

MICRO-ENTERPRISE SUPPORT PROJECT

Progress Report for Year 5 Quarter 2

August 1– October 31, 2016

Picture Caption: September 23, 2016. Baku, Azerbaijan. Training for Business Associations on the "Strategic Planning in Associations"

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MICRO-ENTERPRISE SUPPORT PROJECT (MESP)

DISCLAIMER

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

ACRONYMS

USAID	United States Agency for International Development
MESP	Micro Enterprise Support Project
EDF	Entrepreneurship Development Foundation
GOAJ	Government of Azerbaijan
ERC	Economic Research Center
SEI	Support to Economic Initiatives
SMEDS	Small and Medium Enterprise Development Support
BF	Bridge to Future
WCA	World Carpet Association
MSE	Micro Small Enterprise

TABLE OF CONTENTS

1. Project Overview	6
2. Project Accomplishments In Year 5 Q2	8
3. Detailed activities	11
3.1. <i>Participation at preparation of the final document for the development of SMEs within the framework of strategic roadmap on the main sectors of national economy of Azerbaijan.</i>	11
3.2. <i>Survey was conducted among 1000 small businesses</i>	11
3.3. <i>Trainings</i>	12
3.4. <i>Round Tables</i>	16
3.5. <i>“ECONOMIC FORUM” Internet TV Programs</i>	21
3.6. <i>“ECONOMIC FORUM” in Radio “IJTIMAI”:</i>	23
3.7. <i>Publications</i>	25
3.8. <i>Publishing a guide (brochure) for small businesses</i>	36
Annex 1. Questionnaire of the Opinion Survey	38
Annex 2. Training on September 16, 2016: Agenda, List of participants, Press Release	51
Annex 3. Training on September 23, 2016: Agenda, List of participants, Press Release	54
Annex 4. Training on October 25, 2016: Agenda, List of participants, Press Release	57
Annex 5. Round Table on September 28, 2016: Agenda, List of participants, Press Release	60
Annex 6. Round Table on October 25, 2016: Agenda, List of participants, Press Release	64
Annex 7. Round Table on October 28, 2016: Agenda, List of participants, Press Release	68

1. PROJECT OVERVIEW

EDF is pleased to present the **Micro-Enterprise Support Project (MESP)** Year 5 Quarter 2 Report in accordance with **USAID Cooperative Agreement Number: AID-112-A-12-00001**. This Project activities report completed during Q2 – August 1 – October 31, 2016.

The MESP began operations in May 2012 and mostly builds on the work of institutional Development of EDF, preparing detailed working plans for first and second years, development and signing agreements with five project partners: Economic Research Center, Support for Economic Initiatives Public Union, Small and Medium Enterprise Development Support Center, Bridge to the Future Youth Public Union (Ganja city), and World of Carpet Association (Guba city).

The MESP objectives are:

- Improved dialogue and interaction between the state and civil society on the issues of the development of micro and small businesses in the country;
- Improved legislative and institutional framework for enabling environment for MSEs;
- Practical assistance to micro and small businesses, in particular for women family businesses to improve their viability and successful development.

Formally, the Project is divided into the seven interconnected and interdependent components:

- 1) Study of the problems of MSE and policy recommendations;
- 2) Legislative framework on business enabling environment;
- 3) Institutional framework on business enabling environment;
- 4) Mechanism of the protection of MSE from bureaucratic arbitrariness;
- 5) Increased competitiveness and efficiency of MSE;
- 6) Enhanced women's family business;
- 7) Access to financial sources for MSE.

In the reporting quarter, a number of activities have been performed in all mentioned components. Completed work on these components is described in this report.

Outputs in the reporting quarter:

- Project partners EDF and SMEDS participated in the development of "SME" chapter of government's "Road Map" for economic reforms;
- Survey was conducted among 1000 small businesses;

- Trainings were held: for Business Associations on "Public Private Dialogue", on "Strategic Planning in Associations", on "Increasing members in associations" and "Communication skills";
- Round Tables were held: 1) on "Economic perspectives of the beekeeping sector", 2) Round table dedicated to the presentation of results of the face-to-face survey conducted among 1000 small businesses in the territory of the Republic of Azerbaijan", 3) Round table dedicated to "Some of the problems that hinder the development of entrepreneurship";
- 16 round table discussions at Internet TV Program "Economic Forum";
- 13 "Economic Forum" programs were broadcasted on Radio "Ijtimai";
- 98 articles and expert interviews were published in media on entrepreneurship and current problems of the economy;
- A guide "Beekeeping. A guide (brochure) for small businesses " was published;

Outcome that expected in the next quarter:

- Publishing a guide "Dairy production";
- Conference: SME Development in Azerbaijan;
- Publishing in media 10 articles on entrepreneurship and current issues of the economy;
- Conducting 10 round-table discussions at Internet TV Program "Economic Forum";
- Broadcasting 10 round-table discussions at Radio "Ijtimai";
- Training for business-associations;
- Training for women on entrepreneurship;
- Conference on problems of women business.

2. PROJECT ACCOMPLISHMENTS IN YEAR 5 Q2

The goal of MESP is to create a favorable business environment for the growth of small businesses in Azerbaijan.

In order to reach the goal of the project EDF and its partner organizations fulfill three major objectives:

1. Improved dialogue and interaction between the state and civil society on the issues of the development of micro and small businesses in the country;
2. Improved legislative and institutional framework for enabling environment for MSEs;
3. Practical assistance to micro and small businesses, in particular for women family businesses to improve their viability and successful development.

Accomplishments of the MESP during the 18th quarter:

Objective 1. Improved dialogue and interaction between the state and civil society on the issues of the development of micro and small businesses in the country.

In accordance with the First Objective of the MESP, during the 18th quarter, following activities were carried out:

1. The project manager, was in active contact with head of sector in the presidential administration who leads the development of a Strategic Road Map. The project manager presented to him all recommendations prepared within the framework of MESP, researches and other materials. These materials were used in the preparation of the section on the development of small businesses within the framework of the Strategic Road Map for the used;
2. During the reporting quarter, Ilkin Garayev – head of one of the partner organization in the MESP, took part in the preparation of the final document for the development of SMEs within the framework of strategic roadmap on the main sectors of national economy of Azerbaijan.
3. Survey was conducted among 1000 small businesses in the period from September 5 to October 10, 2016 within the framework of the Micro Enterprise Support Project. The second face-to-face survey conducted among 1000 small businesses was conducted from September 5 to October 10 2016 within the framework of the Micro Enterprise Support Project. The survey covered Baku city and 8 economic regions of Azerbaijan.
4. During the reporting quarter, 3 Round Tables were held by EDF and its partner organizations on:

- "Economic perspectives of the beekeeping sector";
 - round table dedicated to the presentation of results of the face-to-face survey conducted among 1000 small businesses in the territory of the Republic of Azerbaijan",
 - "Some of the problems that hinder the development of entrepreneurship".
5. During the reporting period, 4 trainings were held by EDF and its partner organizations for business associations on:
- "Public Private Dialogue";
 - "Strategic Planning in Associations";
 - "Increasing members in associations";
 - Communication skills.
6. Within the framework of the project, a guide "Beekeeping. A guide (brochure) for small businesses" has been completed by project experts Rovshan Aghayev and Samir Aliyev. The guide is currently in the process of publication.
7. During the reporting period, a number of articles were published in media for the advocacy of the dialogue and interaction between the state and civil society. Articles covered topics such as: cooperation between government and business associations, judicial protection for Azerbaijani entrepreneurs, governmental approach to privatization, bureaucracy and etc.
8. Advocacy company business problems in various sectors in the Internet TV program, "Economic Forum". The program was also broadcasted on Radio "Ijtimai"
- *August 4, 2016: Development issues of agriculture;*
 - *August 23, 2016: Development perspectives of potato growing;*
 - *September 29, 2016: Current problems of agricultural production, processing, sale and export;*
 - *September 29, 2016: Beekeeping: problems and development perspectives;*
 - *October 10, 2016: Employment contracts;*
 - *October 16, 2016: Ways of protection of entrepreneurs from unfair trials;*
 - *October 21, 2016: Problems of the small business and the measures taken by the government;*

Objective 2. Improved legislative and institutional framework for enabling environment for MSEs.

1. Articles were published in media for advocacy for improvement of the legislative framework for enabling environment for MSEs
2. In “Economic Forum” Internet TV Programs, advocacy campaign was carried out for improvement of the legislation for the enabling environment for MSEs on following issues:
 - *August 12, 2016: Order of the President of Azerbaijan on tax reforms;*
 - *September 2, 2016: The legal environment for small business;*
3. Advocacy for improvement of the institutional framework for enabling environment for MSEs was also carried out in “Economic Forum” Internet TV Programs, during the reporting quarter, on following issues:
 - *September 9, 2016: Are institutional reforms needed for the development of entrepreneurship in Azerbaijan?*
4. Advocacy campaign was carried out for the dialogue between the state and private business in the Economic Forum” Internet TV Program “State and civil society. The dialogue between the state and private business“. The program was also broadcasted on Radio “Ijtimai”
 - *August 12, 2016: Business associations: Turkish experience*
 - *October 23, 2016: State and civil society. The dialogue between the state and private business;*

Objective 3: Practical assistance to micro and small businesses, in particular for women family businesses to improve their viability and successful development.

1. In the previous period, with the aim of providing practical support to entrepreneurs, the "hot line" service has been created. Entrepreneurs, who want to take advantage of this opportunity, as indicated on our web page www.sahibkarol.az, can send their questions via e-mail to the address: Irada.Eyvazova@gmail.com or info@sme.az and receive free advice from the experienced experts.
2. Researches were conducted on the development of women’s entrepreneurship and initial version of the package of recommendations was developed.
3. Advocacy company the problems in access to finance at the Internet TV program, "Economic Forum". The program was also broadcasted on Radio “Ijtimai”
 - *September 5, 2016: The situation in the banking and financial system of the country*
 - *September 21, 2016: To buy or not to buy SOCAR bonds?*
 - *October 21, 2016: Access to finance for SMEs. The importance of the creation of the Credit Guarantee Fund*

3. DETAILED ACTIVITIES

3.1. Participation at preparation of the final document for the development of SMEs within the framework of strategic roadmap on the main sectors of national economy of Azerbaijan.

During the reporting quarter, Ilkin Garayev - one of the partner organization in the MESP, took part in the preparation of the final document for the development of SMEs within the framework of strategic roadmap on the main sectors of national economy of Azerbaijan.

During the reporting quarter, also 16 programs were recorded within the framework of “Economic Forum” Internet TV program. The programs are available on the project web site (<http://sahibkarol.biz>) and on YouTube. Internet TV programs were dedicated to various current economical and entrepreneurial issues, and held with the participation of experts.

Programs are broadcasted on Radio “Ijtimai” as well. During the quarter, 13 “Economic Forum” programs were broadcasted on Radio “Ijtimai”.

3.2. Survey was conducted among 1000 small businesses

Survey was conducted among 1000 small businesses in the period from September 5 to October 10, 2016 within the framework of the Micro Enterprise Support Project.

The second face-to-face survey conducted among 1000 small businesses was conducted from September 5 to October 10 2016 within the framework of the Micro Enterprise Support Project.

