

Youth Entrepreneurial Service (YES) Foundation

ANNUAL REPORT 2016

(public version)

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SECTION 1: Context & background

YES Foundation aims to stimulate the entrepreneurship development and increasing the employment among youth by strengthening their skills and competences for (self) employability. Our vision is to become crib of entrepreneurship, producer of innovation and new businesses through continuous turnover of ideas that will give greater contribution to the development of the national economy.

Our activities are organized around 4 (four) main areas: business incubator, training, business support services & project development. We are focusing on four intervention areas: employment creation, entrepreneurship, employability, and equal opportunities ('four Es' model). The model and related YES activities enable addressing some of the key entrepreneurship related challenges in the country:

- High unemployment among the youth in the country
- Lack of sustainable and fully pledged start-up support
- Low level of entrepreneurial activity in general, with even lower engagement of the most disadvantaged groups in relevant entrepreneurial activities
- Low level of innovativeness among ICT start-up companies, low level of IT solutions uptake by the SMEs in general
- Lacks of sources of funding for start-up companies and mentoring scheme
- Lack of soft-landing programme commonly introduced by business incubators throughout Europe
- Insufficient capacity for local youth policy development and lack of advocacy channels for young people, particularly the entrepreneurial ones.

With an **unemployment rate** of over 50% among youth in Macedonia, there is a need for initiatives that will foster employment creation, development of entrepreneurship in the society at large, as well as increasing the employability prospects of the target group.

- The business incubator supported over 90 companies (with a success rate of over 85%) and contributed to creation of over 300 new work places.
- The training has a particular focus on the skills development of young people (YES is certified centre for EBC*L European Business Competence Licence and local CISCO Entrepreneurship Institute <http://www.ciscoinstitute.net>).
- YES brought Global Entrepreneurship Week (GEW) in Macedonia in 2008 (ever since is the official GEW host for Macedonia - <http://mk.unleashingideas.org>)
- YES brought Start-up Weekend initiative in the country in 2011
- It operates the entrepreneurship portal (www.pretpriemac.mk) with the highest outreach in the country (2962 subscribers to the weekly bulletin published by YES)

Start-up schemes have become increasingly popular in the country, with different public and private organizations undertaking various initiatives. However, most of these actions are done on an ad-hoc basis and having limited outreach and sustainability issues.

- The YES incubator still remains the biggest business incubator in the country and has reached its sustainability.
- YES was the first to organize business plan (BP) competitions in the country (with over 350 young people involved in 3 annual BP competitions).

- Over 3000 people participated in different trainings organised by YES
- Over 6500 people participated in the large scale and entrepreneurship events organised by YES in the country.

YES has achieved high level of visibility by (co)organising all major entrepreneurship events in the country, and with its high presence in social media. Through the membership in different and relevant networks, YES is also highly visible at international level. The trans-national activities enable transfer of experiences from other countries as well as creation of opportunities for networking and business development of the YES target groups.

The **level of entrepreneurial activity** in the country is low, in particular among the most disadvantaged groups such as women, minorities, and people with disability or youth from rural and remote areas of the country. The principle of equal opportunities is among the key fundamentals of the project initiatives undertaken by the YES Foundation. Thematic priorities such as women entrepreneurship, social entrepreneurship, and regional and entrepreneurship development among minorities are quite often addressed in the projects implemented by YES.

Having a **specific sector focus on ICT**, we aim to contribute to the development of the entrepreneurship, skills and promotion of innovative solutions developed primarily from young people. ICT is one of the emerging and priority sectors in the country but the level of competitiveness and innovativeness particularly of the smaller companies and start-ups is rather low. Through our support services, initiatives and training activities, we aim to contribute not only to the increase of the innovativeness but also to the level of digitalization among SMEs in general.

