspired and empowered by local and regional pioneers and meet and connect with local and international entrepreneurs, startups and investors;


**Bizoo Demo Day** is the first startup accelerator programme committed to build a vibrant startup ecosystem in Sarajevo by connecting young people and potential investors whereby young people gain access to resources, knowledge, mentors and latest technology;

**Let's Move** has a mission to empower and educate women from Bosnia and Herzegovina about the benefits of starting their own companies. They teach women how to evolve and grow with the help of international and local mentors;

**Challenge.munja** is a specially designed competition for young people who solve a challenge through business advice which they receive from professionals and managers.

## PODGORICA

**Spark.me** - Spark.me is one of the biggest tech/business conferences in Southeast Europe. The conference has been organized annually since 2013, in Budva, Montenegro by Domain.Me, a private company which is in charge of Montenegro's national internet domain – .ME.







# PRISHTINA

**Dokutech** is an outstanding tech conference at the well-known International Film Festival Dokufest in Prizren, gathering speakers on talks about open knowledge, space exploration, investments, hacking, security and more;

**Startup Weekend Prishtina** is part of a global network of passionate leaders and entrepreneurs on a mission to inspire, educate, and empower individuals, teams and communities. One can come to share ideas, form teams, and launch startups, all in the space of 54 hours;

**Wikiacademy** is an annual event organised to further develop the online content on different topics about Kosovo;



**KosICT** is a regional IT conference gathering IT professionals and more corporate people to share their experiences and knowledge;

**REDO Designers Conference** is an annual 3-day International Graphic Design Conference that brings together designers from around the world to create a discourse around the current issues within the practice of graphic design;

**Software Freedom Kosova** is the biggest annual non-profit conference in Kosovo established to promote software freedom, open source software, free culture and open knowledge;

**NASA Space Apps Challenge** is an International Space Apps Challenge that is the world's biggest mass collaboration focused on space exploration that takes place over 48-hours in more than 150 cities around the world.



## EVENTS

### SKOPJE

**Startup Weekend Skopje** is a 54-hour event during which young people learn to build a startup by being entrepreneurs. The idea behind it is to connect startup enthusiasts and mentors to create a community and put the idea into practice;

**Codefest** is a programming marathon for students, where teams compete on innovative tech idea development and design. The event is originally held in Ohrid, but its main goal is to gather all developers and young entrepreneurs from all over the country;

**Balkan Venture Forum** is a leading regional investment and innovation forum that showcases innovative companies to active investors and promotes innovation, entrepreneurship, investment readiness and access to finance in the Balkans;


**AllWeb** is the best digital marketing conference in Macedonia that hosts the best speakers from around the world to point out the ever-changing environment in digital communications;

**NASA Space Apps Challenge** is a two-day hackathon where teams of technologists, scientists, programmers, designers, artists, entrepreneurs and students from around the world collaborate to design innovative solutions for global challenges;

**Smart Up conference** is a motivational *conference* which aims to awaken and develop the entrepreneurial spirit among young people in Macedonia;

**Telekom Innovation contest** is a project developed for creating a network of new innovators which will contribute to the development of an e-society and finally, for the improvement to the overall Macedonian economy;

**SuperFounders Open Day** is a one day event organized by the SuperFounders accelerator for all students, job seekers and startups;



**Funky Coworking Friday** – an event to socialize and work in coffee bars every Friday from 12:00 to 16:00 in Skopje

**Silicon Drinkabout Skopje** is a casual weekly meetup of folks working in tech startups or doing creative digital stuff in Macedonia.



# BELGRADE

**Startup Serbia** – is a meetup of entrepreneurs and anyone interested in entrepreneurship that focuses on startup issues in Serbia, as well as pitch sessions and general socializing;


**Lean startup circle Belgrade** is a meetup that is open for everyone who is interested in the Lean startup approach. One can meet with people eager to exchange their experience, thoughts and ideas about building lean technology startups;

**Startup founder 101** - brings together aspiring and experienced tech entrepreneurs to discuss, meet, and collaborate to build great new startups, and to push the local startup ecosystem forward;

**FundraiseIT** is a conference that allows you to directly communicate with **competent and well-known serial entrepreneurs and investors about** various investing models, fundraising methods, success stories, and experiences;

**Startit FEST** is a unique 5-day event that joins together all the key people from various south east European startup scenes for engaging talks, workshops, pitches and networking;

**Pioneers Belgrade** - happening twice a year, it embraces the local entrepreneurial ecosystem and transforms it into a global community by connecting all the regional ecosystems.



