

# WEST HERZEGOVINA CANTON

It is our goal to provide ongoing care to each investor. Come to us in full trust and together we will make your investment project even more successful

## INVESTMENT BROCHURE



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# INTRODUCTORY REMARKS FROM **THE PRESIDENT OF GOVERNMENT**

Dear investors,

It is my pleasure to present to you the investment brochure with all the benefits of investing into the West Herzegovina County.

The West Herzegovina County Government has recognised the importance of creating a positive business environment as one of the fundamental prerequisites for attracting investments. The investors in our County have access to excellent business conditions crucial for the provision of services and the development of products competitive in both domestic and international markets.

Our dedication to this goal has already been acknowledged by numerous domestic and foreign investors who have been conducting successful business in the West Herzegovina County for many years now.

## **MAIN BENEFITS OF INVESTING IN THE WEST HERZEGOVINA COUNTY:**

- Extremely favourable geographical and traffic location – vicinity of the EU
- Vicinity of important international roads
- Vicinity of the Port Ploče (60.000 TEU)
- Quick access to markets with affordable transport costs
- Development Agency WHC-HERAG as a one-stop-shop
- Info Desk service for investors in the Municipalities of Ljubuški, Grude, Posušje and the City of Široki Brijeg
- Availability of high-quality engineers and ICT experts
- Available numerous pre-qualification and additional training programmes
- Competitive labour costs
- Attractive investment locations
- Possibility of networking with already present investors
- Richness of natural resources
- Continued economic growth
- Innovation and strong entrepreneurial spirit
- Quality of life

It is our goal to provide each investor with continuous care. I would, therefore, like to invite you to come to us with full trust, and together we will make your investment project an even greater success.

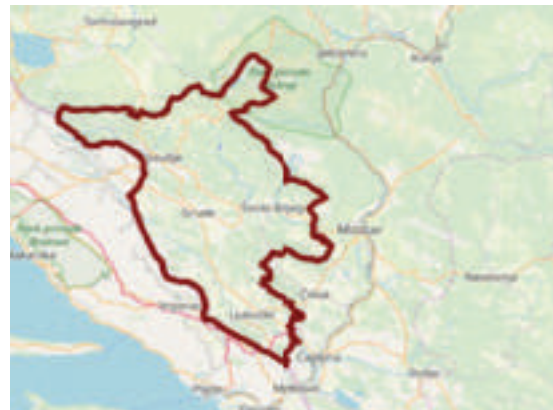
***Welcome to the West Herzegovina County!***

President of Government,  
**Zdenko Čosić**

# WHERE ARE WE?

## GEO-TRAFFIC POSITION

The West Herzegovina County is situated in the southwest part of Bosnia and Herzegovina (BiH) in the Federation of Bosnia and Herzegovina at the very border of Bosnia and Herzegovina and the Republic of Croatia (European Union). Široki Brijeg is an administrative, economic, cultural, educational and religious centre of the West Herzegovina County and is located on extremely important roads: Mostar-Split and Mostar-Livno-Banja Luka-Zagreb. It connects to the regional centre of Mostar and the Mostar-Sarajevo main road M17 via the main road M6 Posušje-Široki Brijeg-Mostar. Good quality transport infrastructure gives access to global markets straight from the West Herzegovina County.



The vicinity of the A1 Motorway (Vrgorac 47 km, Zagvozd 55 km) running through Croatia, part of the Pan-European Corridor Vb (connecting the north and south of Europe with Croatian ports) and the future Pan-European Corridor Vc (connecting Central Europe with the Adriatic Sea) and Adriatic-Ionic motorway (Trieste-CRO-BiH-Montenegro-Albania-Greece) provides the investors with a fast access to regional, European and other markets.

## INTERNATIONAL AIR TRAFFIC

The centre of the West Herzegovina County is connected to regional, European and world markets by air traffic through international airports in Mostar (28 km), Split (136 km), Sarajevo (145 km), Dubrovnik (168 km), and Zagreb (504 km).

The investors have the opportunity to access rail cargo traffic via railway station in Mostar (23 km) and Čapljina (44 km) as well as regional, European and other markets via Railtrack 11 from the West Herzegovina County Centre, the City of Široki Brijeg (Sarajevo - Čapljina - Port Ploče (CRO)), which is connected to all other parts of BiH, the neighbouring countries and further through the railway track in Sarajevo (149 km).



## PORT PLOČE

The Port Ploče is located 26 km (27 minutes) from the border crossing Bijača in the West Herzegovina County, and only additional 5 km (6 minutes) from the Business Zone Zvirici. It is categorised as a universal port, with a deep draught and is used for the transshipment of all types of cargo transported in international sea transport. It is of strategic importance for the economy of BiH due to the vicinity of the Vc Corridor (Budapest-Sarajevo-Ploče). Its gravity

## INTERNATIONAL BORDER CROSSINGS

### Category 1 and 2 border crossings with the Republic of Croatia

**Border crossing Gorica (Grude) – Vinjani Donji (CRO) / 32 km** Category I border crossing in the road transport of people, all types of goods and transport means. This border crossing provides for the transport of fruit and vegetables that, in line with the legislation of the contracting parties, is subject to the market standards compliance control and health safety control during transport over the joint state border.

**Border crossing Bijača (Ljubuški) – Nova Sela (RH) / 44 km** Category I border crossing for international road transport – one of two Schengen crossings in BiH (passengers and goods that, in line with the contracting parties' legislation, is subject to inspection controls of transport through the joint state border).

**Border crossing Osoje (Posušje) – Vinjani Gornji (CRO) / 32 km** Category II border crossing for international road, goods and passenger transport.

**Border crossing Crveni Grm (Ljubuški) – Mali Prolog (CRO) / 40 km** Category III border crossing for passenger transport: only people and passenger luggage.

**Border crossing Orahovlje (Ljubuški) – Orah (CRO) / 39 km** Category III border crossing for passenger transport: only people and passenger luggage.

**Border crossing Zvirici (Ljubuški) – Prud (CRO) / 47 km** Category III border crossing for passenger transport: only people and passenger luggage.

### Category 1 and 2 border crossings with Montenegro

**Border crossing Deleuša (BiH) – Vračnovići (MNE) / 124 km** Category II border crossing for international road and passenger transport.

**Border crossing Zupci (BiH) – Sitnica (MNE) / 153 km** Category II border crossing for international road and passenger transport.

**Border crossing Metaljka (BiH) – Metaljka (MNE) / 230 km** Category II border crossing for international road and passenger transport.



# WEST HERZEGOVINA COUNTY

## GENERAL INFORMATION

Surface (in Km2)	1.362,6 Km2 (2,66 % of BiH surface)
Centre	Široki Brijeg
Population	94.898 (census from 2013.)
Population	93.696 (latest estimates)
Terrain	North - mountainous; inner areas - karst; south - arable land
Climate	Mediterranean - continental
Altitude	100 m
Time zone	GMT +1
Currency	BAM (1€ =1.95583 BAM)
Budget (€)	4.000 €
Proračun (€)	42.427,844 €
Unemployment rate (%)	38,6 %
Employed population	18.366
Unemployed population	10.901
Average gross salary (€)	634 € (VIII 2018.)
Average net salary (€)	415 € (VIII 2018.)
Profit tax (%)	10%
Value added tax (%)	17%
Income tax (%)	10%

Source: JU Development Agency WHC-HERAG

## ECONOMIC PROFILE OF THE WEST HERZEGOVINA COUNTY

The business sector is the leader of economic development in the County. The economy is based on micro and small enterprises and trades and on several medium and large enterprises that are regional leaders in the processing industry, trade and civil engineering. The total number of active legal entities is 1207.

## BUSINESS SECTOR IN NUMBERS

County / City / Municipality	WHC	Široki Brijeg	Municipality Ljubuški	Municipality Grude	Municipality Posušje
Number of active legal entities (Ltd and plc)	<b>1.207</b>	<b>394</b>	<b>297</b>	<b>201</b>	<b>315</b>
Micro and small enterprises (up to 50 employees)	<b>1144</b>	<b>369</b>	<b>280</b>	<b>190</b>	<b>305</b>
Medium enterprises (50-250 employees)	<b>54</b>	<b>20</b>	<b>17</b>	<b>9</b>	<b>8</b>
Large enterprises (over 250 employees)	<b>9</b>	<b>5</b>	<b>-</b>	<b>2</b>	<b>2</b>
Number of independent trades	<b>1770</b>	<b>489</b>	<b>636</b>	<b>341</b>	<b>304</b>
<i>Estimates</i>					
Days required to register ltd	<b>7-30</b>	<b>30</b>	<b>5</b>	<b>30</b>	<b>7</b>
Days required for the closure of legal entity	<b>5-60</b>	<b>60</b>	<b>5</b>	<b>30</b>	<b>5-30</b>
Days required for location permit issuance	<b>5-30</b>	<b>15-30</b>	<b>15</b>	<b>30</b>	<b>5-30</b>
Days required for construction permit issuance	<b>5-30</b>	<b>15-30</b>	<b>15</b>	<b>30</b>	<b>5-30</b>
Days required for use permit issuance	<b>5-30</b>	<b>15-30</b>	<b>15</b>	<b>30</b>	<b>5-30</b>

Source: City of Široki Brijeg; municipalities Ljubuški, Grude, Posušje, processed by consultants

## THE MOST PROMINENT ENTERPRISES CITY OF ŠIROKI BRIJEG

Company	Sector	Number of employees	Activity and market position
<b>FEAL d.o.o.</b>	Metal processing sector	393	Leader in the production of aluminium profiles in BiH. Also engaged in the designing of aluminium systems. Exports over 80% of its production. In the process of spreading to the EU market in terms of industrial profiles.
<b>MEPAS d.o.o.</b>	Trade	278	One of the leading distributors of consumer merchandise in the BiH market. Represents a large number of global and regional brands.
<b>MCI d.o.o.</b>	Trade, production	344	Distributor of renowned world brands. The distribution network covers 7,152 selling points. Also produces top wines and cheeses in BiH.
<b>LUKAS TP NAKIĆ d.o.o.</b>	Trade	165	One of the leading importers and distributors in BiH in terms of a wide range of groceries and household items.
<b>TT KABELI d.o.o.</b>	Production	168	Leader in the production of power cables up to 1kV in BiH. Exporter in more than 50 countries. Well positioned in the Scandinavian market (TT Cables Bordic). Also deals with trade and execution of works.
<b>NEMEKS d.o.o.</b>	Trade	371	The leading supermarket chain in Herzegovina (27 stores). It has its own production of cakes and bakery products "Nam-Pek".
<b>HERING d.d.</b>	Civil engineering	344	Engaged in construction activities and provision of technical services. Realization of numerous projects in BiH, region and eastern Europe.
<b>BERNINA d.o.o.</b>	Processing and trade	42	The main activity is wholesale trade and import and export of fresh fruits and vegetables. Wider activity includes processing, packaging and distribution of dry fruits and vegetables, nuts, seeds and grains (leaders in the region). Exporter to the EU market.
<b>KRAŠ TRGOVINA d.o.o.</b>	Trade	59	A commercial subsidiary based in Široki Brijeg and with its representative offices in Sarajevo and Banja Luka. Continuously increases the placement of confectionery products by Kraš in the BiH market.
<b>SJEMENARNA d.o.o.</b>	Trade	128	Leader in the distribution of seeds, planting material, plant protection products and professional agricultural material. Distributor of glass packaging, pet food and equipment and other consumer goods.

