

SHARING INFORMATION BETWEEN AGRIBUSINESS PROJECTS IN THE REGION

Project name: USAID's AgBiz Program; web page - www.agbiz.com.mk

For additional or more detailed information please contact Natasha Stankovic email: nstankovic@agbiz.com.mk

	Topic	Date	Location
Conferences to be organized or supported by AgBiz	1 Workshop to provide wineries input into the MAFWE Wine and Viticulture Strategy	02.дек.09	Skopje, Macedonia
	2 Workshop to establish a process for developing a Wine Sector Export Promotion Plan	11.дек.09	Skopje, Macedonia
	3 Access to Agribusiness Finance Workshop	14.јан.10	Macedonia
	4 Launching the "Wines from Macedonia" Promotional Video	17.дек.09	Skopje, Macedonia

	Topic	Date	Location
Training to be organized or supported by the Project	1 Organize B2B and B2C specialized joint promotion in selected EU markets for wine	18.фев.10	Tbd
	2 Study Tour for the MAP Managing Board to a well developed trade association in the EU	28.јан.10	Tbd
	3 Study tour and B2B meetings in the Czech Republic for Processed Vegetables customers	10.јан.10	Czech Republic
	4 Study Tour & B2B Meetings in Canada	22.апр.10	Canada
	5 Implementation of Food Safety Standard via train-the-trainers	1-4 December 2009	Bansko, Bulgaria
	6 Regional Post Harvest Handling of Fresh Produce Workshop	10.ное.10	tbd
	7 Vienna B2B Meetings	08.апр.10	Vienna, Austria
	8 B2B & Study Tour to Estonia or Russia	27.мај.10	Estonia or Russia-tbd
	9 IPARD Study Tour to visit users of SAPARD for Post Harvest Handling (PHH) in Bulgaria	апр.10	Bulgaria
	10 IPARD Study tour to visit companies in Croatia that utilized SAPARD funds for Fresh Produce PHH	мар.10	Croatia
	11 Study Tours and B2B Meetings in Rotterdam to establish a foundation for future fresh produce exports & study modern PHH	мар.10	Rotterdam, Holland
	12 IPARD training and support to FF&V customers & consultants	21.дек.09	Kavadarci, Macedonia
	13 A PHH study tour to Poland for apple producers & consolidators	25.јан.10	Poland

	Topic	Date	Location
Exhibition/Fairs that the Program will participate in	1	Facilitate wineries to exhibit at the Moscow Wine 2009 Trade fair	26-28 Nov-09 Moscow, Russia
	2	Facilitate wineries to exhibit at the ProWein Wine 2010 fair Dusseldorf	25.maj.10 Dusseldorf, Germany
	3	Organize promotional activities for MK wines in Serbia (or Slovenia)	22.anp.10 Serbia or Slovenia -tbd
	4	Facilitate wineries to exhibit at the London Wine 2010 Trade fair	20.maj.10 London, UK
	5	Promotional event in Denmark with a focus on Processed Vegetables & Bottled Wine	25.фев.10 Denmark
	6	World Food Moscow Trade Fair for FF&V '10	23.сен.10 Moscow, Russia
	7	Fruit Logistica 2010	05.фев.10 Berlin, Germany
	8	Tirana International Agriculture Trade Fair	tbd tbd
	9	Parma Trade Fair for equipment	11.фев.10 Italy

	Name, Contact information	Brief areas of experience of the expert
Exceptional international experts used by the Program	1 William G. Talbot 106 Alston Lane Napa, CA 94558 001-415-830-1978 (cell) talbotwine@gmail.com	Practical winemaking experience for premium wines; experience with warm and cool climate varieties; public presentation experience; proven leadership and management experience.
	2 DANIEL J. PLUNKETT- Associates for International Resources and Development ph: (617) 864-7770, extension 113 185 Alewife Brook Parkway fax: (617) 864-5386 Cambridge, Massachusetts 02138-1101 email: dplunkett@aird.com 96 Vesper St. #2 Portland, Maine 04101 ph: (207) 899-3295	Sixteen years of experience working on regional economic integration and trade liberalization in a range of economic sectors, including helping Central and Eastern European countries to prepare for EU accession. He has worked on agricultural trade issues related to the European Union, the WTO, NAFTA, CAFTA, and several African trade groups (ECOWAS, WAEMU, COMESA).