**ICT Hub meetups** are created to stimulate technological entrepreneurship among the young people in *Serbia*, by providing them a chance to start their own business by learning a set of entrepreneurship skills;

**Silicon Drinkabout Belgrade** is a weekly meetup for startups and techies to meet like-minded people who are interested in the promotion of startup ideas in Serbia;

**Startup Sauna Belgrade** - is an event where local early stage startups receive feedback and advice from coaches, who are experienced serial entrepreneurs, investors and other industry experts;

**BelgradeVentureForum** gathers 400 innovative regional entrepreneurs, investors, and speakers in Belgrade once a year to network, pitch and collaborate;

**Seedstars Belgrade 2015** aims to create the network for quality entrepreneurs and help entrepreneurs, accelerators, co-working spaces and investors to interact with one another;

**Startup Weekend Belgrade** is a 54-hour event where developers, marketers, designers, product managers and startup enthusiasts come together to share ideas, form teams, build products and launch startups;

**Startuplive Belgrade** is a three day event which connects people from different backgrounds to present ideas, get guidance from experienced mentors and develop their projects to a professional level where they can be presented to investors.



# CHALLENGE YOUR START-UP IDEA

Why are pitching events important for entrepreneurs and start-ups? To practice and to get valuable feedback would be the simplest and briefest answer. Because of its importance, you should take absolutely every opportunity to pitch, especially in the early stages. One of the biggest benefits from pitching regularly is practice. Don't practice until you get it right, practice until you can't get it wrong. Another important benefit is feedback. Listen closely to the questions, and aggregate the feedback across many pitches to find the common threads. Use this to iterate for your next pitch and your next build.

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## JUDGES\*

"I was part of the judging panel and I was very impressed with the range of ideas and entrepreneurial spirit presented", **Caroline Meaby, Senior Programme Manager, Creative Economy British Council.**

"The ecosystem as a whole is at a very different stage than the UK and there are some ideas that reminded me of great ideas I'd seen successfully developed in the UK a decade ago, so it's very important that there are entrepreneurs like that coming forward. But at the same time there were entrepreneurs that had ideas that I hadn't seen anywhere in the world previously... The beauty of the British Council's project was that there were so many interesting directions that you could see people heading off in. Another value of the competition was the relationships that it helped to build between those entrepreneurs because the communities in each of the cities across the region are really quite small, so the more there can be a sense of movement across the region and people co-operating with one another, the more support that will provide to each of them", **Charles Armstrong, entrepreneur and founder of London's first creative hubs The Tramperry.**

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## ANNASIGNATURE - ANA'S STORY

Not long ago, I saw a nice post on social media from British Council Macedonia encouraging young entrepreneurs to take part in training. It especially triggered my interest because I am in the stage of developing my own business idea in the fashion industry.

I applied for the training and was selected. Thanks to British Council Macedonia and Nesta, I was part of the six day advanced, extensive training course together with other young entrepreneurs from the Balkans. It was a useful and an eye-opening experience, because it went through the core personal and business values to potential customers, to blueprint, relationships and financial modelling, as well as the marketing strategies of our businesses. It really helped me narrow my initial idea and generate thoughts and opinions from the other participants. Through workshops and case studies, by reflecting with others from many different standpoints, I did manage to put out a more tangible idea in order to set up and start running the business. The last two days of the training I was offered a chance to put into practise the acquired knowledge. I pitched the idea in front of my peers and got immediate feedback for future improvements.

The follow-up of the training course was all about implementing what we learnt in front of a three-member jury and our friends. It was a one-day Youth Entrepreneurship Challenge for the ones that passed the follow-up application requirements. I am happy that I was awarded a second prize on the Challenge, personally

handed to me by the British Ambassador Charles Edmund Garrett. Currently, I am using my award to create my business website and logo.

But this story does not stop here. As lucky as one can be, I was invited to a royal visit event in Belgrade. I had a chance to meet, shake hands with and present my business idea to Prince Charles. Calm, polite and thoughtful, Prince Charles was quite interested to hear how I started and where I am heading with the development of my Annasignature fashion brand. Amazing opportunity and a lifetime experience!

The Western Balkan Startups project went beyond my expectations. From competences training, networking and new opportunities through to a royal event! I am glad I was given the opportunity to take part and become acquainted with great professionals from the British Council and trainers from Nesta. I am in touch with the young entrepreneurs I met there and I have found my first customers among them.

My advice to all young people and entrepreneurs reading this is to look for opportunities everywhere, be 'allergic' to stagnation and always be willing to take a step further. Always aim high and dream big, because that is how you learn, grow and move forward to fulfil your initial idea.

This is an experience worth sharing! It has affected me in such a way that it has encouraged me sufficiently to take a big step forward as an entrepreneur! **Ana Jakimovska, Skopje, Macedonia**

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\*15 young entrepreneurs from the Western Balkans pitched their ideas at the Entrepreneurial Challenge on 10 February 2016 in Skopje, Macedonia. The judges included Caroline Meaby, Charles Armstrong and Percy Emmett, trainer and coach, specialising in Creative business and start-ups.







## CO-WORKING SPACES

Cool shared workplaces for geeks, startups and creative minds to work in a shared, collaborative space.

## SKOPJE

**Co-office** is a shared office space located in Skopje's city centre. It is the ultimate destination for entrepreneurs who seek community-style office space where they can meet like-minded individuals, freelancers and potential collaborators;

**Yes Incubator** is a business incubator for supporting micro, small and medium enterprises in the ICT field, through the process of business incubation that offers access to services for accelerating their growth and development;

**NewMan's Business Accelerator** is a Macedonian-US company for support of start-ups and professional education of young talents.