## THE MOST PROMINENT ENTERPRISES MUNICIPALITY OF LJUBUŠKI

Company	Sector	Number of employees	Activity and market position
<b>Unitrade d.o.o.</b>	Wholesale of car parts and equipment	250	In its shop this franchise is offering a wide range of products for all car types. They also have car repair and maintenance service.
<b>Džajić commerce d.o.o.</b>	Wholesale and distribution of food products	161	Basic activity is import, distribution and sale of consumer goods by famous world brands. The sale network covers the entire BiH territory.
<b>Karliko d.o.o.</b>	Wholesale of meat and meat products	109	Production, processing and distribution of fresh meat, cured meats and meat products.
<b>Nuić d.o.o.</b>	Wholesale of car parts and equipment	102	One of the leading BiH companies in the wholesale and retail of car parts and car servicing.
<b>Mucić &amp; Co. d.o.o.</b>	Construction of housing and non-housing buildings	56	Designing office/design optimisation: construction of civil engineering structures and buildings, leading and management of civil engineering projects.
<b>Rofix d.o.o.</b>	Production of concrete products for civil engineering	47	Production of thermal insulation systems, various plasters and construction adhesives.
<b>T&amp;D Company d.o.o.</b>	Construction of housing and non-housing buildings	25	Designing and construction of housing and business unit following the turnkey system
<b>Vinogradi Nuić d.o.o.</b>	Grape growing	12	Production of top wines made of high-quality sorts of grapes, autochthonous žilavka and blatina.
<b>Jur Prom d.o.o.</b>	Import, representation and distribution of car parts	19	This company is the leading distributor in car parts for passenger, freight and delivery vehicles in BiH.
<b>Autosalon Kramar d.o.o.</b>	Import and sale of used cars from Germany	45	The company conducts import and sale of used cars. All cars have manufacturer certificates and maintenance records.

## THE MOST PROMINENT ENTERPRISES MUNICIPALITY OF GRUDE

Company	Sector	Number of employees	Activity and market position
<b>Violeta d.o.o.</b>	Pulp and paper sector / chemical sector	616	Regional leader in the production of a wide range of hygiene products.
<b>Grafotisa d.o.o.</b>	Graphics sector	363	Production of graphic products, distribution of school stationary and office supplies for BiH and regional markets.
<b>TP Drinovci d.o.o.</b>	Service sector and trade sector	62	Import and distribution of confectionary products in BiH.

Company name	Sector	Number of employees	Activity and market position
<b>Bili Brig d.o.o.</b>	Service sector and trade sector	104	Trade in beverages, general representative for BiH for several famous brands.
<b>Franck d.o.o.</b>	Processing sector	44	BiH market leader for espresso coffee, 30% of BiH market in the hospitality segment.
<b>Autoherc d.o.o.</b>	Passenger transport	72	Market leader in passenger transport in the WHC.
<b>Bilton d.o.o.</b>	Metal sector	10	Production and export of light metal packaging.
<b>Putovi d.o.o.</b>	Road construction and civil engineering	94	Road construction, embankment and asphaltting.
<b>P.Z. VINO-DUHAN-VOĆE d.o.o.</b>	Agricultural sector	18	Import, sale and distribution of agricultural tools, seeds, fertilisers and other farming products.
<b>Lumen d.o.o.</b>	Processing and trade sector	55	Candle and lantern factory, wholesale and retail of decorative items

## THE MOST PROMINENT ENTERPRISES MUNICIPALITY OF POSUŠJE

Company name	Sector	Number of employees	Activity and market position
<b>Meggle d.o.o.</b>	Food sector	75	Wholesale of milk and dairy products
<b>Vokel d.o.o.</b>	Commerce sector	251	Trade: water supply, ceramics, sanitary equipment, central heating equipment
<b>Planet d.o.o.</b>	Service and commerce sector	191	Trade: Distribution of consumer goods
<b>Weltplast d.o.o.</b>	Processing sector	112	Production of PEHD and PP pipes, PE foil and packaging
<b>Lager d.o.o.</b>	Production, commerce	93	Production of lifting and transportation devices, trade in various machines and vehicles
<b>Mesna industrija Rakitno d.o.o.</b>	Food sector	75	Meat processing, cattle and pigs breeding
<b>KTM Brina d.o.o.</b>	Civil engineering sector	68	Civil engineering: construction, civil engineering, asphalt base
<b>Miviko d.o.o.</b>	Road construction and civil engineering	93	Production of electric cables and wire, electric material trade
<b>Binvest d.o.o.</b>	Commerce sector	116	Wholesale of alcoholic and soft drinks
<b>Euromaterijali d.o.o.</b>	Commerce sector	117	Construction material trade



# HUMAN RESOURCES IN THE WEST HERZEGOVINA COUNTY

The investors have at their disposal various labour force profiles with professional and technical qualifications in the West Herzegovina County. Three Secondary Vocational Schools provide education for general, expert and craft professions. Special emphasis is placed on professions relevant for the production companies: computer

technicians in machine engineering, electrical technicians, CNC operators and mechatronics technicians. The West Herzegovina County has four registered private accredited secondary schools with various education profiles offered in full-time studies and programmes of additional studies and retraining.

## EDUCATIONAL INSTITUTIONS IN THE WEST HERZEGOVINA COUNTY

Type of educational institution	Number of school in the West Herzegovina County	Number of enrolments in the 1st grade in 2017/18	Number of enrolments in the 4th grade in 2017/18
Primary school	14	856	927
Grammar schools	3	347	414
Secondary public schools	7	952	855
Secondary vocational schools	3	605	441

### Number of students by profession in secondary vocational schools

Secondary vocational schools	Profession	Number of enrolments in the 1st grade in 2017/18	Number of enrolments in the 4th grade in 2017/18
	Economist	105	119
	Economic technician	30	21
	Pharmaceutical technician	14	11
	Chef/waiter	61	-
	Commercial agent	28	55
	Nurse/medical technician	125	54
	Geodetic/Construction technician	20	13
	Electrical technician	18	32
	Computer technician in machine engineering	42	52
	Technician for logistics and shipping	23	-
	CNC operator	26	-

Secondary vocational schools	Profession	Number of enrolments in the 1st grade in 2017/18	Number of enrolments in the 4th grade in 2017/18
	Heating and air conditioning installer	20	-
	Telecommunication technician	24	23
	Mechatronics technician	34	30
	Agro-tourist technician	21	31
	Car mechanic/plumber	14	-
	<b>TOTAL</b>	<b>605</b>	<b>441</b>

Source: West Herzegovina County - Ministry of Education, Science, Culture and Sport

## NUMBER OF STUDENTS AT THE FACULTY OF MACHINE ENGINEERING, IT AND ELECTRICAL ENGINEERING

The students from the County are studying at universities across BiH and Croatia. We must emphasise here the availability of highly trained engineers and ICT experts (3 year and 5 year study cycles), the majority of whom are studying at the Faculty of Machine Engineering, IT and Electrical Engineering of the University of Mostar.

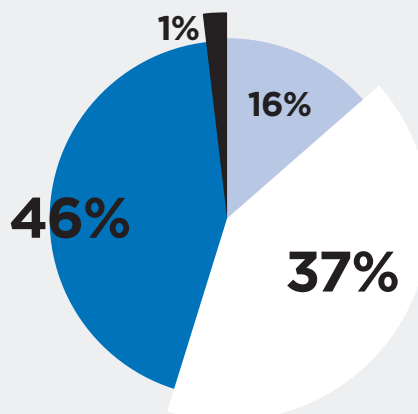
Undergraduate study - Bachelor (3 years)	Enrolments in the academic year 2017/18	Graduates in 2017
Machine engineering	102	54
IT	103	42
Electrical engineering (study course introduced in 2017/2018)	100	-
<b>TOTAL</b>	<b>305</b>	<b>96</b>

Postgraduate study - Master (5 years)	Enrolments in the academic year 2017/18	Graduates in 2017
Machine engineering	52	35
IT	46	34
<b>TOTAL</b>	<b>98</b>	<b>69</b>

Source: University in Mostar - faculty of Machine Engineering, IT and Electrical Engineering

## Structure of unemployed by education WHC

- Higher education
- Vocational education
- Secondary education
- Primary education



Source: West Herzegovina County and Federal Institute for Statistics in BiH

## NUMEROUS PROGRAMMES OF ADDITIONAL TRAINING AND QUALIFICATIONS

**Technological park Intera Mostar** theoretical and practical training of CNC operators

### Private accredited secondary vocational school CENTRE FOR EDUCATION – Široki Brijeg

Secondary professional training curriculum, additional training and qualification programmes

**Professions:** locksmith, toolsmith, electrician, CNC operator, computer technician for machine engineering, toolsmith, panel-beater, milling machine operator, photovoltaic systems installer, solar energy systems installer, electrical technician for telecommunication, welder and other.

### Private accredited secondary vocational school LIBAR – Široki Brijeg

Secondary professional training curriculum, additional training (3RD and 4TH degree) and qualification programmes

**Professions:** computer technician for machine engineering, machine engineering technician, IT technician, locksmith, electrical installer, food technician, heating and air conditioning installer, plumber, carpenter, joiner, chef, waiter, car electrician, economist, commercial agent, electrical technician, agricultural technician and other.



