



**USAID**  
FROM THE AMERICAN PEOPLE

**WORLD LEARNING  
SEMI-ANNUAL REPORT:  
April - September 2006**

**CONTRACT #: RAN-I-00-05-00026-00  
Task Order No. 2**

**USAID PROJECT OFFICE: USAID/MACEDONIA**

**Strategic Objective 4.1 (Cross-Cutting)**

**ISSUANCE DATE: 10/31/06**

This publication was produced for review by the United States Agency for International Development. It was prepared by Colin Davies, Anita Reichert, and Lisa Posner Olocco of World Learning.

## Table of Contents

<b>I. FORECAST/Washington, D.C. ....</b>	<b>3</b>
<b>A. Meetings, Conferences, and Presentations</b>	
<b>B. Solution Provider Outreach</b>	
<b>II. FORECAST/Macedonia.....</b>	<b>4</b>
<b>A. Success Stories</b>	
<b>B. Media Coverage</b>	
<b>C. Third Country Training</b>	
<b>D. In-Country Training</b>	
<b>E. Noteworthy Events</b>	
<b>F. HICD Activities</b>	
<b>G. Cost Saving Measures</b>	
<b>III. Appendix.....</b>	<b>15</b>
<b>A. Intervention Status Report</b>	
<b>B. Success Stories</b>	

## **DISCLAIMER**

The authors' views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.



## I. Washington, D.C.

---

---

### A. Meetings, Conferences, and Presentations

- May 21-26, Director Colin Davies and Resources Manager Dorothea Antonio attended the Annual NAFSA Conference in Montreal, Canada. Colin presented at a session entitled "Bringing International Perspectives into Communities: Community and Campus Connections that Work."

### B. Solution Provider Outreach

- The Resource Center coordinated visits to the FORECAST office from eight training providers. The substantive meetings focused on training capabilities, proposal writing guidance, and issues of training program management. Visits were made by the following organizations: Adizes Institute; Appalachian State University; Broome Community College; International Health Programs; National Center for State Courts; Skarrow Associates; World Affairs Council of Kentucky; and Southern Indiana University.

## II. FORECAST/Macedonia

For information regarding the most recent training/HICD activities for participants from Macedonia please refer to the status chart in the Appendix.

### A. Success Stories

Please see the Appendix for full details on the following Success Stories:

- Accademia Italiana Opens in Skopje Following Successful Training Program

Four Macedonia professors who attended training at the Accademia Italiana, a school of art, fashion and design in Florence have been offered teaching positions at the Accademia Italiana Macedonia, which will open in Skopje this fall.

- 3D Digitizing System Implemented in Macedonia

USAID funding was used to establish a center to improve the rapid-response capabilities of the mechanical engineering industry and help expand its client base and increase sales to Slovenia and other EU countries. Four employees of the center were then assigned to work on a project for a Slovenian Tool and Die Development Center, which they completed within a week. They are now providing 3D digitalizing systems to enterprises in Macedonia and the region. The General Manager of the center says, “Our clients can shorten the time of production, can become more competitive, and can emerge on the European market as equals to the bigger companies.”

### B. Media Coverage

- Former participant Mr. Mile Janakieski was quoted in the May 25 edition of *Kapital* regarding the investment of four million euros in the modernization of the water supply and swage public enterprise Vodovod: “My vision, and the vision of my team, is to make Vodovod a modern and efficient public enterprise that will serve the citizens. To that effect, we had already started to train the employees, we have adopted a Code of Conduct, and we are working toward achieving modernization and cooperation with the water supply enterprises from the region”. Mr. Janakieski participated in Quarterly Macroeconomic Meeting: Macroeconomic Management and Financial Sector Issues, August 29–September 11, 2004, in Ljubljana, Slovenia.
- “We are ready to make the best Macedonian wine,” announced the management of the wine cellar Skovin in the May 25 edition of *Kapital*, the only Macedonian winery that produces wine from vineyards in the Skopje area. The specific aroma and the international credit for the quality of the wines produced from the Skopje area grapes break the stereotype of the Tikves area being the most appropriate region for wine production in Macedonia. In addition,

the wines from Skopin promote the wine tradition of Skopje among the foreigners that visit the town, but also among Macedonians that have forgotten the fact that the soil of their capital can grow beautiful wines. Ms. Marija Miteva participated in a Wine Marketing Course at UC Davis, July 11-29, 2005.

