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**KOSOVO**

# KOSOVO NEW OPPORTUNITIES FOR AGRICULTURE PROGRAM

QUARTERLY REPORT APRIL–JUNE 2012

JULY 2012

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# ACRONYMS AND ABBREVIATIONS

ACGP	Agricultural Credit Guarantee Program
AES	Agricultural Extension Service
AFAS	Association for Finance and Accounting Services
AWP	Annual Work Plan
B2B	Business to Business
BEO	Bureau Environmental Office
CAD	Computer Aided Drafting
CoP	Chief of Party
DCA	Development Credit Agency
DCoP	Deputy Chief of Party
EGAT	Economic Growth and Trade
EP	Environmental Protection
ER	Environmental Review
EU	European Union
F&V	Fruit and Vegetables
FPS	Fruit Production Specialist
FtF	Farmer-to-Farmer
FY	Financial Year
GoK	Government of Kosovo
Ha	Hectare
HACCP	Hazard Analysis and Critical Control Points
IADK	Initiative for Agriculture Development in Kosovo
IC-K	Intercooperation Kosovo
IIF	Innovation and Incentive Fund
IPM	Integrated Pest Management
IPA	Instrument of Pre-Accession Assistance
ISO	International Organization for Standardization
MAFRD	Ministry of Agriculture, Forests and Rural development
M&E	Monitoring and Evaluation

MSDS	Material Safety Data Sheet
MSTA	MAFRD Senior Technical Advisor
NGO	Non-Governmental Organization
NOA	New Opportunities for Agriculture
PERSUAP	Pesticide Evaluation Report and Safe Use Action Plan
PMP	Performance Monitoring Plan
PPE	Personal Protective Equipment
RDC	Rural Development Center
RFA	Request for Approval
RFP	Request for Proposal
RFQ	Request for Quotation
RTK	Radio Television of Kosovo
SAM	Senior Advisor to the Minister of Agriculture
SME	Small and Medium Sized Enterprise
SAPD	Stabilization Association Process Dialogue
SPAS	Simplified Pre-Award Survey
STTA	Short Term Technical Advisor
SUP	Safe Use Practices
TA	Technical Assistance
TOR	Terms of Reference
US	United States
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
VC	Value Chain

# EXECUTIVE SUMMARY

## FRUIT VALUE CHAINS

### Apples

The objective of the NOA investments in apple production is to help growers increase productivity and to ensure that they achieve a greater return to their investment, improve their confidence in the value chain and as a result, invest more in terms of time and resources into their production systems. This quarter has seen significant improvements in the presentation of new technologies in the apple value chain. Demonstration fields highlighting variety selection and management techniques, have been planted and are growing well, and the best of them are first class examples of what needs to be done to transform the sector. Of interest is the willingness of growers to pay for international STTA during this quarter as a result of NOA introducing them to seasoned technical experts – this augurs well for the future.

The market has increasingly become interested in higher quality offerings from consolidated supply and NOA has found strong interest amongst some of the associations to improve graded supply. Additionally, NOA will be introducing to at least one grading facility, post-harvest shelf life extension product for apples – a first in Kosovo. This quarter has highlighted a significant deficiency in the capacity of major growers to manage labor. Farm labor implements productivity enhancing technologies, and if not suitably trained, then results will not materialize. This is an opportunity for support across all value chains, especially in value chains with larger scale production.

### Blueberries

Cultivated, improved-variety blueberries have been introduced to 4 growers – 3 commercial and 1 nursery grower for onward propagation. The plants introduced were mainly 2 year-old and some 3 year-old plants. The product was of the highest quality and field survival has been excellent. Growth to date has been encouraging. Heat stress in the field combined with irrigation scheduling issues has, however, slowed growth during this quarter. Grower Grantee interest is high, however, and we look forward to full crop establishment during the next quarter.

### Raspberries

14 growers have been supplied with planting materials of new, improved varieties of Raspberry. The majority of growers are from minority areas. The plants have established very well this quarter, despite issues of disease on imported planting materials. Crown Gall was noted by NOA technical staff after import and distribution to growers. Growers were notified as was the competent government authority, AVUK. The supplier agreed to replace all lots that were in question and all growers were apprised of the situation. Suspect lots that had not been planted were destroyed under the direction of AVUK phytosanitary inspection staff. Those growers who had planted lots which may have been contaminated with diseased plants were given clear information as to how to manage their crops for minimum disadvantage and were advised of the supplier replacement policy. Even in-field production of lots possibly infected, is excellent and growers are very satisfied with crop performance.

### Strawberries

12 commercial growers have planted 7 hectares of two improved strawberry varieties imported from the UK and 2 nursery producers have received support to multiply one of the imported varieties on 0.5 ha

(the other cannot be multiplied due to plant breeder's rights issues). Growth of the imported materials has been encouraging and yields for the full growing season next year are eagerly anticipated. During the course of the usual harvest season, NOA supported a commercial export of 0.6 Mt of first class strawberries to Albania. Despite the high local market price, growers agreed to supply and quality response was excellent. Provided Kosovo can extend its harvest season on both sides of the present harvest period, export opportunities appear to be excellent. In addition to export investigation, NOA organized a very effective promotion period where more than 6mt of product were sold in Pristina, giving excellent market coverage. The industry has received FtF support with a visiting expert on production techniques designed to extend the harvest season appropriately by a combination of variety choice, limited production under protection and crop canopy manipulation.

## **Table Grapes**

4 growers have received support to establish demonstration units for table grape production using improved varieties and management practices. These management practices include the introduction of a new trellising system and involved the import of trellising systems from the US. These support systems had been installed in all Growing Grantees (GG) sites by the end of Q3. Since grape production is a multi-year activity, NOA has spent considerable effort in training 600 active table grape growers to improve their productivity. This has involved 20 demonstration sites in addition to the 4 new ones. At each site, up to 30 growers have been exposed to 13 new technologies. Additionally, the project has initiated support for growers willing to invest further in post-harvest improvements in their product. This involves improved field harvesting techniques, improved packaging and critically the introduction of rapid post-harvest cooling systems. Results of this intervention will be evident early in Q4.

## **VEGETABLE VALUE CHAINS**

### **Asparagus**

6 grants were let to asparagus grower grantees representing a total of 3.8 Ha of new plantings. 2.6 hectares have been planted this quarter, with the balance to be planted early in Q4. Unseasonably heavy rains delayed initial plantings, and one grower grantee dropped out of the program – citing management difficulties. Crown production by cooperating nurseries was excellent and the quality of the planting material provided to growers was outstanding. FtF volunteer support was delivered to new growers to ensure proper establishment. Seed for the next season establishment has been supplied to 2 of the 3 initial nursery producers for production. The study tour to Spain was canceled due to an inability to obtain visas for Kosovo passport holders.

### **Gherkins**

For the first time in Kosovo, gherkin production has been centered on open field production methods with 11 new technologies introduced to the industry this year. 23 growers signed 47 contracts with 4 processing companies for delivery of size graded gherkins at a pre-plant contact price. During Q3, 158 mt of product had been delivered and paid for by the processors through a single collection center – Euro Tac in Mamusha generating sales to date of €106,000. Processors have been very satisfied with the collection center system despite not receiving as regular a supply as they would like, and requiring higher volumes. Growers are more than satisfied with the new technologies and the open field production system. This combination of increased confidence is likely to lead to increasing demand for industry growth during the next season. In addition to the size-grading unit already established in Mamusha, requests for support for 2 new units have been received.

## Lettuce

36 growers are using at least one of the 28 new productivity enhancing technologies introduced by NOA this year. Most of these technologies are new variety introductions, but significant improvements in productivity are being felt as growers adopt better field management practices as well. Over €150, 000 in sales of new lettuce varieties have been realized this quarter. This, in combination with improved packaging and marketing is opening up significant opportunities for import substitution in the salad market.

## Saffron

Work by the project to date has involved identifying new growers and examining the potential of the product from Kosovo in the international market. Evaluation of Saffron quality (very small harvest to date) has highlighted both the high quality of the product as well as the ability of the Kosovo Institute of Agriculture (KIA) in Peja to conduct the relevant analyses. During the reporting period, all new growers have been identified including a potential high altitude site in Dragash and corms are ready for shipment and due to arrive out of cold store in Europe as soon as all growers have fields ready to plant. Corms sufficient for a total of 1Ha have been secured to be distributed to grower grantees.

## CROSS CUTTING THEMES

In support of key value chain activities, the NOA team provides cross cutting support services. These cross cutting support services include:

- Environmental compliance;
- Food quality and safety;
- Improved access to affordable finance;
- Linkages along the value chain;
- Marketing Kosovo products;
- Outreach; and
- Improved coordination within the agricultural sector.

Each of these cross cutting activities is reported wherever possible within the value chain where the activity took place. For activities that were not value chain specific, details are reported under cross cutting themes.

## PMP HIGHLIGHTS

In terms of data traditionally reported on a quarterly basis, the following highlights are evident this quarter:

1. Sales achieved to date are at 26% of annual target. This is to be expected since the selling season only started during Q3 and will peak during Q4. It is too early to determine if we will achieve our benchmark this year or not.
2. Farmers engaged are at 140% of target. The program has reached out to many more growers than anticipated, and engaged them in the technology transfer process.
3. The farmers engaged achievement is nearly matched by the 108% (of target reached) result pertaining to trainings conducted.

4. Varieties introduced are at 190% of target. In order to maximize adoption, NOA has ensured that as many varieties as possible have been introduced early in the project.
5. New technologies (including new varieties) are significantly over target. The program considers each aspect of the technology package to be a new technology and will monitor the results and impact of each technology.



# 1.0 ACCOMPLISHMENTS AGAINST GOALS

## 1.1 FRUIT VALUE CHAINS

### 1.1.1 Apples

**Ap-1-2012**      *Order 12,000 improved variety rootstock for direct planting in 5 ha. and deliver to field.*

14,400 pre-budded feathered trees grafted on M9 dwarf vegetative rootstock were imported from Italy. Saplings have developed primary branches which enable a first commercial cropping at least one season earlier compared to the use of whip saplings. The following varieties were delivered to grantees: Fuji Fubrax, Fuji Kiku 8, Gala Buckeye, Golden Reinders and Red Chief. The selected varieties are proven as highly marketable varieties in Europe. M9 rootstock offers medium to low growth and provides opportunities to establish dense apple orchards that provide high quality fruits and very high yields. Delivered plants are performing well for the most part.