**Super founders** is a pre-seed startup accelerator network designed to develop entrepreneurs, grow startups, boost local communities and build bridges;

**CoSeed** includes virtual offices, direct business assistance, mentoring, networking, access to finance, and connections to new markets;

**Public Room** - Mezze bar, music, free co-working space for freelancers, concept store, prototyping room, library, commercial bazaars, fine arts and photo exhibitions, professional presentations, workshops for children and adults, business meetings, seminars and celebrations;

**Seavus incubator** offers support and mentoring to future startups and co-working space.

## SARAJEVO

**NEST71** is a shared office space located within HUB387 created for experienced and ambitious IT entrepreneurs;

**HUB387** is a technology park in the heart of Sarajevo, a thriving community of successful, innovative IT companies and individual;

**Globalshapers** is a network of Hubs developed and led by young people who are exceptional in their potential, their achievements and their drive to make a contribution to their communities.






## BELGRADE

**BITF** - the aim of the Incubators is to give support in the early stages of business development in the form of subsidized overhead (office and research space and technological and telecommunication infrastructure), administrative assistance (legal, accounting, etc.), as well as business counselling (planning, management, marketing, etc.);

Impact Hub Belgrade *offers an inspirational multifunctional and flexible working space for business meetings, trainings, workshops, conferences and company celebrations;*

**In Centar** is a co-working space located in the heart of Belgrade available to all those who want to share their energy, ideas and office space with others; **Nova Iskra** is a unique meeting point for the emerging creative professionals and forward-thinking businesses;

**KZM Gnezdo** is a co-working space for young entrepreneurs in the heart of Belgrade;



**Potkrovlje HUB** is the first startup co-working space in Serbia, open 24/7 and a place where you can organize and work with young entrepreneurs that are into developing tech products;

**ICT Hub** is a modern **equipped high-tech co-working facility** and one of the future regional centres of IT industry;

**Polygon Hub** is an office share – co-working IT incubator open 24/7;

**Smart Office** is the first co-working space in Serbia that is designed to inspire, connect and support entrepreneurs, start-ups, freelancers and small business owners;

**Hive** is a hub for the creative class offering business facilities free of charge. It is a modern place where students, freelancers, and professionals can work, play, and unwind.

## PRISHTINA

**Innovation Centre Kosovo** has a brand new co-working space. The new concept creates greater opportunities for freelancers, students, professionals, consultants, experts and internationals in Pristina to work in a positive environment;

**Prishtina Hackerspace** is an open experimentation space established exclusively for technological, educational, cultural and scientific purposes;

**Dit'e'Nat** that has also developed into a co-working space, thanks to the community and especially foreigners that come to the country and want to enjoy a nice and cozy place to work, grab a coffee and meet new people.



## ECOSYSTEM SUPPORTING ENTREPRENEURS IN THE UK

From colleges and specialised programmes, to startup incubators and co-working spaces, London and the UK offer diverse support to young entrepreneurs. Here is a glimpse of some creative London addresses toured during the Western Balkans Entrepreneurship study visit.



Tech City Tours are designed to introduce people to London's Tech Clusters and Startup Scene. They get you in touch with key players in the industry while learning about how it all started and what opportunities are available. [www.techcitytours.com](http://www.techcitytours.com) @TechCityTours



Kinteract is a platform enabling collaboration between teachers, students, and parents, providing guidance enabling child development, and fusing academic expertise with rigorous data science to improve quality of curriculum. [www.kinteract.co.uk](http://www.kinteract.co.uk)



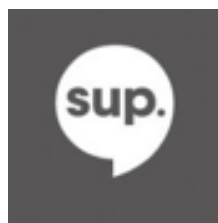
Remote Goat is an integrated design team, developing the next generation of revolutionary products using its own consumer focused psychometric processes to produce a market-ready product. Each season supports three exceptional start-up companies for free within the integrated SeedBranding Programme. <http://float-your-goat.com> @TheRemoteGoat



WeWork is the platform for creators. It provides the space and services that entrepreneurs, small businesses, and freelancers need to create a life, not just a living, through weekly events, support, and access to 40,000+ members around the world. [www.wework.com](http://www.wework.com) @WeWorkLDN



With 60,000+ passionate, experienced and highly engaged members, it is Europe's largest community of software engineers regularly coming together at 1,000+ talks, technology conferences, meetups, hackathons and workshops every year. <https://skillsmatter.com> @skillsmatter



Sup app is a free mobile app that makes chance encounters and serendipitous moments with friends happen more often without the creep factor as we don't use maps. Sup app lets you see your friends more with notifications when friends are nearby. <https://supmenow.com> @supmenow



Created by Cisco, DC Thomson and University College London, IDEALondon is a unique alliance between the global leader in IT and communications, an international media company and one of the world's top education and research institutions, with a mission to champion a new generation of high-growth start-ups.  
[www.idea-london.co.uk](http://www.idea-london.co.uk) @IDEALondon