- *Utrinski Vesnik* reported in its June 22 edition that the Popov Winery won a Silver Medal of Quality for their wine Temjanika (Muscat Frontignan) at the sixth international competition for muscat wines, Muscats du Monde 2006, that took place in Maison Voltaire in Frontignan la Peyrade, France, July 13-15, 2006. The competition is organized by the Association of Enologists, and is seen as an informal league of the wineries specialized in producing muscat wines. For this 6th annual event, 210 wines from 25 countries were tasted. The Silver Medal of the Popov Winery is a first award for a Macedonian wine of this category. Former participant Mr. Miro Popov, Sales Manager at the Popov Winery participated a Wine Marketing Course that took place at UC Davis, July 11-29, 2005.
- According to *Mia Express*, August 30, the new Minister of Transport and Communications, Mr. Mile Janakieski, at the first meeting with representatives of construction companies, members of the Association of Civil Engineering, Construction Materials and Non-metal Industries at the Macedonian Chamber of Commerce announced that he will stand up for the development of the construction industry and its transformation into a leading branch and moving force of the Macedonian economy. Mr. Janakieski promised that during his mandate as a Minister he will help the construction companies place their services on the domestic and foreign markets, work on reform implementation in the field and maintain a categorical attitude in terms of the impartial application of laws. “We will work on overcoming the problems in the construction industry as the most important economic field and adhering to the bidding procedures, thus having zero tolerance for corruption”, said Mr. Janakieski, announcing that the Ministry will establish a special contact line for corruption reporting, as well as a special e-mail account and a contact line for citizens. Mr. Janakieski participated in three US training programs and one third country training program and was awarded a small grant for “Development of a Database for Local Self-Government” based on his Action Plan developed for the Fiscal Decentralization and Local Governance training program.
- In July 2006, A1 Television announced that Agrohemija Produced the First Seedless Watermelon, called Bambolino. Founded as a private company in 1993, Agrohemija became a leading company in registration and distribution of seeds and pesticides in Macedonia. Agrohemija assists in the introduction of first class hybrid vegetables from the Netherlands and the United States in Macedonia. In addition, it controls a substantial part of the Program for Protection of Plants and Efficient Eradication of Insects, Diseases, and Weeds. As of July 2003, Agrohemija became the owner of two companies: the greenhouse Dobra from Kocani, and Agrolozar Hamzali from Strumica, thus becoming a significant trade producer of early vegetables (in both protected and open space areas).

As representatives of Agrohemija, the agricultural engineers have successfully implemented the EurepGAP standards in the two production centers. The Dobra greenhouse from Kocani was awarded the EurepGAP Certificate on May 9, 2006 for tomato and cucumber production in protected areas (glasshouses). The company exports to Poland, the Czech Republic and Croatia. Agrolozar Hamzali Company has put into effect the awarded exclusivity for production of the watermelon Bambolino – a seedless watermelon – and, after being awarded the EurepGAP Certificate on July 27, 2006, placed the product successfully on the German market. The miraculous watermelon was documented and covered broadly by A1 Television during the month of July.

Ms. Daniela Jankoska, Seed Specialist from Agrohemija Greenhouses-Kocani, was part of a group of 9 participants who in May 2005 attended Traceability Standards in the Macedonian Food System in London, United Kingdom. She also attended an in-country training in EurepGAP Certification conducted November 13–19, 2005 in Ohrid, Macedonia.