**Tehnološki park Osrdak Posušje** theoretical and practical training of CNC operators

### Private accredited secondary vocational school – Široki Brijeg

Secondary professional training curriculum, additional training and qualification programmes

**Professions:** car mechanic, car electrician, locksmith, bricklayer, carpenter, baker, joiner, plumber, panel beater, bar fixer, woodblock floor layer, machine technician, construction technician, food technician, forest technician, ceramic tile layer, chef, waiter, technician for electrical machines with applied IT and other

### Private accredited secondary vocational school EDUKA CENTAR - Ljubuški

Secondary professional training curriculum, additional training and qualification programmes

**Professions:** medical technician/nurse, midwife, sanitary technician, pharmaceutical technician, physical therapy technician

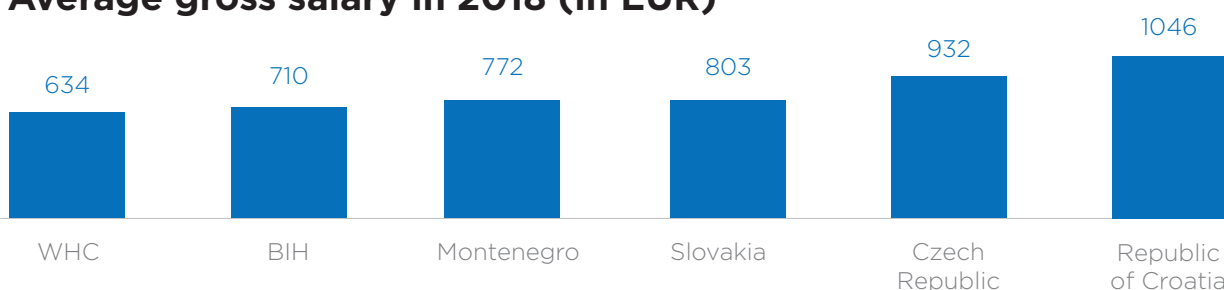


# COMPETITIVE COSTS OF LABOUR

The West Herzegovina County has competitive costs of labour in comparison to the BiH average, and the average of the neighbouring countries and Central Europe (Slovakia, Czech). Average gross salary in the West Herzegovina County was 634 EUR in 2018, whereas it amounted to 710 EUR at the FBiH level. The labour market offers young

and qualified labour force of technical, expert and general profile (engineers, electrical technicians, computer technicians in machine engineering, logistics and shipping technicians, commercial agents, economists, CNC operators, electricians, waiters, chefs, hairdressers etc).

## Average gross salary in 2018 (in EUR)



Source: Monthly statistical overview of FBiH by Countys, Sarajevo, October 2018

The West Herzegovina County carries a tradition of processing industry (metal industry, plastic mass processing), civil engineering and services (wholesale and retail). In terms of employment and income, the largest companies are from the sector of processing, trade and civil engineering.

Proof of keeping with the trends is that the students are studying for professions that are in demand on the market which is further solidified by the fact that there have been many enrolments in vocational schools in the academic year 2017/2018. Forty-two students have enrolled in studies for computer technicians in machine engineering, thirty-four students are studying to be technicians for mechatronics, and 26 students have started studies for the profession of CNC operator.



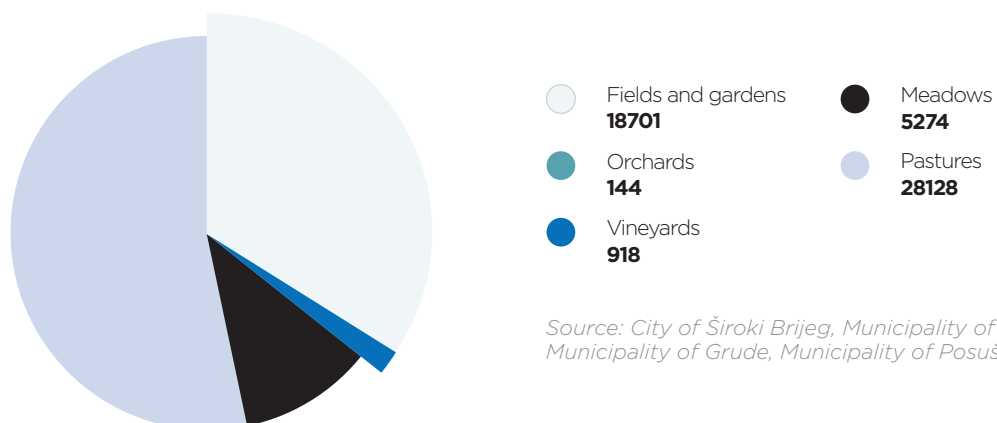
# AGRICULTURAL RESOURCES IN THE WEST HERZEGOVINA COUNTY

The total surface of arable land in the West Herzegovina County amounts to 53,165 ha. Clean air, unpolluted soil and favourable climatic conditions of moderate Mediterranean climate are beneficial for investing in agricultural production

and food sector. The most common agricultural crops are: vegetables, cereals, aromatic and medicinal plants, industrial crops, vines, fruit, olives and tobacco.

## AGRICULTURAL AREAS IN WHC BY USAGE CATEGORY (ha)

	Široki Brijeg	Ljubuški	Grude	Posušje	WHC
Fields and gardens	3681	5302	4200	5518	18701
Orchards	76	42	7	19	144
Vineyards	265	526	115	12	918
Meadows	2146	204	1358	1566	5274
Pastures	5454	6480	5575	10619	28128
TOTAL	11622	12554	11255	17734	53165



Source: City of Široki Brijeg, Municipality of Ljubuški, Municipality of Grude, Municipality of Posušje

# POTENTIAL INVESTMENT SECTORS

## CITY OF ŠIROKI BRIJEG

Source: City of Široki Brijeg

NAME	DESCRIPTION
Processing and service sector, trade sector	In the structure of legal entities, the share of companies in the trade sector is 39%, and the share of manufacturing companies is 24% (aluminium products, construction products and stone processing, insulation material production, graphics etc.). In the structure of natural persons-craftsmen, the majority are business entities from the catering and hotel sector (30%).
Business opportunities	Investments with special emphasis on the manufacturing sector and export-oriented enterprises. Investing in development of so-called creative services (ICT sector, video and graphic production, scientific-technical and technical activities, etc.) Investments in manufacturing and industrial plants with environmentally sound production. Investments in the retail, distribution and service sectors.
Construction sector	Construction is the third sector by the representation companies (7%), and contributes significantly to the income of the economy and the number of jobs of the City of Široki Brijeg.
Business opportunities	Numerous sites of technical-construction and architectural-building stone favour the development of the sector and represent a significant investing potential. Affordable business environment provides business cooperation with existing companies.
Agriculture sector	In the town of Široki Brijeg, about 3,707 ha of cultivable land are available for investors. A clean environment, fertile soil and favourable climatic conditions of Mediterranean and moderate-continental climate favour investments in this sector. Completion of the project for reconstruction of irrigation system provides efficient irrigation of additional land surfaces and increase of productivity.
Business opportunities	Possibilities of investment in fruit growing (cherry, maraschino cherry, peach, pomegranate, melon and watermelon) and vegetables (potatoes, cabbage, corn, tomatoes, onions). Investments in viticulture and ecological production of vegetables and cereals. Possibility of development of agrotourism - multipurpose use of agricultural resources with emphasis on traditional autochthonous products. Investment in beekeeping - honey production.
Mineral ore exploitation	In the area of the City of Široki Brijeg there is a great potential for exploration, exploitation, processing and export of mineral raw materials, in particular the sites for stone exploitation (technical-construction and architectural-building stone), bauxite and coal (lignite).
Business opportunities	Investments in bauxite exploitation (large confirmed red bauxite supply of exceptional quality, about 60% of unexplored supplies in shallow horizons, experience in bauxite exploitation, proximity of separation site and final processing of aluminium in Mostar). Investments in exploitation and processing of technical-construction and architectural-construction stone (sites, approved exploitation fields) and lignite (large stock).
Tourist sector	The town of Široki Brijeg has a beautiful landscape and numerous natural and cultural and historical sights. The excellent geographical position and the vicinity of tourist markets such as the attractive Adriatic coast, the shrine of Medjugorje, the Mostar City (Old Bridge), the Blidinje Nature Park and the ski resort make the City of Široki Brijeg an attractive tourist destination, suitable for a stay in nature and for rural, adventurous and religious tourism.
Business opportunities	Potential investment projects include the improvement and construction of accommodation facilities, catering facilities and various entertainment and service facilities. Possibilities of using natural and cultural-historical sites for the development of sports-recreational and service activities. Possibilities of using paleontological resources, archaeological sites and a large number of rare plant and animal species for the development of scientific and educational activities. Investment in rural tourism (service, food, hunting and fishing, etc.).
Energy sector - renewable energy sources	The city of Široki Brijeg has the potential of investment in numerous renewable energy sources: wind power plants, solar energy, mini hydro power plants and electricity generation from biomass. It represents one of the best locations in Europe for investing in the renewable energy sources from sun.
Business opportunities	Investments in wind farms (2 locations available) and solar power plants (4 locations available). An additional possibility of installing solar capacities on existing facilities (halls, schools, kindergartens, buildings, etc.). Possibility of investment in the construction of multi-purpose water accumulation for the production of electricity (2 locations available). Investments in the production of electricity from biomass produced in agriculture.

# MUNICIPALITY OF LJUBUŠKI

Source: Municipality of Ljubuški

NAME	DESCRIPTION
Tourist Sector	The Municipality of Ljubuški is in the vicinity of the Adriatic Sea, at the very entrance from Croatia to Bosnia and Herzegovina. The wonderful landscape covered in low vegetation typical of karstic areas, mild Mediterranean climate, the River Trebižat, numerous natural wonders (the Kravica and Koćuša waterfalls, the Vriošćice and Kajtavovina springs), cultural heritage (Herceg Stjepan-Kosača fort, roman military camp Gračine, tombstone necropolis Diljić (UNESCO), Humac Museum), traditional food and cultural events make Ljubuški an attractive tourist destination ideal for nature, rural, cultural, fishing and religious tourism. Tourist centres such as Međugorje, Mostar, Dubrovnik and Split give it the possibility to further advance its transit and excursion tourism.
Business Opportunities	Potential investment projects include the advancement and the construction of accommodation and hospitality structures and various leisure and service facilities. The landscape and the biodiversity of the area portrayed in a high number of plant and animal species give an opportunity to further develop educational, tourist-leisure and service activities.
Logistics Sector	The central role in the logistics sector development belongs to the excellent geographical and traffic position of the Business Zone "Zvirici" and the vicinity of the Port Ploče (15 Km). The Business Zone "Zvirici" is located next to the European Corridor Vc (north-south) and the Adriatic-Ionic road (west-east). It is also close to the border crossings with Croatia: border crossing Bijača (which became one of two Schengen crossings in BiH when Croatia joined the EU) and border crossing "Crveni Grm". The Port Ploče (capacity +60,000 TEU) is an excellent transport connection and a unique geostrategic position at the intersection of important industrial roads which makes it an indispensable link between the Adriatic, Mediterranean and Central Europe.
Business Opportunities	There are many opportunities for the development and realisation of investment projects in the logistics sector, especially in the construction of logistical-distributive centres in the Business Zone "Zvirici", Ljubuški, and for investment in the project of intermodal hub that would consist of container and cargo terminals, storage spaces and logistics centre.
Agriculture and Food Sector	The Municipality of Ljubuški has over 6,000 ha of arable land at disposal. Clean environment, unpolluted soil and good moderate Mediterranean climate are ideal for investing in agriculture and food sector.
Business Opportunities	Opportunity for greenfield investments in storage spaces for fruit and vegetables with a sorting and packaging line in the Business Zone "Zvirici". Vegetables are mainly, potatoes, tomatoes, cabbages, onions, garlic and watermelon. There is an opportunity of investing in vineries (original sorts blatina and žilavka) and facilities for eco food production.
Entrepreneurship Sector	Business incubator of the West Herzegovina County – HIPod in the business zone "Zvirici" has all the necessary requirements for start-ups, micro and small companies. The users have access to co-working premises with 9 work posts (35.17m <sup>2</sup> ), 7 office spaces for entrepreneurs-beginners; storage/production hall (75 m <sup>2</sup> ); multifunctional hall (151.44 m <sup>2</sup> ) and common and technical rooms.
Business Opportunities	Using co-working premises, establishing start-ups, location for innovative micro and small companies, especially related to high tech.