The survey covered Baku city and 8 economic regions of Azerbaijan.

Distribution of respondents to juridical persons and natural persons (persons engaged in entrepreneurial activity without establishing a legal entity), is as follows:

- Legal entity – 9,4%
- Individual entrepreneurs – 90,6%

The Distribution of business entities by economic sectors is as follows:

- Trade – 30,0%
- Service – 30,0%
- Manufacture – 20,0%

- Agriculture – 20,0%

The survey was conducted on the basis of the questionnaire prepared and approved by the executive group of the project earlier. The full text of the questionnaire is also reflected in Annex 1. The survey questions can be grouped as follows:

- a. Questions about the current state of business
- b. Questions about inspections
- c. Questions related to the obtaining a license
- d. Questions about real estate registration
- e. Questions about the National Fund for Entrepreneurship Support
- f. Questions about the tax system
- g. Questions about customs procedures
- h. Questions about the suspension of activities
- i. Questions about permits for a construction
- j. Questions about awareness on legislation
- k. Questions related to the development of private entrepreneurship
- l. Questions related to the World Trade Organization
- m. Demography

The report was prepared on the survey results and available on the website www.sahibkarol.biz. At the same time a short presentation of the report was prepared.

3.3. Trainings

Training for Business Associations on "Public Private Dialogue"

On September 16 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), the training for Business Associations on the theme of the "Public Private Dialogue" was held by the Economic Research Center (ERC) and the Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project.

Representatives of business associations and representatives of various social organizations attended the training.



The training covered the topics on: purpose of the public private dialogue, dialogue forms, lobbying and advocacy activities, public-private partnerships, components of the public private dialogue, topics that can be discussed between the government and the private sector, representation in the dialogue with government, requirements of the business in the process of dialogue, channels of dialogue, preparation of the business for the dialogue, results of dialogue between the government and the private sector, international experience in the public-private dialogue, basic principles of establishment of public private dialogue institutions, public participation, public participation opportunities of business in the process of making decisions by public authorities - legislative basis, public control, public councils, Azerbaijani experience of the public-private dialogue - Council of Entrepreneurs.

Agenda, List of Participants and the Press Release of the event can be found in Annex 2.

More information on the training can be found:

http://edf.az/ts_general/eng/ksid/events/events_2016/event-8.htm

Training for Business Associations on "Strategic Planning in Associations"

On September 23, 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), the training for Business Associations on the theme of the "Strategic Planning in Associations" was held by the Economic Research Center (ERC) and the

Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project.



Representatives of business associations and representatives of various social organizations attended the training.

Sabit Bagirov – President of the Entrepreneurship Development Foundation made opening remarks at the training. Vugar Zeynalov, Vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic greeted the attendees. Then, Dr. Gubad Ibadoglu made a presentation on the theme of “Strategic Planning in Associations: Purpose, mission and goals”.

Gubad Ibadoglu continued his presentation with the themes “Evaluation of the development strategy of associations: SWOT and BEEM Analysis”. Then, the trainer made a presentation on “Analysis of interest groups and the establishment of the matrix”.

After the presentations, the participants were divided into 4 groups among themselves and training continued with discussions in groups.

After the coffee break, teams made their presentation and discussions were held on presentations.

The training covered the topics on: what is a strategy, strategy - tactics, strategic planning, organizational management, strategic management, components of

strategic management, strategic planning, strategic planning process, SWOT and BEEM analysis, analysis of interest groups.

At the end of the training, discussions were held around training topics and the participants were informed about future training programs.

Agenda, List of Participants and the Press Release of the event can be found in Annex 3.

More information on the training can be found:

http://edf.az/ts_general/eng/ksid/events/events_2016/event-9.htm

Training for Business Associations on "Membership" and "Communication skills"

On October 25, 2016, in the Conference Room of Holiday Inn Hotel, the Economic Research Center (ERC) and the Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project held the training for Business Associations on "Membership" and "Communication Skills".

Representatives of business associations and public unions and experts attended the training.

Then, Jala Hajiyeveva - Executive Director of the Microfinance Association made her presentation on the topic of "ways of increasing members in associations".

After lunch, Jala Hajiyeveva continued her presentation on the topic of "the establishment and development of relationships"



Agenda, List of Participants and the Press Release of the event can be found in Annex 4.

More information on the training can be found:

http://edf.az/ts_general/eng/ksid/events/events_2016/event-12.htm

3.4. Round Tables

Round Table on "Economic perspectives of the beekeeping sector"

On September 28, 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), the Round Table on the theme of the "Economic perspectives of the beekeeping sector" was held by the Entrepreneurship Development Foundation (EDF) and Economic Research Center (ERC) in the framework of the Micro Enterprise Support Project.



Beekeepers from different regions, representatives of public unions and experts attended the round table.



The presenter spoke of legislative acts in this field. He noted that the main law in this field is the Law of the Republic of Azerbaijan on "Beekeeping" adopted on February 2, 2009.

He also spoke about the results of the conducted research. Samir Aliyev mentioned the increase in the number of bee families, between 2006 and 2015 the number of bee families increased more than 2 times across the country. According to him, experts say that, approximately 8-10 thousand bee farms are operating in the country.

Speaking about the research results, Samir Aliyev said that, the local natural honey production of our country cannot meet the demand. According to the State Customs Committee of the Republic of Azerbaijan, in 2015, 69.66 tons of natural honey was imported to the country and in recent years, there is an increase in imports. In 2015, the greatest volume of honey was imported from Germany, Turkey, and Russia.

Samir Aliyev mentioned 20 leading countries in the world with greatest production of honey. These are China, Turkey, and Argentina.

Speaking about the export potential, Samir Aliyev noted that, the export potential of honey is still low. However, there is no problem in the sale of natural honey. These are mainly retail sales, wholesale channels are not available.

At the end of the presentation, Samir Aliyev mentioned his numerous proposals for the development of beekeeping in the country.

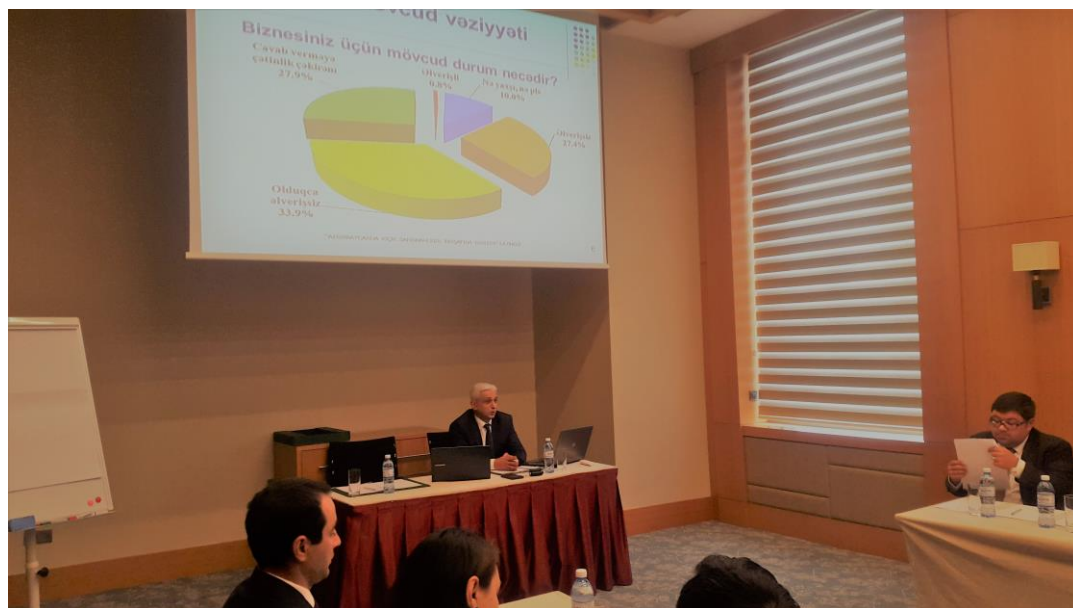
Agenda, List of Participants and the Press Release of the event can be found in Annex 5.

More information on the round table can be found:

http://edf.az/ts_general/eng/ksid/events/events_2016/event-13.htm

Round table dedicated to the presentation of results of the face-to-face survey conducted among 1000 small businesses in the territory of the Republic of Azerbaijan".

On October 25, 2016, in the Conference Room of Holiday Inn Hotel, the Small and Medium Enterprise Development Support Center (SMEDS) and the Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project held the "round table dedicated to the presentation of results of the face-to-face survey conducted among 1000 small businesses in the territory of the Republic of Azerbaijan".



Entrepreneurs, representatives of public unions and experts attended the training.

Ilkin Garayev - Director of Small and Medium Enterprise Development Support Center presented the results of the face-to-face survey conducted among 1000 small businesses to the participants of the round table.



Ilkin Garayev noted that, 1000 small businesses from Baku, Absheron, Ganja-Gazakh, Shaki-Zagatala, Lankaran, Guba-Khachmaz, Aran, Yukhari Karabakh, Daghligh Shirvan region took part in the survey.

9,4% of the interviewed respondents were juridical persons and 90,6% of them were natural persons.

Division of business entities by sectors was as follows:

- Trade – 30 %
- Service – 30 %
- Manufacture – 20 %
- Agriculture – 20 %

Respondents expressed their points of view about the issues such as, the current state of business, inspections, obtaining a license, real estate registration, National Fund for, Entrepreneurship Support, tax system, customs procedures, suspension of activities, permits for a construction, awareness on legislation, development of private entrepreneurship, World Trade Organization and demography.

Only 20.4 % of the surveyed entrepreneurs obtained a license so far. 80.9 % of them, in other words, 165 of the respondents said that it was difficult to obtain a license. Respondents mentioned their main problems were procrastination in the relevant official body that issues license, collection of documents from various government agencies to obtain a license, short duration of a license.

For the reason not using e-tax payment, 56,4 % of respondents answered that, paying taxes in the traditional way is easier for them.

66,4 % of respondents consider that the number of tax forms must be reduced for better change in the tax system.

10.8 % of the surveyed entrepreneurs, in other words 108 respondents said that they are currently engaged in foreign trade operations.

4.8 % of the respondents, in other words 48 entrepreneurs said that they closed their company in the past.

Agenda, List of Participants and the Press Release of the event can be found in Annex 6.

More information on the round table can be found:

http://edf.az/ts_general/eng/ksid/events/events_2016/event-11.htm

Round table dedicated to “Some of the problems that hinder the development of entrepreneurship”

On October 28, 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), within the framework of the Micro Enterprise Support Project, the Support for Economic Initiatives Public Union (SEI) and the Entrepreneurship Development Foundation (EDF) held the round table dedicated to **“Some of the problems that hinder the development of entrepreneurship”**.



Entrepreneurs, representatives of state agencies, independent experts and representatives of local NGOs attended the training.

Azer Mehtiyev - Chairman of SEI made an opening speech and informed about the problems faced by small entrepreneurs in the country and measures taken to solve them.

Vugar Zeynalov - vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic welcomed round table participants and spoke about the importance of the issues on the agenda for entrepreneurs.

Then, SEI expert Abil Bayramov made the presentation on the theme: "How does the violation of presumption of innocence affect the court proceedings attended by entrepreneurs and their business?"