The National Association of College and University Entrepreneurs (NACUE) launched by students, works to develop an enterprising and entrepreneurial generation, by supporting the development of student-led enterprise clubs and societies in over 260 colleges and universities across the UK. [www.nacue.com](http://www.nacue.com) @nacue



The Trampery is a London-based social enterprise that designs and operates spaces for entrepreneurship, creativity and innovation. It supports its growth by earning revenue and all profit is reinvested in new projects and support for their members.  
[www.thetrampery.com](http://www.thetrampery.com) @thetrampery



Oxygen Startups is one of the longest standing organisations in the UK that has been supporting entrepreneurs and accelerating the growth of early stage technology startups. Oxygen provides investment and hands-on support to early stage tech companies through their whole journey, from idea to launch to scale. <http://oxygenstartups.com> @OxygenStartups



Peter Jones Foundation aims to equip future generations of entrepreneurs with the skills and the mindset to run their own businesses which will ultimately support the future of the British economy.  
[www.peterjonesfoundation.org](http://www.peterjonesfoundation.org) @PJFoundation



The Goldsmiths' Centre is the leading charity for the professional training of goldsmiths, with an aim to create a skilled workforce, boost the economy and promote craftsmanship in the UK.  
[www.goldsmiths-centre.org](http://www.goldsmiths-centre.org) @GsmithsCentre



South Thames College is one of London's largest further education colleges offering a range of courses to individuals and businesses alike, and it has some of the best teaching facilities in London. They have invested in the tools, technology and facilities to give you the best chance at success in your chosen career.  
[www.south-thames.ac.uk](http://www.south-thames.ac.uk) @SouthThamesColl



Nesta is the UK's innovation foundation with a mission to help people and organisations bring great ideas to life. It does this by providing investments and grants and mobilizing research, networks and skills.  
[www.nesta.org.uk](http://www.nesta.org.uk) @nesta\_uk

## TESTIMONIALS\*

**“I BELIEVE THE EDUCATIONAL MODELS AND APPROACHES ARE VERY GOOD AND HELP IN DESIGNING A MORE CREATIVE AND POSITIVE ENTREPRENEURIAL ATMOSPHERE. THESE MODELS CAN BE SEEN AS A “CAN BE DONE” MODEL IN THE SENSE OF PUTTING EMPHASIS ON MORE PRACTICAL TRAINING IN THE CLASSROOMS RATHER THAN FOLLOWING THE CURRENT “THEORETICAL” MODEL.”**

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Radivoje Drobnjak, university professor from Montenegro.

**“IT WAS AN EXCELLENT OPPORTUNITY TO VISIT A VARIETY OF INSTITUTIONS, AND HAVE THE OPPORTUNITY TO INTERACT FACE-TO-FACE WITH EXPERTS AND ENTREPRENEURS, TO EXCHANGE IDEAS, EXPERIENCE AND GET EVIDENCE OF BEST PRACTICE EXAMPLES. THE DIFFERENT APPROACHES IN SUPPORTING CREATIVITY, INNOVATION AND CREATING ECOSYSTEM FOR GENERATING YOUNG ENTERPRISE WERE ALSO INSPIRING. OVERALL, IT WAS AN ENRICHING EXPERIENCE”**

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Elizabeta Jovanovska-Radanovikj, VET advisor from Macedonia.

**“WE CAN USE SOME OF UK’S BEST PRACTICES, SUCH AS THE WAY THEY APPROACH CORPORATIONS AND SPONSORS AND THE SERVICES THEY OFFER TO THEM IN ORDER TO CREATE MORE REVENUE STREAMS, TRAINING FOR STARTUPS AND THE MENTORSHIP MODEL. THESE PRACTICES, HOWEVER, HAVE TO BE ADAPTED TO THE LOCAL CONTEXT. ADVOCATING THE INTRODUCTION OF ENTREPRENEURSHIP IN SCHOOLS AND UNIVERSITIES AND IMPROVING THE EXISTING PROGRAMMES WOULD BE APPROPRIATE FOR OUR COUNTRY. ALTHOUGH THIS PROCESS HAS ALREADY STARTED, IT HAS TO BE ACCELERATED AND MONITORED.”**

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Nermana Ajanović Hajdarpašić,  
Head of project department at Kolektiv doo Sarajevo.





**“CURRENTLY, THE KOSOVO GOVERNMENT IS IN THE PROCESS OF PROMULGATING A LAW ON SOCIAL ENTERPRISES. THE EXPERIENCE AT THE TRAMPERY, WHERE WE WERE INFORMED ON THEIR WORK AS A SOCIAL ENTERPRISE SUPPORTING STARTUPS AND BUSINESSES, WAS VERY BENEFICIAL TO ME. ALSO, UK’S FURTHER EDUCATION AS A WAY OF INTEGRATING VOCATIONAL TRAINING IN THE COUNTRY’S EDUCATION SYSTEM WAS VERY INTERESTING AND IT IS SOMETHING THAT MIGHT POTENTIALLY SERVE AS AN EXAMPLE FOR KOSOVO ON HOW TO LINK EDUCATION WITH THE LABOUR MARKET NEEDS.”**

Alban Bokshi, State advisor from Kosovo.

