Service Provider Details

A. PARTNER ORGANISATION	
PIC number	940494638
OID number	E10154597
Full legal name (National Language)	Zdruzenie na gragani CEFE Makedonija Skopje
Full legal name (in English)	Association of citizens CEFE Macedonia Skopje
Acronym	CEFE Macedonia
National ID (if applicable)	6377106
Tax ID	4030008036170
Address (Street and number)	Rudi Chajavec 1/1-60
Country	Republic of North Macedonia
Region	
P.O. Box	
Post Code	1000
CEDEX	
City	Skopje
Website	www.cefe.mk
Email	info@cefe.mk
Telephone 1	+389 78 437 267
Social medias	www.facebook.com/CEFEMacedonia www.instagram.com/cefemacedonia/ https://issuu.com/cefemacedonia www.linkedin.com/company/cefe-macedonia/
Fax	
Bank Details	Association of Citizens CEFE Macedonia Skopje NLB Tutunska Banka AD Skopje Account number (MKD) 210-0637710601-47
EuropeAid ID	MK-2014-GEF-1211571190
B. PROFILE	
Type of Organisation	NGO
Legal form	
Is the partner organisation a public body?	No
Is the partner organisation a non-profit?	Yes
C. ACCREDITATION	
Has the organisation received any type of accreditation before submitting this application?	NA

Has the organization received/applied for any grants?	**Received:** **Erasmus+ KA3** 1. Project title: “Forum for Facilitating Family Business Succession in N.Macedonia” Erasmus+ Youth Dialogue Projects (KA347) (2019-2020) Total grant: 5.490,00 EUR Ref. Number: KA347-D4024743 2. Project Title: „The role of the local authorities in enabling the youth entrepreneurship as an instrument for economic growth and employment“ Erasmus+ KA3 / Support for policy reform / Structured dialogue between young people and policy reforms makers Budget: 5.960,00 € Beneficiary: CEFE Macedonia Reference Number: 2016-1-MK01-KA347-021597 **Erasmus+ KA2** 3. Project Title: Beyond Digits: Co-Productive Financial Education (October 2024 - October 2026) Program: KA220-ADU-E197A4F6 Partnership: Greece (Coordinator), N. Macedonia, Malta, Lithuania, Austria, Belgium Ref Number: 2024-1-EL01-KA220-ADU-000247519 Budget: 250.000,00 EUR 4. Project Title: Vocational Innovation Renewing Tourism Advanced Learning (VIRTUAL). https://www.virtual-erasmusproject.eu/ Program: ERASMUS-EDU-2022-CB-VET Partnership: Italy (Coordinator), Macedonia, Albania, Kosovo Ref Number: 101092478 — V.I.R.TU.A.L. Budget: 337.408,00 EUR 5. Project title: Self-Directed Learning Competencies for NEETs (2023 - 2025) Ref Number: 2022-2-EE01-KA220-YOU-000095464 Budget: 250,000 EUR 6. Project title: Strengthening Apprentices on Entrepreneurship (2023 - 2024) Erasmus + KA2 VET. Partnership: Turkey (coordinator), Macedonia, Estonia, Italy. Ref Number. 2022-1-TR01-KA220-VET000085298 Budget 120.000 EUR 7. Project title: Global Exchange and Training for Youth Employment Services 2 (GET YES 2) (01.11.2020 - 30.10.2022) www.getyesproject.com Program: Erasmus+ KA2 Capacity Building in the Field of Youth ACPALA Partnership with: Venezuela, Bulgaria, Uganda, Philippines, Turkey and Macedonia. Beneficiary (Coordinator): CEFE Macedonia Ref. Number: 618649-EPP-1-2020-1-MK-EPPKA2-CBY-ACPALA Budget: 174.589 € 8. Project title: “Social Entrepreneurship for Youth – SE4Y” (01.09.2020 – 30.08.2022 Program: Erasmus+, Key-Action 205: Strategic Partnership for Youth https://socialentrepreneurshipforyouth.com/ Beneficiary: Einurd - Iceland Ref. Number: 2020-2-IS01-KA205-065841 Budget: 189.792,00 € 9. Project entitled: "Zooming Expression Unity Study - ZEUS" (2020 -2022) http://zeusproject.eu/