**Ap-2-2012**      *Award grants [5] to farmers with 1 ha. to plant - Growing Grantees*

6 growing grantees (GG) planted one hectare each with pre-budded feathered certified trees imported from Italy. 2,400 trees were distributed to each grantee; high-density apple orchard establishment has been implemented. These new, improved high-density orchards will yield higher quality and quantity apples, and production systems will improve efficiency in spraying and during harvest. A trellising system with concrete posts and wire, locally produced, were distributed to all six growing grantees.



Completed High Density Apple Orchard.

The bud break delay recorded on the Fuji variety lead to the loss of some trees at each farm and is most likely due to dehydration and stress during transport. Trees will be replaced in September by the Richardo Due nursery (the supplier). It is anticipated that the nursery will supply all planting materials at its own cost. NOA may cover the transportation costs.

**Ap-3-2012**      *Award grant to implement initiatives Ap-2 - Supervising Grantee*

The Program apple supervising grantee (SG) IADK submitted their reports as per agreement. For verification of presented results technical staff visited all six trials, confirming that apple trials are making good progress (except the Fuji variety as described in Ap-2-2012 above). The delivery of support systems and installation of posts was completed at all apple demonstration trials.

**Ap-4a-2012**      *Organize Study Tours to visit apple production sites in Italy - October 2011*

As a result of this visit during the first quarter, Professor Stefano Musacchi, an apple expert from the University of Bologna, has been contracted and paid directly by leading apple growers to provide technical assistance instead of conducting study visits to Italy – this has been very effective. During the past quarter Professor Musacchi was paid by growers once during the season to visit and advise them. He is excited by the prospects for apples in Kosovo, and has been very specific in his recommendations.

***Ap-5-2012 Arrange for outside specialist to provide TA addressing production and post-harvest technical needs***

Field visits have been made to local apple associations and growers addressing harvest and post-harvest care as part of our program to provide investment plans and technical activity planning. It is obvious that there is a lack of knowledge especially in the field of harvest and post-harvest management. The Program has determined not to engage outside STTA at this time, but rather, to provide practical training in the areas of harvest and post-harvest management directly through Program staff. NOA is also planning to construct a demonstration apple harvest, washing, grading and packing shed for training purposes. This will be a simple structure at the farm of Kosovo Blakaj from Kovraga, municipality of Istog. A Memorandum of Understanding has been prepared detailing plans to establish a simple sorting and grading line, water tank, quality control inspection and packing tables. The construction plan and total investment cost calculations are expected to be less than 10,000 Euros. The facility will be used to train other stakeholders working in the sector on harvest and post-harvest management as well as improved graded packaging.

***Ap-6-2012 Purchase a pre-equipped, on-farm containerized cold room with a capacity of approximately 16 MT.***

This activity was selected on the assumption that cold storage was a key gap in the value chain. This has been subsequently been determined not to be the case. As such, increased emphasis will be placed during the remainder of this work plan year on post-harvest management, grading and direct import substitution market linkages. Should the need for additional cold store capacity resurface, then appropriate actions and/or planning will take place during Q4 and/or when drafting the FY 2013 Annual Work Plan.

***Ap-7-2012 Solicit grant applications from individuals or firms that have the capacity to reverse-engineer container acquired in Ap-6.***

This activity is tied to Ap-6-2012 above and is likewise delayed.

***Ap-8-2012 Purchase and demonstrate use of an ethylene inhibitor, "SmartFresh", used to extend the shelf-life of apples***

For introduction of Smartfresh® to Kosovo, USAID's projects "Agrobiznis" in Serbia and "AgBiz" in Macedonia have been contacted to learn from their experiences on the introduction of Smartfresh® in their countries and sources of supply. Suppliers from Croatia, Mr. Slaven Aljinovic, and from Serbia, Ms. Biljana Bosiljacic, were also contacted. Both said that the US based producer of Smartfresh® is interested in selling it to countries that have developed their apple industry to a higher level. The program is working closely with input dealer "Jonathan" to import enough quantities of Smartfresh® to introduce it to 3-4 cooling storage units this harvest season by way of demonstration. The product will be incorporated into all modified grading and packing solutions during the harvest season during Q4.

***Ap-9-2012 Organize round table discussion inviting growers, traders and local supermarkets to discuss the apple***

The program has organized a meeting between Supermarket ETC and apple producers to explore possibilities for improved marketing of apples through sales in Supermarkets. The representatives of ETC are highly interested in purchasing domestic apples (their historical annual demand of 5,340 tons peaking in December). ETC presented their monthly demand by variety. From the producers side, even though the representatives of 11 associations, including the Union of apple producers, were invited, only three associations were represent at this meeting. One outcome of the meeting was that the producers associations will appoint a contact person and send offers to ETC including quantities, varieties and proposed schedule of supply.

Following the round table meeting, companies "Sharri" from Drenas, "Arjeta" from Skenderaj and "Beni Dona" from Prishtina were visited by NOA staff to explore possibilities of further development, improvement of sale and purchases of apples. Companies have been satisfied with purchases from Kovraga producers since, through this producer association, they now have access to larger quantities of product in one place. Additionally, discussions with Meridian, a new entrant in the fresh produce retail

business, have indicated strong interest to procure branded, graded and suitably packed apples once they open their chain of community retail outlets later in Q4.

***Ap-10-2012 Organize and co-sponsor the participation of several individuals to Fruit Logistica trade show in Berlin.***

As a result of this fair which took place in early Q2, one of the traders that visited the Fruit Logistica Fair, “Lirimi Company”, has been in continuous contact with a supplier from Holland of packaging machines for apples, carrots and onions. This is likely to result in purchase of some equipment by Lirimi sometime during Q4 or Q1 of 2013.

**Additional Achievements**

- 11 apple producers participated in the introduction of IPM module for apples;
- 5 growers invited Professor Stefano Musacchi for technical assistance and financed the activity;
- New anti-hail system establishment in 7 hectares at Heron & Adea orchards. This investment is the largest of its kind in Kosovo and the firm Heron & Adea is seen as the industry champion – growers look to him as the *technology lead*
- Two field days organized to introduce new technologies and varieties. Over 50 apple growers attended the events;
- Computerized fertigation system delivered to a well-managed fruit nursery in Peja in an attempt to significantly affect production quality. The introduction of this methodology ensures adequate metering of fertilizers through the drip irrigation system and ensures optimal plant growth. This is particularly critical with nursery establishment of fruit trees. NOA is emphasizing the improvement of fruit tree production with the aim of raising standards to European levels, and this technology presents the initial level of technology.

**Challenges**

Growers (grantees) and supervising grantees have not reacted quickly enough to developing circumstances in the field. The biology of the plant determines action to be taken and growers have to react appropriately and immediately. Delays can produce irreversible damage. Labor force management in the field is inadequate – this has emerged as a significant issue and requires urgent NOA attention. Laborers are untrained, the work is not coordinated and new technologies are filtering poorly to the production sites. NOA needs to re-tool the quality of field labor on production sites.

**Activities Planned for next Quarter**

- Continue to provide technical assistance and advice through the Supervising grantee to all grantees on the implementation of best agricultural practices;
- Establish an agreement with Professor Stefano Musacchi to continue with STTA in support of new technologies and encourage grower associations to continue their support for established orchards.
- Finalize the net anti hail system establishment at Heron and Adea Company.
- Replace damaged/dead Fuji apple saplings in September
- Construct apple packing shed and apply Smartfresh® demonstrations for better harvest and post-harvest management.

**1.1.2 Blueberries**

***B-1-2012 Order improved variety plants (for nursery and direct planting) and deliver to field.***

14,000 North American high bush blueberry plants were imported from the USA. These blueberry plants were delivered to grantees in excellent condition and under good weather for planting. Of these plants, 1400 were three-year old bushes that will provide an early berry harvest and allow for market testing this year. The rest of bushes were two year old plants. Each growing grantee received several varieties including Blue Crop, Duke, Elliot and Legacy. All plants have been planted and are now well established.

***B-2-2012 Award grants [3] to farmers with 2 ha. to plant; and grants [4] to farmers with up to 0.5 ha. to plant Growing Grantees***



Excellent 2 year old blueberry establishment despite high heat and moisture stress.

Three grantees established a total of 4.5 hectares of plantations for fruit production while the fourth grantee has established a 0.5 hectare propagation unit at an existing soft fruit nursery. Sites were prepared on time and elemental sulphur that supports the pH reduction has been made available to grantees through commercial input suppliers. About 1000 kg/ha of the elemental sulphur was applied (purchased directly as grantee contribution). Saw dust compost from pine trees has been introduced and used by all grantees to suppress weeds, keep moisture and lower soil pH. All grantees are using a drip irrigation system for water supply.

***B-3-2012 Award grants [2] to nurseries - Growing Grantees***

Only one nursery has been supported with 1,400 bushes for the establishment of a 0.50 ha plantation for blueberry propagation. The nursery has applied saw dust and has established a drip irrigation system and plants are growing well.



New establishment of blueberry plants with inter row cover crop.

***B-4-2012 Award grant to implement initiatives B-2 & B-3 - Supervising Grantee***

Since blueberry is one of the new crops being introduced to Kosovo, it was decided that there was no suitable organization to whom to give a supervising grant, and the work would be supervised by the NOA Program's own specialists. The Program staff FPS and CTO are currently supervising this activity.

***B-5-2012 Study tour for nursery operators to Poland or Netherlands.***

The study tour was cancelled to Poland and Netherlands. Instead, a study tour to Serbia (closer to Kosovo), was organized during the second quarter of this year to see the development of the Serbian blueberry industry, which is about six years ahead of Kosovo. The Program used the USAID *Agbiz Serbian Program* to organize the event and participants attended classes provided by STTA, Rick Dale (former Farmer to Farmer volunteer for the Program) on plantation establishment prior to the importation of plants.

