

THE STRATEGY OF ECNWM 2020 – 2023

Skopje, 2020

THE ECONOMIC CHAMBER OF NORTH- WEST MACEDONIA

The Economic Chamber of North-West Macedonia (ECNWM) was established under the North Macedonia Chamber of Commerce Law in 2005 in Tetovo. The ECNWM constituent assembly was attended by 122 companies, which were also the first 122 ECNWM members. After two years of working in Tetovo, the headquarters of the chamber relocates to Skopje and at the same time doubles the number of members, as well as the administrative staff.

Now in 2020, the ECNWM will mark the 15th anniversary of its founding. During these 15 years of operation, ECNWM has consistently supported business activities in the country and has been the voice of the business in creating the most favorable business environment.

ECNWM has been a key institution in the business eco-system in the country for the past 15 years, always offering constructive partnerships with state and international institutions, as well as being the macroeconomic policy corrector, through promoting sustainable economic development. On the occasion of marking the 15th anniversary of the establishment of

ECNWM, a large number of activities are foreseen in the Chamber.

ECNWM is trying to involve as many companies as possible. Today, ECNWM has around 1,900 members – companies operating in different sectors and positioned in all regions of the country.

During these 15 years, ECNWM has organized 156 workshops, 146 round tables, over 1250 bilateral meetings and workshops, 13 forums and has initiated over 12 regional collaborations, involving about 3,700 active enterprises. It has also organized 38 info sessions and a detailed analysis of the Vizbeg Area and initiated as well about 100 own legal initiatives and within projects. Also, in 2019 ECNWM organized the largest regional event, attended by companies from North Macedonia, Kosovo and Albania, where there were more than 350 participants and over 100 B2B meetings.

ECNWM is a legitimate representative of the interests of the business community in North Macedonia, which contributes to enterprise development, while professionalism and determination helps bring business and society closer to European and global values. Thanks to this, ECNWM has successfully implemented a number of projects supported by the European Union as well as by USAID, mainly aimed at

building and strengthening the capacity of the chambers and enterprises.

ECNWM in the period 2016-2019 become part of 4 projects, supported by USAID and the European Union.

In order to be closer to the companies, in 2012, ECNWM organized the "The Caravan of the Chamber" as an opportunity for direct contact with the companies and an opportunity to look closely at the problems faced by the companies in their work. ECNWM also realized the financial caravan in 2017. Since 2018, this activity has been replaced with the ECNWM 's "Road Show", in order to make the contact more personalized. Until now we have visited approximately 80 companies on the field.

In the period 2016-2019, ECNWM has trained over 10 interns, of which over 5 became as part of the executive staff.

Since 2006, ECNWM has been one of the initiators of the event "Entrepreneur of the Year", which awards the most successful micro-entrepreneurs. Since 2010, the "Top 100" event has been traditionally organized to present the 100 most successful companies of the year.

ECNWM members apply support and business practices for social responsibility. Its members

implement support and corporate social responsibility practices.

ECNWM in the last four years has provided 7 new services: Economic Informant Economicus, DOBIA, Juris, Juris Alarm, Certificate of Origin, Digital Platform B2B, Service Desk. Also, in 2017, was established CREATE HUB.

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EXECUTIVE SUMMARY

The Economic Chamber of Northwest Macedonia (ECNWM) was established in Tetovo in 2005 with 122 members. Two years later, ECNWM moved to Skopje. In 2015, ECNWM marked its jubilee - 10 years since its founding. Today, ECNWM has over 1,900 members – companies from different sectors and from all regions of the country.

Based on the situation in the country, the priority needs, activities and other actors, as well as its role, the ECNWM defines its strategy in its “Work Plan” for the period 2020-2023.

ECNWM's vision is to be a leader in representing business interests and creating a conducive environment for development. The mission of ECNWM is to organize, advance, protect and promote business interests at home and abroad, along with the challenges of the global competition. ECNWM values are: participation, entrepreneurship and innovation, transparency, partnership, sustainability and equal access.

ECNWM sets four strategic goals and one horizontal goal: fair implementation of the legislation as a precondition for the rule of law and formalizing the informal economy; human resources as the main pillar

of any business; promoting entrepreneurship, innovation and enhancing the competitiveness of the members and the regional companies of the member-companies; ECNWM – a Chamber of credibility and prestige, capable of attracting new members through effective and professional organization. As a horizontal goal, which is in line with all other issues, ECNWM will strive for equitable regional development.