Program: Erasmus+, Key-Action 202: Strategic Partnership for vocational education and training
Beneficiary: Sc Trainifique Srl - Romania
Ref. Number: 2019-1-RO01-KA202-063954
Budget: 190.000 €

10. Project title: “Sustainable Development through Sport (2020 -2022) https://sportforsdg.com

Program: Erasmus+, Key-Action 204: Strategic Partnership for Adult
Beneficiary: IKOS - Turkey
Ref. Number: 2019-1-TR01-KA204-077742
Budget: 180.000 €

11. Project title: “Experiential Learning for Education Through Sports” 01.01.2020 – 31.12.2020)

Program: Erasmus+ Sport: Small Collaborative Partnerships
Beneficiary: DeM - Turkey
Ref. Number: · 613064-EPP-1-2019-TR-SPO-SSCP
Budget: 59.950,00 €

12. Project entitled: "Start it Up, Keep it Up" (2019 – 2021) https://www.startitupkeepitup.com/

Program: Erasmus+, Key-Action 2: Capacity Building in the field of youth – Eastern Partnership
Beneficiary: NAYORA - Project Coordinator
Ref. Number: EAC-A05-2017 – 602427-EPLUS
Budget: 121.746 €

13. Project entitled: "VOCCESS ONLINE" (2019 – 2021) https://www.voccess.eu/

Program: Erasmus+, Key-Action 2: Cooperation for innovation and the exchange of good practices - Programme Countries
Beneficiary: BACKSLASH - Project Coordinator
Ref. Number: 2018-2-ES02-KA205-011531
Budget: 96.935 €

14. Project entitled “Youth resource center for employability, entrepreneurship education and community development" (2018 -2020) https://en.yrcganja.com/

Program: Erasmus+, Key-Action 2: Capacity building in the field of youth – Eastern Partnership
Beneficiary: "Bridge to the Future" Youth Public Union – Azerbaijan; Partners: “CEFE Macedonia”, Bulgaria, Ukraine and Belarus.
Ref. Number: 602512-EPP-1-2018-1-AZ-EPPKA2-CBY-EP-PE
Budget: (€?

15. Project entitled: “Experiential Pedagogy Of The Oppressed For Adults” (2018 – 2020) http://www.bottom-up-education.com/

Program: Erasmus+ Programme 2014-2020; Key Action 2: Strategic Partnership for Adult
Applicant: Gaziantep Eğitim ve Gençlik Derneği
Refference number: 2017-2-TR01-KA204-046126
Budget: 162,000.00 €

16. Project entitled: “Global Exchange and Training for Youth Employment Services - GET YES” (2015 – 2017) www.getyesproject.com

Program: Erasmus+, Key-Action 2: Cooperation for innovation and the exchange of good practices - Capacity building in the field of youth - Programme countries
Beneficiary: Association of citizens “CEFE Macedonia” Skopje (Project Coordinator)
Ref. Number 565956-EPP-1-2015-1-MK-EPPKA2-CBY-ACPALA
Budget: (€ 173 744,00)

17. Project entitled: “FAmily BUsiness Successful Succession” – FABUSS (2017 – 2019) https://www.fabuss-project.eu/

Program: Erasmus+, KA2: Strategic Partnerships for youth – Development of Innovations
Applicant: Athens Chamber of Commerce and Industry
Project ID: 2016-3-EL02-KA205-002673
Budget: 254.186,00 €

18. Project Title: Entrepreneurial education for youth – Erasmus +/ KA2 Strategic Partnership for youth – Development of Innovation (2017 – 2019)

Applicant: Sprijin si Dezvoltare (RO)
Reference Number: 2016-3-RO01-KA205-035629
Budget: 156.569,00 €

Erasmus+ KA1

19. Project title: "Innovative Trainers for Education Development" (01.11.2020 - 30.09.2021)

Program: Erasmus+, KA105 Mobility for Youth Workers
Beneficiary: CEFE Macedonia
Ref. Number: 2020-2-MK01-KA105-078003
Total grant: 15.900 €

20. Project Name: "InnoBoost" DK (01/05/2020 - 30/04/2022)

Program: Erasmus+, KA105 Mobility for Youth Workers
Beneficiary: InterBildung e.V. Denmark
Ref. Number: 2020-1-DE04-KA105-019038
Total grant: 59.613,00 €

