



S E D A

Regional Development Agency of Sandžak

Presented by: Samir Kačapor

About the Sandžak Region, SEDA results and activities, future projects



REPUBLIC OF SERBIA

Country profile

- The country covers an area of 77,474 km² (excluding Kosovo), this is about the size of the Czech Republic, or slightly smaller than US state of South Carolina.
- Country is located in the central part of the Balkan Peninsula in Southeastern Europe. It is bordered by four of the six former Yugoslavian socialist republics, Bosnia and Herzegovina, Croatia, Republic of Macedonia, and Montenegro. It shares also borders with Albania, Bulgaria, Hungary, and Romania.
- Serbia has a population of 7.2 million people (in 2016), capital and largest city is Belgrade (pop. 1.6 million)
- Serbia was among the top ten of European countries in regard to GDP growth, which amounted to 2.6% year on year. As of 2016 estimations, the unemployment rate was at 19.3%. Estimated GDP for 2016 was \$43.866 billion, which is \$6,123 per capita.
- Since the 1990s, Serbia has experienced a serious "brain drain", especially during the wars at that time; each year, more than 32,000 people emigrate. Despite the loss, the Serbian diaspora's transfers account between 10% and 15% of Serbia's GDP and significantly increase living standards in some parts of the country.

REGION OF SANDŽAK



- ALTITUDE: avg. 755 meters
- AREA: 8687 km²
- POPULATION: 533,000 (including Montenegrin part)
- Term “Sandzak” originated from turkish language, meaning the administrative military unit. Serbian part of Sandzak is located in the administrative district Raska, and administrative district Zlatibor.
- City of Novi Pazar is a cultural, economic and administrative center of the region.
- In Serbian part of Sandzak are located the following municipalities: Novi Pazar, Tutin, Sjenica, Priboj, Prijepolje and Nova Varos, while in Montenegrin part there are Bijelo Polje, Pljevlja, Berane, Plav, Gusinje and Rozaje.

GEOGRAPHIC POSITION



● - Opštine Sandžaka u Srbiji:

1. Novi Pazar
2. Tutin
3. Sjenica
4. Prijepolje
5. Nova Varoš
6. Priboj

● - Opštine Sandžaka u Crnoj Gori:

1. Pljevlja
2. Bijelo Polje
3. Berane
4. Andrijevića
5. Plav
6. Rožaje



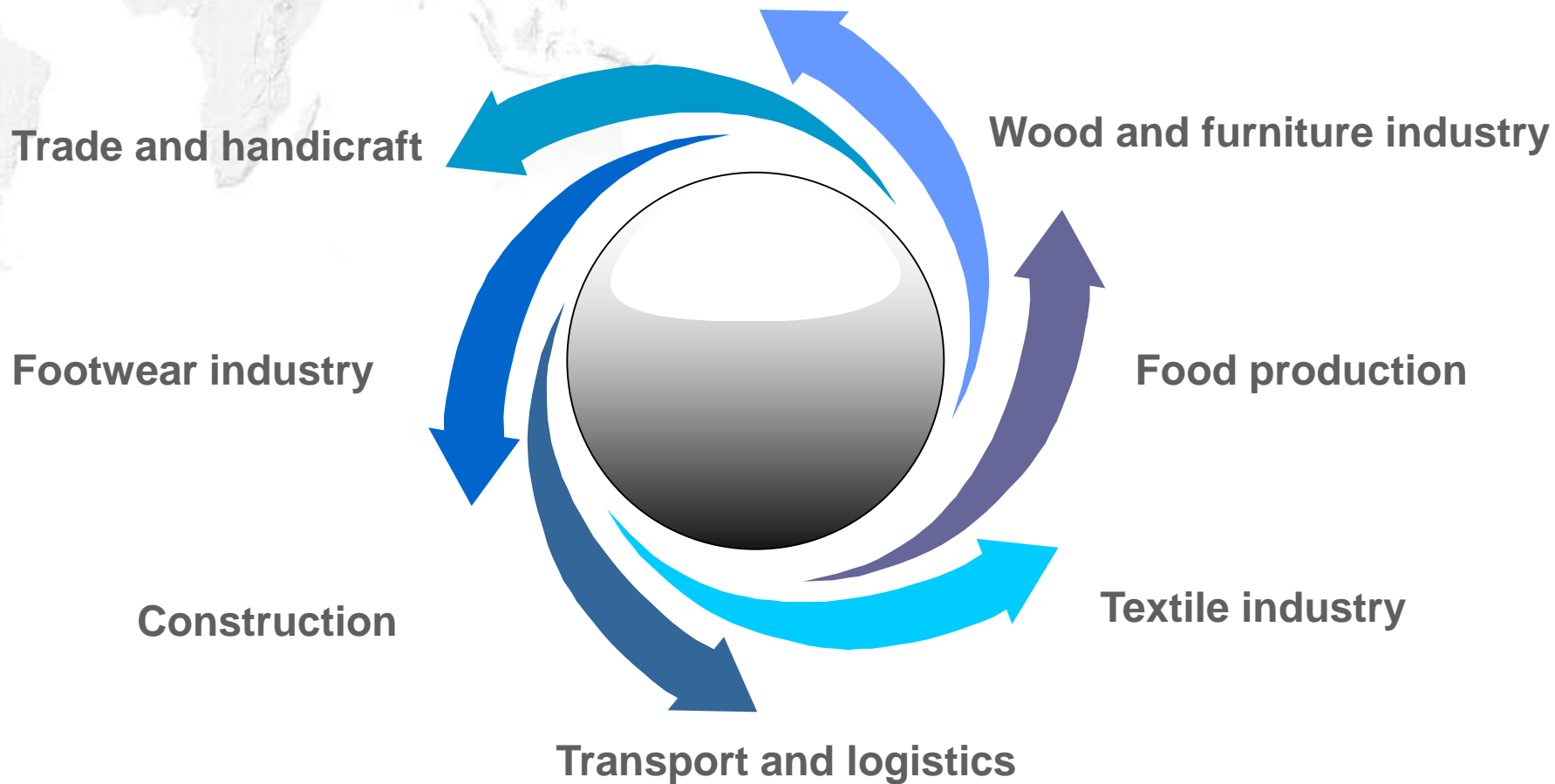


REGION OF SANDŽAK, landscape



S E D A
Agencija za ekonomski razvoj Sandžaka
Sandžak Economic Development Agency

ECONOMIC SECTORS





WOOD AND FURNITURE INDUSTRY



- Production of laminated and upholstered furniture and carpentry;
- 15 production companies;
- More than 2500 employees;
- Presence in markets of Serbia, Montenegro, Croatia and Macedonia.



TRADE AND HANDICRAFT



- More than 500 wholesales and retails
- More than 100 restaurants and cafes
- 10 hotels and other accomodation sites



FOOTWEAR INDUSTRY



- Number of production companies: 50
- Annual production capacity: 3.100.000 pairs
- Annual production volume: 120,000-150,000 pairs
- Presence on markets of Bosnia and Herzegovina, Croatia, Macedonia, Slovenia and Montenegro.



CONSTRUCTION



- Around 50 companies
- Construction types: Civil engineering and construction, residential buildings, business spaces and premises, roads, bridges, sewerage and other infrastructure
- Production of construction materials and parts
- Employing more than 2,000 people

TEXTILE INDUSTRY



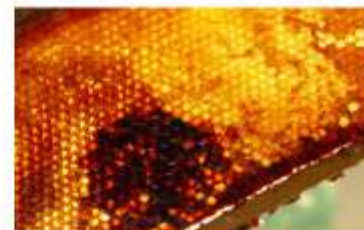
- 400 companies and entrepreneurs
- Production capacity: up to 20.000.000 clothing pieces annually
- More than 3,500 employees
- Production volume: around 1,000,000 clothing pieces annually
- Presence on markets of Bosnia and Herzegovina, Croatia, Montenegro, EU-countries and Russian Federation



FOOD PRODUCTION



Long tradition in health food production.





HERBAL PRODUCTS

Diversity of herbal products in the region
Provides huge opportunities for future investments



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CATTLE BREEDING AND LIVESTOCK



- 62.110 beefs
- 83.475 sheeps
- 13.042 bees
- 9.932 households





SPORTS, TOURISM AND RECREATION



Rich offer of terrains for all sports and recreation



Stunning landscapes of preserved nature makes our region very special in tourism



CITY OF NOVI PAZAR

1461

NOVI PAZAR



Koordinate:
43°8'9"N 20°30'40"E
Geografski položaj:
Jugozapadna Srbija
Vremenska zona: UTC+1



