



INVEST IN MUNICIPALITY OF GAZI BABA, SKOPJE

A guide for your investment opportunities



A WORD FROM THE MAYOR



” Boban Stefkovski
Mayor of Municipality of GaziBaba

Blend together strong will, energy, a willingness to learn, diligence and adjust them to modern trends and you get Municipality of Gazi Baba - Skopje. The MGB has been endowed with all of these qualities for the last 50 years. Without them MGB could not have become one of South East Europe's leading industrial centers.

MGB can be confident thanks to its industrial tradition and potential, the technical and technological know-how that has been passed down from generation to generation, its hardworking people and high quality academic background.

We understand what you need and what we can offer. The best proof is provided by the confidence of both domestic and foreign investors. Add a great cultural and sports background, with a proximity to the attractive Skopska Crna Gora and Vodno Mountains and you have yet more reasons to come and get to know MGB Skopje better.





WHAT IS MUNICIPALITY OF GAZI BABA – SKOPJE LIKE

MGB - Skopje is a Great Place to Live

MGB - Skopje has undergone an exciting transformation. The city and its people are proud of MGB's industrial history, but also of their ability to stay ahead. The standard of living in MGB - Skopje is very good with a wide choice of cultural, leisure, entertainment and shopping opportunities. The cost of living is very reasonable, so it is a great place to start a career for those seeking a challenging opportunity in one of the cities with most rapidly growing business sector.

MGB - Skopje is Easily Accessible

The city of MGB - Skopje has an excellent public transport system. MGB - Skopje is introduce a contactless bank cards payment system, ranking it among Europe's top cities in using modern electronic systems.

MGB - Skopje is also easily accessible through the road network that leads towards Kumanovo, Stip, Tetovo and Gevgelija in the east, west and south, but also towards Thessaloniki in Greece to the south, Pristina in Kosovo and Nis in Serbia to the north, and Sofia in Bulgaria to the east. There is an international airport Skopje with flights to all European centers as well.

MGB - Skopje has Great Education

MGB - Skopje and its surroundings have approximately 50,404 students enrolled in 12 well respected universities and 2 business schools, many of which excel in technical, IT and economic education. There are almost 8,235 fresh graduates each year, many of whom speak at least one European language and a quite a few that speak two!

MGB - Skopje has Skilled Workforce

MGB - Skopje has Skilled Workforce The workforce in MGB - Skopje is hard working and currently offers nearly 26,000 job seekers and a total workforce of more than 196,520 people. These factors combined with many other benefits make MGB - Skopje a highly attractive and sustainable location for both potential investors and for existing companies that would like to expand their operations.

MGB - Skopje has Modern Real Estate

MGB - Skopje has Modern Real Estate MGB - Skopje is a relatively well established city in terms of its modern office supply. With over 55,111.5 m² of existing office space, there is sufficient space and flexibility for existing companies to grow and for newcomers to set up shop. MGB - Skopje is already home to a number of national and international companies that rely on a stable connection to utilities, power and telecommunications infrastructure.

MGB - Skopje has Great Education

MGB - Skopje is the Right Choice For these reasons, a growing number of companies from the modern business sectors as well as other industries have chosen MGB - Skopje as their base of operations, which will be explained further in this brochure. This will also be supported by testimonials from companies and their employees that have already been successfully operating, working and growing in MGB - Skopje for many years.

Read on to understand why Gazi Baba should be the first choice for your business, or your next career move!



EDUCATION

Skopje and its regional surroundings have approximately **50,000** students enrolled in four public and ten private universities and faculties, which are renowned for the high quality of their education. In wider regional area of Skopje, around 9.5% of the population is represented by university students. These universities, lie at the center of a relevant network of international relations and have **a good track record of industry collaboration**. Skopje also provides great primary and secondary education. There are several foreign-language and foreigner friendly schools. For example The International School NOVA and The International School Jahia Kemal offer education from nursery through primary school to graduation from secondary school with International Baccalaureate accreditation.



12 universities and 2 business schools are located in Skopje and its wider regional surroundings with numerous faculties including economics, business, administration, technology, informatics, engineering and sciences to name just a few.



8,235 students graduate each year from public and private universities in Skopje and its wider regional surroundings out of a total of almost 50,404 enrolled students.