21. Project Name: "Social Impact Project 2" HR 2020 - 2021

Program: Erasmus+, KA105 Mobility for Youth Workers
Beneficiary: Brodoto, Croatia
Ref. Number: 2020-1-HR01-KA105-077466
Total grant: 20.186,00 €

22. Project Name: "Disability Support Worker Training" PL 2020-2021

Program: Erasmus+, KA105 Mobility for Youth Workers
Beneficiary:
Ref. Number:
Total grant:

23. Project Name: "Employability in Progress" SK (01/012020 - 31/01/2021)

Program: Erasmus+, KA105 Mobility for Youth Workers
Beneficiary: OZ EDUSTEPS, Slovakia
Ref. Number: 2019-3-SK02-KA105-002369
Total grant: 13.560,00 €

24. Project Name: "Joyful Leadership" HR (01/08/2019 - 31/08/2020)

Program: Erasmus+, KA105 Mobility for Youth Workers
Beneficiary: O.A.ZA. - ODRZIVA ALTERNATIVA ZAJEDNICI
Ref. Number: 2019-2-HR01-KA105-061073
Total grant: 26.684,00 €

25. Project Name: "Coaching for future entrepreneurship ambassadors" (2015 -2016) Erasmus+ KA1 (36.000,00 €) (CEFE Macedonia contribute with two expert trainers, project coordinator and project designer)

Reference Number: 2016-1-NL02-KA105-001233
Beneficiary: Incombinacion Foundation – The Netherlands

26. Project Name: "ToT for Future Entrepreneurship Ambassadors" (2015 -2016) Erasmus+ KA1 (25.892,00 €) (CEFE Macedonia contributed with two expert trainers, project coordinator and project designer)

Reference Number: 2015-1-TR01-KA1105-015105

Beneficiary: LIFOS Youth Group - Turkey

27. Project entitled "ToT Creating Enterprises trough Forming Entrepreneurs" (2013 – 2014)

Beneficiary: Association of citizens "CEFE Macedonia" Skopje (Project Coordinator)
Agreement Number - 2013 - 3723 / 001 – 001
Budget: (23.000,00 €)

28. Project Title: LAUGHTER WITH NO REASON, A PEDAGOLOGICAL TOOL FOR EVERYONE

Reference number: 2014-2-FR02-KA105-000869
Beneficiary: CREFAD LOIRE - Locaux inter-associatifs du Remue-méninges

29. Proj. Name: "EVS+SVE-Sustainable entrepreneurship Values through. E-Learning" (46.670,00 €)

Ref Numb: 2014-3-EL02-KA105-001820
Beneficiary: Solidarity Tracks – Greece

30. Proj Name: "Project VI" Erasmus+ KA1 (€ 35,138.00)

Ref. Numb: 2014-3-UK01-KA105-012164
Beneficiary: Act Global CIC - UK

31. Proj Name: "Keys to employability - soft skills development for empowering young" Erasmus + KA1 (21 170,00 €)

Reference Number: 2015-1-PL01-KA105-013901
Beneficiary: Fundacja Rozwoju Społeczeństwa Przedsiębiorczego – Poland

32. Project Name: "Turning young people's needs into an action plan for inclusive community growth" Erasmus + KA1 (€ 31.644,00)

Reference Number: 2015-1-IT03-KA105-005446
Beneficiary: PRISM – PROMOZIONE INTERNAZIONALE SICILIA – MONDO –Italy

33. Project Name: "Educate me(dia)" (Erasmus+ KA1)

Beneficiary: International Projects Association "INPRO" – Poland

34. Project Title: "Online portfolios: Use of ICT for the registration and assessment of lifelong learning" – Erasmus + / KA1 – Training Course

Beneficiary: SOCIAL YOUTH DEVELOPMENT CIVIL (GR)
Reference Number: 2016-3-EL02-KA105-002675
Budget: 19.842,00 €

Other EU funded projects:

35. Project entitled: "Arbeitsministerium" (2017 – 2018)

Project No: 16.2224.0-001.00: Implementer: Deutsche Gesellschaft fur Internationale Zusammenarbeit (GIZ) GmbH in Kosovo www.giz.de; www.yesforkosovo.org;
Contractor – CEFE Macedonia;
Budget: 44.500,00 €