**I FEEL THAT THE UK SUPPORTS THE STARTUP BUSINESS A LOT. THEY ARE MORE DEVELOPED AND HAVE A LOT MORE FUNDS TO SPEND ON CREATIVE BUSINESSES. I FEEL THEY HAVE A COMMUNITY OF PEOPLE WHO ARE IN THIS FIELD AND IT’S A LOT EASIER TO OBTAIN INFORMATION AND PERHAPS EVEN FUNDING.”**

Milica Marković, young entrepreneur from Serbia.

**“THERE ARE MANY EXPERIENCES THAT I WOULD LIKE TO ADVOCATE IN KOSOVO. THE GOLDSMITHS’ CENTRE AND PETER JONES FOUNDATION ARE WHAT WE NEED, AND SOME SPECIFIC COURSES AT THE SOUTH THAMES COLLEGE WOULD ALSO BE INTERESTING FOR US... I WOULD LOVE TO SEE SOMETHING SIMILAR AS NACUE THAT ENGAGES STUDENTS INTO ENTERPRISE IN MY COUNTRY, TOO.”**

Kosovare Krasniqi, entrepreneur from Kosovo.

**“UK IS THE STRONGEST EUROPEAN COUNTRY IN TERMS OF INNOVATIVE STARTUPS, SO I SEE GREAT POTENTIAL FOR COOPERATION IN VARIOUS FIELDS — ENTREPRENEURS, BUSINESS ANGELS, INVESTMENT FUNDS, INCUBATORS, MENTORS, ORGANISATIONS, ETC.”**

Zoja Kukić, CEO and co-funder at SEE ICT Serbia.

\*Voices from UK study visit participants in March 2016



# HOW TO TANK YOUR FINANCES

Several ways on how to finance your business.

## PRISHTINA

### Incubators:

**Innovation Centre Kosovo** offers a cool co-working space for selected startups. It is free initially and then offers paid rent, additional services and also some grants through the process;

**MDA Foundation CEED Acceleration Program** is a new acceleration programme offering a 3-6 month acceleration track with connections to communities, mentors, a good working environment, events and more;

**StartUs Ecosystem** allows you to search for investment companies, incubators and accelerators all over Europe;

**Unicef innovations labs** are open, collaborative incubation accelerators that bring business, universities, governments and civil society together to create sustainable solutions to the most pressing challenges facing children and youth.

**Innovation Centre** - Jakova Innovation Center is a non-profit organization and its mission is to support and help entrepreneurs build profitable and sustainable companies.

**Kosovo ICT Association (STIKK)** helps create a better ICT business environment by improving standards and educational opportunities, and advocating with the government on behalf of its members to ensure that the sector attracts new business and investment.

### Angel Investors:

**KOSBAN** is a network of business angels from Kosovo and the region. It is supported by other foreign donor organisations to find and invest in startups aiming for expansion and product development;

**StartUs** provides profiles of Angel Investors based around Europe



### Grants:

**USAID** offers some supporting grants and subventions to different categories of businesses from time to time;

**GIZ** also offers grants and subventions to businesses in Kosovo, no matter if they are startups or already established;

**KIESA** is a government agency working with public funding. The agency offers small grants to small and medium sized businesses through different schemes, supported by the EU Office;

**US Embassy or Norwegian Embassy** – Grants and subventions are provided throughout the year by the US and the Norwegian embassies



# SKOPJE

## Incubators:

**Yes Incubator** - is a business incubator for supporting micro, small and medium enterprises in the ICT field, through the process of business incubation. It offers access to services for accelerating their growth and development;

**Seavus incubator** offers support and mentoring to future startups and co-working space.

## Angel Investors:

**CEED Macedonia** is an investment management group that provides growth capital and business assistance to small and medium sized enterprises (SMEs) in emerging and transition markets underserved by traditional sources of capital;

**EBAN** represents a sector estimated to invest 7.5 billion Euros a year and playing a vital role in Europe's future, notably in the funding of small and medium sized enterprises.



## Other:

**ProCredit Bank** is a development-oriented commercial bank that offers bank loans for small and medium enterprises;

**NLB Tutunska Banka** is a leading banking institution in the Republic of which offers bank loans for small, medium and large enterprises.

## Grants:

**Macedonian innovations fund** - The mission of the Fund for Innovation and Technological Development is to encourage and support innovation activities in micro, small and medium-size enterprises (MSMEs) in order to achieve a more dynamic technological development;

## Macedonian Employment Agency

**The National Centre for Development of Innovation and Entrepreneurial Learning** provides seed capital for startups and counselling and coaching of established companies to successfully sustain and grow on the market.