To achieve these goals, ECNWM will work through advocacy, capacity building, and portfolio provision of appropriate enterprise services. The services ECNWM will provide members, include more innovations.

ECNWM will continue to prioritize the inclusion of micro, small and medium-sized enterprises (MSM), with particular emphasis on women, youth and rural areas working in the North-West Macedonia area. ECNWM will begin consultations with the membership on expanding the geographical reach of northwest Macedonia throughout its entire territory.

1. FRAMEWORK

The Work Plan was adopted in 2020, the year in which the Republic of North Macedonia awaits the two key decisions for full membership in the NATO Alliance and a date is expected for the start of accession negotiations with the European Union. Early parliamentary elections scheduled for April 2020, even as a consequence of not starting negotiations with the EU, are unlikely to worsen the business climate, although business activities are slowly showing the potential to become immune to electoral processes.¹

Failure to get a date for the start of EU accession negotiations last year (2019) had a negative impact on the business expectations, but the country's economy in the last two years has seen GDP growth of over 3.5%. Full membership in NATO and getting a date for the start of the EU membership talks will have a very positive impact on the business environment that affects the investment climate of local companies as well as opportunities to attract foreign direct investments.

¹ At the time of the publication of the ECNWM Work Plan, North Macedonia on 24.03.2020 started the negotiations for EU membership and on 27.03.2020 officially became a full member of NATO.

The business environment of doing business according to the Global Competitiveness Index holds positions 82-84 out of a total of 140 in the last two years, which shows quite a bit of the position the local economy has in the world.

Fair and non-selective enforcement of the legislation is still stalled, as well as the fight against corruption and the rule of law. Significant progress can be reported in the policies of inspectorates conducting compliance checks with applicable laws where there is a positive reversal after many years, in the case of minor irregularities, the level of remarks has increased and direct penalties for business entities have been significantly reduced. Another problem in the area of regulation is the provisional consultation with the business community, ignoring the vast majority of proposals coming from chambers of economy.

Access to finances for businesses in North Macedonia remains a key obstacle to increased investments and implementation of new technologies and innovations.

One of the biggest obstacles for the business sector in North Macedonia remains access to finance. Enterprise growth is limited to the level of own funds or through informal networks. The full capacity of enterprises, especially ECNWM members, cannot be

achieved without adequate external funding. Banks often emphasize that sustainable projects with an acceptable level of risk are financed by the banks. Nevertheless, companies argue that the acceptable risk thresholds are too high and that banks do not rely on business valuation but on potential insurance, which is often too high.

The concentration of companies in Skopje over the rest of the country is matter of concerne. It is higher in number and more prosperous in the capital than elsewhere, especially in rural areas. The country faces the great challenge of ensuring equitable regional development.

2. THE ROLE OF ECNWM AND OTHER ACTORS

2.1. ECNWM'S ACHIEVEMENTS TO DATE

The Economic Chamber of North-West Macedonia (ECNWM), since its establishment in 2005, with about 122 members, has been operating for fifteen years as a Chamber with over 1,900 members. Two years after its establishment, ECNWM moved from Tetovo to Skopje.

ECNWM celebrates its 15th anniversary in 2020. In this fifteen-year period, ECNWM has been a constant supporter of the businesses in the country, as the sole voice of the business needs and problems and at the same time active in proposing measures to improve the business environment in the country. This has led to this professional commitment to the good of businesses in the country, being crowned with the fact the 70% of the economic platform presented to the government, was in fact included in the government program.

In the Preliminary Strategy for 2016 - 2019, ECNWM defined its vision and mission, as well as the five strategic goals:

1. better legislation and its just, non-selective and fair application as a precondition for the rule of law;

2. improved access to finances, including innovative forms of financing, mutual and venture capital, and enhanced access to domestic and foreign funds;
3. promotion of (social) entrepreneurship, innovation, competitiveness, corporate social responsibility and regionalization, internationalization of business activities;
4. ECNWM - Chamber of credibility and reputation, able to attract new members through improved communication with foreign actors and ready for strong partnerships for greater impact;
5. ECNWM with effective organization and proven professionalism and competence; as a horizontal objective, which is in line with all other objectives, ECNWM has determined that it will promote equitable regional development.

Some of the activities that have contributed most to the goals of ECNWM are: "Entrepreneur of the Year", co-ordinated since 2006, awards ceremony for the most successful entrepreneurs and, the "Top 100" for announcing the 100 most successful companies of the year since 2010.

ECNWM tends to include micro, small and medium-sized enterprises (MSM), with a particular emphasis on women, youth, rural areas operating in the territory of North-West Macedonia.