Non EU funded projects:

36. Project Title: "Empowering students in Uganda with business skills"

Project coordinator: CEFE Macedonia
Donor: CEFE Macedonia + 5 partner schools and universities in Uganda
Duration: October 2024 – May 2025
Budget: $ 10.000

37. Project Title: "Empowering students in Macedonia with business and financial skills"

Project coordinator: CEFE Macedonia
Donor: CEFE Macedonia + 20 partner schools and universities
Duration: October 2024 – May 2025
Budget: $ 20.000

38. Project Title: "Financial Literacy for Young Entrepreneurs"

	Project coordinator: CEFE Macedonia Donor: U.S. Embassy in Macedonia – DEM Com grants Duration: October 2023 – May 2024 Award number: SMK80023GR0032 Budget: $ 30.000 39. Project Title: "Creation of Entrepreneurship Centers in East Macedonia" Project coordinator: CEFE Macedonia Donor: U.S. Embassy in Macedonia – DEM Com grants Duration: September 2019 – June 2020 Award number: SMK80019GR0029 Budget: $ 24.000 40. Project title: Youth Banks Network Macedonia (YBNM) http://ybnm.org/ (2017-2019) Project leader: Association for Education Mladiinfo International. Project partners: **CEFE Macedonia**, Youth Council Prilep, Youth Alliance – Krushevo, Poraka Nova – Struga Supported by: USAID, Civic Engagement Project in Macedonia Grant duration: October 1, 2017 – September 30, 2018 Budget: $ 112,813.60 41. Project Title: "Why to go abroad when you can stay and INVEST in your country" www.cefe.mk/Investiraj (2014) Project coordinator: CEFE Macedonia. Donor: U.S. Embassy in Macedonia Duration: December 2014 – June 2015 Budget: $ 24.000 **Applied:** 42. EuropeAid/138-495/ID/ACT/MK - Project title: Green Business for Competitive Advantage 43. IPA Civil Society Facility and Media Programme 2016-2017 EuropeAid/155322/DD/ACT/MK – Project Title: Recology - Economic inclusion of Roma waste collectors 44. Project title: "Entrepreneurship Learning for Agriculture Business - ELAB" (2020 - 2022) Program: Erasmus+ KA204 Adult Education (April 2020 ddl) Beneficiary: CEFE Macedonia Budget: 143.685 eur
D. BACKGROUND AND EXPERIENCE	
Please briefly present the partner organisation.	The organization had its initial formation by CEFE trainers which met and participated in CEFE Training of Trainers in 1997 in N. Macedonia. The main motivation of forming this association of trainers was/is to promote entrepreneurship mind-set and spirit. CEFE Macedonia was officially established in 2008 in Skopje, N. Macedonia as a non-profit, non-partisan organization. Mission: to increase business competences of economical actors in the society. Vision: raised entrepreneurial culture and increased employment. Basic instrument of our operation is the CEFE methodology (Competency based Economies, Forming of Enterprises), which uses action oriented tools and simple learning methods with the aim of developing and improving the management and personal entrepreneur's skills in the context of: revenue increase, opening of new jobs and sustainable economic development. Goals of CEFE Macedonia are the following: • to organize trainings and workshops in the field of entrepreneurship, and raise the awareness of self-employability; • to offer business knowledge for expansion of already existing companies;