- Eight members of the Macedonian Association of Meat and Dairy Products, supported by the USAID Land O'Lakes Project, presented their new products and announced their development projects at the AgroFood 2006 Fair, according to the September 29 edition of *Biznis*. The products of all these companies possess the Macedonian Seal of Quality. Land O'Lakes supports all the members of the Association in achieving substantial growth through intact market strategy for creating demand for high quality meat and dairy products, as well as in increasing the range of production. Mr. Ljupco Drenkovski, General Manager of Pilko, participated in the Developing Managerial Capacities for Food Industry Organizations training program, December 8–14, 2004, Bulgaria; Mr. Ivancho Panchevski, Executive Director of Pilko, was one of the Entrepreneurial Management Training participants, October 11–25, 2003, US; representatives of Pilko and Extra Mein participated in the Management and Technology Training for Meat Processors training program, May 19–June 2, 2002, Poland; representatives of Buchen Kozjak participated in the Management and Technology Training for Dairy Processors training program, May 17–29, 2002, Serbia and Hungary; representatives of Pekabesko, Extra Mein and Buchen Kozjak participated at the Modifying and Developing Seal of Quality Standards, May 3–7, 2004, Greece and May 23–29, 2004, Slovenia.

### **C. Third Country Training**

- An Internal Audit Workshop was held April 4-7 in Ljubljana, Slovenia for one participant with training provided by the Center of Excellence in Finance (CEF). The training was given in order to improve the processes of risk-based internal audits of various departments of the NBRM, where the Internal Audit Department (IAD) at the National bank of the Republic of Macedonia (NBRM) has been performing regularly since 2000, and to bring them in line with internationally accepted standards as well as European Central Bank principles for

internal audit and risk management, the IAD needed further advice and training, which could be obtained through participation in this seminar. The training will enable IAD to share its experiences with other European central banks audit departments, on how to develop a strategy for implementing best auditing practices, and at the same time, learn from them.

- Capacity Building of Accademia Italiana-Strumica took place March 3-April 30 and August 20-September 20 in Florence, Italy for 5 participants. Five future employees/professors at the faculty for art, fashion and design of the soon-to-be-opened (October 2006) Accademia Italiana in Strumica, Macedonia, were sent to training at Accademia Italiana in Florence, Italy. The future professors are qualified in the field of clothing and fashion industry, but have no experience in practice-based teaching methodologies. The primary purpose of Accademia Italiana in Strumica will be to support Macedonian textile & clothing companies with well trained designers that can develop distinctive designs and styles, yet attractive to demanding Western European customers.
- National Workshop in Information and Communication Technologies in Primary School in Bulgaria took place May 31 - June 3 in Varna, Bulgaria for 17 participants. Participation of the members of a core group of IT Teachers Workshop will enable them to provide better support and improve their abilities to complete the training of 414 primary school teachers (grades 1 – 4) and monitor their progress in applying educational software in their classes. The content of the workshop and cooperation with the Bulgarian primary schools teachers, who are already using the educational software, will be a good opportunity for them to share experiences with their Macedonian colleagues.
- Barcelona Macroeconomics Summer School took place June 25–July 8 in Barcelona, Spain for 2 participants with CREI, Universitat Pompeu Fabra. This training supports two members of the Center for Economic Analyses in order to help build capacity at CEA for quantitative analyses and economic models, spark cooperation with other think tanks regionally that deal with the same topics, publicly promote CEA and its mission, strengthen CEA’s independence so that they may act as an active NGO, and enhance their public relation activities via publishing journals, reports, analyses and other working papers.

#### **D. In-Country Training**

- Enhancing Critical Skills in the Fight Against Corruption was held May 7-11 in Ohrid for 6 participants and was given by Human, Organizational and Institutional Development, Public Finance Directorate, Crown Agents. This four-day program provided a south-eastern European forum for updating and sharing information on burning anti-corruption issues regionally and world-wide. The objectives of the program were to identify future threats to corruption-based destabilization, to provide a platform for countering these threats over the coming years and to raise the profile on corruption in south-eastern Europe by carrying

forward the momentum generated by a number of regional initiatives, including the Stability Pact Anti Corruption initiative (SPAI) and the Group of States against corruption (GRECO) as well as the Council of Europe PACO Impact Project. The course aimed to offer an arena for sharing information and experience related to successful interventions in the fight against corruption in the public sector through presentations, case studies and group discussions led by experts in their field. A number of key topics and challenges pertinent to anti-corruption issues in SE Europe were selected after extensive consultations with anti-corruption agencies, public and private sector officials, donors and key anti-corruption bodies. In addition, topics addressed the need for balancing prevention with enforcement, problems faced in cases where governments paid lip-service to governance issues.