FIELD OF STUDY

2023/2024	Students	Graduates
University "St. Cyril and Methodius" Skopje, UKIM - public	21612	3629
University "Goce Delchev" Shtip, UGD - public	6868	831
University of Tetovo, UT - public	8510	1022
Mother Teresa University, UMT - public	1939	200
Smilevski Business Academy, Skopje, BAS - private	393	79
European University Skopje, EU - private	533	113
Faculty of Economic Sciences, AUE- FON - private	602	146
University American College Skopje, UAK - private	1106	261
MIT - Management and Information Technologies Skopje, MIT - private	233	60
Southeast European University Tetovo, SEE - private	3131	694
University of Tourism and Management Skopje, UTM - private	1007	705
International Slavic University G.R. Derzhavin - St. Nikola, MSU - private	1458	307
International Balkan University Skopje, MBU - private	2838	158
Faculty of Business Economics – FBE - private	174	30
Total	50404	8235

Source – State statistical directorate, 2024



UNIVERSITY OF² ST. CYRIL AND METHODIUS

UKIM – University of St. Cyril and Methodius has a 75-year tradition in high quality education in technical and technological sciences, mathematics and natural sciences, as well as medical sciences, agricultural and veterinary sciences, social sciences, humanistic sciences, and arts. At present, there are almost 27,754 undergraduate students, 3,745 masters, and 1,468 doctoral students studying at 23 faculties, 4 public research institutions, 1 higher education institution and 7 other organizations as associate members. Our study programs respond to modern trends, needs of companies and other institutions. Our slogan is – Building Tomorrow Today.

Some of the major research segments in the university:

- Faculty of Medicine with accredited 3 institutes and 5 labs
- Faculty of Agricultural sciences and Food with 5 accredited labs
- Faculty of Pharmacy with 4 accredited labs
- Faculty of Mechanical Engineering with 3 accredited labs
- Faculty of Electrical Engineering and Information technology with 2 accredited labs
- Institute of Agriculture with 3 accredited labs
- Faculty of Technology and Metallurgy with 1 accredited lab

At UKIM there are 3 scientific centers in the following areas:

- Smart Learning Factory SLFS located at the Faculty of Mechanical sciences
- DIH-FEIT fully operational digital innovation hub (DIH-Digital Innovation Hub), at the Faculty of Electrical Engineering and Information technology
- HPC High Performance Computing Center at the FINKI Faculty of Information Sciences and Computer Engineering.

WORKFORCE

With approximately 70,000 inhabitants, Municipality of Gazi Baba, as a part of the capital city of Skopje – the metropolitan region area with **607,000 inhabitants**, is the largest industrial municipality in the R.N. Macedonia and the largest urban agglomeration. Around **39%** of Skopje's regional added value is generated by the manufacturing sector and its suppliers. Thanks to this strong industrial presence that is a fertile ground for continuous innovation and growth, Municipality of Gazi Baba – Skopje is a Macedonian reference point for **Industry 4.0**. Nowadays, rather than focusing only on new jobs, which used to be the priority when MGB was undergoing transformation, the city is now primarily trying to attract investors collaborating with the universities. The city therefore prefers companies whose R&D activities could be linked with academia. This means that MGB prefers companies with higher value added jobs.



58,000 is the total workforce in MGB, of what **74.57%** people working in the services sector, **24.54%** in the industry sector, and **0.63%** in the agriculture sector.

196,520 the total workforce in Skopje, of what **61.43%** people working in the **services sector**, **37.92%** in the **industry sector**, and **0.65%** in the **agriculture sector**.



€ 10,715 is median gross annual wage in R.N. Macedonia



3,077 is the current number of **job seekers in MGB**, which gives the municipality an unemployment rate of 10.7%. Overall, there are over **26,000 job seekers in the Skopje's region**.



68.3% of Macedonian citizens **speak a foreign language** other than their mother tongue.

Source – State statistical directorate, workforce - 2021, average wage - 2024, job seekers - 2024, foreign language - 2024



MOST WANTED EMPLOYEE BENEFITS



- 13th salary
- Flexible working hours
- Bonuses
- More than 5 weeks of annual leave
- Individual shift planning
- Home office
- Education, training, coaching
- Sick day
- Meal vouchers or meal allowance

INDICATIVE WAGE COSTS

	Last	Previous	Highest	Lowest		
Wages	13325	13120	13325	3908	EUR/Annum	Apr/25
Job Vacancies	10014	9562	10224	4604		Mar/25
Minimum Wages	4403	6508	6508	2394	EUR/Annum	Jan/25
Wage Growth	10,6	7,6	19,6	-5,2	percent	Apr/25
Wages in Manufacturing	11773	11825	11825	3113	EUR/Annum	Apr/25
Pension and disability insurance	18,8				percent	Jul/25
Health insurance	7.5				percent	Jul/25
Employment insurance	1.2				percent	Jul/25