	• to collect and elaborate expert literature in the field of methodology for training of adults and youth; • to collect and disseminate the comprehensive knowledge for the CEFE methodology and to enable constant development of CEFE tools; • to facilitate, coordinate and implement projects in sustainable economic development; • to encourage regional and international cooperation and exchange; • constant Institutional/Organizational Development Our database consists of more than 30 consultants, 25 trainers and experts and a base of more than 5000 contacts from SMEs and individuals with whom we cooperate. From march 2020 three new branches of CEFE Macedonia are creating competent economies in the East part of the country (CEFE ISTOK and CEFE Strumica), and CEFE Education & Training as legal entities in the South-West part of Macedonia. They consist of 25 new CEFE trainers, supporters from civic, public, business, sport and education sectors. In our long term experience, we have data about: - Realization of +600 training with +12.000 people trained. - More than 12000 consulting hours to entrepreneurs. Our experience specialized us in entrepreneurship training, adult and youth education, employment, internship schemes, networking, marketing and economic research. Key partners: ● We have signed contracts for collaboration with 5 faculties, 15 high schools, 10 VET centers and 5 primary schools in the country for carrying projects in education development in N. Macedonia. ● Since 2021, we have partnered with the German Sparkassenstiftung for International Cooperation (DSIK) https://www.sparkassenstiftung.de/ and National Bank of the Republic of N. Macedonia (NBRM) https://www.nbrm.mk/ to contribute to the national strategy for financial literacy in our country. We deliver the educational products: “Saving Games”, “Micro Business Games” and “Farmer Business Games”, to build the financial skills of the population, with a focus on youth, women and farmers. ● CEFE Macedonia has signed Memorandum of Understanding and collaboration with CEFE International www.cefe.net and is part of the global CEFE Network introduced in 100 countries. We use the global CEFE methodology know-how on the topic of entrepreneurship and we closely collaborate with other CEFE centers in South Americas, MAGHREB region, Middle East, South East Asia, Balkans and Central and South Africa. Our Clients in CEFE trainings are/were: ● In Macedonia: Ohridska Banka, Sparkasse Bank, Macedonian Red Cross, Ministry of Social Justice and Labor, State Agencies for Data Protection and Anti Corruption, Kromberg Schubert- N.Macedonia, SN Finansii, EVN, NDI North Macedonia, USAID North Macedonia, Macedonian municipalities of Kisela Voda, Gazi Baba and Aerodrom (Skopje), Agency for Employment, Agency for Supporting Entrepreneurship in Macedonia, Macedonian Foundation for Enterprise Development (MRFP), Interethnic Program Gostivar, Enterprise Support Agency- Ohrid, MIKROSAM- Prilep, Business Start up Center – Bitola, Foundation for Women Entrepreneurs – Skopje, UNDP Macedonia, over 1000 Micro, Small and Medium sized Businesses (MSME’s). ● Internationally: German Sparkassenstiftung For International Cooperation, EBRD, GIZ, Small and Medium Enterprise Developing Agency- Montenegro, Montenegro Tourism Association, Deutsche Telekom- Montenegro, European Agency for Reconstruction and Development,

	Switzerland's Development Co-operation (SDC), CARE International, Dutch Government, GTZ-Serbia, GTZ- Montenegro, GTZ Bosnia and Herzegovina, GTZ Kosovo, Deutsche Ausgleichs Bank (DtA), SFARM-Sweden, FACE, MAAS, British Know How Fund/ESA, InWent- Germany, Council of Europe, CEED, American Refugee Committee (ARC), DFID, Deutsche investitions und Entwicklungsgesellschaft DEG, , The World Bank, Delta Baerenz-Cologne, Planco Consulting-Germany, Economic Faculty Podgorica-Montenegro, Bas Programme, The University of Novi Sad Faculty of Engineering, Economic Promotion Office of the German Federal State of North-Rhine Westfalia, Business Development Service, Youth Peace Group Danube – Croatia, etc.
What are the activities and experience of the organisation in the areas relevant for this application?	**Vocational Education & Training (VET sector) experience:** - Capacity building of Red Cross North Macedonia for their 60 trainers who train caregivers and paramedics for elders and people with disabilities. In 2021 and 2022 we held 10 train the trainers workshops where they get competencies on how to recognize and analyze, design, realize and evaluate a professional training for adult learners. - Strategic planning for the Macedonian Ministry of Labour and Social Justice. In 2021 we held two workshops by using the methodology "Theory of Change '', for 40 representatives of government, social centers, service providers and long term care users. We created a strategic document, for improving the long term care of elders in Macedonia. - In 2022 we partnered with environmental focused organization "EcoLogic" and trained 30 teachers from VET schools from Macedonia, on how to use experiential learning and KASH (knowledge, attitudes, skills, habits) framework of building competencies in their classes with high-school students. - Capacity building of 4 government agencies (1. protection of personal data, 2. access to public information 3. laws writing and 4. parliament administrators) for their employees (80 in total) how to deliver experiential training and improve their training skills when delivering training for other government institutions. - In our pool of trainers for entrepreneurship we have 5 members that are teachers in VET high schools and faculties. **Sport projects experience and relation:** **-** In 2020 and 2021 we implemented two strategic partnership projects where the main objective is education activities through sport. Main activities were to build capacities of sport leaders and educators to use experiential methods to educate people with fewer opportunities (women in NEET, youth in NEET, orphans, rural youth, disabilities people). Creation of tools and products that support sport education. - CEFE as a method is based on experiential learning cycle and the majority of the structured learning experiences and games are based on sport activities. That relates to training entrepreneurs through sport tools. - Members of CEFE Macedonia pool of trainers are related with sport: volleyball coaches, sport psychologists, gym coaches, sport youth activists, etc... **Experience in working with the target group adults and youth:** - In our database of people who participated in our training or services we found a record of 23% (people with secondary education, either employed, unemployed or entrepreneurs). That is 2300 people out of 10000, and with that number we can say that adults with secondary education are part of our activities. - In 2012-2013 trainers of CEFE Macedonia were hired by a project of USAID Macedonia to organize and train 300 young people with soft skills around the country. Participants were aged 16 – 27, that don't have bachelor education and are not registered in an agency for employment. We achieved that with the partnership of NGOs and individuals from 7