- Technical Assistance for the Crisis Management Center took place May 3-May 13 and May 29-June 9 in Skopje. A qualified team of two consultants, Mr. Lennart Myhlback and Mr. Jeremy Fillenham, provided organizational development support to the Government of Macedonia's newly established Crisis Management Centre. According to the terms of reference, this support will assist the Centre to carry out its initial functions and operations and become fully operational as of July 1, 2006.
- Technical assistance in Open Source Software for the Ministry of Education and Science was conducted April 10-September 1 in Skopje for the IT department within the Ministry of Education and Science, and also the Bureau for Development of Education and all primary and secondary schools. Mr. Kliment Simoncev assisted the IT Department at the Ministry of Education and Science develop a strategy for implementation of open source software for educational systems and provide recommendations of areas where the open source software can be used and integrated in the curriculum. He also provided an analysis and identification of appropriate Linux distribution as well as analysis and identification of appropriate open source software for educational purposes. Mr. Simoncev also assisted the TA recipients with identification and customization of pilot applications and localization as well as compilation of prototype software (demo distribution, pilot applications, etc.).
- A Public Procurement Conference took place June 5-9 in Ohrid for 3 participants, provided by Crown Agents. The main goal of the EU Public Procurement training was to give participants (three representatives from the Public Procurement Bureau at the Ministry of Finance of R.M.) a clear understanding of recent changes to the EU public procurement directives and to provide those same participants with the tools needed to implement changes effectively, thereby increasing their operational effectiveness.
- Creating and Maintaining Web Pages with the MAMBO Tool took place June 10, 21 and 22 with training provided by the Association of IT Teachers of Republic of Macedonia. The training was held for 18 groups of approximately 20 participants each, on 13 locations in Macedonia. Approximately 360 high school teachers were trained in creating and maintaining web pages with the Mambo software. The teachers will use the training to make

web pages for the schools, and help schools use this advanced IT tool to give parents and the public a better overview of their activities.

- Integration of ICT in the Primary School System was conducted March-September. As a result of the training, the 415 trained teachers will have improved their teaching abilities by using educational software in all subjects from first through fourth grades. They will also be required later on to train their colleagues, upon receiving licenses by the schools.
- CAE-Numerical Simulations in Concurrent Engineering took place July 6-7 in Ohrid for 21 participants, provided by CIRKO MES CE. The primary objective of the training was to improve the rapid response capabilities of the mechanical engineering (machine tool and die design) industry and help expand their client base, as well as increase their sales to Slovenia, Austria and other EU countries. It will also improve their ability to compete both locally and globally by strengthening their marketing and sales capabilities on the European market.
- Integration of ICT in the Primary School System – ToolKid took place March–October with training by the Macedonian Center for Civic Education (MCEC). The training program supports 414 primary school teachers in improving their performance by using educational ToolKid software package in all subjects taught in grades 1 – 4. The E-School project procured one hundred licenses of ToolKid (and its Comenius Logo platform, Cyrillic and Latin versions). The licenses will be distributed to the first hundred pilot primary schools in Macedonia that will use the software. In addition to this, four teaching manuals will be adapted to the context of the Macedonian education system, in order for the 414 trained teachers to disseminate the gained knowledge to their colleagues.
- TAI for Footwear and Textile Manufacturing was held August 7 – September 23 in Skopje for 50 participants, organized by RBIC. The training has been organized for 50 Roma women to help them gain the skills of footwear and textile manufacturing so they can apply for jobs in these growing industries in Macedonia. The trainees were divided into two groups of 25, one for footwear and one for textile manufacturing. The trainers are highly skilled professionals from Dermaso and Okitex, two successful Macedonian companies in the respective fields of expertise, which, in addition to training, are interested in employing the best trainees after they successfully complete the 7-week training.
- Public Speech Training was held August 23–September 12 in Stip, Strumica, Prilep, Struga and Skopje for 132 participants. Teachers and students from 66 high schools throughout Macedonia attended the Public Speaking Workshop which will enable them to improve their oratorical skills, learn the principles of public speaking, develop their self-confidence, decrease their tenseness when communicating with larger groups of people and overcome the fear of public speaking and leadership, i.e. learning the basic principles of good public speaking.