3	Thomas J. Payne Market Development - 865 Woodside Way, San Mateo, CA 94401 USA Tel: 650-340-8563 direct – 650-340-8568 - tpayne@tjpm.com - http://www.tjpm.com	Founder and principle for specialized food industry consulting firm. Focus is in the US Food industry and export markets around the world. Research, advise and implement food industry programs in the USA and have experience in more than 50 countries around the world.
4	Dr. David H. Picha ARD Inc. 159 Bank Street, Suite 300 Burlington, Vermont 05401 email: Dpicha1@lsu.edu	Over 20 years of experience working in post-harvest handling and export marketing of horticultural crops. A professor of horticulture specializing in post-harvest technology. Also has considerable experience marketing horticultural crops.
5	Dr. Jim Gallup, PE Environmental Protection Agency ORD/NCER (8722 F) 1200 Pennsylvania Ave.,NW Washington, DC 20460 email: gallup.james@epa.gov	Environmental Due Diligences and Pollution Prevention Assessment for agribusiness business development projects/grants.
6	Benzing Albrecht, General Manager of CERES GMBH, Vorderhaslach 1, 91230 Happurg, Germany; Tel: +49-9158-928290	Consultant for Organic Production.

	Name, Contact information	Brief areas of experience of the expert
Exceptional regional experts used by the Program	1 Ph.D. Krum Boshkov; mob: +389 075 299-144; Faculty of Agriculture and Food Science, Skopje Macedonia	Pre-harvest; Harvest and Post Harvest of Table Grapes ; and pre-harvest and harvest of wine grapes and enology.
	2 Zoran Ilik - VITAE Vojvode Stepe 144/15 11040 Beograd SERBIA Tel : 011/2473723, Mobile : 0638014966 e-mail : zoran_ilic63@ yahoo.com	Experience in vegetable production, quality and storage, seed production and storage, biodiversity, plants in a polluted environment, non chemical treatment for decease control etc. Development in extension services in Agriculture sector.

3	GORAN M. MILANOV- St. Oslo 17a Institute of Agriculture, 1000 Skopje bul. Aleksandar Makedonski Republic of Macedonia 1000 Skopje Telephone: + 389 02 3064168 Republic of Macedonia milanovg@yahoo.com Tel: + 389 02 2621424	Main field: Enology Other field: Viticulture Current research interests: vinification techniques
4	VLADIMIR L. GROZDEV PROJECT MANAGER – ENVIRONMENTAL CONSULTANT B2 Consulting tel:+389-2-3112-115 ext.2; +389-2-3109-012 ext.2 fax:+389-2-3109-012 ext.6 mobile:+389-70-388-853 mail to: vgrozdev@b2consulting.com.mk or vgrozdev@unet.com.mk http:// www.b2consulting.com.mk	A sanitary civil engineer with more than 22 years of experience in environmental, water supply, wastewater and municipal infrastructure projects in Macedonia. Owns and manages B2 Consulting, a firm providing project management training, consultancy services in environmental engineering and technology, and municipal infrastructure development and institutional strengthening. Certified USAID professional for preparing Environmental Assessment Reports. Certified IFC professional and trainer for Environmental Health and Safety Assessment.

Name, Contact information

Web Site

Exceptional regional companies with agribusiness experience	1	ПОФ ПОНД България ЕООД ул. „Найден Геров“ № 13 4000 Пловдив тел.: 032-62 42 43 факс: 032-65 08 51 www.tuev-nord.bg	Training providers for HCCP; BRS; IFS and Global Gap.
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Title of the document, web link if existing

Brief areas that are included

Useful studies/analysis the Program has developed	1	Guides for Postharvest Care and Market Preparation for Apples; Cabbage; Table Grapes; Peppers; Tomatos and Watermelons	Harvest Procedure; Cooling; Storage;Controlled Atmosphere Storage; Relative Humidity; Preparation for Market; Principal Postharvest Diseases; Postharvest Disorders.
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2	Macedonian Table Grapes Value Chain Profile	In-depth information related to product and sales performance. Could then be utilized as input for developing future plans for individual companies or the value chain as a whole.
3	Wild Gahatered Produce Value Chain Profile	Includes in-depth information for the values chain, its structure and sales performance.
4	Profile of Macedonian Fresh Vegetables Value Chain	Analyzes the performance of the fresh vegetables segment. Only six vegetables (tomatoes, peppers, cabbage, cucumbers, melons and watermelons) were subject to analysis in the study.
5	Croatian Fresh Produce Market Report	During January 2009, "KnowledgePower" conducted research on the current market position and potential of trade expansion for 5 selected Macedonian products: tomatoes, bellpeppers, cucumbers, cabbage and watermelon.
6	Croatian Table Grapes Market Report	During December 2008 and January 2009, "KnowledgePower" conducted research on the current market position and potential of trade expansion for Macedonian table grapes in Croatia.
7	Macedonian Trade Agreements and Opportunities for AgBiz's Value Chains	Examines details of recent regional trade agreements, and eventual EU accession, analyzing the opportunities and threats related to each value chain and provides 36 recommendations for how to expand the value and volume of exports.