Source - <https://tradingeconomics.com/macedonia/indicators>, 2024

REAL ESTATE IN MGB

The office market in MGB as a part of the city of Skopje is the largest in the R.N. Macedonia. It is a well-established office market comprised of mainly modern A-class buildings, which account for 73 % of the total stock. Over the years, in Skopje has landed many international companies, which have chosen the city as their regional seat. In addition to modern office premises available at very competitive costs, Skopje also offers a highly educated and motivated workforce.

Over the past three years, demand for offices was driven mainly by the **Finance, Professional Services and IT sectors**, which accounted for 85 % of total gross demand



55,111.5 m²

is the current total modern office stock in MGB. Almost 100 % of the stock meets the requirements for A-class office space.



€11.50–12.00/m²

per month is the prime headline office rental cost in MGB. Average rents for office space in MGB range between € 8.00–10.00 / m² per month.



MERCEDES PREMIUM BUSINESS CENTER

5,111.5 m²

is the currently available office space in Mercedes Premium Business Center, meets the requirements for A - class office space.



EAST GATE BUSINESS CENTER – IN DEVELOPMENT STAGE

90,000 m²

gross built area

5 class A – blocks
50,000 m² total leasable area
678 parking lots

Source – Sector for Local economic development of MGB, 2025



LOCAL ECONOMY OF MGB



Pharmaceutical sector

- **€ 392** million Turnover
- 31% - domestic market
- 69% - foreign market
- 2,259 Employees

Beverages & beer sector

- **€ 236** million Turnover
- 86% - domestic market
- 14% - foreign market
- 399 Employees

Iron & steel sector

- **€ 543** million Turnover
- 5% domestic market
- 95% foreign market
- 2,106 Employees

Energy sector

- **€ 449** million Turnover
- 90% - domestic market
- 10% - foreign market
- 199 Employees

Trade sector

- **€ 1,852** million Turnover
- 6,156 Employees

Logistic sector

- **€ 234** million Turnover
- 3,026 Employees

Source: Sector for Local economic development of MGB - <https://biznismreza.mk/>, 2024

LOCAL ECONOMY OF MGB

With a GDP of € 5.85 billion (45% of the national total), 27,784 companies (39% of the national total), and total state export of about € 8.32 billion (at the national level), Skopje's region, where belongs Municipality of Gazi Baba – Skopje, ranks as the top regional economy in North Macedonia. The population is around 0.607 million in the entire region (33% of the national total), of which 0.526 million in the Skopje metropolitan area.



Source: description data – State statistical directorate, 2022 / graphic data – Sector for local economic development of MGB - <https://biznismreza.mk/>, 2024



STRUCTURE OF THE LOCAL ECONOMY

NUMBER OF BUSINESS ENTITIES BY SECTORS IN MGB

The municipality of Gazi Baba - Skopje is synonymous with industry and business in the Skopje region and beyond in the country. The municipality is the headquarters of the most successful domestic and foreign companies in the country in several leading industries – pharmaceuticals, metallurgy, metal processing industry, agribusiness and Food industry, logistics industry, energy industry, retail and wholesale trade, automotive component and mechanical industry, healthcare industry, IT industry and many others. According to the records of the Central Registry of Macedonia, 2918 registered businesses there are on the territory of the municipality.

STRUCTURE OF INDUSTRY 2022

	MK	%	Skopje	%	MGB	%
Total	71228		27784		2918	
Agriculture, forestry and fishing	2287	3.21%	299	1.08%	24	0.82%
Mining and quarrying	193	0.27%	73	0.26%	6	0.21%
Manufacturing	7873	11.05%	2518	9.06%	325	11.14%
Electricity, gas, steam and air conditioning supply	342	0.48%	196	0.71%	18	0.62%
Water supply, sewerage, waste management and remediation activities	271	0.38%	90	0.32%	19	0.65%
Construction	5659	7.94%	2301	8.28%	287	9.84%
Wholesale and retail; repair of	21621	30.35%	7452	26.82%	840	28.79%
Transportation and storage	5513	7.74%	2035	7.32%	237	8.12%
Accommodation and food service activities	4765	6.69%	1405	5.06%	113	3.87%
Information and communication	2553	3.58%	1678	6.04%	134	4.59%
Financial and insurance activities	437	0.61%	239	0.86%	7	0.24%
Real estate activities	737	1.03%	441	1.59%	45	1.54%
Professional, scientific and technical activities	8065	11.32%	4225	15.21%	396	13.57%
Administrative and support service activities	1595	2.24%	864	3.11%	99	3.39%
Public administration and defense; compulsory social security	282	0.40%	151	0.54%	2	0.07%
Education	1280	1.80%	542	1.95%	47	1.61%
Human health and social work activities	3355	4.71%	1185	4.27%	102	3.50%
Arts, entertainment and recreation	1056	%	534	1.92%	51	1.75%
Other service activities	3344	4.69%	1556	5.60%	166	5.69%