- YES is the front runner in promoting mobile applications development (organiser of Mobile Apps Camp – 2012 and 2013, the only one in the region) with over 300 participants from different countries and involving B2B meetings, pitching, etc.
- Along with Vip Operator YES organized two rounds of the Vip Android Competition on which 100 developers competed for the main prize
- YES is part of the Macedonian Blackberry Developer Group from 2012 and since this year it organises also the activities of the local Google Developer Group
- YES is among the first organisation that works actively on the open data government promotion (e.g. mobile app 'See-click-fix' introduced in 3 municipalities in Skopje)
- YES was responsible organisation for Europe for the World Bank InfoDev challenge 'Venture Out' (<http://ventureoutchallenge.org>);
- YES was one of the hosts of the international Brokerage Event GoICT involving 60 companies from several European countries (<http://goict2016.talkb2b.net/>)
- YES organises trainings for mobile applications development (Android and iOS); other trainings advanced cyber security, web open source technologies etc.

Our development priorities include development of fully pledged mentoring programme as extension of our existing mentoring services. We are also focusing on facilitating access to finance for start-ups through partnership with organisations providing different financial instruments including alternative financing. In addition, we aim to contribute to the development of the entrepreneurship support eco-system with particular focus on building capacities of the private business support organisations as well as through introducing new and innovative means of supporting young entrepreneurs and start-ups. This is largely facilitated by local and international

stakeholders' collaboration, an aspect of the YES's operation that is constantly high on both strategic and operational development agenda.

Cross-cutting aspects: youth, entrepreneurship, innovation

In working with young people, in addition to primarily working with youth who express entrepreneurial inclinations, YES has an interest in reaching out to youth who are at disadvantage or marginalized. In this sense, YES has conducted programs with Roma youth, youth from rural areas, and young women entrepreneurs.

In promoting entrepreneurship, YES has relied on a wide range of instruments combining different forms of training, technical assistance, and access to finance. A basic instrument and therefore YES core program have been *business incubation*: a combination of measures supporting business through the early stages of the enterprise life cycle (pre-seed, seed, proof-of-concept, etc.).

In promoting innovation YES has concentrated on the niche of information communication technology (ICT). YES has been investing a lot of its effort on promoting the development of youth-led companies working in the field of ICT.

Memberships/access to partners and internationalisation channels

World's Bank Network of Incubators InfoDev; Achieve More Network; JEUNE network of young entrepreneurs of the EU; EUCham; EuroOffice Network; ECAbit; Balkan incubators network; Microsoft BizSpark; and the American Chamber of Commerce in Macedonia- AmCham. Through one of its founders it has an access to Enterprise Europe Network and Technology Innovation International.

YES is involved in a considerable amount of **advocacy work**. Its advocacy activity runs on several strands. First, YES has been investing regular and intensive effort in promoting the general interest in entrepreneurship among young people. The findings produced by statistical data and coming from direct hands-on field experience strongly suggest that long term work on the culture of entrepreneurship is a critical requirement for producing strong economic growth and employment. Second, YES has been involved in advocacy concerning specific aspects of the business environment. One such issue of particular interest to YES has been the access to risk finance for young companies in the region. YES considers the issue of risk finance to be of great importance for young businesses and for the general culture of investment and entrepreneurship, and plans to continue its efforts along this agenda in the planning period, through a combination of different operational and promotional measures.

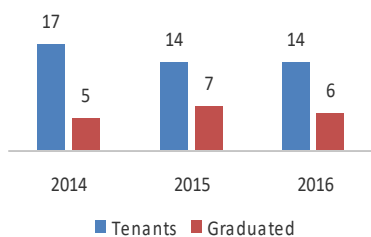
YES is also a founder of the YESNetwork (<http://www.yes-network.org/>), aimed at supporting young entrepreneurs, involving youth CSOs and other organisations who are working on supporting youth entrepreneurship. The network is focused on building capacities and networking of the organisations, on promotion of activities and initiatives for socio-economic strengthening of young people, all for the purpose of enhancing the effectiveness and impact of its members.