***B-6-2012 Provision of technical assistance from American expert***

Richard Dale, who came last year and has also been providing STTA to Agbiz in Serbia, returned to Kosovo in May to provide technical assistance to blueberry growers. 35 people/potential growers and 9 phyto-sanitary inspectors attended the presentation at the Juniku production site in Serbia. At this site, a new plantation was being established. This was a unique opportunity to demonstrate appropriate production practices. The presentation covered all aspects of initial crop management from effective establishment, crop irrigation and weed management to expected crop growth characteristics. After the

presentation, a field tour for all participants was organized to demonstrate management technologies and to show them the first two hectares of commercial plantation established by the private sector in the country. For many of them it was their first time to see a relatively large blueberry plantation.

### Challenges

- Lack of water to the plantation has been recorded at the MOEA site – this water issue is a combination of shortage of power supply, lack of attention by management, very high heat stress and evapotranspiration rates making irrigation scheduling difficult.
- Lack of knowledge about the crop

### Activities Planned for next Quarter

- Continue with implementation of best agricultural practice promotion of best production practices to include specific husbandry practice and pest and disease monitoring, farmer field days and linkages between the growers and the input supply system.
- Continue communication with local input suppliers to inform them about the specific products for blueberries i.e. chelated iron, leaf foliar fertilizers and PERSUAP approved herbicides.

## 1.1.3 Raspberries

### *R-1-2012 Order improved variety plants for direct planting and deliver to field.*

80,000 raspberry canes of 4 varieties were imported from UK with Polka variety being the larger number with 55,000 canes or 69%. Other imported varieties are the following: Tulameen 15,000 (19%), Autumn Bliss 9,000 (11%), and Nova variety with 1,000 canes (1%) represents the variety imported from USA for trial purposes. This selection of varieties was based on fresh market opportunities and the prospects for extending the production season.

The original plan was to import only 40,000 canes. However, the UK supplier of raspberries advised he had a further 60,000 canes available of the preferred Polka varieties on short notice. As a consequence, the Program ordered an additional 40,000 more canes, in order to include two larger actors in the value chain, Ask Foods and APC.

### *R-2-2012 Award grants to farmers with up to 1 ha. to plant amounting to 5 ha. in total - Growing Grantees .*



New Raspberry establishment in North West Kosovo.

In total, 8 grantees were originally selected. Of these, 7 grantees were individual companies while 1 was an association of 6 growers. 2 companies were led by woman. With the increase in the number of canes to be imported, two more companies (APC and ASK Foods) showed an interest to extend their raspberry fields by planting 2 additional hectares. Ask Foods has involved one additional grower as a subcontractor who was ready to plant 70 ares (700 sq m). One company, led by a woman, has withdrawn from the project. As a result, the final list of raspberry growers includes 9 grantees (14 growers) that have planted a total area of 9 hectares.

During this quarter, two additional grant applications were received for raspberry cultivation on 4.2 hectares by two larger growers of berries, namely, ASK Foods

and APC. ASK Foods agreed to extend their cultivation to 2.7 hectares. Both projects were approved by USAID. Plants were delivered to the two grantees. Management has been variable by firm, demonstrating the need to intensify labor and management training.

### ***R-3-2012 Award grant to implement initiative R-2 - Supervising Grantee***

BioLab has been appointed as the supervising grantee (SG) for Raspberries. The SG guided growers on field preparation, planting, field management and IPM. Monitoring of activities reported by the SG have been validated by Program staff. Field level management of course is not under the direct control of the SG and this reduces the ability of the SG to significantly influence outcomes. Close collaboration with the technical team at NOA allows the SG to call on direct input to grantee management when required to modify attention where needed.

### ***R-4-2012 Provision of technical assistance from American or Regional expert***

Organized workshop with raspberry grantees on plantation management. Lectures were provided by Richard Dale, STTA. Apart from growers, 3 ministry staff and 10 AVUK staff (9 inspectors and the head of the team) attended the workshop; 25 people attended the workshop. The subjects that were covered were raspberry diseases with much discussion on crown gall disease and its prevention, and best practices to control the disease. Other subjects included insect pest control and an overview of the worldwide raspberry industry and its trends in both fresh and processed raspberries.

### **Additional Achievements**

- In total, 56 raspberry growers were trained in production of raspberries using new technologies, and environmental issues;
- 44 raspberries growers are engaged with the program through events organized or linkages created.
- 70% of growers engaged with the program are part of Serbian community.

### **Challenges**

Transport and delivery of canes: Many discrepancies were noticed between written shipping documents and actual deliveries. The number of canes per bunch did not correspond with the information given on the shipping documents, and there appeared to be a shortage of planting material. It was necessary to visit all grantees and recount the canes distributed. During these activities NOA identified varied number of canes per bunch. Apart from this, the manifest and data on the certificate didn't correspond, causing confusion during distribution.

Disease: Crown Gall disease was identified in a few canes of Polka variety estimated to be less than 3%. It is against the regulations to have any disease in certified materials, thus zero tolerance for any insect pests and/or diseases in the planting material provided by nursery. The matter was discussed with the supplier who responded in a very professional way by

1. admitting the possibility of diseased canes to have been inadvertently shipped;
2. sending two experts to evaluate the situation;
3. offering to replace more than was likely to be infected (9,000 canes) of Polka variety canes free of disease;
4. offering to organize and co finance with the Program study tours to Poland and UK for AVUK inspectors and growers;
5. offering collaboration in establishing nurseries in Kosovo which will produce canes that meet criteria to be certified at the highest level.
6. offering to collaborate on new variety registration and multiplication in Kosovo following International Union for the Protection of Varieties UPOV rules.

Lessons drawn from this exercise: the project must double check the quality of planting material prior to planting, phytosanitary inspectors have to be further trained on disease identification, and the system to control imports of plants has to be improved by AVUK. AVUK has been a very important partner in the management of the situation and has offered full collaboration in the future. The supplier, Hargreaves Plants, arranged for the delivery of 3,000 Polka raspberry replacement plants this quarter. A further 6,000 plants will be delivered in September and again another 46,000 Polka plants in spring of 2013 for a total of 55,000 plants. These deliveries will be free of charge to the program. All growers have been briefed about the situation, given specific management practices that will minimize disease impact, and are very satisfied with the way this matter was handled.

#### **Activities Planned for next Quarter**

- Continue to promote good agricultural practice through field days, grower workshops and exchange visits between growers in various areas.
- Continue to keep records on the variety performance especially with regard to initial plant growth and issues with performance.
- Introduce the Glyphosate herbicide application system especially for those growers that received diseased planting materials. This product is listed as an allowed product under the NOA PERSUAP and is critical to weed management especially where soil disturbance is not desirable.

#### **1.1.4 Strawberries**

***St-1-2012      Order improved variety plants (for nursery and direct planting) and deliver to field.***

310,000 runners of two varieties (Honoye 160,000 and Albion 150,000) were imported from the UK and distributed to 10 strawberry growers and to two nurseries. A day neutral variety Albion is the variety that fruits all year round provided heating is available under protected growing conditions, creating possibilities for growers to extend their presence in the market. This is especially into the autumn and early winter periods when greenhouse conditions and prevailing temperatures under protection still allow for growth. Honoye is an early variety and it is assumed that growers will capture the early market by cultivating this variety.

***St-2-2012      Award grants to farmers with up to 1 ha. to plant amounting to 6 ha. in total - Growing Grantees .***

12 grantees received runners and drip lines sufficient to establish 7 ha of strawberries out of which 6 hectares are for strawberry production and 1 ha is for runner multiplication. Plantation establishment was delayed in some sites due to excessive wet weather. Beds were covered with plastic mulch to control weeds and to manage soil moisture. 2 grantees planted 0.30 ha under plastic apart from open field planting to initiate an early production and early presence in the market. Despite the extreme wet weather initially, these plantings are doing very well and should provide an excellent foundation for the next season's commercial crop.



**High Yielding Strawberry under improved technologies.**

***St-3-2012 Award grants [2] to nurseries - Growing Grantees***

2 nurseries established plantations of 0.50 ha each for runner propagation. Only the Honoye variety will be propagated due to the fact that the Albion variety is a licensed variety and local propagation is not currently permitted. Planting has been done on time and no losses were reported

***St-4-2012 Award grant to implement initiative St-2 & St-3 - Supervising Grantee***

IADK has been contracted as a supervising grantee to guide, advise and monitor the implementation of strawberry plantation establishment including both fruit production and runner propagation.

***St-5-2012 TA regarding harvesting, sorting and packaging of fresh strawberry production for the retail market.***

Surenda Dara, a CNFA Farmer-to-Farmer volunteer from the University of California cooperative strawberry extension service in California, had to postpone his visit, originally approved for June, until July 8 – 20.

***St-6-2012 Organize field day for viewing new varieties for farmers, supermarkets, wholesalers, exporters, input suppliers.***

2 field days were organized to promote new varieties and new technologies with the participation of more than 60 growers during the quarter.

***St-7-2012 Organize round table discussion inviting growers, traders and local supermarkets to discuss the strawberry market.***

A stakeholder round-table was organized to analyze the developments in the strawberry value chain and to explore possibilities to improve marketing. Value chain actors participated in the meeting including farmers, processors, traders, supermarkets and development projects. Of interest was the fact that out of five invited strawberry wholesale traders, only one participated in the round table – indicating a lack of awareness of options to improve the system and a concern about participating with competitors. During the meeting, subjects of production, processing, post-harvest and marketing were discussed. The main findings of the meeting were:

1. Nurseries are very important for the development and sustainability of the value chain. Even though development projects have been supporting nurseries for ten years, still there is limited knowledge, skills and infrastructure to support the production of high quality runners;
2. Quality of domestic strawberries is very good compared to regional supply, however,
3. Production of strawberries still remains low
4. Strawberries should be packed in plastic containers of 0.5 kg according to market actors' demand;
5. Limiting factor for sales of strawberries through supermarkets is the lack of provision of invoices and paying VAT from producers.