Source: State statistical directorate, 2022

A WORD FOR THE BUSINESS SECTOR



Alkaloid AD Skopje is a company which more than eight and a half decades has been operating in the field of manufacturing drugs, cosmetic and chemical products and processing botanical raw materials. Alkaloid AD is a joint stock company that consists of two profit centers: Pharmaceuticals and Chemicals, Cosmetics and Botanicals; there are two subsidiaries in the country as well as 19 subsidiaries and 2 representative offices abroad (Serbia, Montenegro, Kosovo, Albania, Bosnia and Herzegovina, Croatia, Slovenia, Switzerland, Bulgaria, Turkey, Ukraine, the Russian Federation, USA ,UK and Romania). The company has 2,302 employees in the country and 740 employees in subsidiaries and representative offices abroad.

Alkaloid shares are owned by over 5,945 shareholders physical and legal entities. The domestic pharmaceutical company Alkaloid, located in Municipality of Gazi Baba –Skopje, is one of the biggest and technologically most advanced in the region of SEE, with record consolidated sales of 308.9 million euros, growth in consolidated exports of 14% and investments of 23.3 million euros in the period January - December 2024.

Of the total consolidated sales, 32% are realized on the domestic market, while 68% are realized on foreign markets. Viewed by regions, 27% are realized in the countries of Southeastern Europe, 22% in the countries of Western Europe (EU and EFTA), 18% in the countries of Eastern Europe (CIS, UKR...), and 1% of the total consolidated sales are realized on other markets.

Alkaloid AD - <https://alkaloid.com.mk/alkaloid-operating-results-for-the-january-december-2024-period>, 2024

A WORD FOR THE BUSINESS SECTOR



Founded in 1922 , **Brewery Skopje** is leading company for beverages in North Macedonia. The company constantly develops its own portfolio with goal to offer beverages for each occasion in daily basis and to be a 24/7 partner on buyers and consumers , which represents one of the most important strategic determinations . Its portfolio includes non-alcoholic beverages, beer and premium fierce beverages.

The local sale of the company covers 151 million liters beverages annually (2023), from which 105 million liters are non-alcoholic beverages, 46 million liters are beer and 0.1 million liters are fierce beverages. Besides this, exported are 6 million liters beer, and 43 million liters represent intercompany sale. Brewery Skopje produces, markets and distributes renowned beverages from the brand of Coca-Cola and Heineken, of which the biggest part are producing locally, in North Macedonia, utilizing as much as is possible more materials and services from domestic sources. Brewery Skopje have celebrated its 100th anniversary in 2022, marking one century tradition, development and partnership with the community. This one year, the company is celebrates the 100th anniversary of its most recognizable brand on beer - SKOPSKO.

The company is dedicated on the sustainable development, focusing everything on education, protection on life environment and support on the community.