SECTION 2: Results from implemented activities

BUSINESS INCUBATOR

The YES core program consists of provision of business incubator services to very young companies, in their very early stages of growth. The package of services includes provision of full office infrastructure (office space, seminar room, meeting room, computer lab, kitchen, parking space, etc.) at a subsidized rate (with gradual reduction of the rent subsidy over time), intensive and varied training agenda, individual tailor-made expert assistance for the tenant companies, help with marketing and advertising (for example, advertising opportunities at a reduced rate), as well as help with human resource management (everything from management of an internship program to wage subsidies for new hiring). In sum, the business incubation service involves full support to tenant companies.

Business incubation is complemented with additional business development services. YES runs a regular program of business start-up courses for young people in its Incubator in Skopje, and in addition to this, it runs business start-up programs (combinations of training, mentoring, and supply of seed finance) throughout the country, for selected target groups (rural youth, young women). The YES business start-up programs have starting with 2006 to date involved more than 800 people.



In 2016, the incubator was operated at the location 'Gazi Baba' (600 square meters, 22 offices, 1 meeting room, 2 computer labs equipped with 12 PCs and 12 lap tops). The incubator is 90% occupied; there are 2 available offices expected to be used by the winners of the ongoing business plan competition.

Following services have been provided:

1. **Pre-incubation:** consultation sessions for developing the business plans, organisation of trainings for business starting up, and annual business plan competition.
2. **Incubation:** offering standardized set of services (office and co-sharing space, access to meeting and training rooms, support and networking services, and promotion). The services are offered in 3 (three) packages (one package dedicated to virtual members); a standardized set of additional services is defined as well. The tenants can also benefit from YES agreements with local stakeholders for special, discounted prices including: hotel accommodation, transportation, venue organisation, restaurants, publishing services etc.
3. **Internship:** placement of young, unemployed people in the tenant companies for the purpose of learning by doing, supported by one of the projects implemented by YES.

During 2016, particular emphasis has been placed on providing information and consultation services related to the area of access to finance. In-house trainings and individual support have been provided in the following areas: preparing applications for Horizon 2020/SME Instrument, consultations on the calls published by the Fund for Technological Development and Innovation and South Central Ventures.

TRAINING & BUSINESS SUPPORT SERVICES

The training activities supported by YES contributes to: better utilisation of the existing resources, increased promotion of YES among its target group, and increased competitiveness of the clients through tailored-made capacity building. In the field of business and soft skills following programmes can be delivered: team management, conflict management, presentation skills, IP, interactive marketing, innovation management and new product development, etc. In the field of skills development for (self) employability YES has following programmes: start-up training, career development (including training and counselling from YES certified career counselling experts); internship scheme; and mentoring scheme.

During 2016 YES mainly supported training activities for IT skills (graphical design, word & excel, and Android) as well as supported the trainings in creative industries organised. Several non-commercial trainings were organised as well, covering following topics: access to finance, European funding, IP clinics and internationalisation clinics. Additionally, a pilot training was organised in the field of personal development. The following table provides an overview of the trainings held within YES:

#	Month 2016	Training course
1	February - March	Android 1
2		Philosophy
3		Aesthetics
4		Painting workshop
5		Writing skills
6		Theatre actor
7		Art
8		Literature
9	April	Graphical design
10	May	Business training (3 groups)
11	August	English language
12	September	Access to finance
13		Word & Excel
14	October	Word & Excel
15		Graphical design
16		Personal development
17		Photography
18		Psychology
19		Movie and movie actor
20		Painting
21	November	Word & Excel

The pre-defined business support services of YES include:

- Business development
- Matchmaking services
- IPR and innovation management

- Internationalisation and networking services
- Soft landing services: offered to foreign IT companies willing to enter both the Macedonian market and the incubator.