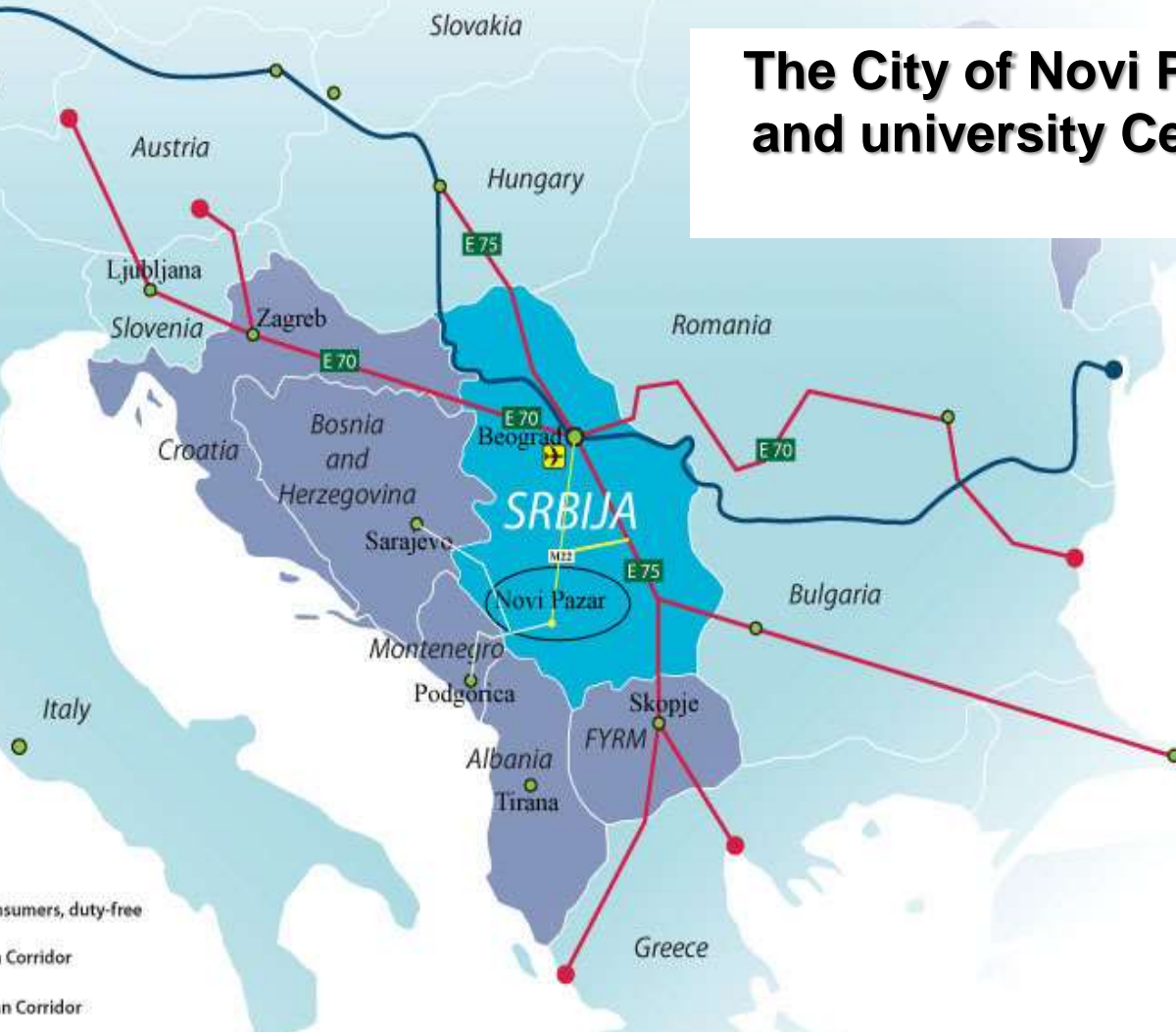
Beograd: 275 km
Niš: 190 km
Priština: 130 km



Belgrade: 275 km
Podgorica: 220 km
Pristina: 130 km
Sarajevo: 295 km
Skoplje: 190 km



The City of Novi Pazar is economic, cultural and university Centre of South-west Serbia



The City is located in south-west Serbia on a crossroads between

- Belgrade (280km),
- Podgorica (220km),
- Sarajevo (295km),
- Pristina (115km) and
- Skopje (195km).



HISTORICAL BACKGROUND



- The City was officially founded by Isa – Bey – Ishakovic as „Yeni Bazar”, and the name „Novi Pazar” was first mentioned in written document issued by the Republic of Dubrovnik in 1461.
- The City of Novi Pazar is a mixture of various types of cultures, ethnic groups, minorities, religions etc.



POPULATION

- According to unofficial data, the City of Novi Pazar has 125.000 inhabitants.

The City of Novi Pazar is the youngest City in Europe, by the average age of population !

- Average age of population is 35;
- over 60% of the population are youth.



