



Annual Report 2013

www.zipinstitute.mk
 [zipinstitute](#)  [ZIPInstitute](#)

About ZIP Institute

Established in 2011, ZIP Institute is a non-profit, independent, and nonpartisan public policy organization geared towards producing and disseminating high-quality, objective and comprehensive ideas and analyses central to the democratization and EU Integration of Macedonia. ZIP Institute gives voice to the democratization process in the country and the region of South Eastern Europe as a whole, and spotlights its importance in tackling the most prevalent issues facing our society with field action, including in particular training and community development actions.

ZIP Institute's core focus lies in connecting research and analysis of local issues with field action: its activity combines the provision of evidence-based policy research with trans-formative field action. ZIP specializes in two key areas of intervention: introducing new ways of informal education primarily among young people; and public administration and local governance research.

A quick glimpse on the progress in 2013

2013 has been a great year at ZIP. We continued with the implementation of projects that were approved in 2012, as well as with the new ones approved in 2013. Through the first projects, we made a huge step toward making ZIP an organization that is widely endorsed by its community and target group. We were particularly successful in attracting an excellent group of young people who benefited from our training activities on social business and employability skills. Beside the activities with young people, we strived to maintain a solid focus on policy research activities, which shall be elaborated in details in one of the sections of this report.

Projects

Social Enterprising Europe – SEE (October 2012 – September 2014)

This project aims to integrate and improve the current offer of social business training by providing high quality training materials and a sound template program targeted to:

1. Prospective social entrepreneurs
2. Active social entrepreneurs
3. Business trainers at academic and professional schools and in informal learning, start-up coaches at start-up centres.

Additionally, the project will raise awareness about social business (what is it and why undertake it), among relevant target groups (people in employment and entrepreneurship support services, young unemployed, students in the last year of studies, NEET, etc.) and towards educators and policy makers.

ZIP Institute's role within this project is to lead Work Package 8 – Quality Assurance of the project.

Promoting Social Business among Youth in Macedonia (December 2012 - November 2013)

This project was aimed at increasing awareness and skills for social business among two main target groups: (a) young people in Macedonia and (b) potential disseminators/multipliers. Thus,

- 20 young people in Macedonia will be trained on social business through offering innovative web based tools, learning materials, a week-long workshop coordinated with SEED trainers (who will provide expertise in this area).
- Potential disseminators like start-up centres, other NGOs, or employment service centres will be engaged by providing them useful training materials and resources and establishing a network of interested partners.

ZIP Institute implemented this project in collaboration with its main partner from Switzerland, SEED.

Boosting Employability Skills of Young People in Macedonia (January 2012 – September 2012)

This project was implemented by SEED and ZIP Institute. The goals that the implementing organizations aimed to achieve with this project were divided into general vs specific goals and they are as follows:

General goal:

- Combating unemployment among the target group!

Specific goals:

- Provision of a rich learning and stimulating environment for the target group as regards their employability skills;
- Offering high-quality trainings and coaching to the target group on issues crucial for finding/creating a job;
- Boosting their morale and optimism that finding a job or creating one is still an achievable “dream”;
- Setting up direct contact between the target group and representatives of companies/organizations invited at the face-to-face workshop.

Core Institutional Funding provided to ZIP by SEED, Switzerland

A particular element that enabled ZIP to stand on its feet is the core institutional funding that was provided to us by SEED for a period of one year. Through this precious fund, we were able to refurbish our office, enrich our IT infrastructure, and cover utilities' costs for a period of two years. Pictures of our new office can be found at the end of this report.

Activities

Social Enterprising Europe, 2nd transnational meeting, 20-23 May, 2013, Skopje

ZIP and YES Incubator hosted the 2nd transnational meeting of the SEE project, which took place in Skopje. At the meeting, representatives of all project partners took part. Issues subjected to a thorough discussion were mainly related to the challenges of the implementation of the project during the first 6 months, tasks lying ahead, and the need to strengthen the partnership and team spirit among all partner organizations. A whole session was dedicated to the quality assurance of the project, which was prepared and led by ZIP Institute.

Workshop: Boosting Employability Skills among Youth in Macedonia, 17-20 May, 2013, Skopje

The face to face workshop of the project on boosting employability skills of young people in Macedonia was the concluding activity of the project. 20 young people from Macedonia benefited from the training, led by a local expert on employability skills and a Swiss expert delegated by SEED, Switzerland.