2.2. ACTIVITIES OF THE GOVERNMENT AND OTHER ACTERS

2.2.1. GOVERNMENT POLICIES AND ACTIVITIES

ECNWM, concerning the Economic Development Platform of North Macedonia, predicts an increase of over 4% of the GDP in order to achieve an accelerated economic growth that will alleviate the social problems in the country inherited from the former socialist system, such as high poverty rates and unemployment, as well as greater support for local companies compared to those from outside.

Government measures for the support the economy and stimulate growth are:

- improving the business climate and increasing the competitiveness of local companies. The main measure is financial support for investments of companies that can reach up to 50% of investments made by companies, local or foreign with different modalities, which are included in the Law on Financial Support of

Investments, which are directly provided by the government but at the same time the Innovation Fund offers different grants for innovative processes and different technologies. In this area, too, the government is working to reduce the bureaucracy and administration, but also to provide various online services that eliminate the human factor and increase work efficiency and minimize time delays and additional costs.

Increase of the competitiveness of local companies by fostering cooperation with foreign companies in TIDZs, supply chain connectivity, support to companies setting up research and development sectors and providing additional training.

- offering low interest rate credit lines from the Bank for Reconstruction and Development

- support for the export through some new credit products for exporters: factoring the exporter and securing the work of companies operating with foreign countries.

The Government is focusing its financial services within the Macedonian Bank for the Support of Development (MBDP - www.mbdp.com.mk) and through the Innovation Fund, Fitr.mk.

Employment measures are implemented through the Employment Agency (EARM www.avrm.gov.mk).

The measures include subsidies for self-employment and employment, training and measures to subsidize wage increases up to 6,000 denars directly through the Public Revenue Office (PRO).

2.2.2. OTHER ACTERS

In addition to ECNWM, there are two largest economic chambers in the business ecosystem of North Macedonia: the Macedonian Chamber of Commerce (MCC) and the Association of Macedonian Chambers of Commerce (AMCC), but there are other sectoral and bilateral chambers and employer organizations acting as partners in the social dialogue. The most prominent are the Employers' Organization of Macedonia (EOM), the sister organization of MCC and the Business Confederation. It should be noted that the ECNWM, in conjunction with MCC and AMCC, have a principled cooperation and at the same time carry out a joint project that aims to help companies comply with the laws.

The main donor supporting the country, and at the same time the chambers of commerce, is the European Commission, which provides funding for the

implementation of different projects through different funding instruments.

In addition to the EU, USAID and SDC continue to be the second largest donors supporting the entrepreneur, access to alternative business financing, new business services, legal regulation and more.

There are also international financial institutions such as the EBRD and the World Bank directly or through the IFC, which focus more on financial institutions and larger companies.

3. VISION, MISSION AND VALUES

The vision of ECNWM is to be a leader in representing business interests and creating a more favorable development environment.

The mission of ECNWM is to organize, advance, protect and promote business interests at home and abroad, along with the challenges of global competition.

The values of ECNWN are: transparency, partnership, sustainability, equal access.

- **Participation** - ECNWM requires business involvement in national and local decision-making on issues affecting it, and must also ensure that ECNWM member companies are involved in decision making;

- **Transparency** - ECNWM is an example of an open and responsible organization. In a situation where the fight against political influence is crucial to business and the rule of law, as well as the fight against corruption, ECNWM establishes leadership as an example of transparency;

- **Partnership** - ECNWM is the result of a partnership of companies that are united to achieve their common goals and that will foster partnerships with other actors: other chambers and business organizations, agencies and institutions, civil society organizations;

- **Sustainability** - to carry out its role, ECNWM must be sustainable, long-term, ensure continuity in operation;

- **Equitable Access** - ECNWM believes in and promotes equitable access to enterprises and opposes political, ideological, gender, generational, geographical or other barriers to business.

4. STRATEGIC GOALS OF ECNWM, MEASURES AND ACTIVITIES

Based on real business needs and local policies and global flow, ECNWM sets five strategic goals for the period 2020 - 2023, as follows:

- Implementation of legislation as a precondition for the rule of law and formalizing the informal economy;
- Human resources as the main pillar of any business
- Promoting entrepreneurship, innovation and strengthening the domestic and regional competitiveness of member companies
- ECNWM - Chamber of Credibility and Prestige, able to attract new members through effective and professional organization

- As a horizontal goal, which is in line with all other goals, ECNWM will promote equitable regional development.