After discussions, SEI expert Samir Aliyev made the second presentation on the theme: "Farm lands registration: Were the problems solved?"

At the end of the round table, Samir Aliyev presented series of recommendations on simplification of procedures for the registration of agricultural lands and elimination of additional costs.

Agenda, List of Participants and the Press Release of the event can be found in

More information on the round table can be found:

http://edf.az/ts_general/eng/ksid/events/events_2016/event-10.htm

3.5. "ECONOMIC FORUM" Internet TV Programs

Moderator: Sabit Bagirov (President of the Entrepreneurship Development Foundation).

№1 – 23.10.2016: State and civil society. The dialogue between the state and private business

Participants: Alimammad Nuriyev (Head of «Constitution» Research Foundation) and Galib Togrul (Head of the Economic Research Center).

<https://www.youtube.com/watch?v=-8Xnl7Z2ypo>

№2 – 21.10.2016: Access to finance for SMEs. The importance of the creation of the Credit Guarantee Fund

Participants: Azer Mehtiyev (Head of the Support for Economic Initiatives Public Union) and Rovshan Agayev (economic expert).

<https://www.youtube.com/watch?v=-o3bXIn1SK8>

№3 – 21.10.2016: Problems of the small business and the measures taken by the government

Participant: Ilkin Garayev (Head of the Small and Medium Enterprise Development Support Center).

<https://www.youtube.com/watch?v=N2dLvDrhCGs>

№4 – 20.10.2016: Azerbaijan's status in the Extractive Industries Transparency Initiative (EITI)

Participants: Alimammad Nuriyev (Head of "Constitution" Research Foundation) and Gubad Ibadoglu (EITI Coalition Coordinator, economic expert).

<https://www.youtube.com/watch?v=IUJYUkgrjEg>

№5 – 16.10.2016: Ways of protection of entrepreneurs from unfair trials.

Participants: Abil Bayramov (Head of "Towards Civil Society" Public Union, lawyer, expert) and Alasgar Mammadli (lawyer, expert).

<https://www.youtube.com/watch?v=TZiv6oL8HtQ>

№6 – 11.10.2016: Employment contracts

Participants: Rovshan Agayev (Deputy Chairman of the Support for Economic Initiatives Public Union, economic expert) and Sahib Mammadov (The head of the Citizens' Labor Rights Protection League, lawyer, expert).

<https://www.youtube.com/watch?v=6fsW9l6oCAk>

№7 – 29.09.2016: Current problems of agricultural production, processing, sale and export.

Participants: Fakhraddin Guluzade (businessman in the field of processing of agricultural products) and Vahid Maharrəmov (economist, expert).

<https://www.youtube.com/watch?v=kw8eOCoSALY>

№8 – 29.09.2016: Beekeeping: problems and development perspectives

Participants: Badraddin Hasratov (Head of Beekeepers Association) and Samir Aliyev (economist, expert).

https://www.youtube.com/watch?v=pVP_3G5BoBw

№9 – 21.09.2016: To buy or not to buy SOCAR bonds?

Participants: Jafar Ibrahimov (expert on capital markets) and Samir Aliyev (economist, expert).

<https://www.youtube.com/watch?v=Bxxkou7yoeY>

№10 – 09.09.2016: Are institutional reforms needed for the development of entrepreneurship in Azerbaijan?

Participants: Fuad Rasulov (Khazar University professor) and Ilkin Garayev (Chairman of the Small and Medium Enterprise Development Support Center).

<https://www.youtube.com/watch?v=Y63K7Qo60Vs>

№11 – 05.09.2016: The situation in the banking and financial system of the country

Participant: Samir Aliyev (expert in the field of banking and finance).

<https://www.youtube.com/watch?v=ITfOZnhi5yc>

№12 – 02.09.2016: The legal environment for small business

Participants: Azer Mehtiyev (Head of the Support for Economic Initiatives Public Union) and Abil Bayramov (lawyer -expert).

<https://www.youtube.com/watch?v=ExPSjEghDg0>

№13 – 23.08.2016: Development perspectives of potato growing

Participant: Vahid Maharramov (Agriculture Specialist).

<https://www.youtube.com/watch?v=ICcpiocspo>

№14 – 12.08.2016: Business associations: Turkish experience

Participant: Ufuk Aydin (Secretary General of Azerbaijan International Society of Turkish Industrialists and Businessmen (TUSIAB)).

https://www.youtube.com/watch?v=EBLN8p_imQc

№15 – 12.08.2016: Order of the President of Azerbaijan on tax reforms

Participant: Galib Togrul (Head of the Economic Research Center).

<https://www.youtube.com/watch?v=823XhDp1kQk>

№16 – 04.08.2016: Development issues of agriculture

Participant: Vahid Maharramov (Agriculture Specialist).

https://www.youtube.com/watch?v=JGKY_Z1vumY

3.6. “ECONOMIC FORUM” in Radio “IJTIMAI”:

Programs are also available on MESP web site: www.sahibkarol.biz

Moderator: Sabit Bagirov (President of the Entrepreneurship Development Foundation).

№1 – 25.10.2016: Ways of protection of entrepreneurs from unfair trials.

Participants: Abil Bayramov (Head of "Towards Civil Society" Public Union, lawyer, expert) and Alasgar Mammadli (lawyer, expert).

№2 – 11.10.2016: Employment contracts

Participants: Rovshan Agayev (Deputy Chairman of the Support for Economic Initiatives Public Union, economic expert) and Sahib Mammadov (The head of the Citizens' Labor Rights Protection League, lawyer, expert).

№3 – 29.09.2016: Current problems of agricultural production, processing, sale and export.

Participants: Fakhraddin Guluzade (businessman in the field of processing of agricultural products) and Vahid Maharrəmov (economist, expert).

№4 – 29.09.2016: Beekeeping: problems and development perspectives

Participants: Badraddin Hasratov (Head of Beekeepers Association) and Samir Aliyev (economist, expert).

№5 – 21.09.2016: To buy or not to buy SOCAR bonds?

Participants: Jafar Ibrahimov (expert on capital markets) and Samir Aliyev (economist, expert).

№6 – 09.09.2016: Are institutional reforms needed for the development of entrepreneurship in Azerbaijan?

Participants: Fuad Rasulov (Khazar University professor) and Ilkin Garayev (Chairman of the Small and Medium Enterprise Development Support Center).

№7 – 05.09.2016: The situation in the banking and financial system of the country

Participant: Samir Aliyev (expert in the field of banking and finance).

№8 – 02.09.2016: The legal environment for small business

Participants: Azer Mehtiyev (Head of the Support for Economic Initiatives Public Union) and Abil Bayramov (lawyer - expert).

№9 – 23.08.2016: Development perspectives of potato growing

Participant: Vahid Maharramov (Agriculture Specialist).

№10 – 12.08.2016: Business associations: Turkish experience

Participant: Ufuk Aydin (Secretary General of Azerbaijan International Society of Turkish Industrialists and Businessmen (TUSIAB)).

№11 – 12.08.2016: Order of the President of Azerbaijan on tax reforms

Participant: Galib Togrul (Head of the Economic Research Center).

№12 – 04.08.2016: Development issues of agriculture

Participant: Vahid Maharramov (Agriculture Specialist).

№13 – 02.08. 2016: Youth entrepreneurship

Participants: Ruslan Atakishiyev (Chairman of the Center for the Study of Economic Resources).

3.7. Publications

In the reporting period, 98 articles and expert interviews were published in media on entrepreneurship and current issues of the economy.

1. **Headline:** Tax payers will be exempted - expert commentary. **Date:** 05.08.16.

Links:

- <http://news.milli.az/country/458249.html>
- <http://gundelik-baku.com/index.php?newsid=46363>
- <http://www.7news.az/sosial-4/bu-vergini-odeyenler-digerlerinden-tam-azad-olunacaq-32690>
- <http://arxiv.az/az/news.milli.az/71149090/Bu+vergini+odeyenler+digerleri+nden+tam+azad+olunacaq>

2. **Headline:** Tax patent system will be introduced in Azerbaijan - expert commentary. **Date:** 05.08.16. **Links:**

- <https://www.bizimyoil.info/news/82437.html>
- <http://news.atv.az/az/social/75142-azerbaycanda-patent-vergisi-tetbiq-olunacaq>
- <http://fins.az/budce/903985/azerbaycanda-patent-vergisi-tetbiq-olunacaq-sarh.html>
- <http://ann.az/az/azerbaycanda-patent-vergisi-tetbiq-olunacaq/#.V6Ws6PmLTIU>
- <http://azeri.press/iqtisadayyat/257983-azerbaycanda-patent-vergisi-tetbiq-olunacaq0.html>

3. **Headline:** VAT problem of supermarkets is solved - expert commentary.

Date: 05.08.16. **Links:**

- <http://www.azadliq.org/a/supermarketlerin-edv-derdi/27901737.html>
 - <http://vizual.az/az/supermarketlerin-edv-derdi-hellini-tapir/>
 - <http://www.faktxeber.com/mobil/index.php?H=481646>
4. **Headline:** Why is VAT changed - expert commentary. **Date:** 06.08.16. **Links:**
- <http://fins.az/budce/904027/adv-nece-ve-niye-deyisdirilir-izahat.html>
 - <http://faktor.az/news/economy/6684-edv-nece-ve-niye-diferensiallasdirilir>
 - <http://matbuat.az/news/495652/edv-nece-ve-niye-deyisdirilir---izahat.html>
 - <http://xebervar.com/xebervar-edv-nece-ve-niye-deyisdirilir-izahat-t133584.html>
 - <http://news.milli.az/economy/458642.html>
 - <http://arxiv.az/az/news.milli.az/71205979/EDV+nece+ve+niye+deyishdirilir+IZAHAT>
5. **Headline:** Why did concession in the amount of 10 000 dollars last only 2 months? - expert commentary. **Date:** 07.08.16. **Link:**
<http://www.azadliq.org/a/hokumet-bir-addim-ireli-atir-iki-addim-geri/27906040.html>
6. **Headline:** All border checkpoints will be tax free - expert commentary. **Date:** 08.08.16. **Link:**
<http://fins.az/budce/904059/butun-serhed-buraxilis-menteqelerinde-tax-free-olacaq.html>
7. **Headline:** For the attention of tourists leaving the country! You will receive your money back - expert commentary. **Date:** 08.08.16. **Link:**
<http://news.atv.az/az/social/75310-olkeden-geden-turistlerin-nezerine>
8. **Headline:** VAT problem of retail sellers was solved, but wholesale? - expert commentary. **Date:** 08.08.16. **Links:**
- <http://afn.az/iqtisadiyyat/43381-perakende-saticinin-edv-problemi-hell-olundu-bes-topdansatici.html>
 - http://ann.az/az/perakende-saticinin-edv-problemi-hell-olundu-bes-topdansatici/#.V6nAn_mLTIU
 - <http://azeri.press/iqtisadayyat/258914-perakende-satcnn-edv-problemi-hell-olundu-bes-topdansatc.html>