# MUNICIPALITY OF GRUDE

Source: Municipality of Grude

NAME	DESCRIPTION
Processing and service sector, trade sector	Business activities of over 72% registered business entities in the Municipality of Grude are focused around several key sectors: processing industry (hygiene products, graphics, packaging, food, metal, plastic), civil engineering, transport, trade, services, hospitality.
Business opportunities	Investment in production-industrial facilities with ecologically acceptable production in activities that create added value, especially in processing industry. Investment in the trade sector (distribution), services and hospitality.
Agricultural sector	The Municipality of Grude has approximately 2,838 ha of arable land. Clean air, unpolluted soil and favourable climatic conditions of Mediterranean and moderate continental climate are beneficial for investing in agricultural production and food sector.
Business opportunities	Greenfield investments in storage areas for fruit and vegetables with sorting and packing lines in the Business Zone of Grude "Pogana Vlaka – Poljanice". The most common fruits and vegetables are apples, figs and pomegranate and potatoes, gherkin, cabbage, pepper. Investment in the production of agricultural cultures in the watercourse zone, fish farming in the Rivers Vrljika and Tihaljina and crop farming and cultivation of grapevines in Bekije Field.

Tourist sector	The Municipality of Grude is located in the immediate vicinity of the Adriatic Sea, at the very entrance from Croatia to Bosnia and Herzegovina. The amazing landscapes covered with low vegetation typical for karst area, mild Mediterranean climate with occasional cold winds coming from the mountains of Vran, Čvrsnica and Čabulja, karst water springs, natural lakes and karst caves, traditional dining and historical landmarks make Grude one of the most attractive tourist destinations for outdoors and rural, adventure and religious tourism. The vicinity of tourist markets such as Međugorje, Nature Park Blidinje and the Adriatic coast offer plenty of development opportunities for transit and excursion tourism.
Business opportunities	Potential investment projects include the upgrade and construction of accommodation and hospitality facilities and various leisure and service amenities. The landscape and diversity of the area reflected in a large number of plant and animal species opens doors to the development of educational scientific, tourist/recreational and service activities.
Energy sector – renewable energy sources	The Municipality of Grude is located in the sunniest part of Bosnia and Herzegovina with 2.469 sun-hours annually on average. Herzegovina is one of the most favourable locations in Europe for investing in renewable energy sources from sun given that more than 1600 kWh of sun energy per 1 m <sup>2</sup> is released every year. This advantageous position and natural resources of the Municipality of Grude also offer an opportunity of investing in hydro power and thermal power from biomass.
Business opportunities	Investing in renewable energy sources from sun. The establishment of special zones for self-standing solar power plants is anticipated for the Municipality of Grude.

## MUNICIPALITY OF POSUŠJE

Source: Municipality of Posušje

NAME	DESCRIPTION
Metal and plastic sector	Business activities of several business subjects in the Municipality of Posušje are focused on metal and plastic processing sectors. The future Technological Park Osrdak will promote work skills and complex product production, additional value comparing with metal and plastic.
Business opportunities	Investment in production facilities with ecological production in the processing sectors with added value (innovative metal and plastic products).
Mineral raw material (stone)	The Municipality of Posušje is rich in natural resources, especially bauxite and stone. It has around 3,000,000 tons of bauxite resources and ore deposits vary in size and are on average around 1,000,000 tons. The Municipality also has a significant amount of marl which is useful for the production of cement, and clay which can be used in industry.
Business opportunities	Investment in facilities for the production of calcium carbonate (CaCO <sub>3</sub> ) products.
Food sector	The Municipality of Posušje has 40,215 ha of meadows giving excellent opportunity for cattle breeding (goats and sheep). There is excellent potential in the development of goat breeding (meat, cheese, milk), the products that have a local and regional market with high prices.
Business opportunities	Greenfield investments in facilities for the production of goat meat, milk and cheese.
Tourist sector	The Municipality of Posušje is rich in natural resources and has good conditions for the development of various forms of tourism, especially the Nature Park Blidinje. The most important tourist locations are: Ski Centre Risovac, tourist hiking trail in Vučipolje, golf field Topala, Tribistovo Lake, Šimić Cave, Ričine Canyon, Mount Čvrsnica (top at 2,228 altitude) and numerous archaeological sites.
Business opportunities	Potential and investment projects include the upgrade and construction of accommodation and hospitality facilities and various entertainment and services. The landscape and biodiversity of the area is shown in numerous plant and animal species which offers the possibility to develop educational, scientific, tourist, leisure and service activities.
Energy sector – renewable energy sources	The Municipality of Posušje is located in the sunniest part of Bosnia and Herzegovina with 2,200 sun-hours annually on average. The hilly parts of the Municipality (Tribistovo, Rakitno, Blidinje) are extremely windy and favourable for the use of wind energy. Herzegovina is an ideal location to invest in renewable energy sources from sun given that more than 1600 kWh of sun energy per 1 m <sup>2</sup> is released every year.
Business opportunities	Investment in renewable energy sources from sun and wind. The investors have access to zones Zavelim (200ha), Osoje (100ha), Oštrc, Poklečani for the development of solar field and wind parks.



# COMPETITIVE BUSINESS COSTS

## CITY OF ŠIROKI BRIJEG

The national treatment of foreign investors in BiH and an extremely favourable tax environment - VAT rate of 17% and profit and income tax of 10%, are among the lowest in the region and Europe.

**CONSTRUCTION PERMITS** The Service for Physical Planning and Environmental Protection of the City of Široki Brijeg is the competent municipal service for issuing permits.

The forms with detailed information can be obtained from the competent service or downloaded from the following link: <http://www.sirokibrijeg.ba/index.php/dokumenti/viewcategory/11-sluzba-za-prostorno-uređenje-i-zastitu-okolisa>

### ISSUANCE OF CONSTRUCTION PERMITS

Source: City of Široki Brijeg

No.	Type of permit	Time of issue	Cost (in BAM/EUR)
1.	Location permit	15-30 days	Price for business buildings: <ul style="list-style-type: none"><li>• Price for business buildings on a construction lot: up to 0.4 Ha, from 0.4 ha to 1 ha, from 1 ha to 5 ha costs from 300 BAM to 700 BAM (153-358 EUR);</li><li>• Price for complex compounds is 700 BAM (358 EUR).</li><li>• Price for residential and business buildings:</li><li>• Price for residential/business buildings up to 150 m2, residential/business buildings from 150 m2 to 300 m2 and residential/business buildings from 300 m2 is from 150 BAM to 250 BAM (77 EUR-153 EUR);</li><li>• Price for multi-residential buildings with business amenities that take up to 50% of the building surface for use is 500 BAM (256 EUR).</li></ul>
2.	Construction permit	15-30 days	Price for multi-residential buildings with business premises, complex buildings, buildings under protection and business premises: <ul style="list-style-type: none"><li>• For buildings of construction surface less than or equal to 1,000 m2 - 0.5% of the construction price;</li><li>• For buildings of construction surface higher than 1,000 m2 and less than or equal to 5,000 m2- 0.35% of the construction price;</li><li>• For buildings of construction surface higher than 5,000 m2- 0.25% of the construction price;</li><li>• Price for residential/business buildings:</li><li>• Price for residential/business buildings: up to 150 m2, from 150 m2 to 300 m2 and over 300 m2 is from 150 BAM to 300 BAM (77 EUR-153 EUR).</li></ul>
3.	Use permit	15-30 days	Use permit: <ul style="list-style-type: none"><li>• 80% of the total construction permit price.</li></ul>

### UTILITY PRICES FOR ECONOMIC ENTITIES

Source: City of Široki Brijeg

#### WATER

[http://www.viksrb.com/images/yootheme/slike/Cijena\\_vode.pdf](http://www.viksrb.com/images/yootheme/slike/Cijena_vode.pdf)

#### SEWAGE

[http://www.viksrb.com/images/Cijena\\_prikljucka\\_na\\_komunalnu\\_infrastrukturu.pdf](http://www.viksrb.com/images/Cijena_prikljucka_na_komunalnu_infrastrukturu.pdf)

#### POWER SUPPLY

<http://www.ephzba.ba/kupci/cijene-elektricne-energije/>

#### WASTE DISPOSAL

• Crafts shops, photography shops, clothing shops, jewellery shops etc - 20 BAM (10,23€);

- Hair salons - 25 BAM (12,78€)
- Flower shops - 30 BAM -70 BAM (15,34€-35,79€)
- Medical practices and pharmacies - 30 BAM (15,34€)
- Trade business up to 50m2 - 30 BAM (15,34€)
- Trade business from 50 to 100 m2 - 50 BAM (25,56€)
- Trade business over 100 m2 - 70 BAM (35,79€)
- Hospitality business up to 50 m2 - 40 BAM (20,45€)
- Hospitality business from 50 to 100 m2 - 60 BAM (30,68€)
- Hospitality business over 100 m2 - 80 BAM (40,90€)
- containers 1.100 l - 40 BAM (20,45€)
- containers 5m3 - 110 BAM (56,24€)

**Telecommunication services** Telecommunication services are offered by three different companies. Various service packages are available for investors to select directly from the chosen company.

#### LANDLINES

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/fiksna-telefonija/paketi-telefoninternet/>

#### MOBILE PHONES

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/mobilna-telefonija/biznis-tarife/>

#### BROADBAND INTERNET

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/internet/adsl-internet/cjenik/>

## MUNICIPALITY OF LJUBUŠKI

The national treatment of foreign investors in BiH and an extremely favourable tax environment – VAT rate of 17% and profit and income tax of 10%, are among the lowest in the region and Europe.

**CONSTRUCTION PERMITS** The Service for Physical Planning, Property-Legal and Cadastre Affairs, is the competent municipal service for issuing permits.

### ISSUANCE OF CONSTRUCTION PERMITS

Source: Municipality of Ljubuški

Type of permit	Time of issue	Cost (in BAM/EUR)
Location permit	15 days	Fee: <ul style="list-style-type: none"> <li>Shopping malls, factories, hotels, larger tourist-hospitality facilities, cultural-sports centres, aquaparks, city cemetery with supporting structures: 700 BAM (357.9 EUR)</li> <li>Urban-construction compounds: hospitality-tourist areas, sports and recreation, production and storage compounds, golf fields and similar: 800 BAM (409 EUR)</li> </ul>
Construction permit	15 days	Fee: <ul style="list-style-type: none"> <li>Shopping malls, factories, hotels, larger tourist-hospitality facilities, cultural-sports centres, aquaparks, city cemetery with supporting structures: 700 BAM (357.9 EUR)</li> <li>Urban-construction compounds: hospitality-tourist areas, sports and recreation, production and storage compounds, golf fields and similar: 800 BAM (409 EUR)</li> </ul>
Use permit	15 days	80 % of the amount for the location permit is paid for the issuance of the use permit

### UTILITY PRICES FOR ECONOMIC ENTITIES

Source: Municipality of Ljubuški; JP Parkovi; www.hteronet.ba

#### WATER

0-15m<sup>3</sup> price 1.21 BAM  
 15-30m<sup>3</sup> price 1.31 BAM  
 Over 30m<sup>3</sup> price 1.45 BAM

#### SEWAGE

0.30 BAM per m<sup>3</sup>

#### POWER SUPPLY

Tariffs for power supply are not fixed but are determined according to varying qualifications.

