

PRIVATIZATION, A CHANCE FOR KOSOVAR SMEs

Finally, the decision making bodies of Kosova will soon decide to begin with the restructuring and privatization of Public Enterprises (PEs), Socially Owned Enterprises (SOEs), co-ops, etc. This process is expected to start soon and will generate a boom in the development of SMEs in Kosova. Many new SMEs are expected to emerge from the enterprises that will undergo reconstruction. The existing private SMEs may buy, utilize, rent, or take under concession many of the sites and other infrastructure of former PEs and SOEs. Here I have in mind the sites and infrastructure that existing SMEs can "afford" to buy, rent, or get under concession. It is certain that many private SMEs are already informed and have expressed their interest for some of these sites. The larger sites that need strategic investors will perhaps be privatized by foreign companies that can handle large investments. In this case we mustn't set aside our Diaspora which will get the opportunity to make these it's property and develop their business in Kosova as well. Indeed,

all this is being supported by Kosovar Government structures, which is preparing to organize several conferences in several European cities for the promotion of investments in Kosova.

The privatization process should be heralded by a campaign to educate all the relevant factors such as: existing managers at SOE and PE, managers of private SMEs, employees, unions, Local and Central Government, etc. The purpose of this campaign will be deterrence of misinterpretation; unnecessary delays of the process by various circles that may feel their positions might be in jeopardy after the reconstruction and privatization of PEs and SOEs. I am convinced that Kosova in general will profit much from the privatization of socially owned property, therefore this process should be well explained and discussed at different levels of Kosovar society. The transparency of this process is necessary and the process should be complemented by active participation of the civil

society, unions, the Kosova Government, etc.

The existing private SMEs that will participate in the privatization process in order to expand their activities or begin new activities in other fields should start identifying the sites, the technology, the experts, and markets immediately. These SMEs will mostly need business plans, necessary finances for their new activities, as well as specialized legal advisors which will delineate terms and conditions, draft and comment contracts that will be signed between them and KTA - Kosova Trust Agency. SMEs should take this process seriously and make concrete plans without hesitation and as objectively as possible. In this way they will give their contribution to this early stage of Kosova's economic development. For this reason I consider that participation in this process should be courageous and in the spirit of entrepreneurship, and with full support from all factors involved directly or indirectly. /Ejup Qerimi/



PLANNED ACTIVITIES

There will be a series of activities organized by various institutions and organizations in the coming months. Below we listed some of the activities and conferences that have been planned for the period of June-September.

From 12-16 of June, 2002 the Kosova Chamber of Commerce, Elida CO 94 Company from Albania, and the Youth, Culture and Sports Center in Prishtina, organizes the fair of goods and services "Prishtina 2002". The Fair will be held at the Youth, Culture, and Sports Center in

Prishtina

From June 28-30, 2002, the Institute of Development Research RIINVEST will organize an International Conference on Privatization of Public Enterprises and the Restructuring of Public Services/Infrastructure in Kosova.

On July 26, 2002 the Kosova Institute of Finances will organize the international conference on "The Impact of Business Development in the Increase of

Employment" in Peja.

In September/October EICC will organize the international conference on "Conditions and Development Objectives of Information Technology in Kosova."

Dear Entrepreneurs

I will to use this opportunity to inform (remind) you about the program of the European Agency for Reconstruction for the development of private sector. Currently there are several institutions at your service: Euro Info Centre at the Kosova Chamber of Commerce, which provides information for enterprises, three regional Agencies for the development of enterprises REA Prishtinë, REA Gjilan, and REA Pejë, as well as two temporary financial institutions ICU and ABU that finance SME projects. Soon there will be two more agencies for the development of SMEs in Mitrovica and Prizren. Thus, as one may notice, a whole infrastructure is being erected in your support, and it will continue to be at your service by offering quality and fast services. I believe that in the future this infrastructure should be coordinated by a national agency for the development of enterprises that should be established and financed by the Kosova Government.
Ejup Qerimi

Tenders

"Tenders" are the most authoritative means of information in the contracts of European Public Supplies EUP and notifications for the approved contracts. At www.europa.eu.int you can find valuable information in order to gain as much knowledge of business opportunities. Besides, EICC can identify new markets for your products, it offers services, or it can track down various contracting and subcontracting opportunities. Our information resources contain many potential business opportunities in Europe. We request all the publicized texts of calls for tenders and select the tender that fits you profile. Here is where you'll find some of the calls for tenders publicized recently.