- An Institutional Assessment Workshop was held September 18–20 in Ohrid for 35 participants. The three-day training aimed to support 15 Professors and Assistants at SEE University and 20 Professors from other universities/faculties throughout Macedonia. The goal of the training was to assist SEE University and other Universities in Macedonia, as well as the Ministry of Education and Science to better understand the elements of Institutional Assessment that can function as a means to evaluate the quality of education programs and services offered, and can therefore serve as a tool for University and Ministry officials to improve the management of the education process.
- Revision of Syllabus of the Faculty of Public Administration at SEE University – Tetovo took place September 27– 30 in Ohrid for 28 participants. The three-day training program supported 28 Professors and Assistants at the Department of Public Administration at SEE University. The training enabled the participants to revise the syllabi and the curricula of the Department, in order to bring their programs in line with the internationally recognized programs and in accordance with the Bologna Agreement.
- Utilizing ANGEL Software in Instructions at SEE University was conducted September 25–October 6 in Tetovo for 38 participants. This ten-day training was organized to support 38 Professors and Assistants at SEE University, in particular the Instructional Support Center and five faculties at SEE University. The goal of this training was to help participants from the Instructional Support Center develop training materials, in order to serve as trainers for their colleagues in the respective faculties and teach them how to work with the ANGEL Software, as well as utilize it in their teaching.

## **E. Noteworthy Events**

- Macedonia’s first educational web portal ([www.schools.edu.mk](http://www.schools.edu.mk)) was launched, allowing teachers, parents and students from every school in Macedonia to exchange experiences, share resources and best practices. The initiative is a project of the Ministry of Education and Science with the support of USAID. “This education portal is designed to help teachers, students and parents to communicate better, to share information better and to do a better job in the end of educating the students of Macedonia for the 21<sup>st</sup> century”, said U.S. Ambassador Gillian A. Milovanovic in a statement prepared for the launch ceremony. The portal will have a link to and make it possible for each school in Macedonia to create a website highlighting their school, community and students. In addition, every teacher and student in Macedonia will each have the opportunity to have their own email account linked to the portal. “It’s a cyber classroom, a cyber teacher’s lounge, a cyber parent teacher meeting and a cyber suggestion box all rolled into one,” said Dick Goldman, USAID Mission Director. “This is what digital technology does best—it puts people and resources together, instantly, no matter where the people or the resources are located.” A training program directly related to the portal took place June 10, 21, and 22. The participants were trained in

usage of the MAMBO tool for creation, updating and maintaining web pages, which will be posted on the portal.

- The Parliamentary elections that were held on July 5 were assessed as fair and democratic. The new Government was established on August 26, and several former participants were elected to office. Mr. Imer Selmani, Vice Prime Minister and Minister of Health participated in the three-day training for Mayors under the HICD for Mayors, Council Members and ZELS program in 2005. Mr. Mile Janakieski, Minister of Transport and Communications participated in the following 3 training programs: Fiscal Decentralization and Local Governance, 2003, US; Quarterly Macroeconomic Meeting, 2004, Slovenia; and 2004 US Elections Study Tour Program, 2004. He was awarded a small grant, “Development of Database for Local Self-Government”, based on his Action Plan developed for the Fiscal Decentralization and Local Governance program.
- On September 20, in Kumanovo, ModEur presented to all Macedonian footwear companies its new services, including computer based design (CAD), computer based manufacturing (CAM) for footwear design, pattern making, grading, automatic cutting, and marking. The ModEur Footwear Technology Center is a joint investment of Korimpex, Skopje, and the E-Biz project, funded by USAID. Although the Center has existed for a short period of time, it has already proven to bring positive outcomes to the Macedonian footwear industry. Using the state-of-the-art CAD/CAM technology in Macedonia, ModEur contributed to the increase of business offers from Italian to Macedonian companies, which resulted in opening new footwear companies and decreasing the unemployment in the Kumanovo region.