#### WASTE DISPOSAL

18-77 EUR

\*VAT excluded

#### Telecommunication services

##### LANDLINES

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/fiksna-telefonija/paketi-telefoninternet/>

##### MOBILE PHONES

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/mobilna-telefonija/biznis-tarife/>

##### BROADBAND INTERNET

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/internet/adsl-internet/cjenik/>

# MUNICIPALITY OF GRUDE

The national treatment of foreign investors in BiH and an extremely favourable tax environment – VAT rate of 17% and profit and income tax of 10%, are among the lowest in the region and Europe.

## CONSTRUCTION PERMITS The Service for Physical Planning, Property-Legal and Geodetic Matters and Cadastre

(Department for Physical Planning, Construction, Environmental Protection and Housing and Communal Affairs) is the competent municipal service for issuing

permits. Request forms with detailed information relating the respective permits are available at the Info Desk of the Municipality, the competent Service offices or can be downloaded from the request registry at the web site [www.grude.info](http://www.grude.info) and <http://eregistargrude.info/>.

## ISSUANCE OF CONSTRUCTION PERMITS

No.	Type of permit	Time of issue	Cost (in BAM/EUR)
1.	Location permit	30 days	Fee: <ul style="list-style-type: none"> <li>Shopping malls, factories, hotels, larger tourist-hospitality facilities, cultural-sports centres, aquaparks, city cemetery with supporting structures: 700 BAM (357.9 EUR)</li> <li>Urban-construction compounds: hospitality-tourist areas, sports and recreation, production and storage compounds, golf fields and similar: 800 BAM (409 EUR)</li> </ul>
2.	Construction permit	30 days	Fee: <ul style="list-style-type: none"> <li>Shopping malls, factories, hotels, larger tourist-hospitality facilities, cultural-sports centres, aquaparks, city cemetery with supporting structures: 700 BAM (357.9 EUR)</li> <li>Urban-construction compounds: hospitality-tourist areas, sports and recreation, production and storage compounds, golf fields and similar: 800 BAM (409 EUR)</li> </ul>
3.	Use permit	30 days	Fee: <ul style="list-style-type: none"> <li>Shopping malls, factories, hotels, larger tourist-hospitality facilities, cultural-sports centres, aquaparks, city cemetery with supporting structures: 560 BAM (286.32 EUR)</li> <li>Urban-construction compounds: hospitality-tourist areas, sports and recreation, production and storage compounds, golf fields and similar: 640 BAM (327.23 EUR)</li> </ul> Fee: <ul style="list-style-type: none"> <li>100 Km per committee member + 10 % tax (51,13 EUR + 10 %)</li> </ul>

## UTILITY PRICES FOR ECONOMIC ENTITIES

### WATER

Pricelist of J.P. Komunalno d.o.o. Grude  
<http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf>

### SEWAGE

Pricelist of J.P. Komunalno d.o.o. Grude  
<http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf>

### POWER SUPPLY

Pricelist of J.P. Elektroprivreda HZ-HB  
<http://www.ephzhh.ba/kupci/cijene-elektricne-energije/>

### WASTE DISPOSAL

Pricelist of J.P. Komunalno d.o.o. Grude  
<http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf>

### Telecommunication services

#### LANDLINES

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/fiksna-telefonija/paketi-telefoninternet/>

#### MOBILE PHONES

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/mobilna-telefonija/biznis-tarife/>

#### BROADBAND INTERNET

Pricelist of J.P. HT Mostar d.d.  
<http://www.hteronet.ba/poslovni-korisnici/internet/adsl-internet/cjenik/>

# MUNICIPALITY OF POSUŠJE

The national treatment of foreign investors in BiH and an extremely favourable tax environment – VAT rate of 17% and profit and income tax of 10%, are among the lowest in the region and Europe. In addition to the competitive labour costs, the local and foreign investors have access to additional tax (export, production, employment) and customs incentives.

Profit tax rate	10%
Added value tax rate (VAT)	17%
Income tax rate	10%

Foreign investors are entitled to tax reliefs (in line with the Profit Tax Law of the Federation of BiH) from the table below. Foreign investors also have customs reliefs by being exempt from customs and customs fees for invested capital.

## TAX RELIEFS

Export	A taxpayer who shall realize the exports exceeding 30% of total income, within the tax year profit is determined for shall be exempt from profit tax for that year.
Production	A taxpayer investing in production not less than 20 million Km over the period of 5 consecutive years in the Federation shall be exempt from profit tax during the period of 5 years, starting with the first year when taxpayer has to invest at least four million BAM.
Employing persons with disabilities	A taxpayer employing more than 50% of disabled persons and persons with special needs for more than one year shall be exempt from profit tax for a year in which more than 50% of disabled persons and persons with special needs were employed.

## APPEALING LOCAL INCENTIVES

Domestic and foreign investors also have access to attractive local incentives. The Municipality offers competitive prices for the purchase of construction land to the investors investing in the entrepreneurial zones of Osrdak and Vlaka, as well as delayed payment of utility fees for the newly constructed business buildings used for the operations of new companies in the Municipality. The investors in the Municipality of Posušje are given an opportunity of business cooperation with the Businessmen Association of Posušje (a business

network of 45 companies, 1,875 employees and 328 million EUR of income). A fast and efficient municipal administration handles all documents falling within its competence in 48 hours.

- Construction land price 2 BAM/m<sup>2</sup> (1 EUR/m<sup>2</sup>)
- 2 year grace period for utility fees for the newly constructed business buildingsobjekte

## CONSTRUCTION PERMITS

The Service for Property-Legal and Geodetic Matters and Cadastre, Physical Planning and Environmental Protection (Department for Physical Planning, Construction, Environmental Protection and Housing and Communal Affairs) is the competent municipal service for issuing permits (location, construction, usage). Request forms with detailed information relating the

respective permits are available at the Info Desk of the Municipality, the competent Service offices or can be downloaded from the request registry at the web site [www.posusje.ba](http://www.posusje.ba).

## ISSUANCE OF CONSTRUCTION PERMITS

Source: Municipality of Posušje

No.	Type of permit	Time of issue (in days)	Cost (BAM/EUR)
1.	Location permit	30 days from completed request	100 – 200 BAM/m <sup>2</sup> (depending on the size, place and purpose)
2.	Construction permit	30 days from completed request	Zona Osrdak - 6 BAM/m <sup>2</sup> (business premises), 3 BAM/m <sup>2</sup> (storage space) + 150 BAM fee
3.	Use permit	30 days from completed request	Committee + 150 BAM fee

## UTILITY PRICES FOR ECONOMIC ENTITIES

Source: Municipality of Posušje

### WATER

1,17 €/m<sup>3</sup> (industry)

1,17 €/m<sup>3</sup> (homes)

### SEWAGE

Not available, only a collector is built

### POWER SUPPLY

144 BAM / KW of installed power for a connection to medium voltage network

### WASTE DISPOSAL

15 € monthly (industry)

4 €/up to 2 people (homes)

6 €/3 people and more (homes)

## TELECOMMUNICATION SERVICES

### LANDLINES

8,9 €

### MOBILE PHONES

8,9 €

### BROADBAND INTERNET

11,36 €

# APPEALING INVESTMENT SITES

## CITY OF ŠIROKI BRIJEG

### GREENFIELD SITE **BUSINESS ZONE TRN**

Source: City of Široki Brijeg

#### BASIC INFORMATION ON THE ZONE

Ownership structure	Mixed ownership
Zone surface (ha)	50 ha
Number of plots	40
Zone purpose	Production/service
Permitted business activities in the zone	Utility services, production activities
Zone investment preparedness	Yes

#### TRAFFIC CONNECTIONS

#### DISTANCE (in km)

Access road	on M 6.1
Motorway	44 km
Railway (industrial rail track)	Railway Ploče (CRO)-Sarajevo passing through Mostar (26 km)
Airport	Airport Mostar (31 km); Airport Split (133 km)
Seaport	Port Ploče (72 km); Port Split (121 km); Port Dubrovnik (155 km)
River port	Port Brčko (319 km)

#### INFRASTRUCTURE

#### AVAILABILITY OF INFRASTRUCTURE /SERVICES

Water	Yes
Sewers	No
Power supply	Yes
Gas	No
Telecommunication network	Yes

#### OTHER ZONE INFORMATION

Number of enterprises	11
Enterprises	Feal d.o.o.
Number of employed	479
Local incentives for investors	Yes

Type of incentive: Lower land prices for investors planning to open new jobs in the zone – can be up to 40% of the real price.

Plots available for sale	Available for sale 35.97 ha
Price/m <sup>2</sup>	30.00 BAM/m <sup>2</sup> (15,34 EUR/m <sup>2</sup> )
Plot size (min/max)	Min 4.400 m <sup>2</sup> , max 60.000 m <sup>2</sup>
Permitted construction coefficient	0,5
Maximum permitted number of levels /stories	P0+S+P+1 for production activities, P0+S+P+3 for business activities
Permitted construction height (m)	Up to 22 m for business and 18 m for production activities
Minimum distance from the neighbouring plot	5.0 m
Plot development	20% of the plot must be green area
Maximum permitted fence/hedge height	max 2,5 m
Minimum number of park places	1 PP/50m <sup>2</sup> for production purpose, 1 PP/30m <sup>2</sup> for business purposes
Access road width	5.0 m
Water cost (BAM/m <sup>3</sup> )	1.40 BAM/m <sup>3</sup>
Contact tel.	039/702-838

# GREENFIELD SITE BUSINESS ZONE KNEŠPOLJE

Source: City of Široki Brijeg

## BASIC INFORMATION ON THE ZONE

Ownership structure	Mixed ownership
Zone surface (ha)	65,34 ha
Number of plots	25
Zone purpose	Production
Permitted business activities in the zone	Production activities
Zone investment preparedness	Yes

## TRAFFIC CONNECTIONS

### DISTANCE (in km)

Access road	on M 6.1 (500 m)
Motorway	52 km
Railway (industrial rail track)	Railways Ploče (CRO)-Sarajevo passing through Mostar (19 km)
Airport	Airport Mostar (24 km); Airport Split (142 km)
Seaport	Port Ploče (77 km); Port Split (131 km); Port Dubrovnik (148 km)
River port	Port Brčko (312 km)