9. **Headline:** Will the request of supermarkets carried out? - expert commentary. **Date:** 08.08.16. **Link:**
<http://hafta.az/index2.php?m=yazi&id=183777>
10. **Headline:** Why should the "tax free" exist in all border checkpoints? - expert commentary. **Date:** 08.08.16. **Link:**
<http://sputnik.az/expert/20160808/406698459.html>
11. **Headline:** What is the "tax free" and how can we benefit? - expert commentary. **Date:** 08.08.16. **Link:**
<http://news.milli.az/country/458981.html>
12. **Headline:** Tax incentives in the agricultural sector will be determined accurately – expert opinion. **Date:** 08.08.16. **Link:**
<http://www.ekspress.az/az/iqtisadiyyat/7932-aqrar-sahede-nbsp-vergi-g-uuml-zeshti-serhedleri-deqiq-m-uuml-eyyen-ediledzek>
13. **Headline:** The exact boundaries of the tax benefit will be determined in the agricultural sector - expert commentary. **Date:** 08.08.16. **Link:**
<http://www.ekspress.az/az/iqtisadiyyat/7932-aqrar-sahede-nbsp-vergi-g-uuml-zeshti-serhedleri-deqiq-m-uuml-eyyen-ediledzek>
14. **Headline:** Do we need “Anti-avoidance rules”? - expert commentary. **Date:** 11.08.16. **Links:**
- <http://www.moderator.az/news/147507.html>
 - <http://www.musavat.az/xeber/bize-anti-avoidance-rules-lazimdirmi-7310>
15. **Headline:** Entrepreneurs will benefit and it will be cheaper - expert commentary. **Date:** 11.08.16. **Links:**
- <http://www.kanals.az/news/social/45551>
 - <http://news.milli.az/country/459800.html>
16. **Headline:** Money in a pocket, card in a bank: it is not possible to switch to cashless payments - expert commentary. **Date:** 11.08.16. **Link:**
<http://cebhe.info/oxu/28812/>
17. **Headline:** Tax for these persons - expert commentary. **Date:** 12.08.16. **Link:**
<http://news.atv.az/az/economy/75639-bu-sexsler-ucun-vergi-geldi>
18. **Headline:** Is the refusal of dollar possible for Turkey and Russia? - expert commentary. **Date:** 12.08.16. **Links:**
- <http://telegraf.com/news/106288>

- <http://az.qaynarinfo.az/xeber-rusiya-v-turkiynin-dollar-dan-imtinas-mumkundurmu-t90712.html>
19. **Headline:** Is the world without dollars realistic? - expert commentary. **Date:** 12.08.16. **Link:**
<http://fins.az/dunya/904395/-dollarsiz-dunya-realdirmi.html>
20. **Headline:** Is it possible refusal of dollars in mutual settlements between Turkey and Russia? - expert commentary. **Date:** 12.08.16. **Link:**
<http://afn.az/iqtisadiyyat/43622-rusiya-ve-turkiyenin-qarshilqili-hesablashmalarda.html>
21. **Headline:** Markets are closed what can a small entrepreneur do? – expert opinion. **Date:** 15.08.16. **Link:**
<http://www.azadliq.org/a/27923086.html>
22. **Headline:** How will oil prices influence manat? – expert opinion. **Date:** 16.08.16. **Link:**
<http://telegraf.com/news/106649>
23. **Headline:** oil price rise will not have positive impact on the exchange rate of manat – expert opinion. **Date:** 16.08.16. **Link:**
<http://www.gununesi.info/qalib-togrul-neftin-hazirda-bahalasmasi-manatun-kursunda-musb%C9%99t-d%C9%99yisiklik-yaratmayacaq/>
24. **Headline:** Oil prices rise, will manat become more expensive? – expert opinion. **Date:** 16.08.16. **Link:**
<http://cebhe.info/oxu/29361/>
25. **Headline:** S. Mehtiyeva. Adventures of small and medium-sized businesses in securities market. 1 September 2016.
<http://www.bizim Yol.info/news/83865.html>
26. **Headline:** S. Mehtiyeva. Who benefited concessional loans in the amount of 1.5 billion. 9 September 2016.
<http://www.Azadliq.org/a/milyard-yarimliq-guzeshtli-kreditden-kime-ne-dushub/27977778.html>
27. **Headline:** S. Mehtiyeva. Judicial protection for Azerbaijani entrepreneurs. 12 September 2016.
<http://ann.az/az/azerbaycan-sahibkarlarinin-mehkeme-mudafiesi/#.V9gInyh97Dd>

28. **Headline:** S. Mehtiyeva. What will the cancellation of licenses change in economy? 29 September 2016.
29. <http://ann.az/az/lisenziyalarin-levi-iqtisadiyyata-ne-verecek-tehlil/#.V-117yh97Dd>**Headline:** Roundtable on the theme of "Economic perspectives of the beekeeping sector". 28.09.16
http://azertag.az/xeber/Azərbaycanda_arıçılıq_sektorunun_iqtisadi_perspektivleri_adli_deyirmi_masa_kechirilib-996766
30. **Headline:** State Program on "Bee-keeping development" should be adopted. 28.09.16
<http://www.sei.az/news-1175.html>
31. **Headline:** "Bee farms' productivity level is 5-20 kg in Azerbaijan, while abroad it reaches 40-50 kg ". 28.09.16
<http://www.gununsesi.info/ari-t%C9%99s%C9%99rufatlarinda-balverimi-s%C9%99viyy%C9%99si-az%C9%99rbaycanda-5-20-kq-xaricd%C9%99-is%C9%99-40-50-kq-a-catir/>
32. **Headline:** The creation of the Association of Beekeepers is proposed. 28.09.16
<http://report.az/ask/azərbaycanda-arıçılar-assosiasiyasının-tesis-edilmesine-boyuk-ehtiyac-var-1/>
33. **Headline:** New proposal on the combat against artificial honey in markets. 29.09.16
<http://www.baki-xeber.com/sosial/51441.html>
34. **Headline:** Samir Aliyev: There is a shortage of specialists in beekeeping sector. 29.09.16
<https://www.meydan.tv/az/site/opinion/17794/>
35. **Headline:** Only state benefits from this decision, as much as a customer loses – expert opinion. **Date:** 03.10.16. **Links:**
- <http://www.moderator.az/news/153522.html>
 - <http://www.musavat.az/xeber/bu-qerardan-yalniz-dovlet-qazanacaq-istehlakcinin-itirdiyi-qeder-13457>
36. **Headline:** The situation of social groups will be even worse – expert opinion. **Date:** 03.10.16. **Link:**
<http://www.gununsesi.info/sosial-baximdan-h%C9%99ssas-qrupların-v%C9%99ziyy%C9%99ti-daha-da-agirlasacaq/>

37. **Headline:** Competitiveness of the national economy will go down – expert opinion. **Date:** 03.10.16. **Link:**
<http://etikxeber.az/milli-iqtisadiyyatin-r%C9%99qab%C9%99tqabiliyy%C9%99tliliyi-asagi-dus%C9%99c%C9%99k-ekspert>
38. **Headline:** Import duties on some products were increased – expert opinion. **Date:** 03.10.16. **Link:**
<http://sputnik.az/life/20161003/407236591/gomruk-rusum-erzaq-bazar.html>
39. **Headline:** The government has decided to increase prices, the decision of the Cabinet of Ministers – expert opinion. **Date:** 03.10.16. **Link:**
<http://www.cebhe.info/oxu/33937/>
40. **Headline:** Customs duties on some imported goods – expert opinion. **Date:** 03.10.16. **Link:**
<http://www.ekspress.az/az/iqtisadiyyat/11060-milli-yumurtaya-destek-nbsp-ve-ya-bezi-idxal-mallarina-y-uuml-ksek-g-ouml-mr-uuml-k-r-uuml-sumu-ne-ved-edir-nbsp>
41. **Headline:** The road to the World Trade Organization is closed – expert opinion. **Date:** 05.10.16. **Links:**
- http://arqument.az/az/dnyaticaret-teskilatna-yol-qapanr-ekspert-serhi/#.V_S8FfmLTIU
 - http://toplumtv.com/az/dunya-ticaret-teskilatina-yol-qapanir-ekspert-serhi/#.V_S_QfmLTIV
42. **Headline:** Imported goods will become more expensive – expert opinion. **Date:** 05.10.16. **Link:**
- <http://www.azadliq.org/a/budce-gomruk/28035057.html>
 - http://xeber365.com/article/48/36983/%C4%B0dxal_mallar%C4%B1_bahal%C5%9Facaq
43. **Headline:** The biggest responsibility will be on the Customs Committee – expert opinion. **Date:** 05.10.16. **Links:**
- <http://www.azadliq.info/159393.html>
 - <http://strateq.az/aktual/100975/%C9%99n-boyuk-m%C9%99suliyy%C9%99t-gomruk-komit%C9%99sinin-uz%C9%99rind%C9%99-olacaq.html>
 - <http://koordinat.az/meqale.php?id=13413>

- <http://www.xural.com/m%C9%99suliyy%C9%99t-dovl%C9%99t-gomruk-komit%C9%99si-dgk-uz%C9%99rind%C9%99-olacaq/>
- 44. Headline:** Next year, people will pay more – expert opinion. **Date:** 05.10.16.
Link:
http://www.mia.az/w248211/G%C9%99l%C9%99n_il_%C9%99hali_daha_%C3%A7ox_x%C9%99rc%C9%99_d%C3%BC%C5%9F%C9%99c%C9%99k_-_Ekspert_proqnoz_verdi/
- 45. Headline:** Green light for dollar sellers – expert opinion. **Date:** 17.10.16.
Links:
- <http://politika.az/karusel/22802-dollar-satan-vetendashlara-yashil-ishiq.html>
 - <http://faktor.az/az/economy/12630-olkemizde-iqtisadi-durgunluq-ne-qeder-davam-edecek>
- 46. Headline:** Thread for confectionery – expert opinion. **Date:** 18.10.16. **Link:**
<http://hafta.az/index2.php?m=yazi&id=188006>
- 47. Headline:** People who do not pay taxes - interview - interview. **Date:** 27.10.16. **Link:**
<http://www.azadliq.org/a/28076868.html>
- 48. Headline:** What has latest tax and duty changes changed in the economy? - interview. **Date:** 27.10.16. **Link:**
<http://fins.az/budce/908977/son-vergi-deyisiklikleri-ve-rusumlari-neyi-deyisib.html>
- 49. Headline:** What has latest tax and duty changes changed in the economy? - interview. 27.10.16. **Link:**
<http://azerbaijan.shafaqna.com/AZ/AZ/290293>
- 50. Headline:** What language should the government use in communication with business? 10.10.16. **Link:**
<http://fins.az/biznes/907782/dovlet-biznesle-hansi-dilde-danismalidir-maqala.html>
- 51. Headline:** Beekeeping development opportunities are not used - Experts show the way. 28.09.16
<http://koordinat.az/meqale.php?id=13200>
- 52. Headline:** There are 10 thousand bee farms, and 250 thousand bee families in the country. 28.09.16

<http://palitraneews.az/news.php?id=58924>

- 53. Headline:** 100 million can be earned in honey production - DISCUSSION, PROPOSALS. 28.09.16

<http://fins.az/sebet/907082/bal-istehsalindan-100-milyon-qazanmaq-olar-muzakira-takliflar.html>

- 54. Headline:** There is a need to unite beekeepers in one association. 28.09.16

<http://marja.az/busines/sector/agro/item/202877-ar%C4%B1%C3%A7%C4%B1lar%C4%B1n-vahid-ittifaqda-birl%C9%99%C5%9Fm%C9%99sin%C9%99-ehiyac-var.html>

- 55. Headline:** Why entrepreneurship cannot be developed? - Experts discuss ways to solve the problem. 28.10.16

<http://www.koordinat.az/meqale.php?id=14137>

- 56. Headline:** The farmers can not privatize their lands - What are the challenges for small businesses? 28.10.16

<http://www.gununesi.info/fermerl%C9%99r-torpaqlarini-oz%C9%99ll%C9%99sdir%C9%99-bilmirl%C9%99r/>

- 57. Headline:** Some of the problems that hinder the development of entrepreneurship and their solutions. 28.09.16

<http://www.sei.az/news-1176.html>

- 58. Headline:** Problems that hinder the development of entrepreneurship. 28.10.16

<http://olaylar.az/news/sosial/197156>

- 59. Headline:** AEC held an event on issues that hinder the development of entrepreneurship. 28.10.16

<http://ask.org.az/az/read/218>

- 60. Headline:** Entrepreneurs' problems and their solutions were discussed in Baku. 28.10.16

<http://contact.az/docs/2016/Economics&Finance/102800173199az.htm#.WBmcBPp97Dc>

- 61. Headline:** Entrepreneurs' problems and their solutions were discussed.