EDUCATIONAL SYSTEM

- State educational system is consisted of:
 - 5 kindergardens,
 - 14 elementary schools and one school for music,
 - 6 high schools, **agricultural high school needed**,
 - one **State University** with more than 3000 students.

But, because of large number of pupils and lack of schools, the educational program is organised in three shifts, that makes great problems to the schools and pupils.

- Two private universities with more than 2000 students;
- There are three vocational schools for education of working force/labor: in textiles, leather, wood processing, metal processing, construction works. Catering services and tourism.



CULTURAL – HISTORICAL HERITAGE

In the City of Novi Pazar there is a great number of cultural – historical monuments, that represents great potential for the tourism development.





ECONOMY

In the City of Novi Pazar there are over **747 small and medium companies** in private ownership, and they make **94,3%** of all companies in the City.

Largest number of small and medium companies are in the sector of trade, around **433 companies and processing industry – 145**, that makes 77% of small and medium privately owned companies.

Most important sectors are: textile sector, shoe production, production of healthy food, trade and construction sectors, wood processing and furniture production, and transport and logistics sector that is growing in the past several years.



ASSOCIATIONS, CLUSTERS

1. **Textile producers** have formed Cluster “**ASSTEX**”;
2. **Shoe producers** have formed the Cluster “**NP SHOES**”
3. **Healthy food producers** have formed the association named “**AGROPEŠTER**”
4. **Tourist Agencies** and **Hotels** have formed their Cluster in 2013.
5. **Union of agricultural producers from Novi Pazar, Tutin and Sjenica.**
6. **Cluster of construction companies,**
7. **Cluster of furniture producers.**



MUNICIPALITY OF SJENICA



Municipality of Sjenica is located in wide Sjenica valley, in the heart of Pester upland, on the altitude of 1000 meters, between Uvac river and river Grabovica. The name Sjenica, means the place with a lot of hey.

Sjenica is the second largest municipality in Serbia by its territory 1600 square kilometers.

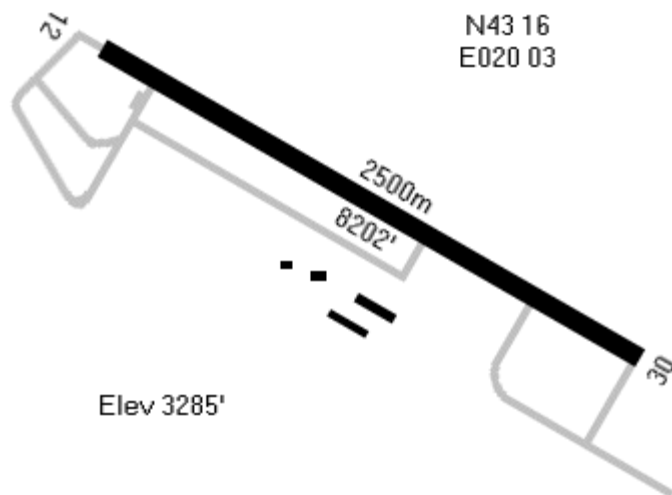
Ortofoto snimak
Sjenice



The majority of the territory is under the Pester plateau, which consists 103 settlements.

- The majority of the population is in agrulutral business, running small family farms and households.
- Special interest for the Municipality is the corridor 11 construction, construction of the road accross Pester upland to Tutin, the road to Prijepolje through Milosev Do, and the road Novi Pazar, Sjenica, Aljinoviće, Railway connection from Kumanica, Bijelo Polje - corridor to Port of Bar (at the border with municipality) to Raška – corridor Athens.

POTENTIALS OF SJENICA



The great potential of the Municipality is the existence of the former military airport “Dubinje” that can be transformed into civil airport and Cargo center.



- According to the data of the National bank of Serbia, in the Municipality of Sjenica there are around 96 active companies.
- ***95 small and medium companies and one large company “SANATEX” that employes about 500 workers.***
- ***Most developed sectors are textile production 64,29% and food processing and production 28,57%.***
- There are **620** active shops. The biggest participation among other sectors is in the trade field **41,45%**, transport **21,94%**, hotels, restaurants and cafes **12,74%** processing industry **11,61%**.
- In the area of Sjenica, exists brown coal and lignit deposits and mines “ŠTAVALJ” which is one of the most important potentials of the Municipality.

NATURAL RESOURCES



- Beside the brown coal deposits and mines, other great natural resources of the municipality are meadows 57,51% of the territory, and pastures 33,01% of total agricultural areas.