## Accelerators:

**Super founders** is a pre-seed startup accelerator network. It is designed to develop entrepreneurs, grow startups, boost local communities and build bridges;

**NewMan's Business Accelerator** - is a Macedonian-US company for support of start-ups and professional education of young talents;

**CoSeed** is founded by Seavus and MADI Group so that entrepreneurship can be stimulated, innovation can be encouraged, partnerships can be developed and access to funds can be improved.

## Venture Capital Investors:

**South Central Ventures** - seed to growth stage investments for the most promising, high growth, tech companies that aim to take their business global.



# HOW TO TANK YOUR FINANCES

## SARAJEVO

### Grants:

**SERDA** has consolidated itself as a leading Agency for the regional economic development. It creates a favourable environment for a balanced, integrated and harmonized development of the Sarajevo Macro Region.

## BELGRADE

**BITF** gives support in the early stages of business development in the form of subsidized overhead (office and research space and technological and telecommunication infrastructure), administrative assistance (legal, accounting, etc.), as well as business counselling (planning, management, marketing, etc.).

### Grants:

**Innovation Fund** is the biggest single investor in Serbia with 1.3M Euro per year. The whole amount is actually a grant, not an investment. The Innovation Fund is backed by investment from European Union and The World Bank

### Accelerators:

**StartLabs** is a US based early-stage fund investing in startups from the Western Balkans and the first startup accelerator in Serbia.

### Venture Capital Investors:

**SPEA** corporate and individual members include active investors, corporate finance professionals, lawyers, entrepreneurs and professors;

**SEVEN** is dedicated to the promotion of equity-based investment models and supporting startups, innovative entrepreneurs and fast growing companies in acquiring investments and their development.

### Accelerators:

**Business Innovation Zoo** is a startup accelerator and an organiser of startup events, located in Sarajevo, Bosnia and Herzegovina. It has an extensive network of local and international mentors and angel-investors.

### Angel Investors:

**SBAN** - Serbian Business Angels Network is the first organization of this type in Serbia whose main goal is to connect Business Angels (individuals ready to invest in new business ideas and projects) and entrepreneurs with a developed business plan and a team of people ready to implement the idea and to develop the business project. It can also offer information on rare local Angel investors.

## RESOURCES AND LINKS

**Western Balkan Startups** [www.westernbalkanstartups.com](http://www.westernbalkanstartups.com)

**British Council** [www.britishcouncil.org](http://www.britishcouncil.org)

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### LONDON/UK

**IDEALondon** [www.idea-london.co.uk](http://www.idea-london.co.uk)

**Tech City Tours** [www.techcitytours.com](http://www.techcitytours.com)

**Kinteract** [www.kinteract.co.uk](http://www.kinteract.co.uk)

**Maker Wharf** [www.makerwharf.cc](http://www.makerwharf.cc)

**Nesta** [www.nesta.org.uk](http://www.nesta.org.uk)

**Oxygen Startups** <http://oxygenstartups.com>

**Peter Jones Foundation** [www.peterjonesfoundation.org](http://www.peterjonesfoundation.org)

**Remote Goat** <http://float-your-goat.com>

**Skills Matter** <https://skillsmatter.com>

**South Thames College** [www.south-thames.ac.uk](http://www.south-thames.ac.uk)

**Sup app** <https://supmenow.com>

**The National Association of College and University Entrepreneurs** [www.nacue.com](http://www.nacue.com)

**The Trampery** [www.thetrampery.com](http://www.thetrampery.com)

**The Goldsmiths' Centre** [www.goldsmiths-centre.org](http://www.goldsmiths-centre.org)

**WeWork** [www.wework.com](http://www.wework.com)

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### PRISHTINA

**Digjitale** [www.digjitale.com](http://www.digjitale.com)

**Prishtina Designers and Developers** [www.facebook.com/groups/138735836198230](https://www.facebook.com/groups/138735836198230)

**Kosovo PHP** [www.facebook.com/groups/281322125337081](https://www.facebook.com/groups/281322125337081)

**Innovation Centre Kosovo** [www.facebook.com/ickosovo](https://www.facebook.com/ickosovo)

**IPKO Foundation** [www.facebook.com/ipkofoundation](https://www.facebook.com/ipkofoundation)

**Prishtina Hackerspace** [www.facebook.com/PrishtinaHackerspace](https://www.facebook.com/PrishtinaHackerspace)

**Dokutech** [www.doku.tech](http://www.doku.tech)

**Startup Weekend Prishtina** [www.facebook.com/SWPrishtina](https://www.facebook.com/SWPrishtina)

**Wikiacademy** [www.wikiacademykosovo.org](http://www.wikiacademykosovo.org)

**KosICT** [www.facebook.com/KosICT](http://www.facebook.com/KosICT)

**REDO Designers Conference** [www.facebook.com/redoconf](http://www.facebook.com/redoconf)

**Software Freedom Kosova** [www.facebook.com/softwarefreedomkosova](http://www.facebook.com/softwarefreedomkosova)

**NASA Space Apps Challenge** [www.spaceappschallenge.eu](http://www.spaceappschallenge.eu)

**Innovation Centre Kosovo** [www.ickosovo.com/co-working](http://www.ickosovo.com/co-working)

**Prishtina Hackerspace** [www.facebook.com/PrishtinaHackerspace](http://www.facebook.com/PrishtinaHackerspace)

**Dit'e'Nat** [www.facebook.com/pages/Dit-e-Nat/211809772167948](http://www.facebook.com/pages/Dit-e-Nat/211809772167948)