***St-8-2012 Organize meetings between Albanian Importers and potential Kosovar Exporters.***

During the regional marketing research exercise conducted several months ago, the potential to export strawberries to Albania was identified (peak import season April- May). Therefore, this quarter several meetings were organized among lead farmers and potential traders to discuss trial export shipments to Albania. Four farmers volunteered to go through this process of trial export (Mehdi Bresila, Labint Spahiu, Gege Zefi and Halim Baftiu). Lirim Krasniqi, an existing export/import trader to Albania, was identified as the potential strawberry exporter. Our program organized a meeting with the Kosovar trader "Lirimi" and some potential importers in Albania/Tirana (May 2012).

The trial export shipment was planned for early/mid -May for approximately 1.5 mt of product, but due to weather conditions (cold and excessive rain) the season was postponed for several weeks. The trial export was completed on 6th June 2012. 600kg of well packed and labeled strawberries were shipped to Tirana

and sold on Triana wholesale market to the market clients. The farmer price was 1.40 EUR/KG (during that time price in Kosovo was better - 1.50 EUR and higher). The trader sold them at the same price 1.40 EUR/KG. Quality feedback was excellent.

The recommendation for next year: Kosovo farmers/traders should continue searching/creating the market in Albania as it is a market with a good prospective for growth. Therefore, we should be continuously present in that market and start building relationships with potential clients and product awareness. It is critical to have an early product (April- May) in order to obtain the best prices and gain farmers/traders interest. A June market entry is appropriate since local demand means higher internal pricing.

***St-9-2012 Support for strawberry lead farmers to attend the Fruit Logistica fresh produce trade show in Berlin, Germany***

NOA has not seen additional response during this quarter from strawberry growers as a result of attending this fair.

**Additional Achievements**

Strawberry promotional days: Strawberry promotional days were organized on Mother Teresa Street (12-14 June 2012). The activity was initiated by NOA but then two other partners joined, MAFRD and IADK. Responsibilities and cost were shared among partners and excellent results were obtained. For 4 days of promotion, 6.7 tons of Strawberries were sold with a total sales value of 13,535 EUR. This has resulted in improved grower confidence and increased interest in new technologies.

**Challenges**

Bad weather conditions (raining and cold) highly impacted the production season and quantity for this year. Farmers have to consider seriously combining protected and open field production and cultivate new varieties in order to extend the production season and increase the quantity of production.

For this year we can consider that both short production season and lack of quantity was a problem. There is still significant demand on the local market and creating surplus production for potential export into neighboring countries has to be considered as volumes increase.

Lack of water reported in some sites might impact next season's production.

**Activities Planned for next Quarter**

- Evaluation of new variety Albion in both production and market opportunities;
- Continue to implement good agricultural practice - leaf management especially and encouragement to adopt the Albion variety under protected conditions.
- Cost of Production models will be generated to ascertain the economics of this new production technique.

**1.1.5 Table grapes**



New Table grape trellising system.

***TG-2-2012 Order Y Style trellising to support planting in 6 ha. and deliver to field.***

Y trellising system was ordered and imported from Visalia, California USA, enough to cover the 6 hectares of newly planted vineyards. The distribution of it was done on time and a local company was hired to establish the necessary support posts and lines. Specific hydraulic equipment was required to put in place these trellising systems.

The California open gable trellising design is a new trellising technology in Kosovo. It has proven in California to increase yields and improve marketable quality of fruit for late season harvest. Since these are late season varieties, the open gable Y trellising system gives added protection for rain and hail during the high risk fall harvest months.

***TG-3-2012 Award four grants to farmers - Growing Grantees***

15,000 table grape vines were imported from Italy. Varieties imported included Crimson Seedless (7,500) and Red Globe (7,500), selected based on their marketability in European markets and the fact that they are late season varieties that can extend the presence in the market, have good storage potential compared to existing varieties in Kosovo and are seedless, all of which enhance value on local and European markets.

Some vines - up to 15% - have been damaged due to stress in shipping and will be replaced in September, 2012, by the Ricardo Due Italian nursery supplier and Program.

Four growing grantees planted 6 hectares with new late bearing imported varieties. Vines were shipped from Italy and imported with some delays in trucking. The dormant vine shipment was done along with apple trees shipment and no noticeable signs of shipping stress could be observed upon arrival. The planting was delayed due to unexpected heavy rains. Introduced varieties were newly introduced on drought resistance grafted on Paulsen 1103 rootstock, which is suitable for local casuistic soil conditions. New planting distances for Red Globe were established at 3 x 1.5 m and for Crimson 3 x 2m compared to former dense planting of - 2.4 x 0.9m spacing done in the past.

***TG-4-2012 Award grant to implement initiatives TG-2 - Supervising Grantee***

The grant was awarded to AgroDrini Company which is implementing activities as per milestones planned jointly by supervising grantee and agreed by the Program. The supervising grantee guided the implementation of activities and processed the establishment of 20 demonstration plots with the newly adapted modified T trellising system in Rahovec and Suhareka. (this is a modification of existing systems to enhance productivity – in addition to the totally new Y trellising system imported and installed under TG-2-2102) NOA organized a training of trainers program for 7 trainers who in turn trained over **400 farmers** in new cultural practices and new technologies under the direction of STTA Professor Adamo Rambola, viticulture expert of the University of Bologna. The Farmer Field school training is expected to result in a 30% increase in production for the farmers who adopt the new techniques. The supervising grantee also organized and guided the process of field preparation, table grape vine planting and installation of the new Y trellising system.

***TG-5-2012 Organize a Study Tour to visit one or more table grape production site(s) in Italy or Israel.***

This activity has been put back until the fall – Q4. Concentration has been on providing technical assistance to local table grape growers through Professor Rombola from Bologna University.

***TG-6-2012 Arrange for outside specialist to provide TA addressing harvest and post-harvest technical needs.***

In the fall, Professor Rombola will organize visits to Kosovo vineyards, conduct harvest and post-harvest demonstrations focusing on size, grading and packing, and will measure yield improvement as a result of the train the trainer activity. He will also present a summary of results at a table grape day in Rahovec.

***TG-7-2012 Organize round table discussion inviting growers, traders and local supermarkets to discuss the table grape market.***

To develop linkages and improve marketing of table grapes, individual producers and the company Stone Castle were visited. In the Rahovec Municipality, table grapes are usually sold in wholesale markets and at road side markets. However, because of lower quality, they are sold at lower prices compared, for example, to imported grapes from Macedonia. Producer Habib Dina plans to establish a collection center – aggregating table grapes from 4-5 producers having 11 ha of grapes producing and expected a sold yield of 165 – 180 mt of different varieties. Mr. Dina will strictly control the quality of grapes to improve the

quality of table grapes supplied to traders. Following the initiative by Mr Dina, the program facilitated a meeting with the wholesaler and supplier of supermarket InterEX, "Fatosi.Com". Parties agreed to buy/sell 1.5 – 2 tons/day starting in late July. In addition, the marketing manager of company Stone Castle, Mr. Shani Hoxha, presented his company's intention to improve the visibility of their table grapes by adding to the packaging plastic sheeting with a logo of the company and a slogan attached to the wooden boxes. They are planning to submit a concept note to the Program for support which would enable them to make these marketing improvements.

***TG-8-2012 Facilitate participation of traders and producers in Fruit Logistica trade show in Berlin***

This was completed early in Q2 with no visible results evident as yet. The awareness of improved marketability and quality standards has had an impact on participant willingness to increase investments in the packaging and post-harvest handling of their product.

***TG-9-2012 Organize a Seminar on table grape cultivation***

A second seminar with Professor Adamo Rombolla was organized in Rahoveci region after the professor conducted field surveys face to face with 7 trainers. Progress on disseminating new cultural practices for the spring timing was discussed, as well as how best to continue the program training initiated in the winter. Over 90 people attended the seminar. In attendance were SG trainers, lead farmers from established demonstration sites as well as collaborating farmers. Lectures were followed by field demonstrations in topics such as leaf, shoot cluster and berry (immature grape) thinning, and shoot pruning. More intensive trainings were provided to the 7 trainers one on one in their respective demonstration plots.

***TG-5-2012 Organize a Study Tour to visit one or more table grape production site(s) in Italy or Israel.***

This activity has been cancelled and concentration has been on providing technical assistance to growers through Professor Rombola from Bologna University in Kosovo. In the fall, Professor Rombola will return and organize visits to our demo vineyards focusing on harvest and post-harvest activities and conclude the harvest of the demo plot for Kosovo growers.

**Additional Achievements**

- 573 participants attended table grape trainings [225] and open field days [348] organized by the program, in 28 individual events;
- Geo Land Company has been hired to do a line shooting on each farm (specific placement of trellis positions in the field to ensure accuracy of lines in all directions) on each farm.
- NTP Boss & Com Company did line post and end post installation to ensure the trellising system was established correctly - according to the instruction by A&P.

**Challenges**

- Farmers tend to be too traditional; and slow to change practices
- Lack of information on new varieties in world market
- Poor weather during planting season

**Activities Planned for next Quarter**

- Dissemination of new technologies and knowledge to as many as possible growers ;
- Finish the Y trellising system establishment.

- Continue with implementation of best agricultural practice by following the grape production season through the demonstration sites. NOA expects adoption of at least the low cost management practices within the season of training.
- Replace damaged vines in September

## 1.2 VEGETABLE VALUE CHAINS

### 1.2.1 Asparagus

#### ***As-1-2012 Award grants [3] to farmers with up to 1 ha. to plant amounting to 3 ha. in total - Growing Grantees.(GG)***

Although this activity was scheduled to be completed by the end of February, the delay in award did not adversely impact the program. The asparagus crowns were held in good condition in the nurseries, and were distributed to the growers in late May. Six grants were awarded – one to a farmer with 1.2 ha, one with 0.6 ha and four with 0.5 ha each.

