

2008

AM Business Center-Detroit



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www.Macedonia.bz

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MACEDONIA.BZ Group

GENERAL OVERVIEW



General Overview/Project Strengths

Detroit Metro area (Michigan-USA) and Windsor/Toronto (Ontario-Canada) are home of the largest American/Canadian Macedonian community in North America since the beginning of the 20th century.

Individual businessmen and intellectuals from Macedonian descent have successfully integrated in the American society and business communities and represent valued parts of their respective professional or business fields. Some are among the very best indeed. Some are the leading scientist and other are leading business executives, third are the mainstream business investors and creators of local community business climate. Coming from different parts of the Balkans, they all have unifying factor, direct link to Macedonia's history of suffering, that made them appreciate America as the second motherland. After the division of Macedonia and the genocide over the Macedonians in the Balkans 1913, 1948-53 and on...most of Macedonian emigrants that left devastated Macedonia settled in this Great Lakes area.

It is important to note that Macedonians did not forget their ancestral land and the "Center of the World" - their identity code, Macedonia. This remains to be their common denominator in all aspects of their daily lives, and business as well. The mutual trust and family like comfort in dealing business among Macedonian themselves remains to be the supporting energy and the main cornerstone of their individual successes in the small business arena.

The Bakeries, Restaurants and especially the field of services has mainly remained to be Ethnocentric involving not only the Macedonians, but also the other Ethnic groups having their roots in the former Yugoslavia, as well as neighboring Bulgaria, Albania, Greece... with new additions coming on a daily basis from the Soviet and Russian satellite states.

Project Goals

From the business prospective, this area of Michigan with high concentration of Ethnic immigrants, especially from the Balkans and from the former Soviet Union satellite states, and therefore appears to be a virgin market and is perfect ground floor for startup business in any service oriented business. That is especially valid for new business enthusiasts from the communication, insurance, shipping and trucking, import-export, trade... etc.

In addition to the above, the need for consular, immigration and other government services of the respective ethnic communities is only augmenting the value of this project.

The offices one would need to visit for simple services are scattered around the Detroit Metro area. With the increase in cost for travel due to high gas prices, opportunity is created for NEW business approach in serving this community's various business needs.

Republic of Macedonia and the Macedonian American Diaspora

The Newly elected Government of the Republic of Macedonia is interested in attracting foreign investments in the country. Republic of Macedonia and the Macedonians worldwide are struggling to defend their identity, their constitutional name Republic of Macedonia, to protect the rights of the Macedonians all over the World, as well as their right for free and democratic way of life.

The Government of Republic of Macedonia has very potent political and economic asset in the Macedonian Diaspora. This is the most valuable peaceful mean for its uninterrupted development and better future of all Macedonians.

The initiatives that Government has taken so far included attractive add in **The Economics** targeting large foreign investors, acquiring of buildings for Embassies, and has already opened representative offices and appointed "honorary representatives" in several centers of commerce around the World (e.g. London, New York...)

The future of foreign investments in the Republic of Macedonia has been assessed by many now days, and more and more investors are interested in participating in the Government open bids.

(https://www.businessmonitor.com/bmi/businessforecasts/macedoniabusinessforecasts_order.html)

Detroit however, as the largest and the strongest Macedonian community outside of Republic of Macedonia is obviously not effectuated so far. Republic of Macedonia has General Consulate in Southfield (MI) but also has obligation to expend the cooperation with the Macedonian community of whom most are holding dual (US and Macedonian) citizenship and suppose to enjoy all of Macedonian Constitutional rights. The Government of the Republic of Macedonia is therefore interested in developing another innovative approach in serving the Macedonian community needs. The proposed AM Business center envisions a entire floor to be used by the Consulate General as well as sharing the rest of the "common" areas in the building including the Banquet- Meeting hall (Mezzanine), Bar-Restaurant (Street Level), and the four executive one bedroom suits with common kitchen area on the sixth floor.

The remaining available office space totaling cc. 6,500 sqf net (on two separate floors) is to be shared /distributed for the use of the other parties involved in this project/venture.

