



COMMERCIAL SERVICES

Serbian Biogas Association

1. Seminars (up to 20 participants)

1.1 In-house Seminars (flat fee)

Focused, small-scale educational events designed to provide in-depth knowledge on specific topics in the biogas sector. The Serbian Biogas Association (SBA) delivers a full-service package, including tailored agenda development, expert speaker engagement, invitations, full logistics, and, if required, translation and photography, as well as evaluation and reporting. These seminars provide a structured, professional learning environment where participants gain practical knowledge and skills, with all organizational aspects managed by SBA.

Price (from):

- €2,500 – SBA members
- €3,500 – Non-members

Note: The listed prices apply to standard seminars where SBA already has prepared materials and minimal preparation is required. Final pricing may vary depending on topic complexity and level of customization.

1.2 Open Seminars (per participant)

Open seminars are designed for up to 20 participants from SBA's network and the wider sector. Unlike in-house seminars, where one client covers the full cost, fees are distributed per participant. In addition to structured learning, participants benefit from networking opportunities, credibility, and visibility within the SBA community.

Price (per participant):

- €200 – SBA members
- €250 – Non-members

External costs (covered separately by the organizer):

- Venue rental
- Catering
- AV equipment
- Translation
- Photography

2. Conferences and Larger Events

Conferences and larger events bring together a broader audience and combine knowledge sharing, visibility, networking, and promotional value. They include all seminar services, and additionally offer:

- Promotion through SBA communication channels (newsletter, LinkedIn, website)
- Full event branding under SBA
- Targeted audience curation from SBA's network

2.1 Conference (up to 50 participants)

A professional conference format designed for a focused and relevant group, with an emphasis on interactive sessions, discussion, and direct B2B engagement.

Price:

- €5,500 – SBA members
- €6,500 – Non-members

2.2 Conference (up to 100 participants)

Larger-scale events designed for broader visibility and sector impact, with an extended pool of speakers and stronger promotional reach.

Price:

- €9,000 – SBA members
- €10,500 – Non-members

External costs:

- Venue rental
- Catering
- AV equipment
- Speaker fees and expenses
- Translation
- Photography

3. Webinars and Online Courses

3.1 SBA-hosted Webinars (In-house)

Fully online training sessions tailored to a specific client, focused on targeted topics within the biogas sector.

Price:

- 1 session: from €2,200 (members) / €2,700 (non-members)
- 2 sessions: from €3,100 / €3,700
- 3 sessions: from €4,100 / €4,800

Note: Final pricing depends on topic complexity and required preparation.

3.2 SBA-hosted Open Webinars

Online sessions open to a broader professional audience, combining knowledge transfer with networking and visibility within the SBA community.

Price: From €2,800 per webinar

3.3 Member-hosted Webinars (with SBA audience support)

Companies present their own expertise, technologies, or services, while SBA ensures a targeted audience, promotion, and professional delivery.

Price:

- €2,200 – SBA members
- €3,200 – Non-members

4. Consultancy Services

SBA provides expert support for the development, structuring, and implementation of biogas and biomethane projects.

- Project development support
- Investment and strategic advisory
- Feasibility analysis
- Market and stakeholder intelligence
- Regulatory advisory

Price: Upon request

5. Market Entry Services

5.1 Sector Introduction

A comprehensive overview of the Serbian biogas and biomethane market for foreign companies and investors.

- Market analysis
- Stakeholder mapping
- Identification of opportunities and risks

Price: Upon request

5.2 Business Matchmaking

Facilitating connections with relevant stakeholders, partners, and investors through SBA's network.

- €1,200 – single introduction
- €2,800 – package (3–5 introductions)

6. Promotion and Advertising

- Newsletter Advertising — €300 per issue
- Website Promotion — €300 per month
- Distribution of Promotional Materials at SBA Events — €300 per event day
- Circular Email to SBA Members — €300 (members) / €700 (non-members)

7. Event Sponsorship Packages

- Bronze – €1,500
- Silver – €3,500
- Gold – €7,000

8. Study Visits and Tours

- Visits to Biogas Facilities in Serbia — €2,000–2,500
- International Study Tours — Upon request