Several matchmaking events were organised/supported by YES aimed at fostering internationalisation of the client companies of YES:

- Компаниска мисија со компании од Бугарија, Охрид - Македонија (07.05.2016)
- Mobile World Congress 2016, Барселона – Шпанија, 22-24.02.2016
(<http://mwc2016be.talkb2b.net/>)
- Technology Forum 2016, Солун – Грција, 18.05.2016
(<https://www.b2match.eu/technologyforum2016>)
- Go International – open innovation in ICT, Скопје – Македонија, 18.11.2016
(<http://goict2016.talkb2b.net/>)

PROJECT DEVELOPMENT

The project development strategy is guided by the 4 (four) intervention areas: employment creation, entrepreneurship, employability, and equal opportunities (known as the “four Es”). Thematic priorities include: ICT development, youth and women entrepreneurship, development of civil society, entrepreneurship as neutral topic for improved multi-ethnic relations among youth, and social entrepreneurship; regional and cross-border cooperation is a horizontal thematic priority.

The following table provides an overview of the completed and on-going projects for 2016 as well as projects to start in 2017.

COMPLETED PROJECTS			
#	Project title	Role/ countries/location	Programme/ Donor
1	LIFE ALL IN	Partner/ Belgium, Finland, Italy, Macedonia, Norway	ERASMUS + (KA2)
2	Serious games for entrepreneurship skills of adult learners (SG4A)	Partner/ Macedonia, Belgium, Switzerland, Greece, Netherlands, Spain	ERASMUS+ (KA2)
3	Open innovation – organisation of a hackathon event	Applicant/ Macedonia	CEI, Ministry of Economy
4	Trainings and individual advisory services for access to finance	Applicant/ Skopje	City of Skopje, LED programme
RUNNING PROJECTS			
1	Facilitating integration of ethnic minorities into the labour market through enhancement of their employment potentials	Coordinator/ Macedonia	IPA Ministry of Finance
2	Building local capacity for youth policy development	Coordinator/ Macedonia	IPA Ministry of Finance
3	Teacher mobile application for innovative	Partner/	ERASMUS+ (KA3)

	learning (t-MAIL)	Macedonia, Belgium, Austria, Spain, UK, Hungary	
4	Together4Success: Young entrepreneurs, a driving force for good inter-ethnic relations	Applicant/ Macedonia	EC Delegation, IPA Media programme
APPROVED PROJECTS – implementation start in 2017			
1	Strengthening capacities and mechanisms for supporting Chapter 20 reform processes (“YESNetwork+”)	Applicant/ Macedonia	EC Delegation, IPA CSO and Media programme
2	Balkan Mediterranean Centre for Entrepreneurship and Innovation (BalkanMed INNOVA)	Partner/ Macedonia, Albania, Greece, Cyprus, Bulgaria	Balkan Mediterranean programme
3	SME Vision2020 – international networking event	Applicant/ Macedonia	CEI

SECTION 3: Financial results

On the basis of the profit and loss account and balance sheet an overview of the financial data for YES is following (amounts in thousands of euros):

Year	Turnover or equivalent	Net earnings or equivalent	Total balance sheet	Medium and long-term debt	Short-term debt (<1 year)
(2016)	424.356	41522	196.524	0	1.139
(2015)	274.605	56033	178.398	0	4.752
(2014)	143.500	65200	137.400	0	114.000
(2013)	138.820	70100	129.067	0	93.770

Further details on the financial aspects, including analysis of results, are not available in the public version of the Annual 2016 report.

SECTION 4: Organisational capacity

During 2016 YES had 6 employees and a pool of external experts and cooperating partners subcontracted for different tasks whenever appropriate. YES regularly works with interns, it works with a number of consultants and trainers, and it maintains very close partnerships with all of its tenant companies whose resources it hires when subcontracting is necessary.

Executive director – job description

Planning & analysis:

- Secures leadership and vision for long term development of the organisation
- Prepares reports, analyses and suggestions for fulfilling the objectives of the organisation
- Evaluation and supervision of the annual plans

Finances

- Prepares proposals for investments and financial strategies

- Supervises the preparation of the annual budget of the organisation, regular financial reports and financial revisions
- Prepares proposals for efficient use of short term and long-term debts, sales, and refinancing
- Supervises the overall process of collecting financial resources (rent, grants, etc.)