Source: Socio – economic impact of the Skopje's Brewery in RN Macedonia, 2023

WHO INVESTED IN MGB-FDI



Coca-Cola
HBC



HEINEKEN

Mr. Bricolage



TGS



TE-TO
AD SKOPJE

fame's



lek
a Sandoz company

MESSER 
Gases for Life



Wabtec
CORPORATION



EAST GATE
— MALL —



LUKOIL
OIL COMPANY



LIBERTY
STEEL

WHO INVESTED IN MGB- LOCAL BRANDS



AGRICULTURE IN MGB

Crop areas and production in MGB – 2021 & 2022								
	sown areas in hectares		harvested area in hectares		total production in tons		Kg per hectare	
	2021	2022	2021	2022	2021	2022	2021	2022
Wheat	1,383	1,276	1,383	1,276	4,755	4,025	3,438	3,154
Rye	112	89	112	89	220	250	1,967	2,813
Barley	390	398	390	398	1,138	1,222	2,924	3,071
Oats	98	95	98	95	219	278	2,231	2,924
Corn	755	710	755	710	3,182	2,338	4,215	3,293
Sunflower	65	300	65	300	155	406	2,385	1,353
Potatoes	221	222	221	222	3,006	4,127	13,602	18,590
Onion	73	72	73	72	1,166	4,127	13,602	18,590
Garlic	55	54	55	54	431	196	7,842	3,631
Beans - main crop	168	1741	168	174	384	170	2,288	976
Pea - grain	80	75	80	75	424	125	5,304	1,665
Cabbage	87	80	87	80	2,222	1,526	25,540	19,075
Tomatoes	183	184	183	184	2,998	3,410	16,328	18,587
Peppers	197	206	197	206	3,005	3,827	15,251	18,578
Cucumbers	45	36	45	36	1,022	612	22,711	17,000
Clover	157	157	157	157	981	912	6,251	5,808
Alfalfa	139	142	139	142	923	828	6,643	5,829
Graor	43	37	43	37	287	181	6,681	4,881
Peas	45	29	43	29	309	381	7,188	13,138
Fodder corn	110	114	105	99	2,822	1,669	26,876	16,859
TOTAL	4,573	4,591	4,566	4,576	33,937	30,161	223,419	196,735

Source: State statistical directorate, 2021-2022

A guide for your investment opportunities





AGRICULTURE IN MGB

Fruit trees and production in MGB - 2017

	number of fruit trees		production	
	total	fruit bearing	total in tons	kg/tree
Cherries	4,320	4,320	179.15	41.47
Sour cherries	4,180	4,180	147.95	35.39
Apricots	11,170	11,170	337	28.80
Quinces	2,830	2,830	37.45	13.23
Apples	18,794	18,794	180.07	19.12
Pears	16,040	16,040	180.07	11.23
Plums	10,046	9,946	148.79	14.84
Peaches	12,010	11,970	213.50	17.84
Walnuts	1,505	1,505	30.75	20.43
Almonds	1,550	1,550	4.65	3.00
TOTAL	82,975	82,835	1,638.56	205.47

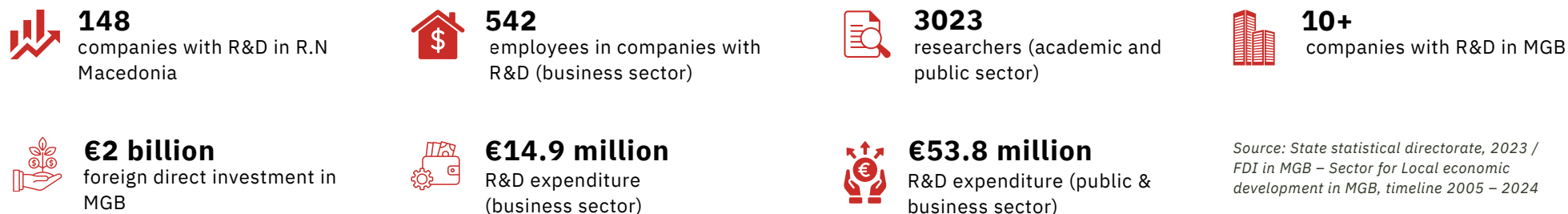
Vineyards, grapes and production of wine in MGB - 2017

	harvested area	number of fruit trees		production		grapes from own production	production of wine
	in hectares	total	grape bearing	total in tons	kg per vine	total in tons	000 liters
Vineyards	526	1,551.92	1,533.82	3,263.44	2.13	3,124.84	2,237.20
TOTAL		4,180	4,180	147.95	35.39		

Source: State statistical directorate, 2017

INNOVATIVE ECO SYSTEM OF THE SKOPJE'S REGION

Among the new innovators, the Republic of North Macedonia with Skopje's region as a main innovative region, showed the fastest growth (+11.7 points) as a non-EU country in the period of the last three years (2021-2024). Our country records an increase of 4% in the current year 2024. According to the latest EU Innovation Scoreboard by the European Commission, the Republic of North Macedonia has a performance of 45.1% compared to the EU average of 48%. That confirms our commitment to encourage innovation, research and technology between small and medium-sized companies as well as the academic community. We believe that with this approach we will achieve even better results every following year.