Due to the wet unseasonal weather conditions in June 2012, the transplanting of asparagus seedlings started late on June 15th, 2012. 2.6 hectares of asparagus were planted during this quarter. One of the selected GG, Arbana Cooperative, declined to plant 0.5 hectares during this quarter due to time constraints imposed by the harvest of wheat. Agrogreen, another GG with 0.5 hectares, is in the approval process and is expected to start planting at the beginning of next quarter. Therefore, one planned hectare did not get planted this quarter and we plan to plant this additional hectare early in Q4. A replacement for Arbana has been identified.

#### ***As-2-2012 Order further 180,000 seeds for nurseries already determined and deliver to field.***

The 240,000 asparagus seeds were purchased and imported from the USA to Kosovo this quarter. Sub-contracts with two nurseries (Agro Serra and Fidanishtja e Godancit) were extended for the production of 200,000 crowns for delivery in the spring of 2013. The seeds were delivered, sown and germinated during this quarter. These nurseries had performed exceptionally well under their previous grants.

#### ***AS-3-2012 Award grant to implement initiatives AS-1 & AS-2 - Supervising Grantee***

Since asparagus is one of the new crops being introduced to Kosovo, it was decided that there was no suitable organization to whom to give a supervising grant, and the work would be supervised by the Program's own specialists. The Program's Vegetable Production Specialist and CTO is currently supervising this activity.

#### ***As-4-2012 Provide technical assistance from a FtF volunteer.***

STTA FtF volunteer, John Casazza, who came last year, returned in late May to advise, give presentations and provide training to the six new growing grantees, on transplanting new crowns from the three nurseries where they had been developed since last summer [As-1-2012 above]. Thirteen participants were present at the planting demonstration, of which six were GG's, two nurserymen and other interested stakeholders also attended.

#### ***As-5-2012 Organize Study Tour to asparagus production centers in Spain for nurserymen and growers.***

Arrangements were made in February for a Study Tour to Spain to take place May 6-11 to study asparagus plantings and processing. Unfortunately, it was cancelled at the last moment owing to a political decision relayed to the Program by the Spanish Consulate in Skopje. This decision made travel impossible since visas could not be issued.

### Challenges

- Weather conditions during the planting period made timely planting impossible.

- This is a new crop introduction and lack of knowledge and awareness remain a key issue.
- Special soil requirements for loose sandy type soils.
- Unknown market demand locally means that grower confidence in salability is low, resulting in reduced confidence in the outcome.

#### Activities Planned for next Quarter

- Finalizing one hectare of asparagus planting that was not completed last quarter
- Transplant 240,000 seedlings from greenhouses to open field for overwintering of crowns for spring planting of 7 hectares in 2013.
- Identify new potential growers for 2013 and beyond

### 1.2.2 Gherkins

**CG-1-2012**      *Extend Period of Performance of RDC's subcontract through end Oct. to ensure all data is captured and analyzed.*

RDC's subcontract to oversee gherkin production supported by the Program was modified and extended through the end of FY2012. Going forward, they will supervise a total of 23 gherkin growers; 9 from the FY2011 planting season and 14 new farmers.



New technology – open field production.

**CG-2-2012**      *Modify RDC's subcontract to include supervision through end Sept. 2012*



Open field gherkin production draws attention.

Same as above activity CG-1-2012.

**CG-3-2012**      *FtF volunteer support with on-site technical assistance to growers during spring planting.*

FtF volunteer scheduled to arrive in August 2012 - 4th quarter.

**CG-4-2012**      *Organize Study Tour to Bulgaria, a major gherkins supplier in the region, for producers and processors.*

Cancelled due to inability to find a facilitator to organize and implement this event in time to be of benefit to producers entering the commercial planting season. Given the success to date of the gherkin value chain and the intense interest by growers to enter this production system, it is likely that Kosovo-based exchange visits will be the ideal mechanism to encourage proper production for the next season.

**CG-5-2012**      *Purchase a gherkin sizing machine to improve sorting and grading standards and expand capacity in Gjilan region.*

In this quarter, vegetable collection centers “Agroprodukti” from Viti and “Shala Produkt” from Neperbisht municipality of Suhareka submitted grant applications for gherkin sizing machines. Revised activities, budget and final version of their full applications have been approved by USAID. Potential gherkin sizing machine suppliers are identified and informed that RFQ for two gherkin sizing machines will be published during the next quarter.

With the aims of increasing production capacity and improved safety and quality of processed fruits and vegetables, processing companies “Ask Food” from Gjilan and “Korall” from Fush Kosova submitted grant applications. Ask Foods applied for a vacuum Linear Filling Machine dedicated to the filling of semi-liquid products into jars while Korall is interested in support to procure equipment for sterilization and canning of processed products. Ask Food’s application has been approved and the filling machine is ordered, while the grant application of Korall processing company is in the approval process.



Abi & Elif gherkin processing line.

**CG-6-2012      Organize “linkages” workshop with producers, processors, collection centers and wholesale buyers.**

For the first time, pre-plant contracts were entered into between processors - “ABI” from Prizren, “Koral” from Prishtina, “ASK Foods” from Gjilan, “Etlinger” from Shtime and “EuroFood” from Prizren and the collection center “EuroTac” from Mamusha. The collection center mobilized farmers within its influence to produce product for processor contracts. Wet conditions during the spring postponed the harvest of gherkins for at least two weeks. The first shipment of gherkins took place on 3rd of June. However, not all the processors were ready to receive gherkins as well, due to late preparation of the processing lines and one of them could not get jars from their regional supplier in good time.

Between April-June 2012, 158 tons of gherkins have been sold at an average price of €0.43( \$0.54)/kg, totaling €106,418 (\$133,310), or 41% of total sales reported during this quarter (Note: according to our PMP, a 1.84 multiplier is added to calculate the final value). In addition, over 25 mt of gherkins of larger size have been sold to Supermarket ETC. It is important to mention that the processor “EuroFood” had agreed verbally to purchase 50 tons of gherkins but subsequently reneged on its obligation - emphasizing the importance of written contracts.

The processors are very satisfied with the quality of supplied gherkins and with the supply mechanism (dealing directly with the owner of the collection center). Gherkins are being supplied fresh and machinery sized according to the needs. This is compared to previous years when the processor dealt with a larger number of uncoordinated producers and quality was lower due to manual sizing. However, “EuroTac” could not continuously supply demanded quantities, because in mid-June the price of gherkins in the open fresh market was high and some producers did not supply the center according to their commitments. Additionally, early season temperatures were lower this year, impacting overall yield. The fluctuating supply of gherkins was an issue for the processors and impacted the number of workers they needed for processing. Another collection center – “AgroProdukt” from Kllokot, has signed a contract with the processor “ASK Foods” for supplying gherkins, but has not yet started supplying gherkins (supply is expected to begin in mid-July).

The program received an application requesting support to purchase two gherkin sizing machines from collection centers “AgroProdukt” from Kllokot and “ShalaProdukt” from Suhareka. To initiate the manufacturing of such machines in Kosovo, NOA has contacted manufacturers of food processing machinery. It seems possible that this equipment can be manufactured locally.

**CG-7-2012      Organize “linkages” workshop with Kosovo's value chain actors and regional buyers**

This workshop was postponed until after the local workshop had been held - on March 6. Then, in following up with Macedonian actors, it was decided that relationships between the Albanians and Macedonians had to be more carefully cultivated before a workshop would lead to meaningful outcomes.

We have been told by colleagues on the AgBiz Program in Macedonia that it is still advisable to delay this initiative further. This is likely to be held during Q4. Production qualities have been excellent and this generates additional confidence to attempt to enter into at least pilot regional agreements in the forthcoming season.

***CG-8-2012 Facilitate participation of traders and producers in Fruit Logistica trade show in Berlin***

This was completed during quarter 2. Results are reported under “linkages” chapter of this report.

**Additional Achievements**

- 8 contracts have been signed between Shala Product and eight gherkin producers to supply 53T of gherkins;
- In total, 47 contracts have been signed during FY2, between gherkin producers, collection centers, and processors, to provide in total over 700mt of gherkins with an average price of €0.34 (\$ 0.43)/kilo;
- Of the total number of farmers engaged with the program to date [860], 287 farmers or 34% are part of the gherkin value chain;
- 12% of gherkin producers are females and 17% are minorities;
- During FY2Q3, 59 farmers were trained in IPM and production of gherkins using advanced methods [54].

**Challenges**

- The main challenge in supplying processors with gherkins was that “EuroTac” collected a lower quantity of gherkins than processors demanded. It has been a challenge for processors to work with this new system of supply since volume projection is still difficult to make and collection center management needs improvement.
- Wet unseasonal weather conditions were a challenge during this quarter and delayed planting and harvest.

**Activities Planned for next Quarter**

- FtF volunteer is scheduled and approved to travel August 2012.
- Transplanting 5 hectares for late production following wheat is scheduled for next quarter
- Field day for promotion of new varieties of gherkins to new growers and processors

### **1.2.3 Lettuce**

***L-1-2012 Extend Period of Performance of RDC's subcontract through end Oct. to ensure all data is captured and analyzed***

RDC's subcontract to supervise lettuce production supported by the Program, was modified and extended through the end of FY2012. Going forward under this extended subcontract, RDC will supervise a total of twelve lettuce growers; six from the FY2011 planting season and six new farmers.

***L-2-2012 Modify RDC's subcontract to include supervision through end Sept. 2012***

Same as the above activity L-1-2012

***L-3-2012 FtF volunteer support with on-site technical assistance to growers during early lettuce production.***



New Lettuce variety demonstration plot.

A FtF volunteer specialized in early lettuce production, grading, harvest and packing, as well as value added bagged lettuce conducted an assignment in December, 2011. As a result of the FtF visit the project was able to determine the exact specification of post-harvest technologies suited to Kosovo growing and market conditions. This formed the basis of current procurements under L-5-2012. As a result of this assignment, new varieties of lettuce were introduced to include headed lettuce (Iceberg) as well as leafy multiple harvest varieties.

Additionally, new production technologies have been introduced. These have all begun to produce this quarter and have been introduced

effectively into the market in Kosovo – with significant interest being shown by the catering and retail sectors.

