



Business Support Centre Kosovo

Besnik Krasniqi
BSCK Director



www.bsckosovo.org

28-30 October - INHolland University - Rotterdam



Introduction

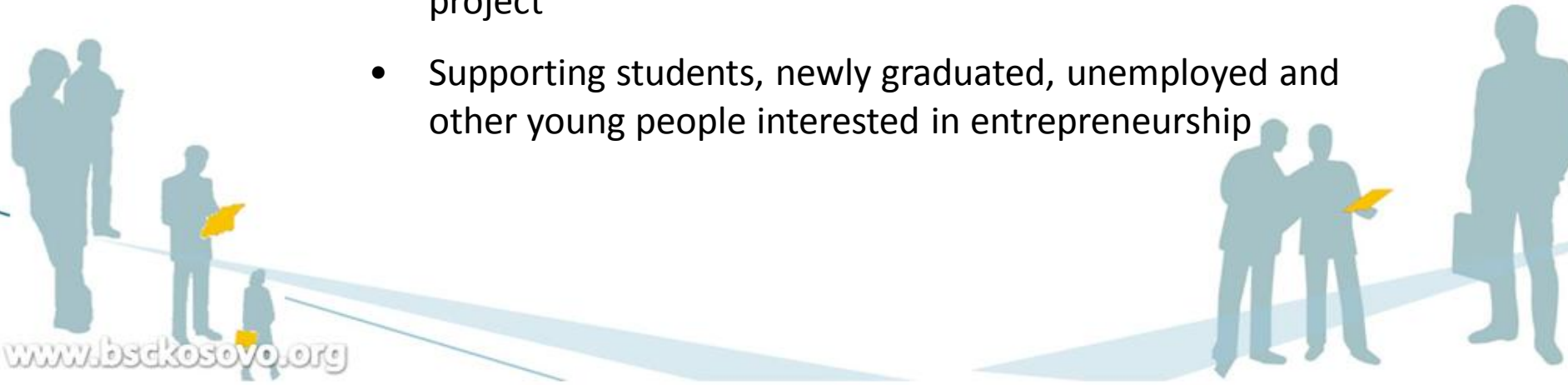
- About BSC Kosovo
- BSCK Activities
- Implementing partners
- BSCK Results
- Operating Businesses
- Strengths & weaknesses





About BSC Kosovo

- Initiative of SPARK - started in 2006 as project financed by Netherlands Ministry of Foreign Affairs
- Recently established as independent legal entity (non for profit) in Kosovo.
- Main goal of BSCK is the creation of SMEs, job generation and economic growth and development in Kosovo:
 - By creating 30 new SMEs in Kosovo during 3 cycles of the project
 - Supporting students, newly graduated, unemployed and other young people interested in entrepreneurship





Activity flow of the project

Application & selection on basis of motivation and business idea

Entrepreneurship and Business Skills Trainings

Best Business Plan Winners

Financing and Consultancy



Target Group

- Age 18 to 35 with potential in entrepreneurship
 - Ambitious
 - Willing to do the planning before starting the business
 - Don't have the financial recourses and necessary skills to start their own business and operate them successfully





Implementing partners

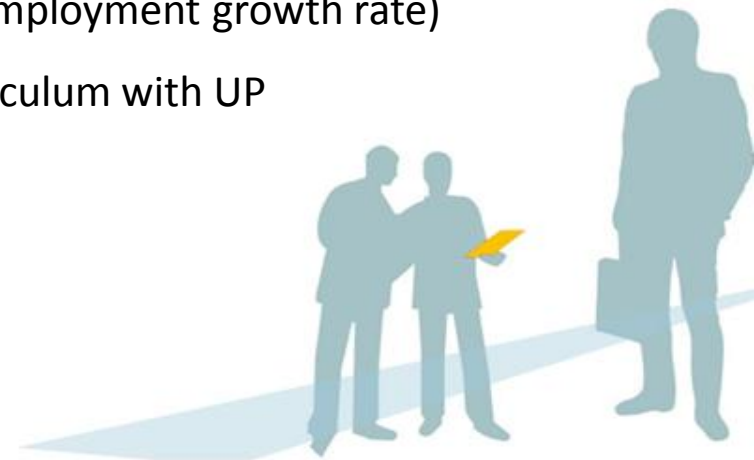
- Municipality of Prishtina
- Ministry of Education, Science and Technology
- Ministry of Trade and Industry/SME Agency of Kosovo
- University of Prishtina
- Economic Chamber of Kosovo
- Ministry of Culture, Youth and Sports
- NLB Bank





BSCK Results

- 26 newly created businesses and supported with micro-financing and consultancy
- About 600 young people trained and more than 30 training modules on entrepreneurship and business skills
- More than 40 local trainers trained by regional and international experts
- 122 jobs created; on average 4.7 per business (excluding additional 12)
- Growth plans of 26 businesses (19.7% employment growth rate)
- Two workshops for developing the curriculum with UP
- 6 meetings with S.E.N.S.I.





BSCK II Project

- School of Entrepreneurship launched in Prishtina and Business Skills Trainings in 3 other locations in Kosovo
- Offering micro credits for best business ideas with subsidized interest rates (5% declining), and grace period up to 12 months.
- Establishment of the Managing Board for BSCK and Business Incubator consisting of 4 institutions and three entrepreneurs
- Partnership in developing the program
- Study tour incubator with local partners
- S.E.N.S.I.
- Further development of curriculum with University of Prishtina

Operating Businesses



Business Name: 4iD

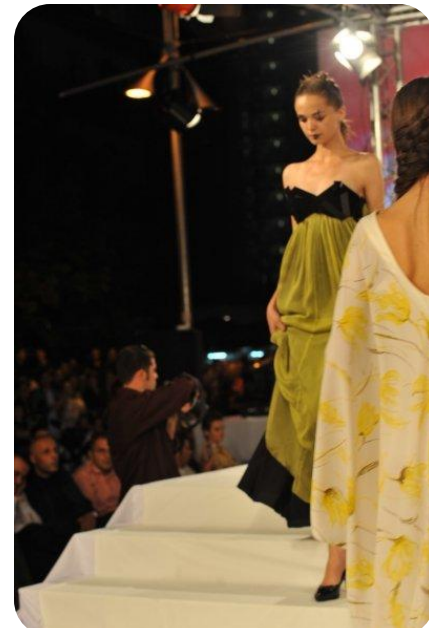
Industry: Fashion

Location: Prishtina

Working
Station



Fashion Show



Operating Businesses *continued ...*

Business Name: RRUL-PAK

Industry: Recycling

Location: Prizren

Recyclable
Material



Working
Station



Strengths and weakness

Strengths/Opportunities

- Strong and practical training modules; well educated trainers
- Good cooperation with local institutions
- Large entrepreneurial potential of youth (amount and diversity of entrepreneurial ideas)
- Increase of share of minorities, women and disabled in trainings
- Support of University of Prishtina in curricula Development Entrepreneurship in Education
- Excellent representation of BSCK in media and TV (special programs for BSCK, presentation of success stories)

Weaknesses/Threats

- Sustainability challenge (Finding sources to establish Business Incubator)
- Attraction of students who seek only training certificates (most potential candidates for the programme are unemployed and those who exercised some entrepreneurial function)
- Recruitment (for training) crucial to success of the program (interviews with potential applicants necessary)
- Attraction of existing entrepreneurs with debts to access cheap finance





Thank You!
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