<http://ekspress.az/az/iqtisadiyyat/12506-sahibkarlarin-problemleri-ve-onlardan-dzdedil-ixish-yollari-m-uuml-zakire-edildi>

- 62. Headline:** Registration procedures of farm lands should be simplified. 28.10.16

<http://hurriyyet.org/14674-fermer-torpaqlarinin-dovlet-qeydiyyatina-alinmasi-proseduru-sadeleshdirmelidir.html>

63. Headline: S. Mehtiyeva. Azerbaijani honey is the most expensive honey in the world. 12 October 2016.

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64. Headline: S. Mehtiyeva. International standards related to the quality of honey is toughened. 18.10.2016.

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65. Radio «Azadlig», 03 August 2016. ANFES – a source of cheaper loans for large businesses

<http://www.Azadlig.org/a/sahibkarliga-komek-milli-fondu/27897980.html>

66. Radio «Azadlig», 03 August 2016. Governmental approach to privatization

<http://www.Azadlig.org/a/27898401.html>

67. Radio «Azadlig», August 10, 2016. Officials themselves benefit from offshores.

<http://www.Azadlig.org/a/27913155.html>

68. Headline: Last 4 months of the year: Expectations for manat. 18 August 2016.

<http://www.Azadlig.info/152715.html>

69. Headline: New prediction about the fate of manat. 18 August 2016.

<http://banco.az/az/news/manatin-taleyi-ile-bagli-yeni-proqnoz>

70. Headline: Expectations for manat – COMMENTARY – PREDICTION. 18 AUGUST 2016.

<http://fins.az/bank/904790/manati-ne-gozleyir-sarh-proqnoz.html>

71. Headline: Last 4 months of the year: Expectations for manat. 19.08.2016.

<http://az.qaynarinfo.az/xeber-lin-sona-qalan-4-ay-t91289.html>

72. Headline: Fund for problematic loans should be created - Samir Aliyev. 26 August 2016,

<http://www.pia.az/%E2%80%9CProblemlı kreditler fondu yaradilsin%E2%80%9D -155652-xeber.html#.WBmqcyp97Dd>

73. Headline: Azer Mehtiyev, "As long as there is a bureaucratic capitalism ..."
29 August 2016

<http://www.Azadlig.org/a/27952814.html>

74. Headline: Rovshan Agayev: Why is employment not legalised? 29 August 2016

<https://novator.az/2016/08/29/m%C9%99sgulluq-niy%C9%99-leqallasmir/>

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75. Headline: Rovshan Agayev. Why is employment not legalised? 30 August 2016.

<http://www.bizimyor.info/news/83704.html>

76. Headline: Azer Mehtiyev: "Reforms are going through the saving the country's economy from bureaucracy and monopoly". 01 September 2016

<http://m.deyerler.org/>

77. Headline: Abil Bayramov. Where to settle disputes - in court or out of court? 05.09.2016.

<http://fins.az/biznes/905805/mubahiseleri-harada-hell-etmeli-mehkemedeyoxsa-mehkemedən-kenar.html>

78. Headline: Samir Aliyev: Saving manat - DE-DOLLARIZATION. 06 September 2016.

<http://sei.az/news-1174.html>

http://www.mia.az/w246685/Manat%C4%B1_nec%C9%99_xilas_etm%C9%99_9k_olar_%E2%80%93_%3Cfont_color=red%3E_Ekspertl%C9%99r_h%C3%B6kum%C9%99t%C9%99_%22t%C9%99klif_paketi%22_t%C9%99qdim_edir/
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80. Headline: Samir Aliyev: "The biggest impact of the devaluation was on small and medium-sized enterprises". 09 September 2016

http://musavat.com/news/samir-eliyev-devalvasiyanın-en-boyuk-tesiri-kichik-ve-orta-sahibkarliga-olub_258387.html

81. Headline: R. Agayev: Optimistic prediction for Azerbaijan from the International Monetary Fund. 15 September 2016

<http://www.gununesi.info/beyn%C9%99lxalq-valyuta-fondundan-az%C9%99rbaycan-ucun-optimist-proqnoz/>

82. **Headline: Azer Mehtiyev. Will Azerbaijan be able to get rid of oil dependence?** 17 September 2017
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83. **Headline: Reason for foreign companies to leave Azerbaijan.** 18 September 2016
<http://www.cebhe.info/oxu/32354/>
84. **Headline: Rovshan Agayev: "Government officials should stop supporting a large-scale enterprises".** 3 October 2016
<http://strateq.az/iqtisadiyyat/99920/rovs%C9%99n-agayev-yazir-2.html>
85. **Headline: "The goal is to protect the domestic market" - Samir Aliyev.** 3 October 2016
<http://www.interpress.az/51713-mqsd-daxili-bazar-qorumaqdr-samir-liyev.html#.WBmolfp97Dc>
86. **Headline: "Chamber for Control of Financial Markets has no strategy" – Azer Mehtiyev.** 5 October 2016
<http://azinform.az/maliyy%C9%99-bazarlarina-n%C9%99zar%C9%99t-palatasinin-davamli-strategiyasi-yoxdur-az%C9%99r-Mehtiyev/>
87. **Headline: Is there still "financial pyramids in Azerbaijan?"** 15 October 2016
<http://qafqaznews.az/2016/10/az-rbaycanda-maliyy-piramidalari-h-l-d-varmi/>
88. **Headline: Azer Mehtiyev: Azerbaijan's economy lags behind neighboring countries which don't produce oil - Causes Analysis.** 19 October 2016
<http://www.Azadlig.org/a/azerbaycan-neft/28063642.html>
89. **Headline: Samir Aliyev. We can call them "greenhouse banks".** 19 October 2016
<http://toplumtv.com/az/bunlari-parnik-banklar-da-adlandira-bilerik-ekspert-serhi/#.WBmi5vp97Dd>
90. **Headline: Population suffers from poverty.**
<http://cebhe.info/oxu/36409/> 25 October 2016
91. **Headline: The current inflation leads to poverty.** 25 October 2016
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92. **Headline: Call from IMF: Government does not want to soften.** 25 October 2016
<https://www.meydan.tv/az/site/opinion/18441/>
93. **Headline: R. Agayev: Milk processing in Azerbaijan: current state and challenges.** 26 October 2016
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94. **Headline: Samir Aliyev. Why were factories opened yesterday and closed today?** 27 October 2016
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96. **Headline: R. Agayev. The loan guarantee mechanisms: Best Practices for Azerbaijan.** 28 oktyabr 2016
<http://fins.az/bank/909080/kredit-zemaneti-mexanizmleri-azerbaycan-uchun-yaxsi-tecrubeler.html>
97. **Headline: Rovshan Agayev: Export potential of Azerbaijan.** 30 October 2016.
<http://rovsanaghayev.blogspot.com/>
98. **Headline: R. Agayev. Export potential of fruits in Azerbaijan.** 31 October 2016
<http://fins.az/analitika/909170/azerbaycan-ne-qeder-meyve-ixrac-edebiler-arasdirma.html>
<http://www.Azadlig.info/163054.html>

3.8. Publishing a guide (brochure) for small businesses

Within the framework of the project, a guide "**Beekeeping. A guide (brochure) for small businesses**" has been completed by project experts Rovshan Aghayev and Samir Aliyev. The guide is currently in the process of publication.

The content of the guide are as follows:

- Introduction
- Who can establish beekeeping farms?
- The rights and obligations of beekeeping
- Property rights of beekeeping
- Who are amateur and professional beekeepers?
- Can honey bee breeds and populations be brought into the country?
- Location distance of apiaries for the safety of the population,
- The state control in the field of beekeeping
- Attestation of breeding beekeeping
- Obtain of veterinary and sanitary passport (certificate)
- Quality standards for bee products
- Standardization and certification of bee products
- Packaging and labeling of bee products
- Veterinary (veterinary-sanitary) checking of exported bee products, export them from the territory of the country
- Sale of bee products
- Responsibility for violation of legislation on food products
- Bee Products: Consumer Information
- Accounting of Beekeeping
- Identification of the standard power of bee families
- Measures to combat against bee families pests
- Bee diseases
- The list of medicines used in the treatment of diseases of bees
- Transfer of bee families to new settlements
- Bee keeping equipment
- Definitions
- Appendices

Questionnaire of the Opinion Survey

ENTREPRENEURSHIP DEVELOPMENT FOUNDATION

DEAR AZERBAIJANI ENTREPRENEURS!

With the financial support of USAID and within the framework of the Micro Enterprise Support Project, the Entrepreneurship Development Foundation and the Small and Medium Enterprises Development Support Center Public Union are conducting a survey for the purpose of specification of the main priorities to improve the business climate in Azerbaijan. Developed recommendations based on this survey and the analysis of legislation, will be presented to the government, parliament and as well as the public.

We kindly ask you to answer the questions of this opinion survey. Your answers will not be revealed anywhere, only will be used to unify responses of all survey participants (1,000 entrepreneurs). You will be included in all project materials, including the results of the survey (if you indicated your e-mail address).

You broadcast of the entire project, including will be included in the list (if the e-mail address to us, açıqlayarsınızsa). In the future, informational and analytical materials useful for entrepreneurs will be sent to your e-mail address.

“Please do not hesitate to contact survey conductor and the project manager via telephone number (012-447-07-16) and e-mail addresses: info@sme.az

Thank you in advance for your assistance and participation in the research.