**Business Start-up Centers in the Western Balkans**

[www.value-chains.org/dyn/bds/docs/848/SPARK\\_BusinessStartupCentresWesternBalkans.pdf](http://www.value-chains.org/dyn/bds/docs/848/SPARK_BusinessStartupCentresWesternBalkans.pdf)

**The SPARK Approach** [www.value-chains.org/dyn/bds/docs/848/SPARK\\_BusinessStartupCentresWesternBalkans.pdf](http://www.value-chains.org/dyn/bds/docs/848/SPARK_BusinessStartupCentresWesternBalkans.pdf)

**Business Start-up centre** [www.bsc.ukim.edu.mk](http://www.bsc.ukim.edu.mk)

**Western Balkans R&D Strategy for Innovation**

[www.worldbank.org/content/dam/Worldbank/document/eca/WBRIS%20Strategy10-21-13%20web.pdf](http://www.worldbank.org/content/dam/Worldbank/document/eca/WBRIS%20Strategy10-21-13%20web.pdf)

**Creative Europe** [www.ec.europa.eu/programmes/creative-europe](http://www.ec.europa.eu/programmes/creative-europe)

**National Centre for Development of Innovation and Entrepreneurial Learning** [www.ncdiel.mk](http://www.ncdiel.mk)

**Business Start-up centre** [www.bsc.ukim.edu.mk](http://www.bsc.ukim.edu.mk)

**MDA Foundation** [www.mda.org](http://www.mda.org)

**CEED Acceleration Program** [www.ceed-kosovo.org/ceed-startup-accelerator-2](http://www.ceed-kosovo.org/ceed-startup-accelerator-2)

**StartUs Ecosystem** [www.startus.cc/companies](http://www.startus.cc/companies)

**Unicef innovations lab** [www.unicef.org/innovation/innovation\\_73201.html](http://www.unicef.org/innovation/innovation_73201.html)

**Innovation Centre** [www.facebook.com/Jakova-Innovation-Center-580261052072423](http://www.facebook.com/Jakova-Innovation-Center-580261052072423)

**Kosovo ICT Association (STIKK)** [www.stikk.org](http://www.stikk.org)

**USAID** [www.usaid.gov/where-we-work/europe-and-eurasia/kosovo](http://www.usaid.gov/where-we-work/europe-and-eurasia/kosovo)

**GIZ** [www.giz.de/en/worldwide](http://www.giz.de/en/worldwide)

**KIESA** [www.invest-ks.org/en/smes-grant-scheme](http://www.invest-ks.org/en/smes-grant-scheme)

**US Embassy in Kosovo** [www.pristina.usembassy.gov](http://www.pristina.usembassy.gov)

**Norwegian Embassy in Kosovo** [www.norway-kosovo.no](http://www.norway-kosovo.no)

**KOSBAN** [www.facebook.com/KosovoBAN](http://www.facebook.com/KosovoBAN)

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## **SARAJEVO**

**Startit zajednica** <https://www.facebook.com/groups/startitzajednica/?fref=ts>

**Netokracija.rs** <http://www.netokracija.rs/>

**Itdogadjaji.com** <http://www.itdogadjaji.com/>



**ProductHunterz Balkan** <https://www.facebook.com/groups/ProductHunterzBalkan/>

**Hocu.ba** <http://www.hocu.ba/>

**Startup Weekend Sarajevo** <http://www.up.co/communities/bosnia-and-herzegovina/sarajevo/>

**Startup Safari Sarajevo** <https://www.f6s.com/bizoostartupsafari-businessedition/about>

**Pioneers Unplugged Sarajevo** <https://www.f6s.com/pusarajevo1>

**Bizoo Demo Day#DevelopersArena** <http://www.bizoo.ba/developersarena/>

**BIZOO Pitch Party** <http://www.bizoo.ba/bizoo-pitch-party-3/>

**Google CodeLab 2013** <http://www.bizoo.ba/google-codelab-2013/>

**Let's Move** <http://www.bizoo.ba/lets-move-konferencija-zena-u-poduzetnistvu/>

**Challenge.munja** <http://challenge.munja.ba/>

**NEST71** <http://www.nest71.com/>

**HUB387** <http://www.hub387.com/>

**Globalshapers** <https://www.globalshapers.org/hubs/sarajevo/shapers>

**Business Start-up Centres in the Western Balkans** [http://www.value-chains.org/dyn/bds/docs/848/SPARK\\_BusinessStartupCentresWesternBalkans.pdf](http://www.value-chains.org/dyn/bds/docs/848/SPARK_BusinessStartupCentresWesternBalkans.pdf)