ECNWM will achieve its strategic goals through capacity building, to expand its member service portfolio and expand its activity to increase the number of membership projects that will support the achievement of these goals.

ECNWM will continue to prioritize the involvement of micro, small and medium-sized enterprises (MSM), with a particular emphasis on women, youth and rural areas operating in the North-West part of North Macedonia. ECNWM will begin consultations with the membership on expanding the geographical reach of North-West Macedonia across the country.

4.1 PROPER IMPLEMENTATION OF LEGISLATION AS A PRECONDITION FOR THE RULE OF LAW AND FORMALIZING THE INFORMAL ECONOMY

Improving and properly enforcing the legislation as a precondition for the rule of law and formalizing the informal economy will be a key axis in which ECNWM will be involved in order to create a fair business environment for all and build confidence among investors in their investments. The chamber will further

stimulate its membership to be more involved in the process of passing any law affecting businesses as a very important way of creating a business environment.

ECNWM will also require from the institutions not only to consult indirectly, but during the consultation process to take its proposals seriously, as they derive from its membership, by joining the Economic and Social Committee with its participation in the work of parliamentary committees and with bilateral consultations. While this Government has made a positive move in this regard, it remains to be wished that consultations should not be seen as a form but rather as a substance in improving the business legislation.

To achieve this goal, ECNWM will work with the government, but also with the parliament and lawmakers on how to find different ways to achieve developmental change through proposed policies and laws that affect business activities. At the same time, it will be a critical voice of the executive government in case of macroeconomic decisions or policies that are unfavorable to the country's business activities. The possibility of communicating with the President of the State on the use of a suspensive veto on laws that will not be consulted while relevant to business activities is not excluded.

ECNWM will continue its demands to restructure the institutions and the administration in order to increase the efficiency of the bureaucracy and to facilitate its operation.

At all levels of the politics and legislation, as well as at all levels of the administration, the "think small" principle must be applied. Micro and small businesses should in principle be exempt from numerous rules, fees and penalties. Taxes should be tailored to the needs of the micro and small businesses. Access to facilitated financing conditions as well as micro and small business networking is needed.

Enterprises should be given more time to adapt to changes in the legislation, with the help of larger information campaigns involving business organizations and ECNWM.

In the area of equitable implementation of the legislation and formalizing the informal economy, special focus should be given to finding legal solutions that will help to significantly reduce the level of the informal economy. As a result, ECNWM will engage in government access to support formalization companies, rather than combating and eliminating them, as such an approach would have a major impact on the local economy and may cause large imbalances for a company over a period of time.

Activities	Indicators	Results
Annual meetings with the Prime Minister and Ministers in the Government	1 meeting	ECNWM involved and consulted on the adoption and implementation of legislation
Monitoring the adoption of legislation	Monitoring of ENER Prepared monthly alerts for drafting new legislation	
Preparing membership alerts	4-5 drafted stances	
Drafting the ECNWM's stance on important policies and legislation	Meetings	
Participation in workshops and bilateral meetings	Use of biznisregulativa.mk	ECNWM contributes to increasing the number of companies that comply with the laws
Encourage companies to use self-evaluation lists of legislation		
Meetings on the Private-Public Dialogue Platform	3-4 meetings annually	

4.2 HUMAN RESOURCES AS THE MAIN PILLAR OF EVERY BUSINESS ACTIVITY

ECNWM will strive to contribute to the revolutionary era of the Industrial Revolution 4.0, and to the mobility of people and at the same time to the workforce, to support its members to focus their businesses on maintaining the workforce in the country. ECNWM will divide this goal into two areas:

- The first area will help companies create motivational policies that are not necessarily material but will encourage the workforce to stay in the company and increase the efficiency of its operations, while also informing the company about the portfolio of the global motivation trends for the staff and will develop internal company policies in collaboration with its strategic allies and promote youth involvement in the private sector. At the same time, ECNWM will arrange requalification of labor based on company requirements.

- The second area will focus on policy-making that will help businesses find legal solutions that will stimulate labor to become more involved in the real sector. Proposing policies and programs based on realistic requirements of companies for the requalification of the work force in companies that should be included in national policies to support increased competitiveness of the company. ECNWM will strongly support women's inclusion in the labor market by creating part-time jobs, a measure that will

significantly help many sectors facing labor shortages in the country.

A special focus on this four-year strategy implementation, ECNWM will also dedicate to the labor market liberalization, given the fact that many member companies have complaints of lack of manpower to carry out their tasks. Market liberalization is a condition of the companies that directly influences the realization of the plans for growth and development of the companies, which in the macroeconomic sense will also affect the overall economic growth of the domestic economy.