REGION _____

QUESTIONNAIRE № _____

1. How was the current state of your business last year?

1. Very favorable
2. Favorable
3. Neither good, nor bad

4. Unfavorable
5. Quite unfavorable
6. Difficult to say

2. What changed in the business environment last year?

1. The best
2. Somewhat better
3. No change
4. Somewhat worse
5. The worst
6. Difficult to say

3. Did your business grow last year?

1. Yes, considerably
2. Somewhat
3. No change
4. Difficult to say

4. Are you planning to expand your activities in the field of business?

1. Yes, within three months
2. Yes, within six months
3. Yes, within a year
4. No
5. Difficult to say

5. Did state agencies often visit your office for inspection last year??

Ministry or other government agency	At least once a week	At least once a month	At least once in six	At least once a year	Did not visit yet

			month s		
1. Ministry of Taxes					
2. Ministry of Economy					
3. Ministry of Emergency Situations					
4. Sanitary-Epidemiological Agencies					
5. Police					
6. State Security Service					
7. Ministry of Ecology and Natural Resources					
8. District Executive Power					
9. Sanitary-Epidemiological Agencies					
10. Ministry of Labour and Social Protection of Population					

6. In your opinion, what was the main purpose of officials' visit (in general) last year?

1. Legal audit
2. Demand of monthly or annual fee request
3. Demand to change his/her field of business.
4. Demand to change his/her facility
5. Demand to hire an employee
6. Demand to increase wages of employees
7. Etc.
8. Difficult to say

7. Since the beginning of 2011, a number of significant steps have been taken by the government in order to reduce corruption. As a result of these steps, do you already see the decrease in demanding bribes?

1. Yes, the situation has improved significantly
2. The situation has improved slightly
3. I don't see changes yet

4. Difficult to say

8. What do you think, how many percents of your competitors' spendings are unofficial payments?

1. 80-100 Percents
2. 60-80 Percents
3. 40-60 Percents
4. 20-40 Percents
5. 10-20 Percents
6. 0-10 Percents
7. Difficult to say

9. How do you assess the conditions of competition in the past, in the economic sector you work in?

1. Quite fair
2. Somewhat fair
3. Somewhat unfair
4. Quite unfair
5. Difficult to say

10. Did you obtain a license in the past year?

1. Yes
2. No

If your answer is "no", please, continue from 14th question.

11. Was it difficult for you to get a license?

1. Yes
2. No

If your answer is "no", please, continue from 14th question.

12. What challenges did you face? (You can select multiple answers)

1. Procrastination in the relevant state agency issue licenses
 2. Rules are ambiguous and not clear
 3. Collection of documents from various state agencies to obtain a license certificate
 4. Spending a lot of time to obtain a license
 5. Higher license fee
 6. The short duration of the license certificate
 7. Other challenges
-

13. Is it possible to obtain a licence or any kind of permission for an entrepreneurial activity without paying bribe?

1. Yes
2. Yes, but it's not easy you lose a lot of time and nerves
3. No

14. Did you register a real estate in the past year?

1. Yes
2. No

If your answer is “no”, please, continue from 18th question.

15. Was it difficult to register a real estate?

1. Yes
2. No

If your answer is “no”, please, continue from 14th question.

16. What challenges have you faced? (You can choose multiple options)

1. Procrastination in the relevant state agency issue licenses
 2. Rules are ambiguous and not clear
 3. Collection of documents from various state agencies to obtain a license certificate
 4. Other difficulties
-

17. Is it possible to register a real estate for entrepreneurial activities without paying bribe?

1. Yes
2. Yes, but it's not easy you lose a lot of time and nerves
3. No

18. Did you apply for loans for the National Fund for Entrepreneurship Support in the past year?

1. Yes
2. No
3. I have no information about the Fund

If you didn't apply, please, continue from 22th question

19. Could you manage to get a loan from the fund?

1. Yes
2. No

20. Kredit almaq əlavə xərclər (rüşvət) tələb edibmi?

1. Yes
2. No
3. Cavabdan imtina edirəm

If your answer is "no" or "I refused to answer", please, continue from 22nd question

21. Does it require additional expenses (bribes) to get a loan?

1. 0 - 2 percents of the loan amount
2. 2 - 5 percents of the loan amount
3. 5-10 percents of the loan amount
4. 10-20 percents of the loan amount
5. More than 20 percents of the loan amount

22. Do you consider yourself to be protected from bureaucratic arbitrariness of government officials?

1. Yes
2. Somewhat
3. No
4. Difficult to say

23. In your opinion, what is need to be changed in the the tax system?

1. Lower tax rates
2. Reduce number of taxes
3. Staff change
4. No need for changes
5. Improving the rights of taxpayers
6. Your other suggestions, including: VAT must be abolished
7. Difficult to say

24. Do you use e-tax payment system?

1. Yes
2. Yes and I'm pleased
3. Not yet, but I am going to
4. No, there is no need

If you answered "yes" please, continue from 26th question.

25. What is the reason for not using the e-tax payment?

1. For me, it is hard work, I do not have experience working with electronic system
2. I do not trust the electronic system, I'm afraid that if there is any problem, I'll be responsible
3. It is easier to pay taxes in the traditional way
4. Another reason_____

26. Were you engaged in foreign trade operations?

1. Yes
2. No
3. Not now, but I was

If your answer is “no” please, continue from 30th question.

27. How do you assess the number and complexity of procedures for registration of documents for carrying out foreign trade operations?

1. Too many
2. Normal
3. Difficult to say

28. Where is it more convenient for you to go through customs clearance?

1. Azerbaijani customs
2. Russian customs
3. Georgian customs
4. Turkey customs
5. Iranian customs
6. Everywhere the same inconvenience
7. Everywhere the same convenience
8. Difficult to say

29. Did you use broker service in customs last year?

1. Forcibly
2. Voluntarily
3. Difficult to say

30. Did you have to close a company last year?

1. Yes
2. No

If your answer is “no”, continue from 34th question.

31. How do you assess the number and complexity of procedures for closing a company?

1. Too many
2. Normal
3. Difficult to say

32. How much time did you spend to close a company?

1. _____
2. Difficult to say

33. Did you have to pay unofficial payments while closing a company?

1. Yes
2. No
3. Difficult to say

34. Did you have to get a permission for a construction work in the past year?

1. Yes
2. No

If your answer is “no” please, continue from 37th question.

35. How long did it take to get a permission?

1. 1 month
2. 3 months
3. 6 months
4. 1 year
5. More than a year

36. Is it possible to get a construction permit for a business without a bribe?

1. Yes
2. No

37. Could you get timely information about decisions of government agencies on entrepreneurial activities last year?

1. Yes
2. No

38. How do you get the information about the decisions of government agencies on entrepreneurship?

1. From newspapers
 2. From TVs
 3. From web-sites of government agencies
 4. From fellow entrepreneurs
 5. During inspections
 6. Other sources
-

39. Is it possible to do business in Azerbaijan without violation of law?

1. Yes, it is possible

2. Yes, but it is easier to work by paying bribes
3. No, it is not possible
4. Difficult to say

40. What spheres need more intensive efforts to accelerate the development of private business in Azerbaijan? (*very important - 1, important - 2, is not important, the current situation is acceptable - 3*)

1. To strengthen anti-monopoly control
2. To improve the access to finance for private business
3. To protect the private business from unjustified inspections and interventions
4. To reduce number of taxes
5. To simplify the customs procedures
6. To reduce social payments
7. To simplify the registration of property
8. To expand electronic services
9. To simplify the obtaining procedures permits for construction
10. To simplify the system of obtaining licenses and permits
11. To enhance the fairness of the courts

41. What should entrepreneurs themselves do to improve business environment in the country? (*Very important - 1, important - 2, it does not matter - 3*)

1. Refusing to pay bribes to corrupt officials
2. Establishing associations and the protection of common interests
3. Improving business management skills
4. Increasing legal knowledge
5. Actively voicing concerns in media

42. Where do you prefer to go to complain if State agencies and local departments or individual officers make trouble for you?

1. To courts
2. To the leadership of the relevant ministry (government agencies)

3. To a member of the parliament
4. To the President
5. All of the addresses mentioned above
6. Nowhere. I try to find a common language with relevant agency

43. Azerbaijan is intending to join the World Trade Organization. Do you have information about this?

1. I am well informed
2. I heard, but I do not know how this will affect my business activity
3. I have no idea

44. Do you need additional information, advices, meetings with representatives of various state agencies for Azerbaijan's better readiness for the membership to the World Trade?

1. Yes
2. No

45. What are the main 3 difficulties that you see as obstacles in your field of entrepreneurship?

1. _____
2. _____
3. _____

46. If you are a member of any business association, please indicate:

If you are not a member, please, indicate the reason:

1. You are not invited to become a member
2. You do not believe these kinds of associations are useful

47. Please, evaluate the business environment in the country last year (not only your own business, but as a whole):

1. Good
2. Satisfactory
3. Unsatisfactory
4. Difficult to say

* * * * *

INFORMATION ABOUT THE RESPONDENT

1. City, district: _____
2. Respondent's name, surname: _____
3. Entrepreneurial sector: _____
4. Entrepreneurial experience: _____
5. Number of employees: _____
6. Telephone number: _____ E-mail: _____



Economic Research Center (ERC)
 Entrepreneurship Development Foundation (EDF)
Micro Enterprise Support Project

TRAINING
for Business Associations
on the theme of the "Public Private Dialogue"
September 16, 2016

*Conference Room of the National Confederation of Entrepreneurs (Employers)
 Organizations of Azerbaijan Republic (AEC)*

Agenda

09:30 – 10:00	Registration
10:00 – 10:15	Opening – Sabit Bagirov, President of Entrepreneurship Development Foundation
	Greeting: Vugar Zeynalov, Vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic
10:15 – 11:30	Galib Togrul, training on the theme of "Dialogue between the public and private sectors"
11:30 – 12:00	Coffee break
12:00 – 13:00	Galib Togrul, Continuation of the training
13:00 – 14:00	Lunch, Coffee break
14:00 – 15:00	Evaluation of the training "Dialogue between the public and private sectors"
15:00 – 15:20	Sabit Bagirov, "Results of the survey conducted among business associations"
15:20 – 15:40	Questions and answers, discussions
15:40 – 16:00	Presentation of certificates to participants
16:00 – 16:15	Final Notes and future training programs

TRAINING
for Business Associations
on the theme of the "Public Private Dialogue"
PRESS RELEASE

On September 16 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), the training for Business Associations on the theme of the "Public Private Dialogue" was held by the Economic Research Center (ERC) and the Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project.

Representatives of business associations and representatives of various social organizations attended the training.





Sabit Bagirov – President of the Entrepreneurship Development Foundation made opening remarks at the training. Faig Samadov – Secretary General of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic greeted the attendees. Galib Togrul - head of the Economic Research Center made the presentation on the dialogue between the public and private sectors.

The training covered the topics on: purpose of the public private dialogue, dialogue forms, lobbying and advocacy activities, public-private partnerships, components of the public private dialogue, topics that can be discussed between the government and the private sector, representation in the dialogue with government, requirements of the business in the process of dialogue, channels of dialogue, preparation of the business for the dialogue, results of dialogue between the government and the private sector, international experience in the public-private dialogue, basic principles of establishment of public private dialogue institutions, public participation, public participation opportunities of business in the process of making decisions by public authorities - legislative basis, public control, public councils, Azerbaijani experience of the public-private dialogue - Council of Entrepreneurs.

After the presentation, training participants were tested.

At the end of the training, the participants were informed about future training programs.