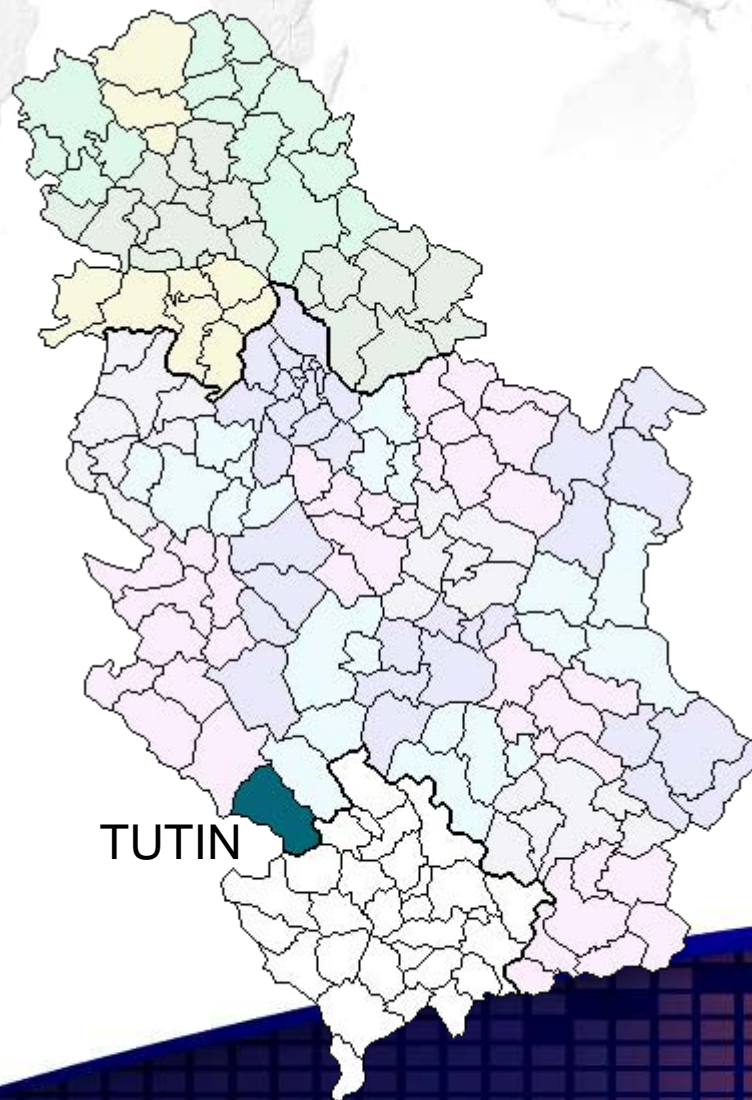
The area of Tutin municipality is located in southeast part of Sandžak Region, and southwest part of Serbia. Natural landscape of Tutin was given by the Pester upland, Tutin valley, Mokra Gora Mountain, lake Gazivode and rivers of Ibar and Vidrenjak.

MUNICIPALITY OF TUTIN



Total area of the Municipality is 741 km² consisted of 99 settlements on the altitude of 1.000 metara.

Population: **40.000 inhabitants.** Tutin Municipality is rich in its natural resources and modest trade potentials with the main income sources from wood processing and furniture production sector and agriculture.



MUNICIPALITY OF TUTIN



Tutin was mentioned for the first time in Gluhavička Muniment in 1396.