Activities	Indicators	Results
Training for requalification of the workforce	2 cycles	20-40 requalified workers
Proposed amendment to the laws on facilitated market access		

4.3 Promoting Entrepreneurship, Innovation and Strengthening Member- Companies' Domestic and Regional Competitiveness

Entrepreneurship is the main driver of any modern economy, as its paradigm shifts the course of social thinking and promotes the initiative among the young. The entrepreneurship's path in this new decade of this millennium has many challenges, but also opportunities that need to be systematically supported to increase the level of their success and survival in the real market.

Access to finance continues to be one of the challenges and constraints of the business development globally, especially in North Macedonia. Micro, medium and small enterprises have an even greater problems with access to finances, so ECNWM will be involved in promoting alternative sources of financing and lowering interest rates on conventional loans. ECNWM continues with its approach that a guaranteed fund should be developed to compensate damages to a certain level for companies, especially those operating in rural and less developed areas.

ECNWM sees the Diaspora not only as a consumer supporter but also as an investor. The Diaspora as an investor is ready to invest in areas where foreign investors are unwilling to invest. To stimulate this process, the Diaspora should be included in the Government's promotional activities, the foreign exchange and financial work with foreign countries should be facilitated, as well as other activities to

facilitate investments of the Diaspora. A special contribution to this process will be the Diaspora Strategy adopted by the Government where the Chamber will insist on its implementation and active involvement in its implementation.

The focus of the Chamber is to raise the level of entrepreneurship and its membership by digitizing the processes of the companies and incorporating new technologies in the business processes. The Industrial Revolution 4.0 is mainly based on digitalization, so ECNWM focuses its members on keeping up with the latest trends and maintaining the markets where they work, but also to gain new markets by being more competitive. ECNWM will stimulate its members to incorporate new technologies into their workflows and at the same time present funding opportunities.

The Economic Chamber of North-West Macedonia will continue to strongly support entrepreneurial activities by continuing the “Entrepreneur of the Year” activities and publishing the “TOP 100” catalog and other activities that will motivate young entrepreneurs, as well as motivate young people to become entrepreneurs by emphasizing the involvement of women and youth in rural areas.

ECNWM will support the growth of local and regional competition of its members through a larger package of services that will significantly support companies to increase their competitiveness at home and abroad.

In this context, special focus will be on the transfer of family businesses from generation to generation, but also the transfer from family business to professional business, as a precondition for the business growth and development.

The main challenges in the EU are family companies:

- low level of knowledge of policy makers on the needs of family businesses and their economic and social contribution to society;
- access to financial and tax matters;
- the importance of preparing business transfers early;
- family management - balancing family, ownership and business aspects;
- attracting and retaining a skilled workforce;
- entrepreneurship education and training on specific family business management.

The problems and challenges facing the home businesses and resolving these problems is a key pillar that ECNWM will focus on, in the next 4 years.

ECNWM will train and stimulate companies to become more involved in the industry and production, as well as the greater involvement of member companies in the processing sector, as well as the use of new technologies, in addition to the current situation where dominates trading. This is the challenge of all Albanian-owned companies, as they contribute a large part in State GDP.

Business regionalization continues to be a very important point of ECNWM while providing market entry information packages that will facilitate market entry for companies.

Activities	Indicators	Results
"Entrepreneur of the Year" Award	1 annual gathering	Promoting entrepreneurship Fair competition
"Top 100"	Announcement and promotion	Competitiveness, regionalization internationalization
Composition of ECNWM's views on issues related to the topic	2 views	
Services for members		

4.4 ECNWM - Chamber of Credibility and Prestige, able to attract new members through effective and professional organization

ECNWM is an independent and apolitical organization with credibility and prestige, recognized by the business community in the country and the region, international organizations such as the World Bank and the World Economic Forum and others, and a reference to the economic reality in diplomatic circles. It cooperates with the Government and other state institutions and at the same time maintains its positions, which are often inconsistent with the government's actions and attempts to present them to the public through the media, but also through direct meetings, as well as through written complaints.

In order to achieve its goals, which come from the businesses themselves, ECNWM works with the Economic Chamber of Macedonia (ECM) and the Association of Economic Chambers of Macedonia (AECM), and other chambers where it has common positions and participates in joint activities, but with the same approach also applies to the region's economic chambers, including those in Kosovo, Albania, Turkey and others.