Marketing

- Supervision of the marketing and promotion activities (promotional materials, events, social media)
- Supervision of the marketing activities related to the training courses
- Coordination of the activities related to cooperation with different digital and printed mediums

Services

- Supervision and motivation of the employees
- Preparation of strategic directions for strengthening and improving the services
- Organising and negotiating meetings with potential clients
- Evaluation of analyses (target group analysis, analysis of the competition and similar)
- Preparing proposals for developing new services and trainings

Financial manager – job description

- Responsible for all financial and administrative aspects of the organisation
- Business consulting for the incubator tenants and supporting the development of their businesses
- Organisation of promotional activities of the organisation
- Implementation of projects financed by different donors
- Responsible for organisation and coordination of the Global Entrepreneurship Week
- Preparation of reports for relevant organisations, collaborates and stakeholders
- Organisation of seminars, workshops and other events for the tenant companies of the incubator
- Extending the network of contacts and maintaining relations with different stakeholders from the governmental, nongovernmental and business sectors
- Providing training courses on entrepreneurship and career counselling

Project coordinator – job description

- Assists with preparing and reviewing grant proposals.
- Preparing project applications for grant projects.
- Conducts presentations on research work and findings at conferences within projects.
- Conducts presentations on findings to college/university staff, community organizations, school staff, etc.
- Performs related duties and fulfils responsibilities as required.
- Assist the Executive director, where applicable, in the day to day duties of a project's administration
- Research and recommend solutions to design document problems, including conflicts, interferences and errors/omissions.
- Act as liaison with subcontractors in expediting drawings and related information
- Monitor field work, including contract work, to ensure compliance with Foundation standards, procedures, specifications and codes.
- Perform additional assignments and responsibilities as assumed or requested by supervision.
- Prepares narrative and financial reports for the implemented project with documentation included in cooperation with the financial manager.
- Communicate regularly with the contracting authority/the donor of the project for issues related to problems, projects outcomes and events within the projects.
- Managing the training centre:

- Organize events

Project assistant – job description

- Assisting the Project coordinator in executing projects
- Maintain contacts with potential stakeholders
- Supervise tasks assigned to project workers as instructed by the director
- Supervise project workers and ensure that they stick to project specification and guidelines
- Keep records of all information related to project for documentation, clarification and presentation to management
- Draft project proposal ideas and present them to the director with convincing proof for approval Intermediate between the director and other employees to prevent agitations that may hinder the smooth flow of project execution
- Assist with the preparation of project progress reports
- Handle requests for information and data
- Schedule and coordinate meetings, appointments
- Maintaining web sites and social media

To date YES has not experienced any particular challenges related to its human resources management. The organization should continue to invest in the further education of its staff. Other details on human resource aspects, including capacity assessments, are not available in the public version of the Annual 2016 report.

SECTION 5: Directions for the next period

YES has managed to become a major entrepreneurship promotion and business development organization in Macedonia. In addition, it has gradually built a relevant visibility regionally.

YES has assessed its programmatic development to date and pondered possible directions for further development on several occasions during 2016. This has been done at management as well as governance level. The YES Board of Directors has actively discussed the possibilities for YES further programmatic development, and such discussions are scheduled to continue through 2017. The discussions have produced some of the following guidelines which need to be considered, put to practice, tested, and explored in the forthcoming period:

- YES has achieved substantial results in promoting business start-up and delivering business development services for young people in Macedonia. It has been YES's philosophy that business start-up remains one of the few, and perhaps the only effective instrument for the creation of genuinely new and sustainable jobs for young people. YES needs to continue its efforts in supplying business start-up and business development services (BDS) for young people. Yet, business start-up programs remain a serious challenge in the Balkans. Motivation is weak, interest in entrepreneurship among young people insufficient; drop out rates on business start-up programs remain high, and the survival rate of new businesses low. YES has developed an expertise in this particular segment of business development, in particular in work with *potential young entrepreneurs*, and work with *companies in their earliest stages of growth* (pre-seed and seed phase). There are many other organizations in business development in the country and the region, but few of them work in the very same niche YES is active in, that is, work with potential entrepreneurs and with young companies making their very first steps. Both of these types of beneficiaries are characterized by

tremendous fragility and the need for strong and consistent support to stay on their path and eventually consolidate and grow. Whereas the business start-up work is done in different environments nationwide, most of YES incubation work with very young companies is conducted in its Incubator. In view of the above, YES should stay consistently present and *continue and expand its work* with both business start-up (including social entrepreneurs) and business incubation.