The Government of Macedonia may get involved either as tenant or joint partner in this venture. It is known that they (Government of R.M.) had invested in purchase of real estate in other European cities with proposed use as Embassy or Economic and Business promotion offices, and with future business for Republic of Macedonia's companies in mind as a main justification for the investments.

This perfectly falls in line with AM Business Center in Detroit and its proposed use. The additional capabilities of the existing building at 1 John R/Woodward makes this venue attractive meeting place for US/Canadian business owners and representatives to meet with the Macedonian business owners and representatives on a regular

quarterly, semiannual , annual basis...without requiring major preparations and accommodations for ad hoc and regional emergency meetings. The AM Business Center can be the display showroom, “The Chamber of Macedonian Commerce for US and Canada. The AM Business center gives the Government of Macedonian the simple way to integrate its government services need to Macedonians from Detroit and Windsor area, with the other business plans for the expansion of Macedonian exports-import activities with US and Canada as well. It makes perfect sense from both popular political and business prospective. This concept will help many businesses in both US and Macedonia to establish new business relationship and improve on the current trade, by troubleshooting and other needed assistance.

The AM Business Center can also generously be supported and helped by other US Government institutions and organizations (e.g. US Aid , US Department of Commerce etc.)

If there is interest for your personal involvement in this Business and Macedonian Community Project, please advise so I can complete additional information about the Project strengths an weaknesses, management of assets, marketing and public relations promotions, Marketing Campaign Specifics (Strategy, Goals and Focus the Campaign),Measurements of Success, Evaluation of Effectiveness, Time Frame, Budget, cost saving measures...etc.

About the Concept of AM Business Center-Detroit

Some additional notes:

The AM Business center in Detroit is an idea that has its evolution in the past 18 years. Ever since the inception of AMBA (American Macedonian Business Association) originally established by Dr.Stojadin Naumovski, several business initiatives have been started with various success. The latest Detroit Business Summit and AM Business Center remains to be realized.

The concept described was initially proposed many years ago, and only recently was similar Center opened in Troy (MI)-“The Automation Alley”. AM Business Center will have interest in becoming the member of the mentioned “Automation Alley” and would be able to share the business and support assets of the same.

*The space will reflect what Macedonia is all about:
AM Business Center will be
The Macedonian Culture
Representative Center in
Detroit Metro Area.*



1 JohnR. /Woodward

Easy to find!



The AM Business Center mode d'être is closely related not only to the Macedonian American Business community, but also to the struggle of Macedonian Diaspora for preservation and protection of the Macedonian identity and values.

This will be enhanced through constant reminding of all Macedonians, their friends and business associates, of the priceless cultural heritage that Macedonians have saved, preserved and carried throughout millennia, [often even paid with one's own life]; so it will be available in present days as a prove of their existence, and reminder of the ups and downs of the civilizations in the remote and recent history.

The AM Business Center, as envisioned, has the potential of becoming The Monument of the Macedonian Immigrant, a small but intense Museum of the Macedonian Cultural Heritage in USA in the service of presentation of the Macedonian Diaspora to the US Business community, and to the Macedonians in the Republic of Macedonia and every place where the Macedonians live, in the Balkans and around the World as well.

Hence the greatness and the importance of the mission of the AM Business center, [especially in today's day and time] the actors involved at startup, and in the management of the operations will be selected very carefully. The criteria for involvement [not to ignore the business aspect of the project] must include the so called "Macedonian cause and values" that will be regarded as paramount inspiration for everyone involved.

The individual businessman and investors for this project include prominent Macedonians from USA, Canada, Europe (including The Republic of Macedonia), Australia, South America, even Africa, Middle East and Asia. The range of business goes from Macedonian Consulate General and Original Macedonian style Bar-Restaurant and goes as far as Makedonija.tv (Media Production Company, TV Studio with web streaming capability and Videoconferencing, news from and about Republic of Macedonia and the Macedonians), Media and Publishing Company (with associated Printing Shop) for own publishing needs, for promotion of the businesses and other printing needs, the Communications, Computers, Software, Web Design, Insurance, Travel Agency, Real Estate, Trucking and Shipping, Brokerage, Financing, Mortgages...down to Legal and Immigration and International Law related services.