The footwear companies that use the services of ModEur are entering new markets due to the ability to produce smaller order sizes, to improve the design and to move towards the “pronto moda” market. The high quality that the Macedonian companies can offer with the utilization of the CAD/CAM technologies allowed them to produce for world known brands, such as: Christian Dior, Armani, Prada, Versace, etc. The goal of ModEur is to integrate the production processes and the entire footwear production in Macedonia. The ultimate goal is export of “Made in Macedonia” shoes. Ms. Slagjana Lazarevska, General Manager of the ModEur Footwear Technology Center, participated in the Marketing Skills for Export Production for Macedonian Footwear Manufacturers training program, November 20–27, 2005, Italy.

- The seven-week technical assistance intervention for Footwear and Textile Manufacturing (August 14 – September 29,) supported 50 Roma women who were trained for basic footwear and textile manufacturing skills. The training was conducted by two professional and experienced trainers, owners/managers of two respective shoe making and textile companies. As a result of this training, the participants learned how to behave in production and corporate environments, learned about the ethics of work (team spirit, quality, punctuality, etc.), as well as acquired an understanding of the material they worked with, the

specific equipment, tools and machines and the way they are operated. The most successful trainees will be offered immediate employment with the companies that trained the participants. The closing ceremony of the intervention, at which Mr. Timothy Donney, the Acting USAID Mission Director, awarded the participants with certificates, was broadcast by BTR, a local TV station.

- On September 29, the Meat and Dairy Association organized a Day of the Meat and Dairy Products as part of the AgroFood 2006 fair. Several presentations and lectures on topics related to the food industry, food safety and implementation of food quality standards were on the agenda. Ms. Anastasija Dapcevska Adzieva, the Manager of the Land O'Lakes Quality Control Lab, was one of the presenters, who through a short power-point presentation introduced to the audience the Quality Control Lab, its main activities and services, and its future plans and improvement steps. The presentation raised a great interest among the representatives of the food industry, which was evident from the number of questions addressed to Ms. Dapcevska. The event represented a good marketing activity of the Quality Control Lab and a chance to attract new clients from the food industry, taking into consideration the fact that the Quality Control Lab is in the process of acquiring the National Accreditation according to ISO 17025 standards.

#### **F. HICD Activities**

- The Performance Assessment on the Ministry of Justice has been conducted, and findings and recommendations were presented to USAID on July 7. The final report was drafted by Alan Stevens, Performance Improvement Professional, and submitted to World Learning in July. The Report on Findings and Recommendations, including priced and time-lined interventions, was finalized during the month of August and shared with the USAID Mission. On September 27, USAID and World Learning representatives met the newly appointed State Secretary at the Ministry of Justice. At this meeting, the Human and Institutional Development Program and the Performance Assessment of the Ministry of Justice that was conducted in June/July 2006, including the resulting findings and recommendations, were presented to the State Secretary. In addition, World Learning and the Performance Consultant discussed with USAID the intervention package and the budget, as well as the next steps needed to pave the way for the implementation of the recommended interventions.
- The Performance Assessment on the State Education Inspectorate has been conducted, and findings and recommendations were presented to USAID and the Ministry of Education and Science on the 14<sup>th</sup> of July. The final report on findings and recommendations was developed by Klaus Wittkuhn, Performance Improvement Professional. The intervention package was comprised, priced, time-lined and along with the final report submitted to USAID. The second presentation of the findings and recommendations to the new Minister of Education and Science, the new Director of the State Education Inspectorate, USAID and other stakeholders has initially been scheduled for the last week of September. During this

reporting period, World Learning representatives had the opportunity to establish contacts and meet with the newly appointed State Secretary at the Ministry of Education and Science and the Director of the State Education Inspectorate. The purpose of these meetings was to present the Human and Institutional Development Program and the results of the Performance Assessment of the State Education Inspectorate, conducted in June 2006. Between September 25 and 29, Mr. Klaus Wittkuhn and Ms. Monique Muller, Performance Consultants, conducted a Knowledge Transfer Workshop for World Learning staff. In addition, World Learning and Mr. Wittkuhn met with the representatives of USAID and the British Council, in order to present the intervention package and to discuss the possibility for cost sharing between USAID and British Council on some of the recommended interventions.