## INFRASTRUCTURE

### AVAILABILITY OF INFRASTRUCTURE /SERVICES

Water	No
Sewers	No
Power supply	Yes
Gas	No
Telecommunication network	Yes

## OTHER ZONE INFORMATION

Number of enterprises	5
TT kabeli d.o.o., Sjemenarna d.o.o., Presal Extrusion d.o.o., Nevals d.o.o., Candy mix d.o.o.	
Number of employed	293
Local incentives for investors	Yes
Type of incentive: Lower land prices for investors planning to open new jobs in the zone – can be up to 40% of the real price.	
Plots available for sale	On request
Price/m <sup>2</sup>	On request
Plot size (min/max)	Min 5.580 m <sup>2</sup> , max 15.570 m <sup>2</sup>
Permitted construction coefficient	0,3
Maximum permitted number of levels /stories	PO+S+P+1 for production activities, PO+S+P+2 for business activities
Permitted construction height (m)	16 m
Minimum distance from the neighbouring plot	10 m
Plot development	20-30 % of the plot must be green area
Maximum permitted fence/hedge height	Max 2,5 m
Minimum number of park places	1 PM/50m <sup>2</sup> for production purposes, 1 PM/30m <sup>2</sup> for business purposes
Access road width	6 m
Water cost (BAM/m <sup>3</sup> )	1.40 BAM/m <sup>3</sup>
Contact tel.	039/702-838

# APPEALING INVESTMENT SITES

## MUNICIPALITY OF LJUBUŠKI

### GREENFIELD SITE BUSINESS ZONE „ZVIRIĆI“

Source: Municipality of Ljubuški

#### BASIC INFORMATION ON THE ZONE

Ownership structure	Municipal ownership
Zone surface (ha)	174 ha
Number of plots	29
Zone purpose	Zone A - production-service; zone B - services; zone C- business-storage.
Permitted business activities in the zone	Development of small and medium businesses and trades
Zone investment preparedness	Yes

#### TRAFFIC CONNECTIONS

#### DISTANCE (in km)

Access road	Main road M6.3 (0 km)
Motorway	A1 (3 km)
Railway (industrial rail track)	Čapljina (15 km)
Airport	Mostar (35 km)
Seaport	Port Ploče (15 km); Port Dubrovnik (100 km)
River port	Port Brčko (333 km)

#### INFRASTRUCTURE

#### AVAILABILITY OF INFRASTRUCTURE /SERVICES

Water	Yes
Sewers	No
Power supply	Yes
Gas	No
Telecommunication network	Yes

#### OTHER ZONE INFORMATION

Number of enterprises	4
Enterprises	n/a
Number of employed	n/a
Local incentives for investors	Yes
Type of incentive	Land price incentives
Plots available for sale	19 plots available for sale
Price/m <sup>2</sup>	6 EUR/m <sup>2</sup> )
Plot size (min/max)	4.000 m <sup>2</sup> – 57.000 m <sup>2</sup>
Permitted construction coefficient	0,30
Maximum permitted number of levels /stories	P+2
Permitted construction height (m)	12m
Minimum distance from the neighbouring plot	H1/2+H2/2
Plot development	Min 30% of plots are green areas
Maximum permitted fence/hedge height	max 2,5 m – non-transparent fence foot up to 0.5 m
Minimum number of park places	max 50% of the construction plot surface
Access road width	5,5 m
Water cost (BAM/m <sup>3</sup> )	n/a
Contact tel.	+387 39 835-543





Business zone "Mostarska vrata" is located along the regional Ljubuški-Čitluk road and is 4 km away from the intersection Zvirici on the Corridor Vc. The business zone surface is 84 ha with room for expansion. This business zone currently holds 19 companies and it employs 303 persons. The use of the zone so far is 60% which gives space for additional investments.

# GREENFIELD SITE BUSINESS ZONE „MOSTARSKA VRATA“ LJUBUŠKI

Source: Municipality of Ljubuški

## BASIC INFORMATION ON THE ZONE

Ownership structure	Municipal ownership
Zone surface (ha)	84 ha
Number of plots	86
Zone purpose	Production-service / Logistics-distribution
Permitted business activities in the zone	Entrepreneurial-crafts
Zone investment preparedness	Yes
<b>TRAFFIC CONNECTIONS</b>	<b>DISTANCE (in km)</b>
Access road	Next to the regional road Ljubuški-Čitluk
Motorway	A1 (RH); Corridor Vc; Border crossing Bijača 4km
Railway (industrial rail track)	Čapljina (18 km)
Airport	Mostar (33 km); Split (123 km); Sarajevo (166 km).
Seaport	Port Ploče (31 km); Port Split (133 km)
River port	Port Brčko (333 km)
<b>INFRASTRUCTURE</b>	<b>AVAILABILITY OF INFRASTRUCTURE /SERVICES</b>
Water	Yes
Sewers	Yes
Power supply	Yes
Gas	No
Telecommunication network	Yes

## OTHER ZONE INFORMATION

Number of enterprises	19
Enterprises:	Eurocompany 99 d.o.o.; Mucić&Co. d.o.o.; Jur Prom d.o.o.; MB Ivanić d.o.o.; Kiwi-šport d.o.o.; In d.o.o.; M.R.M. Export-Import; Svadbeni salon Antonela d.o.o.; Vrt d.o.o.; Laser d.o.o.; Dizajn R d.o.o.; Demag-M d.o.o.; Pinocio d.o.o.; PSSŠ „Eduka Centar“; Stojić - Megi d.o.o.; As kramar d.o.o.; Forma 3 d.o.o.; Perić d.o.o.; Ortak d.o.o.d.o.o.; As kramar d.o.o.; Forma 3 d.o.o.; Perić d.o.o.; Ortak d.o.o.
Number of employed	303
Local incentives for investors	n/a
Type of incentive	n/a
Plots available for sale	41 plots
Price/m2	3-6 EUR/m2
Plot size (min/max)	5.000 m2 - 40.000 m2
Permitted construction coefficient	0,30
Maximum permitted number of levels /stories	P+2
Permitted construction height (m)	12m
Minimum distance from the neighbouring plot	6 m
Plot development	Min 15% of plots are green areas
Maximum permitted fence/hedge height	max 2,5 m
Minimum number of park places	n/a
Access road width	5,5 m
Water cost (Km/m3)	n/a
Contact tel.	+387 39 835-543

# APPEALING INVESTMENT SITES

## MUNICIPALITY OF GRUDE

### BROWNFIELD SITE

Source: Municipality of Grude

1.	Name of building	Tobacco station
2.	Type of Investment	Brownfield
3.	Building surface and description	Tobacco station 4.000,00 m
4.	Ownership	Privatisation Agency of WHC
5.	Position in relation to transport corridors	The structures are located in the centre of Grude, along the main road M-6 Imotski-Ljubuški connecting the Municipality with the Republic of Croatia (EU) and other parts of BiH. The vicinity of the railroad (Čapljina 35 Km), seaport (Ploče, RC, 59 Km), motorway (Vrgorac 28 Km) through Croatia (part of the Pan-European Corridor Vb) and the future Corridor Vc gives quick access for the investor from the Municipality to the wider European and other markets.
6.	Business opportunity	Buying/purchase
7.	Price	The price is formed in line with market parameters.
8.	Building infrastructure	The structure is connected to the water network and sewers as well as to the appropriate power supply. It has a large parking space.
9.	Building purpose	The building has storage and office space suitable for multiple purposes.
10.	Building investment documents issued by	Privatisation Agency of West Herzegovina County <a href="http://www.vladazzh.com/detalino.aspx?id=39">http://www.vladazzh.com/detalino.aspx?id=39</a>
11.	Contact	Telephone: +387 39 700 298; +387 39 703 890 Fax: +387 39 703 236 E-mail: AP-ZZH@mail.com

# GREENFIELD SITE

## BUSINESS ZONE POGANA VLAKA POLJANICE

Source: Municipality of Grude

### BASIC INFORMATION ON THE ZONE

Ownership structure	Mixed ownership
Zone surface (ha)	35 ha
Number of plots	48
Zone purpose	Production/Service
Permitted business activities in the zone	Trade/services/utility service/production
Zone investment preparedness	Yes

### TRAFFIC CONNECTIONS

#### DISTANCE (in km)

Access road	To the main road M6, 1 km
Motorway	Motorway A1 (RH); Corridor VC; Bijača 30 km
Railway (industrial rail track)	Čapljina 39 km
Airport	Mostar 49 km, Split 123 km, Sarajevo 166 km
Seaport	Port Ploče 53 km; Port Split 111 km
River port	Port Brčko 333 km

### INFRASTRUCTURE

#### AVAILABILITY OF INFRASTRUCTURE /SERVICES

Water	Yes
Sewers	Yes
Power supply	Yes
Gas	No
Telecommunication network	Yes

### OTHER ZONE INFORMATION

Number of enterprises	3
Enterprises	TP Drinovci d.o.o., Vectra d.o.o., MAT Transport d.o.o.
Number of employed	74
Local incentives for investors	Yes

Type of incentive: Buyers of the land in the business zone, after constructing a business facility and acquiring use permits, are stimulated with a return of 2 BAM/m<sup>2</sup> for every purchased m<sup>2</sup> of land in the zone.

Plots available for sale	23 ha
Price/m <sup>2</sup>	3,07 EUR/m <sup>2</sup>
Plot size (min/max)	5.000 m <sup>2</sup> to 10.000 m <sup>2</sup> with the possibility of merging or dividing plots up to 2,500 m <sup>2</sup> at least
Permitted construction coefficient	0,80
Maximum permitted number of levels /stories	P+1
Permitted construction height (m)	n/a
Minimum distance from the neighbouring plot	Min 6 m
Plot development	Min 15% of plots are green areas
Maximum permitted fence/hedge height	max 3 m
Minimum number of park places	n/a
Access road width	6 m
Water cost (Km/m <sup>3</sup> )	<a href="http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf">http://komunalno-grude.ba/wp-content/uploads/2014/08/Cijenik-usluga.pdf</a>
Contact tel.	+387 39 662-142

# APPEALING INVESTMENT SITES

## MUNICIPALITY OF POSUŠJE

### GREENFIELD SITE BUSINESS ZONE „OSRDAK“

Source: Municipality of Posušje

#### BASIC INFORMATION ON THE ZONE

Ownership structure	Public ownership
Zone surface (ha)	13,74 ha
Number of plots	24
Zone purpose	Production/Service
Permitted business activities in the zone	Production
Zone investment preparedness	Yes
<b>TRAFFIC CONNECTIONS</b>	<b>DISTANCE (in km)</b>
Access road	1 km
Motorway	Zagvozd (29 km)
Railway (industrial rail track)	Mostar (56 Km)
Airport	Mostar (56 km), Split (109 km)
Seaport	Port Ploče (67 km); Port Split (99 km)
River port	Port Brčko (311 km)
<b>INFRASTRUCTURE</b>	<b>AVAILABILITY OF INFRASTRUCTURE /SERVICES</b>
Water	Yes
Sewers	No
Power supply	Yes
Gas	No
Telecommunication network	Yes