Another words AM Business Center encompassing every aspect of business that is essential for success in today's dynamic World. The High speed Internet and the Information Superhighway access in the heart of Detroit will only add to the potential of the AM Business Centers.

The AM Business Center was envisioned as the "nerve center" that can reach across the continents and do business 24 hours a day.

The People of the AM Business Center

Another word, the idea is to mobilize every Macedonian Worldwide who excided in his Business and in the respect for "the Macedonian values" and to further grow the team; consequently this AM Business Center will evolve to be only the first of its kind to be duplicated around the World, with mirror offices in Republic of Macedonia and in the other World Centers home of large Macedonian Diaspora Communities.

The general and very original idea of creating one stop Service Center designed to help business succeed and excel, to help *entreponeurs* and investors alike, [who either need funds, or other business help in establishing import-export or distribution], with the need for the initial "push" is going to be more than rewarding to every individual involved.

Helping the Macedonian businessman to start and succeed in the world of business, via the integration of business and services, including but not limited to trade, shipping, representing the business from Macedonia as well, will be yet another innovative way to present the Macedonians in their true Biblical light.

The main real assets that are the focus of this project are the successful Macedonian Businessman in USA, Canada, Republic of Macedonia and Worldwide as well. In the planning stages of the project during the past several years, many of them were contacted, the project and the idea received an overwhelming support by not only Macedonian business community, but also other both governmental and business representatives, and other Ethnic Communities and Businessman and well.

Other Reports on the Republic of Macedonia

Source: **BUSINESS MONITOR INTERNATIONAL (BMI)**

BMI'S EXECUTIVE SUMMARY FOR MACEDONIA

Foreign Investment To Expand

The watchword for the Macedonian economy in 2008 is foreign investment, with a forecast upswing expected to drive real GDP expansion to a multi-year high of 6.0%. In the Q108 Macedonia Business Forecast Report we examine the business environment, political risk and economic dynamics that will underpin foreign investor interest in the economy. We also analyze the macroeconomic impact it will have on core indicators including fiscal dynamics, balance of payments and growth. In general, the trends in Macedonia are positive and we expect the country to follow a steady process towards convergence with the euro zone over the very long term. We caution though, that the country remains in the nascent stages of development and still has a long way to go in terms of political institutional development, infrastructure and productivity.

Hopes that the Macedonian parliament would be able to quickly resume its legislative agenda through the latter half of 2007 have failed to materialize and the outlook for the early part of 2008 is not looking positive. Despite a landmark May 2007 agreement between the governing VMRO-DPMNE and the opposition ethnic-Albanian Democratic Union for Integration (BDI), which was intended to end the latter's parliamentary boycott, wrangling between the two parties has continued, stalling the passage of key government policies. Prime Minister Nikola Gruevski has stated that between 130 and 150 laws, of which just over 100 are related to EU convergence, are currently being blocked by ongoing political ructions. This is a highly problematic situation, especially when considering that the European Commission specifically pointed to the inability of parliament to quickly debate and pass bills as a key reason for not recommending the beginning of formal membership negotiations in 2008.

We are forecasting 2008 to be a pivotal year for the Macedonian economy, with a long-awaited upsurge in foreign investments expected to accelerate the process of industrial development, enhance productivity and underpin new economic activity. BMI has long had a positive view on the potential of the Macedonian economy and we believe that the country remains well-positioned to capture new capital flows from developed markets in the European Union (EU). With euro zone economic growth forecast to slow somewhat to 2.1% in 2008 alongside slowdowns in major central European economies, we believe that Western European investors will increasingly be interested in targeting the high-growth potential and low-cost opportunities in the new converging states of south-east Europe.