MGB – SKOPJE AFTER WORK

Because work is not everything that matters, the MGB - Skopje tries to make life colorful every single day and at any time of night. Irrespective of taste, preferences and interests, everyone can find something they like. MGB - Skopje is a city full of charm and appeal. It astonishes visitors with its unique atmosphere, originality and creativity. Here you can find industrial sites now brimming with life, interesting buildings as bridges through the ages, many sport and green places, and places for entertainment and relaxation.





ARCHITECTURAL JEWELS

MGB – Skopje and city of Skopje itself provides a unique opportunity to walk through the streets and admire architecture as a stamp through the time.

Devastated by an earthquake in 1963, the city of Skopje was rebuilt under the auspices of the UN in a process that defined solidarity and cooperation in a divided era. A team of international architects led by Japan's Kenzō Tange brought about one of the world's most powerful architectural statements of the 20th century.

EXTENSIVE CULTURAL HERITAGE

The city boasts a vibrant art scene with numerous art museums, galleries, and exhibitions showcasing both traditional and contemporary art. An iconic landmark in MGB - Skopje is the impressive Filip the Great Statue, a popular tourist spot. Additionally, the city is adorned with over 200 sculptures and monuments, each offering a unique representation of history and culture, becoming top tourist attractions

FOR FOOD LOVERS

Sample local delicacies at the charming cafes and restaurants lining the streets, offering a taste of Macedonian cuisine. Whether it's immersing in nature's tranquility or savoring culinary delights, MGB - Skopje promises an unforgettable experience for all.

In recent years, there have been a number of new diverse businesses, offering delicious dishes and beverages.

SPORTS FANTASY

The Skopje Marathon is not just a race; it's an extraordinary experience that combines athleticism with cultural exploration. Taking place every spring, this marathon draws participants from around the globe. As you run through the streets, you get to see the city's unique blend of historical Landmarks and modern architecture.





CITY PARK GAZI BABA

The Gazi Baba forest park, is the biggest park in MGB – Skopje, with excellent conditions for sport and recreation with prepared running path and installed gym exercising equipment in a wonderful area of 100 ha of flora and fauna.

This is a place that many choose, and celebrations and picnics are often organized there.

The forest park in 2015 was declared as a natural monument

NATURE WITHIN A REACH

Between the mountains and the plains, the region offers the enchanting landscape of the most loved by the inhabitants of Skopje – mountains Vodno and Skopska Crna Gora with a lot of natural and protected areas, valleys, and rivers. There are a large number of protected areas: from the Jasen park to canyon Matka and lake Kozjak, from city park forest Gazi to the Katlanovo swamp.

QUALITY OF LIFE IN MGB SKOPJE

MGB as a part of the city of Skopje, is thriving and doing well – it is indebted big municipality of the R.N. Macedonia. Its improving economic situation is also reflected in the increasing quality of life of its citizens. Thanks to excellent economic results, it has been possible to invest, for example, in improving safety and quality of the environment, modernizing urban public transport and city hospitals, beautifying public spaces, supporting cultural and sporting events, and providing more money for development. It has also made it possible not to raise local taxes and fees for residents and entrepreneurs, which are the lowest in the area. MGB is investing in its future. It has ambitions and takes steps towards becoming a full-smart municipality. That means a modern, clean and safe municipality with modern architecture, well-designed public space, a pleasant environment and good living conditions.





Monthly rent of a
85m2 furnished
apartment
in a normal area:
**30,700 MKD /
500 EUR**



Utilities 1 month
(heating, electricity,
watersupply...) for 2
people in a 85 m2
apartment:
**8,302.5 MKD /
135 EUR**



1 litre of petrol:
**78 MKD /
1.27 EUR**



5 km trip by taxi:
310 MKD / 5 EUR



Monthly public
transport pass:
**500 MKD /
8.13 EUR**



Monthly gym fitness
membership:
**2,000 MKD /
32.5 EUR**



2 cinema tickets:
**1000 MKD /
16.3 EUR**



Basic lunch menu:
250 MKD / 4 EUR



Espresso /
cappuccino:
**80 MKD /
1.3 EUR**



1.75L bottle of
Coca-Cola:
89 MKD / 1.4 EUR



0.5 L Skopsko
Beer:
**50 MKD /
0.81 EUR**



Bottle of red table
wine:
**355 MKD /
5.8 EUR**



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MUNICIPALITY OF GAZI BABA - SKOPJE

Be the first! Be part of a place with many success stories

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Idea, content and data: Sasho Trajkov
Idea and Graphic Design: Lidija Krsteska*



2025