***L-4-2012 Organize Study Tour to Salinas, California for producers.***

Unfortunately, the consultant the Program had planned to escort the group around California’s lettuce producers and processors is no longer available. Without a privileged entry into these plants adequate access is almost impossible, and the benefits anticipated from the visit would not be realized. Regrettably, this Study Tour was cancelled.

This activity was redirected to Holland and will take place in Q4. The eight participants originally scheduled to participate on the Salinas tour will now attend the study tour in Holland.

***L-5-2012 Use of IIF to purchase new processing equipment for pre-cooling lettuce.***

Greenhouse lettuce production company “Agroserra” from Mitrovica submitted a grant application titled: “Postharvest technology in the production of green salad”. This grant application proposal involves the creation of a modern lettuce collection and grading and packing center that fulfills all food safety standards and hygiene requirements. Immediately after grant application approval, the applicant started with investment in construction of the physical building unit as per agreement with our program. The NOA program ordered lettuce post-harvest equipment that will extend the self-life of fresh leafy vegetables. Equipment under procurement includes: small scale vacuum, back flush and impulse seal machines; a small scale slush ice line; small scale fragmentary ice making equipment; and a small scale fragmentary ice storage bunker. Additionally, special packaging will be utilized.

***L-6-2012 Provide international TA for vacuum pre-cooling, cold chain management, and packaging of fresh lettuces***

This activity is scheduled after the pilot line lettuce equipment has arrived to grantee Agroserra in September.

**Additional Achievements**

- During FY2Q3 period, in total, 412,695 heads of lettuce were sold at an average price of €0.21 (\$0.26)/kg totaling €159,465 (\$199,762) or 50% of sales generated during the period (Note: 1.84 multiplier added to calculate the final value);
- 29 lettuce growers participated in an open field day organized on April 2012;
- 36 growers are planting lettuce using new technologies.

**Challenges**

- Low demand for romaine type lettuce

- Difficult peak summer (high temperatures stimulating early bolting) and winter production (where temperatures are too low for plant growth due to extreme climatic conditions. In order to extend the season further, at least one lettuce grower is investigating the possibility of out grower or partnership production in Albania to generate early season volumes as well as higher altitude production within Kosovo to avoid the extreme temperatures in summer.
- No lettuce pre-cooling or cold chain available in Kosovo

#### **Activities Planned for next Quarter**

- STTA for lettuce pilot line
- Field day to promote new lettuce varieties
- Establishing new value added lettuce processing pilot line

### **1.2.4 Saffron**

#### ***Sa-1-2012 Organize open field day at a current grower's plot for interested growers, buyers and women's associations.***

A saffron field day was organized in village Celina, Rahovec Municipality, at the farm of producer Fehim Rexhepi (one of the growers which received saffron corms earlier in 2011, under the IIF) with 16 participants including 8 producers, the owner of essential oil distillatory, an exporter from France and other interested participants. It was the first time all people in Kosovo involved in the saffron value chain had been brought together. This activity was completed in first quarter of this year. This field day stimulated sufficient interest for the applications for grant that NOA has received to date.

#### ***Sa-2-2012 Negotiate for US Military Humanitarian funds to leverage Program assets for planting up to an additional 5 Ha***

This activity was abandoned after the women's association, which might have qualified for US Military Humanitarian funds, expressed no interest in extending the range of its crops to include saffron.

#### ***Sa-3-2012 Order 500,000 corms for planting an additional 1 ha. and deliver to field. [only if Sa-2 does not materialize].***

An order was placed for 385,000 corms. The order was placed with "Green Garden" in Holland in April. The corms are scheduled for delivery early in Q4 as soon as all grantees have been identified and production areas validated. It is intended that at least one grantee will grow under high altitude conditions ideally suited to Saffron, targeting minority producers of non-wood forest products.

#### ***Sa-4-2012 Award grants to farmers to plant new varieties amounting to either 1 ha or 5 ha in total - Growing Grantees.***

A Request for Applications from potential growers of saffron was published on June 8th. The deadline for applying was July 9th; more information on this activity will be included in the next report.

#### ***Sa-5-2012 Award grants to implement initiative Sa-2 - Supervising Grantee [only if Sa-2 does materialize].***

Activity cancelled. Activity Sa-2-2012 did not take place so the additional hectare envisaged did not materialize. It was felt by the NOA management that direct supervision by NOA TA was the ideal method of supervising this value chain.

#### ***Sa-6-2012 Provide TA from Ms. Lage to producers on harvesting techniques, post-harvest handling and drying in Nov. 2011.***

A short home-based assignment was substituted for the STTA assignment in which she prepared a manual on saffron harvest and postharvest procedures. The manual has been translated, distributed to growing grantees and posted on the Program's website.

**Sa-7-2012** *Provide TA from Ms. Lage to producers and local laboratories during the planting of new plots - Jun/Jul 2012.*

Details of Kosovo’s production, including the analysis details that were obtained from laboratories in Morocco and France as well as the Peja Institute, were sent to potential buyers identified in the past year. (see detailed results in Sa-10-2012 below)

**Sa-8-2012** *Organize Study Tour to saffron production centers in Spain for growers and traders.*

This activity was cancelled because participants were refused visas for Spain and Morocco.

**Sa-9-2012** *Identify equipment upgrades necessary at Kosovo laboratories to build capacity for saffron quality testing.*

Tests were conducted by the Peja Institute, France and Morocco and discovered that there was no need to proceed with any other lab building capacity – KIA was able to produce some very consistent results and is therefore well suited to future saffron quality analysis work.

**Sa-10-2012** *Support the cost of quality testing in-country or abroad as part of the support to growers and/or local laboratories*

Analysis was performed by KIA (Kosovo Institute for Agriculture); a laboratory in France suggested by Mr. David Guilloux, a French exporter of Kosovo saffron; and at a research institute in Morocco. Analyses were performed following the Standard ISO/Ts 3632-2, or equivalent. Saffron samples were taken from the Program’s grantee “Agrocelina”. Test results indicated the samples were of a high quality. [1,180 grams of saffron was harvested in 2011].

Characteristics	Marocco		KIA			LABORATOIRE DE MARSEILLE - France	
	Test Methods According to ISO/TS 3632-2-2003 Saffron (Crocus sativus L.)		Value	Test Methods		Value	Test Methods
	Value						
Moisture and volatile matter content	11.9	Max 12 (Mass fraction) %	11.9	Max 12	01.ISO 3632-2	12.5	NF ISO 3632-2 i/c V 32-120-2
Total ash (mass) on dry matter %	4.2	Max. 8	4.9	Max 8	01.ISO 928 & ISO	4.6	NF V 03-403 IDT. ISO 928
Acid-insoluble ash (Mass fraction) % on dry matter	0.5	Max. 1	0.12	Max 1	01.ISO 3632-2	0.1	NF ISO 930 i/c V 03-405
Solubility in cold water			56	Max 65	01.ISO 941		
Crocine, (E1% 1cm 440 nm on dry matter)	214	Min. 190 for category I	198	Max 190	01.ISO 3632-2	170	NF ISO 3632-2 i/c V 32-120-2
Picrocrocine, (E1% 1cm 257 nm on dry matter)	109	Min. 70 for Category I	101	Max 70	01.ISO 3632-2	94	NF ISO 3632-2 i/c V 32-120-2
Safranal, (E1% 1cm 330 nm on dry matter )	34	Min. 20- Max. 50	28	20-50	01.ISO 3632-2	20	NF ISO 3632-2 i/c V 32-120-2

Comparison of laboratory analysis results for Kosovo saffron.

**Sa-11-2012** *Build linkages between potential buyers and saffron producers in Kosovo*

Through email exchange, a company based in Atlanta, USA, is interested in Kosovo produced saffron. The company has been informed about Kosovo saffron and has been provided with the contacts of the saffron producers and the results of quality analysis. The company informed one of the Program’s producers that they were interested in lower quality and lower priced saffron.

**Challenges**

- Weed control is an issue with Saffron requiring grower attention.
- Rodent control. It has been noted that rats and moles are a real threat to Saffron production.
- Grower awareness for new crop saffron production.

**Activities Planned for next Quarter**

- Selection of at least 2 new saffron growers – to include one high altitude producer.

- Planting of 0.8 hectares of saffron with new GG's
- Training on saffron plantation establishment with new growers.

### 1.3 CROSS CUTTING THEMES

#### 1.3.1 Environmental Compliance

The Program completed submission of all Environmental Reports (ERs) for all grants awarded to date which were considered as negative determination with conditions. A total of 40 ERs have been submitted covering 120 farms.

***EC-1-2012 Conduct training in four locations to create awareness and build capacities re GlobalGAP, IPM and SUP of pesticides.***

Five, day-long introductory trainings on “GlobalGAP and Safe Use of Pesticides” were held in Prizren, Gjilan, Vushtri, Peja and Prishtina where 172 participants attended. RTK’s TV show “Bujku” recorded the last training in Prishtina and aired the recording the following weekend on its weekly show. As a result of this activity understanding about the GlobalGAP certification criteria has been broadened and the importance of using less toxic pesticides and applying other tools for managing pests and diseases was understood. One spraying service provider has requested support as a possible NOA grantee that could provide spraying and record keeping services for apples in Decan region.

***EC-2-2012 Set up an Environmental Committee and develop Pest Monitoring Plans for crops with which the Program is working***

The six IPM manuals (for apples, table grapes, strawberry, raspberry, gherkins and lettuce) produced by the Environmental Committee have been printed in 3,000 copies. The distribution was as follows: 600 copies have been distributed to the NOA beneficiary farmers and supervising grantees; 600 copies to MAFRD –Extension Service/Municipalities; 120 copies each have been distributed to MAFRD-Plant Protection Department and to Helvetas who contributed in the development of these materials; 600 copies to the Faculty of Agriculture and 600 copies to the Vocational Agricultural Schools.