Support for the establishment of the Public Administration Resource Unit Kosovo/FRY

Reference: EuropeAid/113827/D/SV/KOS
Budget EUR: 4500000 published 13.04.2002
Status: **Open (until 01.07.2002)**

Reconstruction of Conversion of Leonard Drives into Frequency Converters Location Bardh Mirash mine and Separation

Reference: EuropeAid/113743/D/S/KOS
published 22.03.2002
Status: **Forecast**

Rehabilitation of 220kV lines 212 and 215 from Kosovo A to Skopje 1 Kosovo

Reference: EuropeAid/113824/D/W/KOS
published 13.04.2002
Status: **Forecast**

Supply of electrical Motors P4

Reference: EuropeAid/113902/D/S/KOS
published 20.04.2002
Status: **Forecast**

Supply of Power supply equipment

Reference: EuropeAid/113903/D/S/KOS
published 20.04.2002
Status: **Forecast**

Supply of Tools and Workshop Accessories Location Kosovomont

Reference: EuropeAid/113922/D/S/KOS
published 25.04.2002
Status: **Forecast**

Refurbishment of existing gear cutting machines Location Kosovomont

Reference: EuropeAid/113923/D/W/KOS
published 25.04.2002
Status: **Forecast**

BUSSINES OPPORTUNITIES

In EICC we regularly receive trade and business proposals from companies of the European Union as well as outside EU. Every other month in this column we will publicise a selection of these proposals. At a later time a collection of all proposals will be made available on our Internet site.

Ref: 2002/06/13 The Spanish Company IMTO ENVASES, manufacturer of metal packing is seeking exporters of raw material for the production of laminated steel and steel plates.

Ref: 2002/06/14 An Italian Company is seeking exclusive distributors of agricultural materials, aluminium profiles, and food products, domestic and electro-domestic products.

Ref: 2002/06/15 Company VESTILAB S.A, CRC from Spain seeks distributor of technical clothing line.

Ref: 2002/06/16 Company METALIBERICA S.A manufacturer of sanitary products such as different bathing tubes, cabins for massage, etc is interested to find distributors.

Ref: 2002/06/17 Company ECOMA S.L is seeking distributors of spare parts of vehicles: Renault, Citroen, Talbot, Peugeot, Ford, Pegaso, Land Rover, Suzuki, Opel, Nissan, and BMW.

Ref: 2002/06/18 Company Construction Materials and Production Ltd from Bulgaria manufacturer of metal construction is seeking partners for production and trade cooperation.

Ref: 2002/06/19 Transport Company TRANSPORTES MUNDI S.A. from Spain seeks partners in Kosovo, who could cooperate in the field of transport.

If you are interested in any of these proposals feel free to contact EICC by telephone at (+ 381 38 224 596), or by email by writing to the following address: info@kosovo-eicc.org. We will provide you with the details of the company you may be interested in as soon as possible. We can also help you establish the initial direct contacts with your possible partners.

Kosovar companies may also contact EICC in case they wish to distribute their trade and business proposals in all 300 offices of EICC in Europe and Mediterranean.

MULTIMEDIA PRESENTATION OF KOSOVAR ECONOMY

Kosova Chamber of Commerce will be producing the MMP-EK01 (Multimedia Presentation of the Kosovar Economy) project, this way to present the Economy of Kosova in a very professional and cutting-edge manner for the region, Europe and the world.

Baring in mind the fact that the social and economical life in Kosova are moving at a high speed, information is the best "tool," thus the realization of such a project was imperative. Project MMP-EK01 in one place gathers/includes all proven trends from European and world markets as well as newest trends where it is important to mention CD and Web/Internet presentations.