ECNWM also takes the necessary steps by building public relations and increased media participation, including statements, opinions and views in the news programs or by participating in debates closer to businesses and always presenting the business problems.

As a result, all outstanding goals can be achieved through an effective and efficient organization that yields results for which the membership is satisfied. And through proven professionalism and competence it will retain current members and will also attract new members from all regions of the country.

ECNWM is committed to increasing the number of members, as well as diversifying them by the sectors they come from, and increasing the number of members-women. It is especially important that members are active in the Chamber. With this, ECNWM should develop a Strategy for Attracting New Members through door-to-door visits.

To be an organization attractive to the membership, it must be effective, deliver the results that members need. ECNWM must be transparent and participatory to its members, through transparency and involvement in the work of ECNWM bodies, through regular reporting. Regular ways of communicating will be established, both through newsletters and through

new media (website, Facebook page, blog). ECNWM will also continue direct communication with the “Caravan of the Chamber”, organizing meetings in the various regions where ECNWM will visit members.

ECNWM will establish an interactive member database. One of the issues to be considered will be the balance between rights and obligations, first of all, payment of membership fees, as well as determining the size of the enterprise.

ECNWM continuously improves its transparency and involvement in the work of its organs by incorporating and informing its organs of membership. In ECNWM bodies, the participation of women and young members needs to be improved, with appropriate representation of regions and sectors.

ECNWM will determine the need for grouping by sector and formalizing them.

ECNWM will consider the need for an employers' organization as an official partner in the economic and social dialogue. That is, the socio-economic dialogue (council) at national and European level foresees the involvement of the employers' organization, not the chambers.

ECNWM will build an internal capacity that will employ relevant, professional and competent staff. At

the same time, the executive office will improve its responsibility for both results and finances.

Work will be done to improve the overall capacity of the ECNWM Board of Directors, Supervisory Board and Executive Office through joint training or study visits to successful examples.

Activities	Indicators	Results
Participation in meetings with ECM and AECM	Number and quality of meetings	Stronger partnerships
Meetings with chambres from the region	Number and quality of meetings	
Membership in international networks	Number and quality of statements and debates (Press Clipping)	Improved public relations
Press releases and participation in debate shows		
Increasing membership	Number and diversification of members	Attracting membership
Increasing active membership (membership fee)	Number of publications	
Increasing female members	Number of posts	

Electronic publication		Better
New media	Number and quality of sessions	management
The Caravan of the Chamber		
Member database		Executive office with professional staff
Regular and well-organized sessions	ISO standard applied	
Organizational structure (definition of responsibilities) and systematization of work and jobs		
Trainings, study visits		
Customized organizational systems and processes		

5. ECNWM services for the members:

1. Access to membership in the Chamber, industry sectors or individual groups -depending on the membership category;
2. Logistics support for organizing fairs at home and abroad (organizing, hotel reservation, providing entry to events, visa facilitation, organizing contacts);
3. Participation in various fairs;
4. Information (updated) on various economic and political events- through the Membership Service Desk;
5. Free access to the economic newsletter Economicus;
6. Free access to legal newsletter Juris/Juris Alarm;
7. Free access to Dobia;
8. Participation in our associations representing different sectors;
9. Possibility of using the service “Members for Members” (linking supply and demand between members);
10. Meetings with ministries and other public institutions;
11. Organizing B2B meetings;
12. Representing the interests of membership before state and international institutions;
13. Articulating business interests/needs before the government (proposals for changing laws or strategies

in the interest of economic development, proposing appropriate measures for specific cases);

14. Meetings visits of member companies (Roadshow);

15. Information on current regulations, laws, rulebooks, recommendations, guidelines, EU customs regimes, etc;

17. Preparation of internal documents of companies in accordance with legal obligations;

19. Assisting companies by providing access to alternative investment funds;

20. Assisting companies in the implementation of work standards for member companies: ISO, HACCP and HALAL standards;

21. Composition of economic analyzes at the request of the member;

22. Various trainings offered to member companies;

23. Electronic promotion of new companies on ECNWM social media;

24. The space in the ECNWM website to search for employees according to the profile your company needs;

25. Posting your offer/request on our website;

26. Possibility to purchase advertising banner for your Company on ECNWM web site;

27. Organize trainings on various topics, seminars, forums, conferences;

- 27. Organize trainings on various topics, seminars, forums, conferences;
- 28. Assistance for access to public announcements (tenders, e-auctions);
- 29. Advertising in the “TOP 100” Catalogue.