***EC-3-2012 Engage a STTA to plan, prepare materials for, and deliver a four day train-the-trainers workshop on SUP and EP***

19 trainers have been certified by the program [Dr.Alan Schroeder and Dr.Fadil Musa] to deliver training on SUP and EP based on USAID requirements. Those trainers are already providing trainings to the program farmers and can be considered as trainers for the future stages of the program. The list with the names of trained people has been forwarded to The USAID Young Entrepreneurs Program and other USAID projects which are interested in engaging local trainers to conduct trainings on SUP and EP.

***EC-4-2012 Develop and conduct training modules to increase farmers’ knowledge through repeated trainings on SUP and IPM***

During April, local consultant Dr. Fadil Musa conducted the field crop-specific trainings [for apples, table grapes, strawberries, raspberries, lettuce and gherkins] for supervising grantees and farmers. These training were arranged at the farms of the growing grantees for the six targeted crops. These trainings have provided the input for the regular Buyku Agricultural show. Training for blueberries and asparagus has been the subject of separate trainings held by STTAs.



The supervising grantee IADK conducting the IPM training for strawberry growers.

**EC-5-2012**      **Ensure “supervising” grantees deliver trainings in SUP, IPM and EP to “growing” grantees.**

Supervising grantees, their IPM lead and the NOA supported agricultural graduate interns have delivered trainings on Safe Use Pesticides (SUP), Integrated Pest management (IPM) and Environmental Protection (EP) to growing grantees they supervise. Trainings were conducted in groups of 2-4 farmers from the same region or individually for those who couldn't participate in the group. The goal is that all the growing grantees receive training on SUP, IPM and EP. Trainings are ongoing and will continue into the next quarter.

**EC-6-2012**      **Award grant(s) to local service provider(s) to provide a crop spraying service for apple and table grape associations.**



The set of the PPE delivered by the Program to growing grantees and the metal lockable cabinet for pesticides purchased by farmers.

Grants have been awarded to four local companies for providing spraying and record keeping services for table grape vineyards and apple orchards. The program will work closely with representatives of the companies that have been trained according to the NOA requirements and will ensure that they have the necessary instructions about operation of the new equipment which will be delivered by the fourth week of July. The grants were distributed in the following regions: Suhareka, Decan and two in Rahoveci area. The program has purchased in total 100 sets of PPE. 53 sets have been distributed to NOA beneficiary farmers growing lettuce, gherkins, apple, table grapes. The distribution continues for farmers growing asparagus, saffron,

blueberries and raspberries. The distribution of this equipment is in accordance with the Program's commitment to promote the use of PPE including exploring ways to subsidize or cost-share PPE.

**EC-7-2012**      **Engage STTA Alan Schroeder/Fadil Musa to write an addendum to the PERSUAP addressing stone fruits and pears**

The Program continues to check regularly with MAFRD for new pesticide registrations. Based on the consultants suggestion, the Department of the Plant Protection/ MAFRD has been advised to add to the Kosovo List of Plant Production Products the column on pesticide “class” (e.g. organophosphate, carbamate, synthetic pyrethroid etc. for insecticides; sulfonylurea, dinitroaniline, chloroacetanilide, etc. for herbicides; azole, strobil, sulfamide etc. for fungicides) for managing pesticide resistance. That would be helpful for the farmers themselves and to the Ministry extension staff to see alternative types of chemicals to rotate to if the PMP shows alternative chemicals advisable for each crop-pest combination. It was also noticed that some pesticide types are mis-labeled, as are some of the pesticide "producers" in the List. The Department has welcomed the comments and suggestions and will take the necessary measures to take corrective action. NOA will continue to work with the Department in the next quarter.

### Additional Achievements

- Program has awarded a grant to Helvetas ICK to implement the project “Monitoring and training on Apple Integrated Production”. The 60 apple growers from different regions throughout Kosovo are being monitored by four advisers and four students; they will be trained to implement integrated production criteria as a potential basis for premium payments by the buyer, MOEA. This is an ongoing activity and results will be reported in the next quarterly report;
- 118 participants participated in 10 events organized by the program on IPM and SUP.

### Challenges

- Ongoing awareness creation of the importance of the PERSUAP process within the team and with grantees and collaborating farmers.

#### ***Activities Planned for next Quarter***

- Continue with monitoring and training on apple Integrated Production process.
- Ensure all growing grantees receive trainings on SUP, IPM and EP by supervising grantees.
- Environmental due diligence for planting saffron corms and asparagus in new selected demo plots.
- Purchase of four dusters and four air-blast spraying units (by EU standards) and distribution to the four local companies delivering spraying and record keeping service for table grape vineyards and apple orchards, initially in Rahovec, Suhareka and Decan.
- Introduce new technology by purchasing appropriate systemic herbicide application units for weed control, initially at the raspberry orchards.

### **1.3.2 Improved food quality and safety**

#### ***QS-1-2012 Engage an international HACCP consultant to deliver trainings and introduce food safety standards.***

The activity was completed in the previous quarter in February. Companies engaged in this activity have received very good information and started to implement some of the steps to ensure quality standards, specifically those required for HACCP certification, in their processing facilities.

#### ***QS-2-2012 Provide TA related to fruit processing equipment, food technology, safety and security and VC linkage development.***

NOA continues to support a narrow list of food processors engaged in fruit and vegetable processing to enhance their food safety processes. Early in Q4 a FtF volunteer will support these processors.

#### ***QS-3-2012 Provide TA related to vegetable processing equipment, food technology, safety and security and VC linkage development.***

As detailed in previous reports, the program has had difficulties in finding suitable candidates in the region to conduct the required technical assistance. With home office assistance, a USA FtF F&V expert Mr. Bill Schafer was identified as an appropriate resource to accomplish both activities [QS-2-2012 and QS-3-2012] proposed in this year work plan. The Scope of Work for this activity has been revised, field visit itinerary has been prepared and the proposed FtF expert is approved. Expert support will be oriented toward processing equipment, food technology, food safety and security and value chain linkage development at local processing companies such as: ABI, Ask Food, Frutomania, Koral, Mib Trade, EuroFood and Supermix. The work will be performed during Q4.

#### ***QS-4-2012 Organize a Study Tour to a food processing trade show in Turkey to gain new knowledge of equipment needs.***

Due to contacts made during this previously executed activity, one of the processors (ABI & Elif) has purchased equipment for vegetable processing (worth 200,000 Euros) from Goztepe company which was visited during this study tour. Another result of this visit was that OSA Termosystem in Kosovo has approached the program and offered to produce gherkin sizing machine locally. In the meantime, the company has started to think about producing other post-harvest equipment for the growing fruit and vegetable industry in the country.

#### ***QS-5-2012 Organize a Study Tour through MASHAV to Israel to study phytosanitary controls and monitoring.***

This activity has been canceled because of lack of interest from MASHAV.

### **Additional Achievements**

- **HACCP consultant introduced food safety standards in short training for NOA staff**

During the first week of April, NOA staff was introduced to food quality standards by Mr. Vladimir Kokarev. This HACCP expert also presented observations from his engagement in the previous quarter including the nature of assistance provided, results obtained, problems encountered and recommendations for follow-up work. His view was that improving procedures, which will eventually lead to HACCP certification, will be a very important aspect of the development of the food industry in Kosovo. This training had a very positive impact and helped increase the knowledge of technical staff on quality issues. Each NOA processing client has now a better idea of HACCP requirements and the necessity of progressing to certification.

- **Food Safety Standard technical support for new processing plant companies**

Fruit and vegetable processing companies “Abi&Elif” from Prizren; “Koral” from Fushe Kosova and “As Promet” from Leposavic are constructing and adapting new processing plants. They required technical advice from our program related to proper processing equipment for their production and advice on construction plans based on HACCP standard requirements and utilities management (water, electricity, sanitation). After field visits and evaluation of the existing situation and needs, the team agreed on the engagement of a HACCP/STTA expert that will support them in addressing the above-mentioned issues. With the aim of local capacity building during the work in the field, STTA was accompanied by two local consultants engaged by NOA.

A number of joint field visits to identified processing companies were identified while existing processing plant plans were received and corrected plans prepared and submitted to the companies. GHP (Good Hygiene Practices) trainings for staff involved in the processing operations were delivered including important information and materials. At the end of the assignment, achieved results will be evaluated and the need for further support will be assessed. This activity is ongoing and all three customers are satisfied with provided assistance to date. Final outcomes will be early in Q4.

- **Award Grants in order to improve Food Safety Standards at the existing processing plants**

The Program has received two unsolicited concept papers from two processing companies, ASK Foods and Sole Kosova (Koral) requesting support for equipment that would enable enhancement of food safety and hygiene within these companies. The Grant Agreement with ASK Foods involves a new automatic jar filling machine, which will eliminate hand filling of the jars. This grant has been approved during this quarter. Its implementation will be completed in the next quarter. The other application received from Sole Kosova (Koral) involves autoclave (which does sterilization and pasteurization of the processed fruits and vegetables) and is expected to be approved by USAID in July.

- **Short Course on Post-Harvest Technology - 18-29th of June - UC Davis, California**

NOA financed attendance for four participants at a two-week course on Post-Harvest Handling at the well-known University of California, Davis, USA. Three participants were young professionals from local companies interested in gaining more knowledge on post-harvest issues: ASK Foods, Frutomania as fruit and vegetable processors and Agrovizioni, one of the main fruit producers that has already built cold storage for fruits and vegetables. These participants were accompanied by Fatmir Selimi, NOA DCoP. The quality of the training and professors was excellent and all four participants benefited from this course. Some of the findings and conclusions according to participants are:

- Water and irrigation is the main limiting factor for fruit and vegetable production in Kosovo,
- Organizational management is the key to success for USA companies while in Kosovo, organization management is still weak,

- There is a lack of labor to work in agriculture and agribusiness as one of the problems for both countries,
- There are opportunities for improvisations for different cooling technologies so cooling of products can be simplified in Kosovo,
- More tests and analysis of fruits during harvest are required and
- Finally, the program has to work more on harvest and post-harvest handling to demonstrate to farmers the benefits of improved handling through practical infield activities.