Macedonian cities and the goals were reached. That target group is now +25 years and can be beneficial to this project.
- CEFE Macedonia has strong collaboration with agencies for employment, municipalities and social centers in Shtip, Strumica and Bitola. These government institutions can join the project as affiliate partners in order to reach the goals.

Social Entrepreneurship experience:
- Networks and close collaboration with supporters in the Macedonian social entrepreneurship ecosystem. CEFE Macedonia is considered as an active and expert player in developing social enterprises in Macedonia.
- Trained mentors and trainers (10) for developing social enterprises.
- Around 30 social businesses were mentored and more than 500 people trained with social entrepreneurship competences.
- Designed materials for experiential training of social entrepreneurs.
- Co-organizing Start up Grind for social startup entrepreneurs In Macedonia.
- Close collaboration with Social Impact Award for promoting social entrepreneurship and supporting social businesses.
- Explored and networked with social entrepreneurs and supporters from Rwanda, Uganda, Jamaica, Azerbaijan, Turkey, Venezuela etc.

Green economy experience:
CEFE Macedonia on its mission to promote the entrepreneurial culture and spirit also impacts the field of green businesses. With our initiatives and expertise, we stimulate: creation of green businesses, awareness of businesses to be environmental friendly, and policy changes for economic growth without harming the environment. Our activities and expertise are:
- We developed a green business training curriculum. This training changes the participants' mindset and equips them with essential tools to green their economic activities, whether for their entire business or only parts of it. The training lasts from 5 to 7 net days.
- Our consultants worked in doing the environmental studies (how their business plans affects the environment) for 50 businesses that were applying for funds from USAID on expanding their business activities.
- CEFE trainers trained and coached more than 200 young people in social entrepreneurship topic from which has many green business ideas.
- We worked with Roma waste collectors in Macedonia to officialise their activities in the frames of the economic laws for doing business in three municipalities Bitola, Strumica and Shuto Orizari (Skopje). As a follow up of that experience we designed IPA project (Recology) for sustainable integration of informal Roma waste collectors and their increased economic and social inclusion, through established system of collection and selection of waste for households and companies.

We use the global CEFE know-how on this topic and we close collaborate with other CEFE centres in South Americas, MAGREB region, Middle East, South East Asia, Balkans and Central and South Africa.

Rural Entrepreneurship experience:

- Pelagonija rural municipalities, which are developing new IT companies and are making new jobs. For this particular project, CEFE Macedonia has made more than 20 workshops for helping youngsters to move to rural areas and to pursue their business dream. CEFE Macedonia also connected people with banks for more affordable credits.

- For the Krusevo area, an entrepreneur from Skopje moved to Krusevo to invest in the tourism business - buying and opening a hotel. Also, this rural area is promoted as a top world paragliding destination. Their vision is to become A digital nomad's destination.
- In the Bukovo region, CEFE Macedonia develops strategies for branding and gross export of ground Bukovo peper. A lot of young people were interested in developing and investing in this business.
- Also, there are successful treeing programs like Entre Soc, Entre Farm and Entre Fish where through practical training CEFE Macedonia develop rural entrepreneurship in fisheries and development of local rural areas for economic development.