Workshop: Promotion of social business among young people in Macedonia, 20-24 November 2013, Skopje

The event was the concluding activity of the Youth for Development, Swiss Development Agency funded project titled Promotion of social business among young people in Macedonia, 20-24 November 2013, Skopje. It gathered 17 young people from Macedonia who had the chance to learn more about the concept of social business. In addition, the participants were mentored to fine-tune their social business ideas by the facilitator of the workshop, Ms. Chiara Bramani from Seed, Switzerland.

Microsoft Innovate for Good, 18-19 October, 2013, Belgrade

The purpose of Innovate for Good is to bring together youth that are interested in social innovation and social change, and provide resources and training to help take ideas and projects from concept to reality. Innovate for Good helped us learn how to create social change through social ventures and provided unique access to Microsoft knowledge and resources including onsite employee mentoring, project “pitch” training, and exposure to Microsoft technologies.

“Good Governance from a cross-sectoral perspective”, 7-8 of November, Zagreb

The conference gathered policy researchers from the Western Balkans working on topics central to good governance. Agim Selami from ZIP Institute presented his paper titled “Public Private Partnerships at Local Government Level in Macedonia - Obstacles and Future Prospects”.

Social Enterprising Europe, 3rd transnational meeting, 28-30 November, 2013, Como, Italy

The meeting started with the gathering of all project partners in Como, who spent a day and a half in discussing the current and upcoming stage of the implementation process of the SEE project. The meeting also served as a venue for exchanging views on what has been achieved in the first year in the course of this project. Challenges and obstacles were also elaborated in detail. However, what all partners consensually agreed on was that the project has been a great learning journey for everyone, and all the targets set with the application form have, more or less, been met.

Public Administration Reform in Kosovo - challenges for responding to EU integration process, 13-15 December 2013, Durrës, Albania

ZIP staff members were invited to deliver a lecture on the public administration reform path of Macedonia. The lecture was organized in the course of the European Integration School run by the Kosovar Civil Society Foundation from Prishtina. The participants had the chance to hear more on what has been done in Macedonia in tackling some of the major problems the public administration is being faced with. Given the event was of regional character, joint conclusions were drawn, with politicization of our respective systems topping the list of priorities to be taken into serious consideration for enabling an independent and citizens'-oriented public administration.

Prospects for 2014

The number of submitted project applications in 2013 recorded an absolute increase. Having in mind the fact that most of the results will be announced in 2014, we are optimistic and confident that our workload and activities will undoubtedly increase too, henceforth, enabling us to position ourselves better in the civil society sector both in the country as well as at regional/EU level. We believe the success of 2013 will lead to a major success in 2014 and that it will offer many great opportunities to work for the good of our constituents and community.

For any suggestions, cooperation ideas and partnership opportunities, feel free to visit our website: www.zipinstitute.mk, and our Facebook account: www.facebook.com/zipinstitute.

Balance of Expenditures and Revenues for the period 01.01. 2012 - 31.12.2013

NO.	Description	Amount in MKD denars
I Expenditures		
1	Spent materials	41,857.00 ден.
2	Electricity	7,697.00 ден.
3	Other services	62,640.00 ден.
4	Salaries	15,915.00 ден.
5	Other material expenses	607,601.00 ден.
6	Per-diems and travel expenses	18,000.00 ден.
7	Bank services and commission	9,411.00 ден.
8	Personal income tax	37,193.00 ден.
9	Other expenses	31,204.00 ден.
10	Exchange rate differences	430.00 ден.
Total expenses		831,948.00 ден.
Total expenses in USA \$		\$18,487.73
II Revenues		
11	Donations	892,829.00 ден.
12	Interest rate	46.00 ден.
Total income		892,875.00 ден.
13	Balance of Revenues and Expenditures for 2013 (in-come-expenses)	60,927.00 ден.
14	Transfer of surplus from previous years (year 2012)	0.00 ден.
15	Surplus of revenues for the next year 2014	60,927.00 ден.



Annual Report 2013

info@zipinstitute.mk
Address: Tale Hristov/1 lok. 7
Skopje, 1000
Republic of Macedonia

www.zipinstitute.mk



zipinstitute



ZIPInstitute