- The Market Assessment for Macedonia for the Land O'Lakes Quality Lab has been completed. Additional research on markets in Serbia, Kosovo and Albania took place in July and August. Further research on markets in Kosovo and follow-on research on the market in Macedonia was conducted during September. Thus, the business plan will be postponed will give business alternatives and the best option for the lab regarding the Macedonian market and the market in Kosovo. Preparation work for follow-on research on the market in Macedonia is in process and person-to-person interviews with 20-40 companies will be conducted during the months of September and October. The RFP for developing a business plan for the quality control lab was sent to five local consulting companies. All five companies responded to the RFP and submitted proposals. After conducting two rounds of interviews with the candidates and upon USAID approval of the Recommendation Memo, WL, in close cooperation with LOL and the QCL, hired SPMG to work on the business plan development. WL and LOL conducted several meetings with SPMG during which further responsibilities, including the time frame of activities, were agreed upon and results from the market research activities were shared. The business plan is to be submitted to WL and presented to USAID, WL and Land O' Lakes by the end of December.

For all projects above, intervention packages will be negotiated between USAID and targeted institutions in the fall of 2006.

## **G. Cost Saving Measures**

- \$1200 was saved by translating documents in-house for the HICD/State Education Inspectorate activity.
- \$730 was saved by translating documents in-house for the HICD/Ministry of Justice (MoJ) activity.

- \$2,140 was saved by applying reduced cost M&IE rates for the third country training program, Civil Society Philanthropy Development Study Tour.

**Total Savings.....\$4,070**

### **III. APPENDIX**

- A. Intervention Status Report – April-September 2006
- B. Success Stories for April-September 2006

**APPENDIX A: INTERVENTION STATUS - NEW STARTS - APRIL - SEPTEMBER 2006**

	UST	TCT	ICT	TA	Small Grants	EMT	Academic	Partnerships	HICD Activities	TOTALS
<b>Number of Interventions</b>										
<b>Macedonia - period</b>	2	3	9	3	0	0	0	0	3	20
<b>cumulative</b>	2	4	11	3	0	0	0	0	3	23
<b>Number of Participants (if applicable)</b>										
<b>Macedonia - period</b>	12	13	205	n/a					n/a	230
<b>cumulative</b>	12	18	648	n/a					n/a	678

Appendix B: World Learning/Macedonia Success Stories  
April-September 2006

**Accademia Italiana Opens in Skopje Following Successful Training Program**

**Context and Description of Training Intervention**

This training program supported five future employees/professors in the faculty of art, fashion and design at the Accademia Italiana, Macedonia. The target group is Macedonian professors that are qualified but have no experience in the hands-on, practical teaching methodology suitable to the academy.

Candidates aimed to improve their teaching skills, update their skills with newest technology, including usage of computer programs in fashion design. Candidates will add much needed capacity at Accademia Italiana Macedonia, which will be the only academic institution of that type in the country. They will also contribute to the training of highly educated personnel needed in the Macedonian apparel industry. The trend in the apparel industry in Macedonia is to move away from sub-contracted cut-and-make production into private own labels for export to the nearby European market.

The training included:

- Theory/lectures related to latest methodology used in instruction;
- Workshops with practical work done by the trainees;
- Usage of software in design development;
- Credit-transfer system procedures and implementation;
- Visits to fashion shows, museums and industry fairs;
- Performance assessment and evaluation of learning progress.

**Outcome of Training Intervention:**

The President of the Accademia Italiana, Vincenzo Giubba, its department heads, and the director in Macedonia, Jasmina Miteva, carried out an on-going evaluation of the program as it progressed. Four out of five candidates were offered jobs upon return from Italy: Ms. Iskra Petrovska, Ms. Katerina Risteska, Mr. Goran Bidzovski and Ms. Pavlina Bozinova.

Accademia Italiana-Strumica will start its first academic year on October 1, 2006, with headquarters in Skopje, and will offer three courses, which will provide much-needed up-to-date skills and knowledge to creative staff employed in the Macedonian apparel industry. This is one of the strategic objectives of the Apparel Cluster under the USAID Macedonian Competitiveness Activity Program.