Working with schools experience:

As CEFE Methodology is designed to build competences among adults and youth, the segment of kids aged 8- 14 y.o. was out of the scope of work for CEFE Macedonia. But through our mission for building enterprising societies, we worked directly with educators, teachers and professors for building their competences as trainers and facilitators in using the enterprising education in their work with school children. As some of the teachers are saying "Thnx to CEFE i'm more entrepreneurial and i know what entrepreneurial characteristics can recognize and how to nurture within my school kids and my own children".

In our database we have 10 teachers from primary and secondary school that participated at training of trainers for CEFE and are holding the title "National CEFE Trainers". The competitive advantage is that they are from cities and rural areas all around the country. Stip, Strumica, Bitola, Debar, Gostivar, Struga, Kocani, Gevgelija, Radovis and Skopje.

They are using the exercises of CEFE and the experiential learning tools in creating their everyday classes and to add value to their kids.

As of 2022 we build the brand "CEFE Kids" and we created a program for enterprising education of kids from 8 to 14 y.o. The project is starting in the beginning of 2023 with three schools in Skopje (in the biggest municipalities - Aerodrom, Centar and Cair).

Youth Projects experience:

CEFE Macedonia started to apply on youth projects in 2013, and the first project that was realized under Youth in Action Program, was actually the acceleration of the organization into educational programs of the European Commission.

Currently we are implementing KA2 capacity building projects, KA2 strategic partnerships for youth and adults, regional projects devoted to economic development and projects focusing on social entrepreneurship. Some examples:

1. FAmily BUsiness Successful Succession – FABUSS is a 24 months ERASMUS YOUTH project which aims at helping youth related to family business become able and effective successors. Its target group consists of 20-29 years old persons desired to take over their Family Business at some point in the future. These aspiring successors need skills and knowledge to effectively develop the business by applying new innovative strategies, including extension of their markets, through networking and cooperation with similar enterprises in other countries.
2. Entrepreneurial Education for Youth - EEY is a project that will create a space for the 60 youth to develop entrepreneurship competences in a long life learning perspective and to meet professionals from business sector to keep the youth updated and to transfer their knowledge regarding organisational management, logistics, financial management and human, production/ services and human resource management. The database will function as a space for youth in order to develop their entrepreneurship competences in an intercultural context that deals with European trends.

3. Experiential Pedagogy Of The Oppressed For Adults- The innovative part of this project is a methodological approach for adult education. In principle, it is a combination of two important theories: “Theory of Experiential Learning” by David A. Kolb and “Pedagogy of the Oppressed” by Paolo Freire. The project will develop the capacities of non-governmental organizations, and this will be achieved by training adults. Trainers will not only develop experiential learning, a methodology for key competencies for adult refugees, but that will be done by adult refugees who will be involved in the whole process. Participation will be the main methodology of the project itself. The project has a special added value in the field of European non-formal education, as it combines the methodology of experiential learning and the pedagogy of the oppressed groups. This innovative activity will create a new methodology for localizing the tools for experiential learning, and at the same time it will use them for the education and integration of refugees.

4. Also we do have another one, long term, ongoing project which is not an Erasmus + KA2 and on this one, CEFE Macedonia is a subcontractor and implementer on the project of GIZ Kosovo, named “Youth, Employment and Skills”. On this project, our role was to find 50 young, unemployed people, take them through a process of 5 days long soft-skills training, find 30 companies that are eager to employ this young people and through a matchmaking event, a job fair, connect them so they can start with the internship in these companies. For these purposes, CEFE Macedonia provided funds from the project, to pay the interns with 150 monthly, which will enable them to receive money while gaining experience in this companies, and also help the companies to train the interns and not pay them while they are not yet productive and still learning the work process. Right now, the interns are in their first month of internship.

5. We implemented a capacity building project called “Global Exchange and Training for Youth Employment Services GET YES”. It’s aims were to map and share best practices from our CEFE worldwide partners (Central and South Americas, Europe and South East Asia), on topics youth employment and entrepreneurship, and to design a training curricula that would be used internationally by many multipliers and organizations.