Alongside a relatively stable political risk environment and solid macroeconomic fundamentals, Macedonia has one of the most favorable regulatory environments for foreign investors within the emerging Europe region, and we expect this to begin paying dividends soon. Though Macedonia's economy is small, it is markedly open and liberalized, with few, if any regulatory impediments to foreigners attempting to do business. Foreign investors in Macedonia are guaranteed by law equal opportunities to invest in privatizations, and there are no industries which are protected from foreign ownership. There are also no regulations requiring foreign-owned companies to export a certain percentage of produced goods or purchase from the local market. Furthermore, capital controls are non-existent, with regulations allowing for free transfer and repatriation of investment capital.

The Building (s) for the AM Business Center

There were two separate buildings being evaluated and studied for this project. The location of both buildings is in Down town Detroit. Both buildings are Detroit landmarks.

The first of the two 139 Cadillac Square in Detroit, I like the location , but it will need extensive remodeling. At this time the investment and waiting for the use for long time does not make sense for the intended use, but we will keep it on the “back burner “ ,possibly for the next stage, should the same still is available for sale in the future for eventual second stage of our project development.

For your use here is the location:

http://maps.google.com/maps?hl=en&q=139+Cadillac+Square++++Detroit&um=1&ie=UTF-8&sa=X&oi=geocode_result&resnum=1&ct=title click for street view. The building has 10 floors and total of 40,000 sqf. The same needs extensive remodeling in order to be brought up to date for the scope of our project.

The asking price (last figure I had without negotiations) was \$1.7 mil. It will take another minimum of \$5-600,000 of additional work, if not more to be in leasable condition. I have the package by the listing agent, but have not submitted an offer yet, since I could not assess correctly the cost of remodeling, and also justify the expense at this time since it will take long time to remodel. This building is owned by group of investors. The price can be negotiated maybe down to 1.5 mil., but as it is it is not usable without remodeling. Income producing from antenna lease, advertisements on facade...

The second Building, and the **building of choice** for our project is: **1 John R/Woodward (1500 Woodward)**

Asking price:\$ 1.6 mill.

It will take additional estimated \$400,000 to be adapted for the needs of the proposed plan.

The Building is Historic Detroit Building

The Building is in use and is in good shape as it is now, it can also be appraised as it is.

The building meets the general basic requirements for the proposed use.

The building is owned by single owner (name will not be public at this time, and I believe you have his detailed package).

The Financial plan for acquisition, the management and operations of the AM Business Center as well as other details will be presented in the next stage of the project.

Sincerely,

Dr.Stojadin(Steve) B.Naumovski

The author of this proposal, Dr.Stojadin (Steve) B. Naumovski has been advocating the presented concept for many years, only on the deaf ears of several Yugoslavian and [since 1990] Macedonian Governments. His diversified educational background and personal business experience is exceptional and unusual, and is by far exceeding the scopes of the proposed current project. He was in the past personally involved in several successful and very complex

and responsible project developments that required careful and thorough due diligence, planning and execution of the same.

He was also consulted on various occasions by major business players. Personal interests included many individual trading deals and studying of the World trade and shipping aspects of Business. He was often meeting key players of multinational companies, politicians, journalists; participated in projects for privatizations of Government owned Companies in Macedonia and Bulgaria, had contacts with EBRD, high representatives of EU for Macedonia etc.

Dr.S.B.Naumovski was co-founder of the political Party in Macedonia ("POMNI") and actively participated in the parliamentary Elections in the Republic of Macedonia 2002. He has received large number of recognitions and awards, including The prestigious **Honorary Senator of the World Macedonian Congress**, the highest worldwide honorary recognition of this International Macedonian organization. Member and activist in number of professional and Macedonian Diaspora organizations. Among other recognitions he is also recipient of The Bridging Communities Award, Recognition by the American Middle East Christian Congress. His personal interests include activities in the protection of the human rights and ethnic rights; he is in the public service arena for the past 10 years as member and former Chairman of The Ethnic Community Committee of Sterling Heights, Michigan.

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