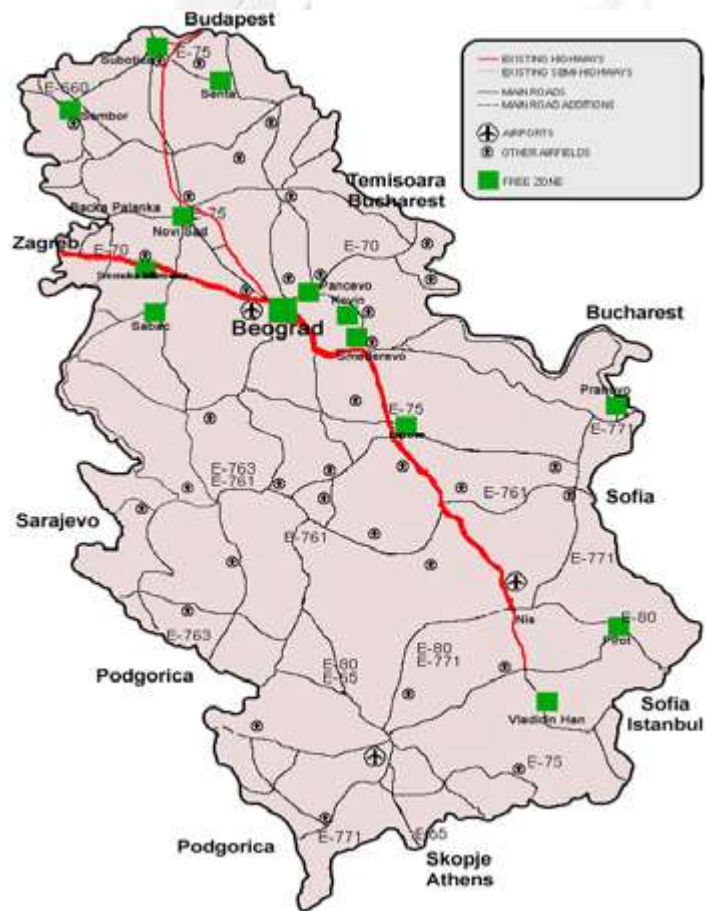




The whole area is dominated by the mountain climate, with long and dense winters and shorter and cooler summer, except the Ibar and Vidrenjak valleys where the climate has submountain type characteristics.



MUNICIPALITY OF TUTIN



Of the roads in the municipality of Tutin it should be mentioned: the main road (route Travel Mehov krš - Zubin Potok) and Ibar highway (Travel route Novi Pazar - Ribariće).

In addition, the border crossing with Montenegro is located in the municipality of Tutin.

Finally it should be noted that the planned construction of a highway through the Pester plateau which will greatly contribute to improving the overall image of the communication channels of the region.



ECONOMY IN TUTIN



Company DALLAS, TUTIN, jedna od najznačajnijih kompanija u sektoru drvnoindustrije

Wood processing industry sees the need for the formation of clusters and associations. Also, it should be noted well-organized sector of healthy food, milk and the collection of bee honey.

Companies

According to data of the National Bank of Serbia, in the municipality of Tutin, a total of 579 active shops.

Overview of the number of enterprises by size, nearly 99% of companies are small and medium-sized companies and large corporate has a total of two.

Economy Tutin municipality is characterized by the trade sector, manufacturing industry, primarily wood processing and furniture production), as well as the agricultural sector, milk production and dairy products.

AGRICULTURE



Of the total area of the municipality agricultural land occupies 53.5%. The structure of agricultural land, arable land consists of 12.1%, 0.8% orchards, meadows 33.2% and pastures 53.9%

This display indicates the biological potentials of the region, and especially to the growing importance of forests where 32.5% of high forests.

Crops are mainly represented mountainous grains (barley, oats), and most of the vegetables are grown potatoes, and fruit, apple and plum. Given the fact that 87% of the total surface in agriculture make meadows and pastures, livestock development is a priority in the development of agriculture.





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SEDA results and activities, future projects



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Sandžak Economic Development Agency



Regional Development Agency SEDA, background

- Agency “**SEDA**” is *Regional Development Agency that covers the area of City of Novi Pazar, Municipality of Tutin and Municipality of Sjenica;*
- “**SEDA**” was founded in **2002** as an **SME support agency** and was transformed into **regional development agency (RDA)** in **2009**. by the support of UNDP PRO Programme.
- RDA “**SEDA**” is accredited since 2013. by the National Government, Development Agency of Serbia.

Agency SEDA – founding members

- The founders of **SEDA** are as follows:

1. City of Novi Pazar;
2. Municipality of Sjenica;
3. Municipality of Tutin;
4. Regional Chamber of Commerce Kraljevo;
5. Citizens Forum NGO Novi Pazar;
6. Urban planning office Novi Pazar;
7. Holding company Vojin Popović Novi Pazar;
8. Agro-cultural Society Tutin.

The key aim of RDA “**SEDA**” is supporting the economic development of the Sandzak region through developing local capacity, regional strategic planning and project development in close co-operation with the Zlatibor, Raski and Moravicki districts.



Agency SEDDA – Basic characteristics

- **The specific role of SEDDA** is to be a key actor in the development of the three municipalities, to engage in lobbying and advocacy on behalf of the region, to support wider regional development and to continue to support SME development.
- **The key customers of SEDDA** are currently the municipalities in membership as well as donor projects, and the government in relation to SME programmes.