**The SPARK Approach** [http://www.value-chains.org/dyn/bds/docs/848/SPARK\\_BusinessStartupCentresWesternBalkans.pdf](http://www.value-chains.org/dyn/bds/docs/848/SPARK_BusinessStartupCentresWesternBalkans.pdf)

**Business Start-up centre** <http://www.bsc.ukim.edu.mk/>

**Western Balkans R&D Strategy for Innovation**  
<http://www.worldbank.org/content/dam/Worldbank/document/eca/WBRIS%20Strategy10-21-13%20web.pdf>

**Creative Europe** [http://ec.europa.eu/programmes/creative-europe/index\\_en.htm](http://ec.europa.eu/programmes/creative-europe/index_en.htm)

**National Centre for Development of Innovation and Entrepreneurial Learning** <http://ncdiel.mk/home/>

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## PODGORICA

**Startup Montenegro** <https://www.facebook.com/groups/1473577526209786/>

**DigitalizujMe** <http://digitalizuj.me/>

**Spark.me** <http://spark.me/2016/>

**Peer Coaching Learning Manual** [http://www.nesta.org.uk/sites/default/files/peer\\_coaching\\_learning\\_guide.pdf](http://www.nesta.org.uk/sites/default/files/peer_coaching_learning_guide.pdf)

**The Western Balkans Enterprise Development & Innovation Facility (WB EDIF)** <http://www.wbedif.eu/>

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## BELGRADE

**Startup Serbia** <https://westernbalkanstartups.com/resources-belgrade/>

**Lean startup circle Belgrade** <http://www.meetup.com/lean-startup-belgrade/>

**Startup founder 101** <http://www.meetup.com/Belgrade-Startup-Founder-101/>

**ICT Hub Meetups** <http://www.meetup.com/ICT-Hub-Meetup/>

**Silicon Drinkabout Belgrade** <http://3-beards.com/silicondrinkabout/belgrade>

**Startup Sauna Belgrade** <http://startupsauna.com/localevent/belgrade-spring15/>

**BelgradeVentureForum** <http://www.belgradeventureforum.org/>

**FundraiseIT** <http://www.fundraiseit.rs/>

**Startit FEST** <http://startit.rs/fest/>

**Pioneers from Vienna in Belgrade** <https://www.facebook.com/events/429966260500841/>

**Seedstars Belgrade 2015** <http://www.seedstarsworld.com/event/seedstars-belgrade-2015/>

**Startup Weekend Belgrade** <http://belgrade.startupweekend.org/>

**Startuplive Belgrade** <http://www.startuplive.org/events/belgrade-2/>

**BITF** <http://www.bitf.rs/cms/item/home/en.html>

**Impact Hub Belgrade** <http://belgrade.impacthub.net/?lang=en>

**Potkrovlje HUB** <http://www.startit.rs/potkrovlje/>

**ICT Hub** <http://en.icthub.rs/about-ict-hub/>

**Polygon Hub** <http://polygon.rs/>

**In Centre** <http://eng.incentar.org/>

**Nova Iskra** <http://www.novaiskra.com/en>

**Smart Office** <http://smartoffice.rs/en/>

**Hive** <http://kosnica.club/en/>

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## SKOPJE

**MK Startups** <https://www.facebook.com/groups/mkstartups/>

**Foundedin MK** <http://foundedin.mk/>

**IT.com MK** <http://it.mk/>

**Pretpriemac MK** <http://pretpriemac.mk/>

**StartupSelfie** <https://startupselfie.wordpress.com/>

**Startup Weekend Skopje** <http://www.up.co/communities/macedonia/skopje/startup-weekend/6718/>

**Codefest** <http://www.codefest.eu/marathon/>

**Balkan Venture Forum** <http://www.balkanventureforum.org/>

**AllWeb** <http://allweb.mk/>

**SMARTpreneurship** <http://www.smartpreneurship.com/>

**NASA Space Apps Challenge** <http://spaceappschallenge.eu/>

**Smart Up Conference** <http://swtalumnimk.com/2014/10/17/the-second-smart-up-conference/>

**Telekom Innovation Contest** <http://www.telekom.mk/ns-newsarticle-smartwine--the-first-of-the-winner-projects-on-the-innovation-competition-of-makedonski-telekom-and-tmobile-is-out-on-the-market-937.nspix>

**SuperFounders Open Day** <https://www.facebook.com/events/1671649826441773/>

**Funky Coworking Friday** <https://www.facebook.com/FunkyCoworking/?fref=ts>

**Co-office** <http://www.coffice.com.mk/>

**Yes Incubator** <http://www.yes.org.mk/Default.aspx?r=6&l=63&c=22>

**Newman's Business Accelerator** <http://www.newmansba.com/>

**Super founders** <http://superfounders.com/>

**Public Room** <http://publicroom.org/>

**Seavus Incubator** <https://www.facebook.com/seavusincubator/>



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**NOTES**



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