Kosova Chamber of Commerce bares the responsibility for distributing the publications of the project MMP-EK01 in all of its activities (fairs, conferences and seminars, be that in a national or international level, as well as other important activities).

Ismajl Kastrati
President of Kosova Chamber of Commerce

New technologies, new methods of communication, and new ways of doing business, have altered forever the way consumers connect to brands, products and services. Companies no longer need to only communicate in all available and existing channels, but also to explore, in an intelligent way, new possibilities.

Project MMP-EK01 offers new opportunities and new ways of communications with the world and the other way around, at an important step of revitalization of Kosovar economy, privatization, and at the same time, like never before, when all national and international subjects are involved in creation of a new, bright and successful future of the economy of Kosova.

Prof. Dr. Ali Jakupi
Minister of Trade and Industry in the Government of Kosova

There have been

unprecedented changes in the global marketplace in recent years. The sheer complexity of brand-building across different media, and of communicating marketing messages effectively, requires skills, methods and approaches that simply haven't existed in one initiative in the region of Kosova until today.

Project MMP-EK01 is the response of Kosova to these changes, e-business, ecommerce and at the same time follow our activities in Institutional integration of Kosova in Europe and the rest of the World.

This project includes Kosova in the best way of effective digital communications and paves the way for a successful development and marketing.

Msc. Besim Beqaj
Kosova representative at the Stability Pact of South-Eastern Europe

Kosova Chamber of Commerce is going to realize the project MMP-EK01 (Multi Media Presentation of Kosova Economy).

This project is going to consist of the following:

1. BUSINESS DIRECTORY (in a printed format 10,000 copies)
This publication, amongst the list of companies/corporations participating in the project is going to include also:
 - Important statistical information;
 - Product and Service trade with other countries (International);
 - Foreign Investments;
 - Taxation system;
 - Financial and Banking system;
 - Laws/Regulations;
 - List of the most important Institutions in Kosova
 - General information about: Working hours in Kosova; Official holidays; Customs politics; Natural, economic, industrial and human resources etc.
2. BUSINESS DIRECTORY (in CD-Presentation format 5,000



copies)

This publication will have the same content as the printed version, it will however, be worked and compiled as an interactive multimedia CD.

3. BUSINESS DIRECTORY (Web/Internet presentation for 1 year)
This publication will have the same content as the printed version, it will however, be compiled in a form of an interactive and multimedia web site. These web pages will be the pages of Kosovar businesses and economy. Additionally, businesses will be allowed to link to their own websites.
4. MONOGRAPHY OF KOSOVAR ECONOMY (promotional video)
Monography of Kosovar economy will be worked in a form of a promotional video. A professional presentation of social and economic profile of Kosova, territory, resources etc.
This video will be converted in necessary format for publication and distribution.

Lastly, it is foreseen that the presentation will be crowned with a promotional conference in Europe.
This "event" would last 2-3 days where the present and special guests would be shown the promotional video as well as receive the printed and the CD version of the material. Holding of this conference has only one goal, realization of which depends on Institutional backing and existing surroundings in which we are at present. For this reason, Kosova Chamber of Commerce can not guarantee the holding of this conference, but it can guarantee that it will be involved and work in an intensive, pragmatic and constant way to make this "event" a reality.

The European Agency for Reconstruction is responsible for the management of the main EU assistance programmes in Kosovo, Serbia, and Montenegro. It was established in February 2000 and has its headquarters in Thessaloniki and operational centres in Pristina, Belgrade and Podgorica. It is an independent agency of the European Union, accountable to the European Council and the European Parliament. It is overseen by a Governing Board composed of representatives from EU Member States, and chaired by the European Commission. The European Agency for Reconstruction's main objectives are: to carry out immediate physical and economic reconstruction; to lay the foundation for the development of a market economy; and to support the establishment of democracy, human rights and the rule of law.

For further information and contact details: www.ear.eu.int



An EU-funded project managed by the European Agency for Reconstruction - www.ear.eu.int

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The EICC Kosovo is an European Institution established within the Kosovo Chamber of Commerce