Agency SEDDA – Basic characteristics

- ***Support to economic development of the Region consist of:***
 - ***Support to business sector;***
 - ***Key and proactive role in creation of basic infrastructure for economic development of the Region through creation of:***
 - Business incubators;
 - Business inovation centres;
 - Business parks;
 - Industrial zones;
 - Project cycle management for the Projects from IPA funds of EU





Sources of funding

Sources of funding	Contribution (%)
Membership fee	35%
Businesses related to the Accreditation	30%
Revenues from Project participation	35%

Agency SEDDA – Basic characteristics

- ***Support to economic development of the Region consist of:***
 - ***Creation of healthy conditions for sustainable economic development through the cooperation with key factors in local communities such as Municipalities, NGO's, Social Institutions.***
 - ***Business promotion and promotion of investment potentials in the Region – Fairs, B2B meetings, business forums, etc.;***
 - ***Development of strategic documents for local economic development*** – Strategic documents, Strategy for regional development, Integrative plans, etc.



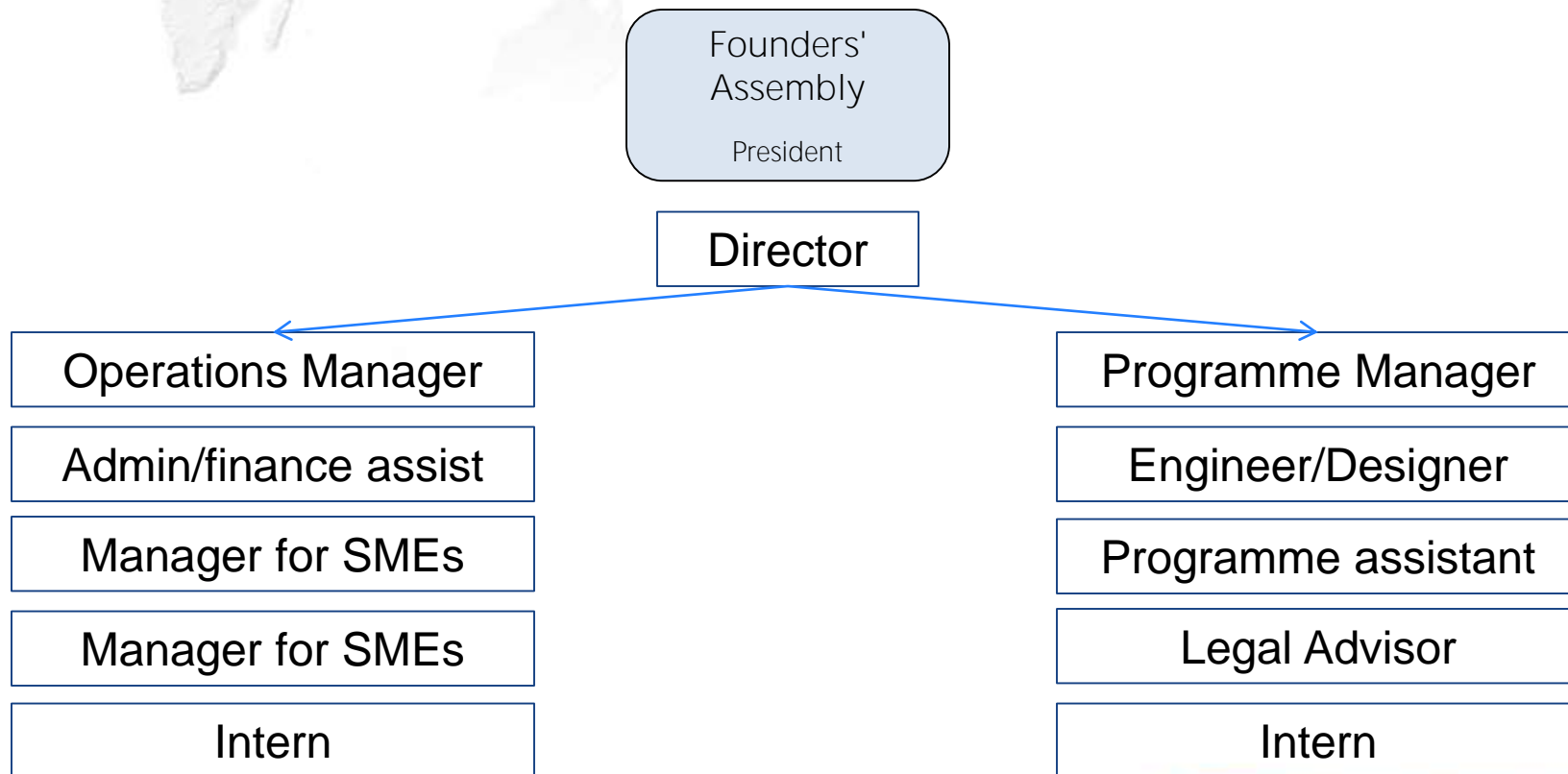
Agency SEDDA – Basic characteristics

- ***Support to economic development of the Region consist of:***
 - ***Education of working population*** – trainings, seminars, internship programmes, specializations, workshops, know-how techniques, methodologies, etc.
 - ***Attracting funds from European Funds:***
 - ***Making of Project proposals for Programmes funded by EU;***
 - ***Representation of economic interest of the Region;***
 - ***Lobbying;***
 - ***Marketing;***
 - ***Promotion of investment potentials.***