List of Participants

İqtisadi Tədqiqatlar Mərkəzi (İTM)
 Sahibkarlığın və Bazar İqtisadiyyatının İnkişafına Yardım Fondu (SBIYF)
 "Azərbaycanda Kiçik Sahibkarlığın İnkişafına Dəstək" layihəsi
Biznes-assosiasiyalar üçün
 "Dövlət və özəl sektor arasında dialoq və Assosiasiyalarda strateji planlaşdırma" mövzusunda
TƏLİM
 16 sentyabr 2016-cı il
 Azərbaycan Respublikası Sahibkarlar (İşəgötürənlər) Təşkilatları Milli Konfederasiyasının konfrans zalı
İştirakçılar

No №	SAA	Təşkilatın/ Şirkətin adı	Telefonlar	İmza
1	Nurlana Həsənova	Azərbaycan Sahibkarları Konfederasiyası	(050) 610-17-10	<i>[Signature]</i>
2	Axundov Rəhimz	Azərbaycan Beynəlxalq Avtomobil İndustriyası Assosiasiyası	012-596-23-66	<i>[Signature]</i>
3	Əhmədov Samir	"TUSIAB" Cəmiyyəti	012-407-15-66	<i>[Signature]</i>
4	Fətullayev Rəşid Rəhim	İqtisadi Araşdırmalar və Tədqiqat Mərkəzi	012-980-28-45	<i>[Signature]</i>
5	Fəzailə Həsənova	"Azad İşəgötürənlər" İctimai Birliyi	050-334-95-99	<i>[Signature]</i>
6	UFUK AYDIN	TUSIAB Genel Sekreteri.	050-670-9576	<i>[Signature]</i>
7	Ələkbər Toğrul	ERC	050-571-1244	<i>[Signature]</i>

8	Sabit Bağışov	SBIYF	055-214-07-32	<i>[Signature]</i>
9	Samir Novruzlu	"Keyfiyyət Assosiasiyası" İB	055-5504-34	<i>[Signature]</i>
10	Rəşid Cəlalov	"İPƏK YOLU" SİDİB	050-212-13-99	<i>[Signature]</i>
11	Əliyev Əhməd	AR Auditorlar Palatası	050-210-2518	<i>[Signature]</i>
12	Yatay Sənan	Marketing Fəaliyyətinin İnkişafına Dəstək	020-320-63-02	<i>[Signature]</i>
13	Əsəd Kərimov	Azərbaycan Linqvistik Dənizləri	050-959-6083	<i>[Signature]</i>
14	Ceyhun Heydərov	SBIYF	051-304-0049	<i>[Signature]</i>
15	Mərimə Əliyeva	Azərbaycan Bənzərlər Assosiasiyası	051-917-6091	<i>[Signature]</i>
16	Əhməd Rəyhanova	SBIYF	(050) 401-77-92	<i>[Signature]</i>
17	Pərvanə Həsənova	ATİB	(050) 963-0876	<i>[Signature]</i>
18	Əhməd Əhməd	BİB	051-380-0860	<i>[Signature]</i>
19	Səmədov Fəzailə	ASK Baş Katibi və rəhbəri	050-325-97-97	<i>[Signature]</i>
20	Əliyev Rəşid T.Ə	AR Auditorlar Palatası	050-320-0175	<i>[Signature]</i>
21	Səməd Kərimov	İpək Yolu İctimai Birliyi baş katibi	050-228-9498	<i>[Signature]</i>
22	Əhməd Sədiyev	"İpək Yolu" İB	050-966-8833	<i>[Signature]</i>
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Economic Research Center (ERC)
Entrepreneurship Development Foundation (EDF)

Micro Enterprise Support Project

TRAINING

for Business Associations

on the theme of the Strategic Planning in Associations





September 23, 2016

Conference Room of the National Confederation of Entrepreneurs (Employers)
Organizations of Azerbaijan Republic (AEC)

Agenda

09:30 – 10:00	Registration
10:00 – 10:10	Opening – Sabit Bagirov, President of Entrepreneurship Development Foundation
	Greeting: Vugar Zeynalov, Vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic
10:10 – 11:40	Dr. Gubad Ibadoglu: <ul style="list-style-type: none"> - “Strategic Planning in Associations: Purpose, mission and goals”; - “Evaluation of the development strategy of associations: SWOT and BEEM Analysis”; - “Analysis of interest groups and the establishment of the matrix” - Division of participants into 4 groups and group
11:40 – 12:00	Coffee break
12:00 – 13:00	Continuation of the training: presentations of teams, discussions around presentations
13:00 – 14:00	Lunch
14:00 – 14:30	Discussions around the training topics
14:30 – 15:00	Presentation of certificates to participants
15:00 – 15:15	Final Notes and future training programs

LIST OF PARTICIPANTS

İqtisadi Tədqiqatlar Mərkəzi (İTM)
 Sahibkarlığın və Bazar İqtisadiyyatının İnkişafına Yardım Fondu (SBIIYF)
 "Azərbaycanda Kiçik Sahibkarlığın İnkişafına Dəstək" layihəsi
 Biznes-assosiasiyalar üçün
 "Assosiasiyalarda strateji planlaşdırma" mövzusunda
TƏLİM
 23 sentyabr 2016-cı il
 Azərbaycan Respublikası Sahibkarlar (İşgüdarları) Təşkilatları Milli Konfederasiyasının konfrans zalı

İştirakçılar

No	SAA	Təşkilatın/Şirkətin adı	Telefonlar	İmza
1	Kərimova Zöhrəyar	Connot Gözəllik salonu	(010) 338 23 05	[Signature]
2	Səvayət Kərimov	İpəyolu ibic/ys	050 228 97 98	[Signature]
3	Əhmədov Samir Fərid	TÜSİAB Cəmiyyəti	012 437 15 86/87	[Signature]
4	Əliyev Aftandil	Res. Auditorlar Palatası	050 210 25 18	[Signature]
5	Əliyev Rəşad	ERC	050 371 12 44	[Signature]
6	Səmədov Fərid	HSK	050 325-97 97	[Signature]
7	Təziyev Ağagül	Azad istehlakçı təşkilatı	050 334 49 93	[Signature]

8	Səmədov Fərid	Marketing Fəaliyyətinin İnkişafına Dəstək	050 310 63 02	[Signature]
9	Səvayət Kərimov	Ex Tourism	050 442-20-07	[Signature]
10	Musayeva Afsanə	BSID	051 380 08 60	[Signature]
11	Nurlana Həsənova	ASK	(010) 610-17-10	[Signature]
12	Kərimova Zöhrəyar	EDF	(050) 401 44 92	[Signature]
13	Əliyev Rəşad	Auditorlar Palatası	(050) 210 25 18	[Signature]
14	Səmədov Fərid	EDF	051 804 00 98	[Signature]
15	Səvayət Kərimov	SBIIYF	055 214 07 32	[Signature]
16	Musayeva Afsanə	Sakura Aqril. Yaponiya	050 336 43 28	[Signature]
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TRAINING
for Business Associations
on the theme of the Strategic Planning in Associations

PRESS RELEASE

On September 23, 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), the training for Business Associations on the theme of the "Strategic Planning in Associations" was held by the Economic Research Center (ERC) and the Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project.

Representatives of business associations and representatives of various social organizations attended the training.

Sabit Bagirov – President of the Entrepreneurship Development Foundation made opening remarks at the training. Vugar Zeynalov, Vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic greeted the attendees. Then, Dr. Gubad Ibadoglu made a presentation on the theme of "Strategic Planning in Associations: Purpose, mission and goals".

Gubad Ibadoglu continued his presentation with the themes "Evaluation of the development strategy of associations: SWOT and BEEM Analysis". Then, the trainer made a presentation on "Analysis of interest groups and the establishment of the matrix".

After the presentations, the participants were divided into 4 groups among themselves and training continued with discussions in groups.

After the coffee break, teams made their presentation and discussions were held on presentations.

The training covered the topics on: what is a strategy, strategy - tactics, strategic planning, organizational management, strategic management, components of strategic management, strategic planning, strategic planning process, SWOT and BEEM analysis, analysis of interest groups.

At the end of the training, discussions were held around training topics and the participants were informed about future training programs.



Economic Research Center (ERC)
Entrepreneurship Development Foundation (EDF)

Micro Enterprise Support Project

TRAINING

for Business Associations
on "Increasing members in associations" and "the establishment and
development of relationships"




October 25, 2016

Holiday Inn

Agenda

10:30 – 11:00	Registration
11:00 – 11:10	Opening – Sabit Bagirov, Chairman of Entrepreneurship Development Foundation,
11:10 – 13:00	Jala Hajiyeveva, Executive Director of the Microfinance Association. Training topic: "Ways of increasing members in associations" .
13:00 – 13:45	Lunch, Coffee break
13:45 – 15:30	Continuation of the training. Topic: "the establishment and development of relationships"
15:30 – 16:00	Presentation of certificates to participants
16:00 – 16:10	Final notes and information on future training programs

LIST OF PARTICIPANTS

İqtisadi Tədqiqatlar Mərkəzi (İTM)
 Sahibkarlığın və Bazar İqtisadiyyatının İnkişafına Yardım Fondu (SBİİYF)

"Azərbaycanda Kiçik Sahibkarlığın İnkişafına Dəstək" layihəsi

Biznes-assosiasiyalar üçün
 "Assosiasiyalarda üzvlüyün artırılması üsulları" və "Əlaqələrin qurulması və inkişaf etdirilməsi" mövzularında

TƏLİM
 25 oktyabr 2016-cı il
 Holiday Inn oteli

İştirakçılar

Nö №	SAA	Təşkilatın/ Şirkətin adı	Telefonlar	İmza
1	Aliyev Camil Həsən	Young Business Factory	(055) 917-55-24	[Signature]
2	Rusim Həsənov	Young Business Factory-BC		[Signature]
3	Fəziz Ləzzət Həsən	Standard Şoplar FİRKƏ	(050) 7105366	[Signature]
4	Bədəddin Həsənov H.	Azərbaycan Avialar Assosiasiyası	050 569 0259	[Signature]
5	Rəşid Təyrib	FRC	050 571 1244	[Signature]
6	Esməliyar Rəşid	Am Chann	050 493 1347	[Signature]
7	Ceyhun Heydərov	SBİİYF	0518040048	[Signature]

8	Sərgim Rəhmanov	Ticarət və istehsalatçıları Birliyi	050-614-43-48	[Signature]
9	Elxan Bəyramov	Gənclər İşbirliyi Assosiasiyası	047-477-00-89	[Signature]
10	Əbdul Səlimmanov	A.R. Əlaqələrin palatobunumu	050 589 6527	[Signature]
11	Rəşid Əliyev	ASK	070-280 9911	[Signature]
12	Ərşad Bəyramov	Sahibkarlığın və Bazar İqtisadiyyatının İnkişafına Yardım Fondu	(050) 401 7492	[Signature]
13				
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PRESS RELEASE

On October 25, 2016, in the Conference Room of Holiday Inn Hotel, the Economic Research Center (ERC) and the Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project held the training for Business Associations on "Increasing members in associations" and "The establishment and development of relationships".

Representatives of business associations and public unions and experts attended the training.

Sabit Bagirov – Chairman of the Entrepreneurship Development Foundation made opening remarks at the training.