- Over 2016 YES has reacted to opportunities, entered partnerships, and taken initiatives which have broadened its programmatic focus. For example, it manages a network of youth related CSOs (YESNetwork, <http://www.yes-network.org/>). YESNetwork aims to strengthen the capacities of youth related CSOs network and influence policy and programs development for youth entrepreneurship. The First Action Plan of the network has been adopted and is currently being implemented.
- Similarly, YES has taken an important step in the direction of policy work on access to finance for young companies. Access to finance is undisputedly one of the most important issues for companies in their earliest stages of life. Yet, banks are strongly averse to lending to very young companies – a standard bank behaviour anywhere, further accentuated in the region by the general level of development of financial instruments – and in addition, the culture of alternative, risk finance (business angels, venture capital funds) is completely non-existent in the country. YES undertook a regional research on this emerging issue, published the research results, and presented them on a high-profile regional conference. In addition, it plans to widely distribute the research results as a first step towards raising the awareness on this issue. YES plans to continue the work in this direction and to intensify its efforts in the realm of access to alternative, risk finance for young companies in the region. The general intention is that in addition to continuing the advocacy work, YES will consider launching of joining efforts for creating the infrastructure for risk finance in Macedonia and the region. Further, for some time YES has been exploring the opportunities for additional expansion of its operation, primarily by diversifying the business development services it offers. YES should grow and equip itself to effectively address more diverse needs by companies in different stages of growth. This understanding has opened a very broad debate at both management and governance levels, and this debate is bound to continue through 2017.

In conclusion, over the next period YES should continue its efforts in programmatic diversification, provided they are carefully balanced with its core programmatic orientation. YES should also work on the capacity building, particularly concerning new services development and project development including EU funds, as well as continue to develop regional cooperation with similar organisations.