Agency SEDA - Organisation chart

- SEDA have 11 staff, including the Director, and two interns



Agency SEDA – Achievements

- The most developed of **RDA SEDA's** activities continues to be work in support of SMEs which it undertook when it was an **SME** agency. This consists of two areas:- first, training, organising credit and other activities funded through the Agency for SMEs. The training is delivered directly by **RDA SEDA** staff rather than by outside consultants. The second area is promoting local businesses both in Serbia and abroad through organising participation in trade events and related training.
- **RDA SEDA** (in conjunction with the **PRO project**) has established and provided support to **LED** offices in **Novi Pazar**, **Sjenica** and **Tutin**. Assistance has included help with applying for projects (including **CBC**), the development of municipal strategic plans, checking business plans for credit lines for entrepreneurs, prepared by **LED** offices.

Agency SEDA - achievements

■ Achievements

- Main activities undertaken to date – projects undertaken, services developed and provided
- A summary of projects undertaken is as follows:
- Word document ATTACHMENT 1











www.seda.org.rs

Agency SED – Prepared, planned projects

1. Regional INFO Centre in Novi Pazar, (business, agriculture, health insurance, Project prepared;
2. Centre for business acceleration, inovation, support and incubation in Novi Pazar, Project prepared;
3. Development of organic production in Sandžak region, Project prepared;
4. Revitalisation of the traditional handicraft production in Sandžak, Project prepared;
5. Regional landfill in Novi Pazar, Feasibility Study prepared in 2008. needs to be revised; Main design prepared in 2017. supported by EU Progress Programme
6. Regional Strategy on rural development, Project prepared;
7. Regional Strategy on tourism development, Project prepared,
8. Transformation and dislocation of the City heating plant, biomass usage, Feasibility Study prepared, Project documentation developed.





9. Capacity building and improvement of the Higher Court in Novi Pazar operations,
Project Concept note prepared, list of equipment and trainings prepared.
10. Forming of the Trade court department in Novi Pazar.
11. Capacity building and improvement of the Higher Prosecutors office in Novi Pazar,
Project Concept note prepared, list of equipment and trainings prepared.
12. Study on potential of energy sources in Novi Pazar, Tutin and Sjenica.
Wind potential, water potential, solar energy, natural resources,
13. Transit roads around Novi Pazar, connection to Sjenica, Tutin and Raška,
Project documentation and feasibility studies prepared, construction works started in 2007, and continued in 2010. stopped after 2011.
14. Electricity power plant construction in Novi Pazar,
Project concept prepared, economic development aspect,
15. Connection to the gas pipeline in Aleksandrovac (across Kopaonik)
16. Recreational, sports – tourism Reasort “Bellvue”,
Project application prepared, investment Plan prepared, PPP concept prepared, Preliminary design prepared.
17. Solar Power plants in schools in Novi Pazar, Tutin and Sjenica



18. Support to the Vocational Educational School for tourism and catering services, through the construction and equipping of the Public restaurant for practical work and education,

Project application prepared.

19. Cleaning and preservation of the river course of the Raška River from Novi Pazar to Raška;

Project prepared, Military and police mechanisatio support provided;

20. Two new kindergardens in Novi Pazar, and one new kindergarden in Tutin and Sjenica.

Project designs and permits prepared.

21. Equipping of the IT Classrooms in high schools in Novi Pazar.

Prepared project for Economic School and Technical School.

22. Trainings and courses in IT Technology, software engineering, etc. for IT market;

23. Social enterprises network establishment in Sandžak;

24. Broiler Farmer Center with the network of producers. Project prepared;

25. Production of organic bee honey and development of beekeeping sector;

26. Geothermal potential of Novi Pazar;

27. Private Sector development,



**THANK YOU FOR ALL YOUR KIND SUPPORT AND HELP,
AND THANK YOU FOR YOUR KIND ATTENTION,**

For all information, please contact us at:

office@seda.org.rs

Or visit our website at:

www.seda.org.rs