Then, Jala Hajiyevea - Executive Director of the Microfinance Association made her presentation on the topic of "Membership".

After lunch, Jala Hajiyevea continued her presentation on the topic of "Communication Skills"

At the end of the training, the participants were awarded certificates.



Economic Research Center (ERC)
Entrepreneurship Development Foundation (EDF)

Micro Enterprise Support Project

ROUND TABLE




Economic perspectives of the beekeeping sector

*Conference Room of the National Confederation of Entrepreneurs (Employers)
Organizations of Azerbaijan Republic (AEC)
September 28, 2016*

Agenda

10:45 – 11:00	Registration
11:00 – 11:10	Opening – Sabit Bagirov, President of Entrepreneurship Development Foundation
	Greeting: Vugar Zeynalov, Vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic
11:10 – 11:40	Presentation on the theme of the “Economic perspectives of the beekeeping sector”. Samir Aliyev, Expert of the Support for Economic Initiatives Public Union
11:40 – 12:00	Questions and answers
12:00 – 12:30	Discussions
12:30 – 12:35	Final Notes, S. Bagirov, EDF
12:35 – 13:00	Coffee break

LIST OF PARTICIPANTS

Kiçik və Orta Müəssisələrin İnkişafına Yardım Mərkəzi
Sahibkarlığın və Bazar İqtisadiyyatının İnkişafına Yardım Fondu (SBIIYF)

"Azərbaycanda Kiçik Sahibkarlığın İnkişafına Dəstək" layihəsi

Azərbaycanda arıçılıq sektorunun iqtisadi perspektivləri

DƏYİRMİ MASA

28 sentyabr 2016
Azərbaycan Respublikası Sahibkarlar (İşəgötürənlər)
Təşkilatları Milli Konfederasiyasının toplantılar zalı

Rayonlardan gələn iştirakçıların yol xərclərinin ödənilməsi cədvəli

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Economic Research Center (ERC)
Entrepreneurship Development Foundation (EDF)

Micro Enterprise Support Project

ROUND TABLE

Economic perspectives of the beekeeping sector

PRESS RELEASE

On September 28, 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), the Round Table on the theme of the "Economic perspectives of the beekeeping sector" was held by the Entrepreneurship Development Foundation (EDF) and Economic Research Center (ERC) in the framework of the Micro Enterprise Support Project.

Beekeepers from different regions, representatives of public unions and experts attended the round table.

Sabit Bagirov – President of the Entrepreneurship Development Foundation made opening remarks at the training. Vugar Zeynalov – the vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic greeted the participants of the round table.

Thereafter, Samir Aliyev - the expert of the Support for Economic Initiatives Public Union made the presentation on the theme of the "Economic perspectives of the beekeeping sector".

At first the presenter spoke about the relationship between the per capita income and the beekeeping. He noted that the conducted research shows that interest in beekeeping is directly proportional to the level of income, in other words, higher income level of the population, higher interest in beekeeping products. He also noted the relationship between the level of education and the interest in beekeeping, therefore people with higher level of education has more interest in beekeeping sector.

Then, Samir Aliyev spoke of legislative acts in this field. He noted that the main law in this field is the Law of the Republic of Azerbaijan on "Beekeeping" adopted on February 2, 2009.

He also spoke about the results of the conducted research. Samir Aliyev mentioned the increase in the number of bee families, between 2006 and 2015 the number of bee families increased more than 2 times across the country. According to him, experts say that, approximately 8-10 thousand bee farms are operating in the country.

Then, Samir Aliyev mentioned 10 countries in the world with greatest number of bee families, the top 3 countries in the list are India, China, and Turkey.

Speaking about the research results, Samir Aliyev said that, the local natural honey production of our country cannot meet the demand. According to the State Customs Committee of the Republic of Azerbaijan, in 2015, 69.66 tons of natural honey was imported to the country and in recent years, there is an increase in imports. In 2015, the greatest volume of honey was imported from Germany, Turkey, and Russia.

Samir Aliyev mentioned 20 leading countries in the world with greatest production of honey. These are China, Turkey, and Argentina.

Speaking about the export potential, Samir Aliyev noted that, the export potential of honey is still low. However, there is no problem in the sale of natural honey. These are mainly retail sales, wholesale channels are not available.

Then the presenter brought the information to the attention of participants on interesting statistics in the field of beekeeping, as well as SWOT analysis of development opportunities of the beekeeping industry. He noted that all economic regions of the country (with the exception of Baku economic region) have favorable climate for the development of beekeeping.

At the end of the presentation, Samir Aliyev mentioned his numerous proposals for the development of beekeeping in the country.

Later, the event continued with discussions. Beekeepers from regions spoke about the problems of beekeeping and voiced their proposals. The presenter answered the questions addressed to him. Round Table ended after interesting discussions.



KOMIYM



Small and Medium Enterprise Development Support Center (SMEDS)
Entrepreneurship Development Foundation (EDF)

Micro Enterprise Support Project

ROUND TABLE




**dedicated to the presentation of results of the face-to-face survey conducted among
1000 small businesses in the territory of the Republic of Azerbaijan**

*October 25, 2016
Holiday Inn*

Agenda

14:30 – 15:00	Registration. Coffee break
15:00 – 15:10	Opening – Sabit Bagirov, Chairman of Entrepreneurship Development Foundation
15:10 – 15:40	Presentation of survey results – Ilkin Garayev, Director of Small and Medium Enterprise Development Support Center
15:40 – 16:00	Questions and answers
16:00 – 16:30	Discussion of survey results and comments
16:30 – 16:40	Closing of the round table

LIST OF PARTICIPANTS

İqtisadi Tədqiqatlar Mərkəzi (İTM)
 Sahibkarlığın və Bazar İqtisadiyyatının İnkişafına Yardım Fondu (SBIIYF)

"Azərbaycanda Kiçik Sahibkarlığın İnkişafına Dəstək" layihəsi

Biznes-assosiasiyalar üçün
 "Assosiasiyalarda üzvlüyün artırılması üsulları" və "Əlaqələrin qurulması və inkişaf etdirilməsi" mövzularında

TƏLİM
 25 oktyabr 2016-cı il
 Holiday Inn oteli

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KOMIYM

PRESS RELEASE

On October 25, 2016, in the Conference Room of Holiday Inn Hotel, the Small and Medium Enterprise Development Support Center (SMEDS) and the Entrepreneurship Development Foundation (EDF) in the framework of the Micro Enterprise Support Project held the round table dedicated to the presentation of results of the face-to-face survey conducted among 1000 small businesses in the territory of the Republic of Azerbaijan”.

Entrepreneurs, representatives of public unions and experts attended the training.

Sabit Bagirov – Chairman of the Entrepreneurship Development Foundation made opening remarks at the round table.

Then, Ilkin Garayev - Director of Small and Medium Enterprise Development Support Center presented the results of the face-to-face survey conducted among 1000 small businesses to the participants of the round table.

Ilkin Garayev noted that, 1000 small businesses from Baku, Absheron, Ganja-Gazakh, Shaki-Zagatala, Lankaran, Guba-Khachmaz, Aran, Yukhari Karabakh, Daghligh Shirvan region took part in the survey.

9,4% of the interviewed respondents were juridical persons and 90,6% of them were natural persons.

Division of business entities by sectors was as follows: Trade – 30 %; Service – 30 %; Manufacture – 20 %; Agriculture – 20 %.

Respondents expressed their points of view about the issues such as, the current state of business, inspections, obtaining a license, real estate registration, National Fund for, Entrepreneurship Support, tax system, customs procedures, suspension of activities, permits for a construction, awareness on legislation, development of private entrepreneurship, World Trade Organization and demography.

Only 20.4 % of the surveyed entrepreneurs obtained a license so far. 80.9 % of them, in other words, 165 of the respondents said that it was difficult to obtain a license. Respondents mentioned their main problems were procrastination in the relevant official body that issues license, collection of documents from various government agencies to obtain a license, short duration of a license.

For the reason not using e-tax payment, 56,4 % of respondents answered that, paying taxes in the traditional way is easier for them.

66,4 % of respondents consider that the number of tax forms must be reduced for better change in the tax system.

10.8 % of the surveyed entrepreneurs, in other words 108 respondents said that they are currently engaged in foreign trade operations.

4.8 % of the respondents, in other words 48 entrepreneurs said that they closed their company in the past.

Round Table ended with discussions on the results of the survey.



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Support for Economic Initiatives Public Union (SEI)
Entrepreneurship Development Foundation (EDF)

Micro Enterprise Support Project

ROUNDA TABLE

on

Some of the problems that hinder the development of entrepreneurship

*Conference Room of the National Confederation of Entrepreneurs (Employers)
Organizations of Azerbaijan Republic (AEC)
October 28, 2016*

Agenda

10:45 – 11:00	Registration
11:00 – 11:10	Opening, Azer Mehtiyev, Chairman of SEI Welcoming: Vugar Zeynalov, Vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic
11:10 – 11:40	"How does the violation of presumption of innocence affect the court proceedings attended by entrepreneurs and their business?" Abil Bayramov, SEI expert
11:40 – 12:00	Questions&Answers
12:00 – 12:15	Discussions
12:15 – 12:35	"Farm lands registration: Were the problems solved?" Samir Aliyev, SEI expert
12:35 – 12:55	Questions&Answers
12:55 – 13:00	Final Notes, A.Mehtiyev, SEI
13:00 – 13:30	Coffee break

LIST OF PARTICIPANTS



Kiçik və Orta Müəssisələrin İnkişafına Yardım Mərkəzi
Sahibkarlığın və Bazar İqtisadiyyatının İnkişafına Yardım Fondu (SBİİYF)

"Azərbaycanda Kiçik Sahibkarlığın İnkişafına Dəstək" layihəsi

Sahibkarlığın inkişafına mane olan bəzi problemlər

DƏYİRMİ MASA

Azərbaycan Respublikası Sahibkarlar (İşəgötürənlər) Təşkilatları Milli Konfederasiyasının konfrans zalı
28 oktyabr, 2016

İştirakçılar

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**Support for Economic Initiatives Public Union (SEI)
Entrepreneurship Development Foundation (EDF)**

PRESS RELEASE

On October 28, 2016, in the Conference Room of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC), within the framework of the Micro Enterprise Support Project, the Support for Economic Initiatives Public Union (SEI) and the Entrepreneurship Development Foundation (EDF) held the round table dedicated to **“Some of the problems that hinder the development of entrepreneurship”**.

Entrepreneurs, representatives of state agencies, independent experts and representatives of local NGOs attended the training.

Azer Mehtiyev - Chairman of SEI made an opening speech and informed about the problems faced by small entrepreneurs in the country and measures taken to solve them.

Vugar Zeynalov - vice-president of the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic welcomed round table participants and spoke about the importance of the issues on the agenda for entrepreneurs.

Then, SEI expert Abil Bayramov made the presentation on the theme: “How does the violation of presumption of innocence affect the court proceedings attended by entrepreneurs and their business?”

After discussions, SEI expert Samir Aliyev made the second presentation on the theme: "Farm lands registration: Were the problems solved?"

At the end of the round table, Samir Aliyev presented series of recommendations on simplification of procedures for the registration of agricultural lands and elimination of additional costs.