APPENDIX: 2016 Financial statements

ЕМБС: 06068146

Целосно име: Фондација за претприемачки сервис за млади ПСМ Скопје

Вид на работа: 540

Тип на годишна сметка: Годишна сметка

Тип на документ: Годишна сметка

Година : 2016

Биланс на приходи и расходи

Ознака за АОП	Опис	Претходна година	Бруто за тековна година	Исправка на вредноста за тековна година	Нето за тековна година
201	-- Расходи I. МАТЕРИЈАЛНИ РАСХОДИ, УСЛУГИ И АМОРТИЗАЦИЈА (202 до 210)	2.827.270,00			4.303.500,00
202	-- Потрошени материјали	241.586,00			320.479,00
203	-- Потрошена енергија	641.854,00			751.307,00
204	-- Други услуги	717.154,00			953.104,00
205	-- Превозни и транспортни услуги	546.585,00			535.657,00
206	-- Издатоци за реклама, пропаганда и репрезентација	192.480,00			629.244,00
207	-- Амортизација				411.700,00
209	-- Наемнини	150.641,00			126.871,00
210	-- Други материјални расходи	336.970,00			575.138,00
211	-- ДРУГИ РАСХОДИ (212 до 221)	1.291.674,00			2.880.662,00
212	-- Провизија за платен промет	50.605,00			66.922,00
214	-- Премии за осигурување	8.379,00			624,00
215	-- Дневници за службено патување	71.511,00			353.910,00
216	-- Надоместоци на трошоците на работниците и граѓаните	16.272,00			
217	-- Негативни курсни разлики	9.779,00			19.756,00
219	-- Други расходи	1.135.128,00			2.439.450,00
226	-- ПОМОШТИ, ДОНАЦИИ И ДРУГИ ДАВАЧКИ (227+228+229)	808.449,00			5.227.003,00
227	-- Помощи, донации и други давања на субјекти	808.449,00			5.227.003,00
230	-- ПЛАТИ И НАДОМЕСТИ НА ПЛАТИ(231+232)	1.974.480,00			2.767.770,00
231	-- а) Вкалкулирани плати	1.937.105,00			2.726.244,00
232	-- б) Вкалкулирани надомести	37.375,00			41.526,00
233	-- Даноци и придонеси кои не зависат од резултатот	34.162,00			
235	-- ВКУПНО РАСХОДИ (201+211+222+226+230+233+234)	6.936.035,00			15.178.935,00
236	-- Остварен вишок на приходи-добивка пред оданочување(250 минус 235) ако 250>235	9.952.168,00			10.918.996,00
237	-- Даноци, придонеси и други давачки од добивката	3.903,00			73.733,00
238	-- Остварен нето вишок-добивка (236-237)	9.948.265,00			10.845.263,00
239	-- Вкупно (235+236) или (235+237) ако 237 е поголемо од 236=252	16.888.203,00			26.097.931,00
240	-- ПРИХОДИ ОД ПРОДАЖБА НА ПРОИЗВОДИ, СТОКИ И УСЛУГИ (241+242)	3.314.420,00			2.503.138,00
242	-- Приходи од услуги	3.314.420,00			2.503.138,00
243	-- Приходи од камати и позитивни курсни разлики	81.602,00			50.510,00
244	-- Приходи од членарини, подароци, донации и приходи од други извори	13.442.203,00			13.596.019,00
248	-- Пренесен дел од вишокот на приходите од претходната година				9.948.264,00
249	-- Вонредни приходи	49.978,00			

250	-- ВКУПНО ПРИХОДИ 240+243+244+245+246+247+ 248+249	16.888.203,00	26.097.931,00
252	-- ВКУПНО (250+251)=239	16.888.203,00	26.097.931,00
438	-- Број на работници	4,00	5,00

Биланс на состојба

Ознака за АОП	Опис	Претходна година	Бруто за тековна година	Исправка на вредноста за тековна година	Нето за тековна година
1	-- АКТИВА ПОСТОЈАНИ СРЕДСТВА (002+003+008+009)	730.951,00	11.002.532,00	7.261.974,00	3.740.558,00
3	-- МАТЕРИЈАЛНИ СРЕДСТВА (004 до 007)	730.951,00	7.927.532,00	7.261.974,00	665.558,00
6	-- Опрема	730.951,00	7.927.532,00	7.261.974,00	665.558,00
9	-- ДОЛГОРОЧНИ ФИНАНСИСКИ ВЛОЖУВАЊА		3.075.000,00		3.075.000,00
10	-- ПАРИЧНИ СРЕДСТВА, КРАТКОРОЧНИ ПОБАРУВАЊА И АКТИВНИ ПРЕСМЕТКОВНИ СМЕТКИ (011+018+019+020+021+022+023+024)	10.240.527,00	8.345.662,00		8.345.662,00
11	-- ПАРИЧНИ СРЕДСТВА (012 до 017)	8.813.019,00	7.686.635,00		7.686.635,00
12	-- Жиро сметка	2.920.669,00	2.695.049,00		2.695.049,00
13	-- Благајна	181.362,00	85.692,00		85.692,00
14	-- Девизна сметка	5.710.988,00	4.905.894,00		4.905.894,00
19	-- КУПУВАЧИ	1.229.286,00	556.394,00		556.394,00
20	-- ПОБАРУВАЊА ЗА ДАДЕНИ АВАНСИ, ДЕПОЗИТИ И КАУЦИИ	82.524,00	3.000,00		3.000,00
22	-- ДРУГИ КРАТКОРОЧНИ ПОБАРУВАЊА	115.698,00	80.337,00		80.337,00
23	-- ПОБАРУВАЊА ЗА ПОВЕЌЕ ПЛАТЕНИ ДАНОЦИ И ПРИДОНЕСИ		19.296,00		19.296,00
42	-- ВКУПНА АКТИВА (001+010+028+035+038+041)	10.971.478,00	19.348.194,00	7.261.974,00	12.086.220,00
44	-- ПАСИВА - ИЗВОРИ НА ДЕЛОВНИ СРЕДСТВА	596.074,00			530.681,00
45	-- Деловен фонд	596.074,00			530.681,00
46	-- РЕВАЛОРИЗАЦИОНА РЕЗЕРВА	134.877,00			134.877,00
51	-- IV. КРАТКОРОЧНИ ОБВРСКИ И ПАСИВНИ ПРЕСМЕТКОВНИ СМЕТКИ (052 ДО 061)	292.262,00			575.399,00
53	-- б) Добавувачи	33.252,00			184.970,00
54	-- в) Обврски спрема државата за даноци и придонеси и други обврски	46.648,00			60.231,00
55	-- г) краткорочни финансиски обврски	64.309,00			70.079,00
61	-- Обврски за плати	148.053,00			260.119,00
62	-- V. ПАСИВНИ ВРЕМЕНСКИ РАЗГРАНИЧУВАЊА (063 до 065)				10.845.263,00
64	-- Дел од вишокот на приходите пренесен во наредната година				10.845.263,00
67	-- НЕРАСПРЕДЕЛЕН ДЕЛ ОД ВИШКОТ НА ПРИХОДИТЕ-ДОБИВКАТА	9.948.265,00			
69	-- ВКУПНА ПАСИВА (044+046+047+051+062+066+067+068)	10.971.478,00			12.086.220,00