#### OTHER ZONE INFORMATION

Number of enterprises	4
Enterprises	Meggler d.o.o., Iveral d.o.o., Kror d.o.o., Adeo d.o.o.
Number of employed	103
Local incentives for investors	Yes
Type of incentive	Land price incentives
Plots available for sale	12 plots available for sale
Price/m2	1 EUR/m2
Plot size (min/max)	All plots are around 4.000 m2
Permitted construction coefficient	0,50
Maximum permitted number of levels /stories	No limit
Permitted construction height (m)	No limit
Minimum distance from the neighbouring plot	Min 3 m
Plot development	Min 30% of plots are green areas
Maximum permitted fence/hedge height	max 2 m
Minimum number of park places	Not prescribed for individual plots
Access road width	6,4 m
Water cost (BAM/m3)	0,64 BAM/m3
Contact tel.	+387 39 681-035

# GREENFIELD SITE ENTREPRENEURIAL ZONE „VLAKE“

Source: Municipality of Posušje

## BASIC INFORMATION ON THE ZONE

Ownership structure	Public ownership
Zone surface (ha)	190,38
Number of plots	47
Zone purpose	Production-industrial
Permitted business activities in the zone	Production and industry
Zone investment preparedness	Yes
<b>TRAFFIC CONNECTIONS</b>	<b>DISTANCE (in km)</b>
Access road	Located on access road
Motorway	Zagvozd (31km)
Railway (industrial rail track)	Mostar (58km)
Airport	Mostar (58km), Split (111km)
Seaport	Port Ploče (67 km); Port Split (101 km)
River port	Port Brčko (313km)
<b>INFRASTRUCTURE</b>	<b>AVAILABILITY OF INFRASTRUCTURE /SERVICES</b>
Water	Yes
Sewers	No
Power supply	Yes
Gas	No
Telecommunication network	Yes

## OTHER ZONE INFORMATION

Number of enterprises	8
Enterprises: Mrvelji doo, M-gradnja doo, Vamant doo, Lončarplast doo, KTM Brina doo, Servis kamiona Božkanović, Euro granit doo, Karoserija doo	
Number of employed	158
Local incentives for investors	Da
Type of incentive	Land price incentives
Plots available for sale	19 available for sale (possibility to expand to free space)
Price/m <sup>2</sup>	1 EUR/m <sup>2</sup>
Plot size (min/max)	All plots are around 4000m <sup>2</sup> (depending on the investors' demands)
Permitted construction coefficient	0,50
Maximum permitted number of levels /stories	No limit
Permitted construction height (m)	No limit
Minimum distance from the neighbouring plot	Min 3 m (according to the competent service requirements)
Plot development	Min 30%
Maximum permitted fence/hedge height	Max 2 m
Minimum number of park places	Not prescribed for individual plots
Access road width	6,4 metres
Water cost (BAM/m <sup>3</sup> )	0,64 BAM/m <sup>3</sup>
Contact tel.	+ 387 39 681-035



# NATURAL RESOURCES

## CITY OF ŠIROKI BRIJEG

Source: City of Široki Brijeg

**Borak-spring of the River Lištica and Pravče cave** - The Borak-spring of the Lištica River is a phenomenal natural environment protected as a geomorphological natural site by the 1965 Law on Natural and Cultural Historical Heritage of the SR BiH, as well as Pravče Cave (protected in 1968). The spring of the Lištica River is situated at an altitude of 295 m alt. It is about 2.5 km from the city. Borak is an attractive and picturesque area with many interesting natural forms and details, whose source represents a kind of refugium for tertiary flora and fauna. It is one of the symbols of Široki Brijeg. Borak connects the mountain Čabulja, and through the canyon of Borka through Bogodol, it connects with Mostar. The River Lištica runs from five strong springs and several weaker springs, which emerge from rocky boulders and smaller cave openings and flow to the creek where they flow into the river. These are not the classic springs of the river, where water flows from the spring caves; it flows from the rubble of stones and goes down to the canyon which is also the riverbed of the Lištica River. The sources found in the Lončarevo mills never go dry. There were some twenty mills in the source area, some of which are still functional today.

**“Mostarsko blato”** - Mostar Blato is a flooding oval shaped field crossed by the River Lištica, whose backwaters are the shelter of various plant and animal species. It gives pleasant relaxation to its visitors who can enjoy the untouched natural environment. It is rich with springs of drinking water, which are responsible for the cuts in the River Lištica thus creating beautiful sand beaches. They do not dry out even during the fierce summer droughts. Mostar mud is a karstic field created by mountainous streams running towards the sea for millions of years. It stretches all the way from the City of Široki Brijeg to the City of Mostar, from which it is divided by the hill Žovnica. Two thirds of the area belong to the City of Široki Brijeg. Most of it is on the right bank of the river Lištica, which goes underground at the end of the field in the area of the Mali otok and Stupi, and re-emerges as the river Jasenica and flows into the river Neretva.

**River Ugrovača Canyon (Brine Canyon)** - The canyon of the river Ugrovača represents a significant and well-preserved natural landscape with several smaller lakes. There are numerous and almost unexplored caves and pits, some of which have some underground spaces. There are five gazebos that offer visual experience of the canyon of the river Ugrovača, which can be reached by car.

**Dobrinjska Draga** - Tamed and fertile valley in Crnač, the watershed area of the local waterfall Crnač. Immediately above the town of Široki Brijeg, it represents a potential tourist destination for mountain biking, recreational tourism and hiking. Fossils of marine animals can be found at the site. The site called Pečina is located at the intersection of large canyons, while the eastern canyon towards Grabova Draga hides a lesser known waterfall. At the location of Pečine and around there are grey and blue marlstone rocks with fossils from the shallow sea of Eocene age.

**Canyon of the Bačina stream** - In the canyon of the Bačina stream there are completely vertical layers of chalk limestone, which form several waterfalls within the canyon. The most attractive waterfall is Grkuš, at the foot of the main acropolis of Zvonigrad, at a height of about 50 m. With the visually impressive natural features of karst relief and endemic vegetation full of medicinal herbs, the archaeological remains of Zvonigrad and the newly discovered site called Zvonigrad 2 give off a formidable impression.



## MUNICIPALITY OF LJUBUŠKI

Source: Municipality of Ljubuški

**The River Trebižat** - The River Trebižat (Tihaljina-Mlade-Trebižat) flows in length more than 50 km from the source of the Peć Mlini to the mouth of the Neretva River. The catchment area of the Trebižat River covers the southeast part of Western Herzegovina. For the area through which it flows (Grude, Ljubuški, Čapljina), the river has a multiple natural and economic significance. The wealth of underground springs makes it an immensely worthwhile resource. The River Trebižat is among the natural rarities and phenomena of the Herzegovinian karst because of travertine cascades and intense travertine processes, which take place only in clean and water-rich rivers. This provides opportunities for the development of sport and fishing tourism.

**The Koćuša Waterfall** - The Koćuša Waterfall is located in the village of Veljaci in the municipality of Ljubuški and is one of the most beautiful natural pearls of this part of Herzegovina. The natural wealth of this area is made up of sedimentary rocks, so-called travertine that has been depositing for years thus making this natural oasis even more attractive. In the exceptionally high Herzegovinian temperatures of the coast around the Koćuša waterfall during the summer months, there are popular gatherings of local residents as well as tourists. The beautiful waterfall can also be enjoyed in addition to the rich offer of Koćuša Natural Water Park. The waterfall height is five and the length is 50 meters. In the immediate vicinity are mills and fulling mills present in this area for many years.

natural phenomenon, is protected by the state as a natural rarity. The height of the waterfall ranges from 26 to 28 meters, with a water amphitheatre under a 120-meter diameter fall. Sometimes, besides the waterfall, numerous mills and fulling mills were active. The travertine is crucial for the creation of the waterfall (limestone deposits in water), which constantly rises and elevates the travertine barriers creating a waterfall. Travertine is characteristic for karstic rivers rich in calcium carbonate and indicates that water is not industrially and ecologically polluted.

**Spring Vrioštica** - In Vitina, below one of the cliffs of the Zelengora Hill, runs the River Vrioštica. The stream of Vrioštica is clear and cold, mostly around 12 °C. There is a smaller reservoir lake near the spring. Below the lakes is a smaller park that intersected by channels with clean running water, which are spanned by bridges, ideal for walks. The spring of Vitina is a favourite destination for local residents and tourists in the summer.

**Beaches Baščine, Otunj, Tegaševac, Čeveljuša, Božjak, Koćuša, Žabar** - All of these bathing places have beautifully landscaped beaches, restaurants, car parks and plenty of relaxation space in the shade of a canes right next to the river. Everyone can experience unique and unforgettable scenes that show all the beauty and wealth of Herzegovinians beauty, the Trebižat River. The appeal of untouched nature is the reason why during the summer months all beaches along the River Trebižat are visited each day by hundreds of local inhabitants and a large number of foreign guests, especially the pilgrims of Međugorje who often come in big numbers for a visit to the famous beaches beneath the Kravica and Koćuša Waterfalls.



## MUNICIPALITY OF GRUDE

Source: Municipality of Grude

**Peć Mlini** - Karstic source of the river Tihaljina (Trebižat) is part of the underground river in the length of 51 km flowing over and under the ground from Posušje, over Imotsko-Bekijsko field to Ljubuški, and finally flowing into Neretva. Along its course it has over nine different names. At the source of Tihaljina the water comes out of a cave made of reddish limestone rock (Cvitanjske stine) of up to 150 metres in height. There are numerous water sources in this area: Bartulovo vrilo, Jurića vrilo, Rašića vrilo, Modro oko, Nenač, and smaller streams: Jakšenica, Nezdravica and Dunaj. Old watermills are situated at the spring and there is a natural reserve with abundant flora and fauna biodiversity.

**Ravlića cave** - the cave is 95 m deep, its opening is 28 m wide and it is 20 m high, located immediately above the spring of river Tihaljina in Peć Mlini. The cave is home to the remains from the Neolithic period.

**Krenica Lake** - This natural landmark in Drinovac Field is surrounded with arable land and meadows from the east and oak forest from the north. It is of circular shape 300 m in diameter and 50 m deep (unexplored), filled by underground sources and thus never goes dry. A sport centre is built next to the lake with artificial beach. Ideal for fishing and leisure. The Krenica Lake often hosts motorcycle gatherings.

**Vrbine caves near Kongora** - A natural landmark and one of karstic morphological phenomena in Herzegovina.

## MUNICIPALITY OF POSUŠJE

Source: Municipality of Posušje

**Nature Park Blidinje** - The area of Blidinje is a unique natural phenomenon. It has numerous endemic plant and animal species with plenty of fresh water springs. This area is famous for being one of the most populated habitats of the endemic Bosnian pine. In addition to the numerous natural attractions, the park also has entertaining and educational events that attract many tourists and nature enthusiasts. The atmosphere of an ecological oasis attracts tourists and hikers during all four seasons. For leisure activities Blidinje offers: biking, horseback riding, hiking, skiing, quad rides, kayaking etc.