**Participant Data:**

Candidates were chosen based on past experience in various design fields, and demonstrated ability/profile to teach.

Name of Group:  
Iskra Petrovska  
Poliksena Cudo  
Katerina Risteska  
Goran Bidzovski  
Pavlina Bozinova

Date and Location of Intervention: March 3 – April 28, 2006; Florence, Italy

Name of Intervention Provider: Accademia Italiana

---

### **3D Digitizing System Implemented in Macedonia**

As of September 2006, CIRKO MES CE applies 3D modeling, simulation and visualization of tool and die design



**Photo 1:** CAD model created by CIRKO MES CE, based on the 3D scan made by TECOS, used as a virtual model for testing in computer environment

**Photographer's Organization:** CIRKO MES CE

#### **Challenge:**

Macedonian SMEs for tool and die design are producing tools for plastic injection molding processes, as well as sheet metal forming processes. In order to achieve their goals, the machine tool shops need advanced engineering systems and techniques to be

more competitive on the global market. There has been relatively little foreign investment activity in the sector as yet, and no real Greenfield investment. Most foreign investment has been through post-privatization, partial or full acquisition of state-owned companies. The CIRKO MES CE (Center for Investigation Research and Continuing Education/Mechanical Engineering System (MES) Center of Excellence), a center established by e-BIZ, a USAID funded project, serves as a link between the Faculty of Mechanical Engineering and the machine industry. The primary objective of this center is to improve the rapid-response capabilities of the mechanical engineering (machine tool and die design) industry and help expand their client base, as well as increase their sales to Slovenia and other EU countries.

**Initiative:**

February 19 - March 4, 2006, a group of four (4) employees of CIRKO-MES CE, Macedonia were sent on a two-week training program in 3D digitalizing, entitled “Reverse Engineering Technologies”, in Celje, Slovenia. The training aimed to open new possibilities for CIRKO MES CE via new technologies that solve problems in tool and die design. The deliverables included: 3D modeling, simulation and visualization as well as usage of ICT for shorter production time, higher profits and better competitiveness on the global market, to increase outsourcing and export by/to Western European countries. The training provided by TECOS, a Slovenian Tool and Die Development Center, was expected to improve the cooperation between Macedonian and Slovenian SME, and open a gate for future business and development opportunities for Macedonian machine tool, tool and die design industries.

**Results:**

Due to the successful completion of the training and the excellent results that all four CIRKO MES CE employees showed during the two-week practical work, CIRKO was immediately assigned to work on the first project from TECOS. This was a mutual project: TECOS did the scanning of a small sports plane, while CIRKO MES CE had to build a CAD model of the plane.

Within a week, CIRKO MES CE managed to finish the project. Thus, CIRKO came up with an idea to purchase a 3D digitalizing camera. As of September 2006, CIRKO MES CE became a provider of 3D digitalizing systems to enterprises in Macedonia and the region, particularly SME that cannot invest in state-of-the-art technology.

**Pullout Quote:**

Atanas Kocov, General Manager of the e-BIZ Centre CIRKO MES CE: “Our clients can shorten the time of production, can become more competitive, and can emerge on the European market as equals to the bigger companies. Therefore, CIRKO MES CE directly influences the development of the small and middle-sized enterprises which is one of the major economic goals of the Republic of Macedonia”.

**Background Information**

Please let us know these details about the photograph

**Date:** September 5, 2006  
**Country of Story:** Macedonia  
**City or Region of Story:** Skopje  
**USAID Program:** E-Biz

**Submitter**

Please tell us who we should contact regarding this story.

**Name:** Sonja Jovanovska, Program Officer  
**Organization:** World Learning/Macedonia  
**Email:** sonjaj@worldlearning.org.mk  
**Phone:** +389 2 3132 062

**Participant Data:**

**Name of Group:** Reverse Engineering Technologies

**Dates and Location of Training Intervention:** February 19 – March 04, 2006, Celje, Slovenia

**Name of Training Provider:** TECOS, Slovenian Tool and Die Development Center