Државна евиденција

Ознака за АОП	Опис	Претходна година	Бруто за тековна година	Исправка на вредноста за тековна година	Нето за тековна година
675	-- Издатоци за авторски хонорари (< или = на АОП 219 од БПР)				2.439.450,00
677	-- Помошти, донации и други давања на субјектите во добра и услуги (< или = на АОП 227 од БПР)	808.449,00			5.227.003,00
680	-- Плати (< или = на АОП 231 од БПР)	1.317.853,00			1.828.867,00
681	-- Придонеси на плати (< или = на АОП 231 од БПР)	502.823,00			736.083,00
682	-- Даноци на плати (< или = на АОП 231 од БПР)	116.429,00			161.294,00
683	-- Надомести на плати (< или = на АОП 232 од БПР)				37.374,00

684	-- Даноци на надомести(< или = на АОП 232 од БПР)		4.152,00
686	-- Приходи од камати(< или = на АОП 243 од БПР)	81.602,00	
687	-- Приходи од позитивни курсни разлики (< или = на АОП 243 од БПР)		50.510,00
691	-- Приходи од донации(< или = на АОП 244 од БПР)		13.596.019,00
695	-- Просечен број на вработени врз основа на состојбата на крајот на месецот	4,00	5,00

Распоредување на резултатот

Ознака за АОП	Опис	Претходна година	Бруто за тековна година	Исправка на вредноста за тековна година	Нето за тековна година
351	-- А. ОСТВАРЕН НЕТО ВИШОК -ДОБИВКА	9.948.265,00			10.845.263,00
353	-- Б. ОСТАТОК ОД НЕТО ДОБИВКАТА ЗА РАСПОРЕДУВАЊЕ (351-352)	9.948.265,00			10.845.263,00
358	-- f) Дел за пренос во наредната година	9.948.265,00			10.845.263,00

Структура на приходи по дејности

Ознака за АОП	Опис	Претходна година	Бруто за тековна година	Исправка на вредноста за тековна година	Нето за тековна година
2598	- 94.99 - Дејности на други организации врз база на зачленување, неспомнати на друго место				26.097.931,00

Изјавувам, под морална, материјална и кривична одговорност, дека податоците во годишната сметка се точни и вистинити.

Податоците од годишната сметка се во постапка на доставување, која ќе заврши со одлука (одобрување/одбивање) од страна на Централниот Регистар.

АЖУРИРАЈ ПОТПИШИ ПЕЧАТИ ОТКАЖИ

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