**Žukovica** - The spring of this river is in the hamlet of Zagorje. Its inhabitants are using the water from the river to water the crops on their land. This area has been populated ten thousand years ago by our ancestors who lived in the cave known today as Žukovačka Cave located next to the waterfall. Pristine nature, cool drinking water, the smell of grass and the chirping of the birds – a place perfect for rest and recharge.

**Tribistovo** - This manmade lake is a drinking water supply system for all settlements in the Municipality of Posušje. Without this drinking water lake, life and existence in Posušje would not be possible. A bathing area exists near the lake attracting many visitors.

**Šimića Cave** - Situated in Vučipolje, a speleological nature park of Posušje. Šimića Cave is a true karstic pearl, a highly developed and complex underground stream. It used to hold a water spring. It was named after haiduk Andrijića Šimić who used to stay in the cave.





# CULTURAL RESOURCES

## CITY OF ŠIROKI BRIJEG

Source: *City of Široki Brijeg*

**Remains of the late antiquity town of Mokriskik with an old Christian basilica from the 5th century** - The town of Mokriskik is located in Mokro. It is mentioned in the 950s as the city of Zahumlje by the Byzantine writer Porphyrogenite. The walls of the old town still stretch above the ground 1.5 m high and, in some places, are up to 80 cm wide. There are visible remains of three smaller residential buildings and one barn. The foundations of the church built in the 10th century were found in Podgradina, which was built on the remnants of an older church in the period from 5th - 7th century

**The Medieval Town of Borak** - The medieval town of Borak is situated on a rocky cliff, next to several springs that together form the river Lištica. The remains of this fortress are today 1 to 6 m high and wall thickness is 1 to 1.5 m. Archaeological research was carried out on two occasions (1975 and 1976). At the foot of the town, in the place called Sajmište, there is an old cemetery with tombstones (stećak). The area around was the crossroads of mountain roads in the late Middle Ages. In addition to its sacral role, this place also had a significant economic role as a fair venue.

**Zvonigrad** - Zvonigrad is a medieval fortress located at the foot of Mount Bila between Grabova Draga and Polog, near the Grkuš spring. It is located near the Malo polje where there are several ancient graves and a large number of medieval monuments of tombstones.

**Franciscan monastery and Church of the Assumption of the Blessed Virgin Mary** - The Church of the Assumption of the Blessed Virgin Mary is located on the hill after which the town was named. It is the only national monument on the territory of the City of Široki Brijeg with a 150 m wide safety belt. The foundation stone was laid in 1905, and the construction lasted until 1969. It was built by the builders from Dalmatia and Italy. This church represents a powerful, spiritual, educational and cultural symbol of Široki Brijeg.

**Kočerin tombstone** - The Kočerin tombstone from 1404. is a tombstone brought from the Kočerin field more than 130 years ago and was inserted into the parish house of Kočerin. Written in Croatian Cyrillic, it has a great value, not only in terms of precious historical data but also in terms of language originality. It is now stored in the artefacts collection of the parish of Kočerin.

**Gradina in Biograci** - Gradina in Biograci, after which the village of Biograci was named, is in fact a hill that is about 90 m long, 40 m wide and 15 m high. Gradina's position was suitable for the observatory and the signal fort used to oversee the valley below and its roads.

**Nekropole stećaka** - Široki Brijeg has several tombstone necropolises: Lipovci, Sajmište, Šarampovo, Barevište, Izbično etc. Tombstone necropolises are a significant tourist potential.

**Franciscan Gallery** - The exhibition of the Franciscan Gallery is best known for the preserved richness of spirit. The treasury consists of several groups of exceptionally valuable, permanent exhibits: paintings, metal objects, books and garments.

**Stone bridge over the river Ugrovača** - The stone bridge on the river Ugrovača is a monument of county-level culture. The bridge builder was Fr. Jakov Markota, according to the plans of Fr. Matteo Lorenzoni. Thanks to the bridge, the shops gradually moved from Brig to the settlement along the river Lištica.

**Mediterranean Film Festival (MFF) and West Herzegovina Fest (WHF)** - MFF is one of the most significant events of this kind, not only in BiH but also in the wider region. With its character and importance, MFF puts Široki Brijeg on the world map of film festival cities. The festival brings together filmmakers from the Mediterranean countries every year. It contributes to the development of culture tourism. WHF is a festival of amateur creativity that seeks to encourage young and creative people to present their films, music and literary achievements to the public. A recognizable cultural brand of Široki Brijeg.

**“Briješka zvana”** - Programme of cultural events taking place in Široki Brijeg throughout the year (literary evenings, theatre performances, concerts, paintings colonies and exhibitions).



## MUNICIPALITY OF LJUBUŠKI

Izvor: Općina Ljubuški

**Tvrdava Herceg Stjepana Kosača - Ljubuški** - The late medieval fortress of the feudal ruler Herceg Stjepan Kosača, the most monumental archaeological object of the Ljubuški Municipality, is located on the prominent top of the mountain range of Buturovica Hill (396 m above sea level) and as such presents a symbol of the city of Ljubuški and Herzegovina. The fort complex is made up of two parts. The complex occupies an area of 3,350 m<sup>2</sup> and consists of several units, such as a small and large courtyard and various buildings: a guardhouse, a granary, a bakery, an armoury, a gunpowder magazine and 4 tanks. Medieval suburbs developed on the terrace of Crkvice, at the foot of the southern part of the city. Not far from the entrance (about 250m north-west) there are ruined remains of the mosque from the 16th century. The remains of church furniture from the pre-roman Dubrovnik make (9-11 century) were found in its foundations. By the decision of the Commission to Preserve National Monuments of BiH, the architectural ensemble of the Old Town in Ljubuški was proclaimed in 2003 a national monument of Bosnia and Herzegovina.

**Roman military camp Gračine** - A Roman military camp was located in the location of Gračine (Humac-Ljubuski), in the literature known as Bigeste. Judging from the moving archaeological material, the formation of this complex dates back to the very end of the Roman Republic, or the beginning of the 1st century, when the Salona-Narona communication line was built in the era of Emperor Tiberius. The Roman military camp Gračine had a strategic and defensive role: the protection of the Neretva Valley and the Narona colony from the Illyrian people's surges from the back. Only a small part of the complex was investigated in the surface of 2,350 m<sup>2</sup>.

**Nekropola stećaka Dilić** - Dilić is located in the village of Donja Bijača, right next to Ljubuški-Vid road. The medieval tombstone necropolis counts 33 monuments, of which 11 were built as a spolia (relief) in the nearby drywall. The most common types are chest type tombstones (19), then plate (14) and one saddle-roofed tombstone. Most of the monuments belong to the period of XIV. and XV. century. The Commission to Preserve National Monuments declared this site a national monument of Bosnia and Herzegovina in 2010. The location of Dilić was included in the list of 30 UNESCO protected sites of stećak (tombstones) necropolises in BiH, Croatia, Montenegro and Serbia in 2017.

**Museum on Humac** - Within the Franciscan monastery Humac - Ljubuški there is an archaeological collection founded in 1884, popularly known as the Humac Museum. The collection contains a large number of exhibits from the area of Herzegovina, from the Neolithic to the Middle Ages. The current permanent exhibition was opened in 2004. The Museum Collection of the Franciscan Monastery contains the Humac Plate, the oldest Cyrillic-Glagolitic artefact in Bosnia and Herzegovina. The Monastery Library was founded in 1867 and has over 20,000 books, among which is a rare group of Greek-Roman classics. Within the monastery there is a theme art gallery called "Mother" with about 250 works of art.

**Children's Festival "On the sails of music"** Children's Festival "On the sails of music" is held in Ljubuški for 19 consecutive years and is an enjoyable musical evening for visitors to relax with music and entertainment.

**Event "Ljubuški carnival"** "Ljubuški Carnival" was first held in 1999. The event is organised by the Carnival Society "Prolog" in cooperation with the Municipality of Ljubuški.



## MUNICIPALITY OF GRUDE

Source: Municipality of Grude

**Event “Šimićevi susreti”** - One of the oldest cultural events in BiH. It is held each year in April/May to honour brothers Antun Branko and Stanislav Šimić, great Croatian authors and poets born in Drinovci. This event brings the most famous public and cultural guests from BiH and a region to Grude and Drinovci. The event hosts theatre plays, art shows, book evenings and similar, and young people compete in poetry.

**Tombstones (stećak) necropolis** in Ledinac, Tihaljina, Rašeljak and Ratac in Drinovci. Stećak is a tombstone from the Middle Ages representing the cultural heritage

- Archaeological sites in Gorica with baptistry from the IV and VI centuries.
- Museum of Croatian Franciscan Archaeological Collection of St. Stephen the First Martyr, Gorica-Sovići.
- Ethnographic Museum in Gorica.

## MUNICIPALITY OF POSUŠJE

Source: Municipality of Posušje

**Nekropola stećaka Bare** - Donje Bare necropolis is located on the southwest slopes of Mount Čvrstica. The necropolis is a national heritage of BiH and it is consisted of 26 tombstones.

**Ričina Site** - Ričina is a significant archaeological site with evidence of life from the ancient history. It has an ancient barrow, tombstone necropolis from the Middle Ages and the later periods, and more modern remnants one of which is a stone bridge.

**Brižak Site** - The extraordinary significance of Gradac in Posušje in the late antique period is evidenced by the early Christian twin basilica, located at the locality of Brižak within an active Catholic cemetery. The basilica consists of the two churches, larger in the north and smaller in the south. It has a characteristic crypt or vaulted grave inside the larger church.

**Posuško lito** - Cultural and sporting event “Posuško lito” has a long year tradition and becomes the centre of Herzegovina in the beginning of summer. Its rich programme offers numerous cultural, sport and other events throughout the summer.

**“Festival klapske pisme”** - an event held within the “Posuško lito” and is the first festival of its kind in BiH. The festival is three days long and has more performers each year.

# CONTACT FOR **INVESTOR SUPPORT**



## **WEST HERZEGOVINA COUNTY**

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Boasting a dynamic and strong business sector at the doorstep of the EU market, the West Herzegovina Canton is building the reputation of one of the most appealing regional investment locations in the southwest of Bosnia and Herzegovina

*This brochure has been produced within the project "Improvement of investment potential of the WHC" which is funded by the European Union through EU ProLocal - a joint program of the European Union and the German Government, implemented by GIZ. The project is conducted by PI Development agency of WHC-HERAG and partners: Municipality of Ljubuski, Municipality of Grude, Municipality of Posusje and City of Siroki Brijeg*



This brochure has been produced with the assistance of the European Union. The contents of this publication are the sole responsibility of PI Development agency of WHC-HERAG and can in no way be taken to reflect the views of the European Union.