6. The first youth project “ToT CEFE” was implemented in 2014 and the main activity was a training course for future trainers who will be ambassadors of the CEFE Methodology. Participants from 9 countries were empowered to start lot of new initiatives across Europe, promoting and spreading entrepreneurship and CEFE Methodology. The Turkish participants opened their informal group called “Creative Entrepreneurs”, Romanian and Bulgarian participants made joint activities in the border town of Ruse and trained young people for achieving their personal goals. Albanian participants implemented the CEFE methods into their everyday activities and even had national recognition covered by many medias. Georgian participants made joint project and got funds from their local government to realise entrepreneurship trainings for people in their region. These are only a few concrete examples, and motivated by this success we are keeping spreading entrepreneurship across Europe.

7. Another Training of Trainers, and cycle of business trainings, were implemented by our CEFE trainers in Vukovar, Croatia in 2014, Organized by Youth Peace Group Danube.

8. Also our trainers realized a 14 days International ToT in Kayseri, Turkey in October 2015, which was organized by LIFOS Youth Group and sponsored by Erasmus+. The continuation

	from the ToT in Kayseri and international certification of the participants will happen on approved project in Netherlands in October 2016. 9. We had successfully implement empowering and informative project in Macedonia "Why to go abroad when you can stay and INVEST in your country", with aim to empower young people to start business initiatives in Macedonia and to prevent the brain drain, by informing them about the support programs which are on disposal in Macedonian entrepreneurial eco system. This project is collaboration with US Embassy in Macedonia and Case Western Reserve University from Cleveland, Ohio – USA, and is part of the MOOC (Massive Open Online Course) Beyond Silicon Valley: Growing Entrepreneurship in Transitioning Economies. This project become a world good practice and served as inspiration for Kosovo and Venezuela to implement the same project.
What are the skills and expertise of key staff/persons involved in this application?	The staff of CEFE Macedonia has a long-lasting experience about European project management, promotion of entrepreneurship among diverse target groups and sharing skills and best practices. Every person of the key staff involved in this application has: - Specific skills in the field of the project development; - Previous experience in European programs; - Skills in managing team and transnational activities; - Cultural skills useful for the realization of the scheduled activities; - Professional knowledge of foreign language (English, French). The information about people involved in this application are: 1. Jovan Stalevski (m), president of CEFE Macedonia, International Master Trainer and Adviser for entrepreneurship, by using CEFE Method. Expertise is in entrepreneurship, project and curricula design, business and career development. 2. Blagoj Trajkov (m) - Project coordinator in CEFE Macedonia. International CEFE trainer for entrepreneurship. Master in English Language and Literature. Facilitator and coordinator in youth projects under Erasmus+ program. Leader of the CEFE center in the East part of Macedonia. 3. Mihajlo Mitkovski (m) - Finance coordinator in CEFE Macedonia. Master in Business Management and Administration. +15 years experience in managing budgets on projects. 4. Martin Kostadinovski (m) - Promotion and dissemination specialist, designer, content creator, PR and networking manager, training coordinator. Entrepreneur. 5. Valentina Todoroska (f) - Underwater Archeologist.. National CEFE trainer for entrepreneurship. Licenced trainer for financial education (business, personal and agriculture finances). 6. Elena Gagacheva (f) - Marketing and Project Manager. National CEFE trainer for entrepreneurship. Licenced trainer for financial education (business, personal finances). 7. Katerina Kimovska Gerovska (f) - Human Resource Manager. National CEFE trainer for entrepreneurship. Business Plans Consultant. 8. Maja Davkova (f) - Natural Sciences Teacher. National CEFE trainer for entrepreneurship. Licenced trainer for financial education (business finances). 9. Valentina Zafiroska (f) - Human Resource Manager. National CEFE trainer for entrepreneurship. Licenced trainer for financial education (personal finances). 10. Nikola Delevski (m) - Natural sciences teacher. National CEFE trainer for entrepreneurship. Ex professional volleyball coach and player. 11. Gjorgji Milusev (m) - National Cefe trainer, youth worker, economist. Specialist in key accounts management and sales.

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