### **Challenges**

- Program has had difficulties in locating a suitable regional F&V processing STTA expert to conduct the required technical assistance to local processors. Unable to find it in the region, our program decided to look for it in the US. The expert is identified and the work is expected to be completed in the next quarter.
- Insufficient number of locally trained personnel for practical implementation of Food Safety Standards.

### **Activities Planned for next Quarter**

- Post-harvest training proposed for late September will address the following topics: Maturity Indices (color, firmness, brix - sugar content, and starch content); proper harvesting practices (use cotton gloves, harvest when cool, keep fruit in the shade, cool apples quickly, harvest when fruit surface is completely dry, minimize handling, avoiding bruising, wounding, decay); field packing for fresh market; cold storage (cooling, humidity control, ethylene control, smart fresh application); grading, sorting and packing.
- The following promotion field days will be organized during next period: Wild fruit processing company “Eurofruti” from Mramore, apple production company Dielloni from Viti, gherkin collection centers “Agroprodukti” in Viti and “Shala Product” in Suhareka and fruit and vegetable processing company “Ask Foods” from Gjilan.
- Identification of potential processing companies interested in implementation of Food Safety Standards, GHP, GMP, traceability systems or other technical advice related to these issues.
- Identification of potential producers interested in implementation of GlobalGAP (Good Agriculture Practices) or other technical advice related to record keeping.

## **1.3.4 Increased and Affordable Finance**

***AC-1-2012 Assist MAFRD to organize Workshop at which donors will present their funding programs to the ag. community.***

Donors are working under the coordination of MAFRD to organize this activity.

***AC-2-2012 Develop consultants specializing in writing large scale grant applications.***

EC Rural grant scheme was opened from March and closed on May the 30th. After the training provided in the previous quarter NOA DCoP continued to advise our customers on certain issues regarding the grant applications. The main support was provision of information and documents that are relevant for the application. The following customers or their consultants were assisted: ABI&Elif 19 from Prizren, EuroFood - Prizren, ASK Food - Gjilan, Koral - Fushe Kosove and Fungo FF - Kamenice.

***AC-3-2012 Train 25 of the best students from the Public Agricultural Faculty in the basics of agricultural finance***

The training was completed for 28 students in collaboration with consulting company AFAS. Training covered the basics of agricultural finance. Students participating in this training were very satisfied with

the quality of training. All students participating in the training spent at least two months as interns in various financial institutions in Kosovo.

**AC-4-2012**      *Manage extended internship of AFAS-trained students working on NOA project.*

The program decided to select the 7 best students (from the above-mentioned activity) and engage them in program activities. Three of these students are currently working regularly on the project on different tasks supporting program activities and four students are engaged on a part time basis on a project related to IP monitoring of apples managed by IC Helvetas.

**AC-5-2012**      *Develop/implement a program for training farmers in modern financial management skills.*

This activity was scheduled for completion by the end of February. An RfA for a grant application only generated three submissions, two of which were inadequate. The third was excessively expensive and failed to appreciate the level of training necessary. Since Intercooperation Helvetas, a subcontractor of NOA, was a partner in one of the submissions, and the more experienced offeror, the Program decided to award the work to IC Helvetas (formerly IC Kosovo) as an amendment to their subcontract. Finally IC Helvetas withdrew from this activity due to other commitments. This activity has now been postponed for next year work plan.

In the meantime, for the purpose of having initial cost of production, focus groups were organized with Value Chain representatives to discuss the costs and prepare simple basic cost of production. The team is also coordinating its activities with the newly created Economic Analysis Unit at MAFRD.

#### **Additional Achievements**

- **Bank Training Program - PCB**

NOA organized training on Horticulture sector development in Kosovo with a focus on NOA crops. The training was provided to ProCredit Bank. Approximately 100 PCB Agro Lenders, Branch Managers and Risk Management staff attended. The aim of the training program was to inform loan officers on recent trends in Horticulture development in order to encourage investment in new crops/varieties and technologies which are promoted by NOA project. MAFRD was also part of the training program and shared with Bankers the MAFRD strategy and grants/subventions program for 2012. Feedback from Bankers was very good both about NOA and MAFRD activities and plans. Bank officers expressed their interest to participate in NOA's field days in the future.

- **Access to finance facilitation**

A meeting was organized at NOA premises to facilitate access to finance between PCB and the 4 biggest medical and aromatic processing companies: Agroprodukt-Syne, Fungo FF, Hit Flores and Euro Fruti.

The issue of pre-financing their collection centers has become a major obstacle in this business causing too much burden for 4 main processing companies. Therefore they want to involve banks in financing their 50 suppliers/collection centers. PCB was very open and flexible regarding the provision of their expertise and assistance. It was agreed that the 4 main companies will initially talk to their suppliers and organize a joint meeting with PCB with NOA facilitation. In addition, each of these companies will address their financing needs to PCB.

- **Organization of Study Tour to Bulgaria jointly with ProCredit Bank**

Through the USAID office, NOA was approached by PCB in Kosovo to discuss possibilities of collaboration. One of the ideas developed by the bank was to organize a joint study tour to Bulgaria where some of the main players in the agriculture sector could learn from the Bulgarian experience, develop business linkages with agribusiness companies and learn about opportunities in the sector through business ideas already developed in Bulgaria. It was agreed that the visit will take place in September and the program will be part of organization and contribute financially.

## Challenges

- Provide correct information to farmers and investors interested in the sector to involve more farmers in the sector
- Work with Banks to provide better loan terms and conditions to their clients ( lower interest rates, new dedicated products for Agriculture, flexible payment plans, higher grace period, etc)

## Activities Planned for next Quarter

- Organize Study Tour to Bulgaria jointly with ProCredit Bank
- Dissemination of the information on investment costs for program value chains to other interested stakeholders
- Continue collaboration with Financial Institutions in Kosovo especially in light of the proposed DCA activity

## 1.3.5 Linkages along the Value Chain

### ***LVC-1-2012 Co-finance collection centers interested in procuring technical assistance for their producers/suppliers.***

The Program approached collection centers involved in the collection of gherkins to discuss possibilities for co-financing the provision of technical advice to producers - their suppliers of gherkins. Since another project had already started discussions with them regarding donating 50% of seeds costs combined with advisory services, the Program decided to postpone this activity until next year.

### ***LVC-2-2012 Link large buyers/ supermarkets to collection centers by organizing exchange visits***

In the process of developing linkages for gherkins between collection centers and market actors - processors and supermarkets- the program facilitated visits of five collection centers to processors - "ABI", Prizren; "Koral", Prishtina, "ASK Foods" Gjilan and "EuroFood" Prizren and Supermarket "ETC" and traders "FatosiCom" from Prishtina and "Lirimi Company" from Prizren. As a results of these meetings, over 150 tons of gherkins have been sold up to the end of June.

### ***LVC-3-2012 Develop inventory of specific production capacities of individual processors and assess their needs for production.***

This activity will be performed with assistance from student/interns during next quarter and as part of an assessment of needs of processors. It will also be part of next year's work planning process.

## Additional Achievements

- As a result of the program's engagement in the creation of linkages between farmers, processors and market actors, during this quarter, in total € 151,875 (\$ 190,254) sales have been generated;
- During the FY2, 84 contracts have been signed whereas, in comparison, 8 contracts were signed during FY2Q3 . 84% of our year 2 target has been achieved;
- Novi Sad Fair is one of the most important fairs in Balkan region. The 79th International Agricultural Fair, at the Novi Sad Fair, took place from 12th - 18th of May 2012. A group of 24 Program's clients including three staff members had a 3-day visit to the Novi Sad fair. The purpose of the visit was to provide an opportunity to the Program's clients to get know trends of the horticulture sector in Balkan region as well as to establish or re-new linkages with the regional actors in the horticulture sector.

- 5 different events with 66 participants have been organized related to market linkages; study tour to Novi Sad [21 participants], three B2B meetings [24 participants] and round table meeting [21 participants].

### 1.3.6 Marketing Kosovo's Products

#### ***MKP-1-2012 Advise and support Kosovar participants on pre-fair attendance preparation***

This activity was completed during the previous quarter and will be critical to future attendance and form part of NOA support in future years.

#### ***MKP-2-2012 Engage a fresh F&V retail marketing specialist to organize a series of workshops tailored to the retail sector managers***

During our visits in supermarkets we have observed that fruit and vegetable sectors are not properly managed and losses are significant. In order to improve management capacity of the retail sector and marketing of fresh locally produced fruits and vegetables, NOA is planning to engage one consultant to train these managers on best handling and managing practices. This will form part of the Year 3 work plan.

#### ***MKP-3-2012 Work with supermarkets to give dedicated shelves for domestic products to ensure better exposure.***

In order to increase customer awareness about local processed F&V, NOA designed and produced dedicated shelves for local products exposure in supermarkets. A round shelf was designed with the shape of traditional table "Sofra". In total, 27 shelves were produced and distributed to the six biggest supermarket chains in Kosovo : **ETC** – 7 branches, **Albi**- 7 branches, **Viva Fresh**- 4 branches, **Maxi** – 2 branches, **City park- ERA** -2 Branches and **Interex** – 1 branch. Two sample shelves are placed at NOA and MAFRD offices. Recently ABI from Prizren requested one of these units.

Shelves are permanently exposed at the above mentioned supermarkets. Eleven local processors are represented with their products on these shelves. Processors are required to intensify their direct promotions at the supermarkets where these shelves are placed. The dedicated local products shelf will be a referral point for local products promotions. The whole activity is branded with the MAFRD campaign "from our land to our table". Hangers, footstep, flyers and pop ups with the same motto are installed in supermarkets to emphasize areas where the shelves and local products are placed.

A cocktail launching event was organized at the end of April to celebrate the launch of the campaign, and provide an opportunity for USAID, MAFRD and the NOA program to thank the representatives of supermarkets and processors for their contribution in promoting local products. The program features in the ongoing MAFRD publicity campaigns.

#### ***MKP-4-2012 Organize promotions in frequented streets and shopping centers, to promote locally-produced F&V***

In order to increase customer awareness for local strawberries and create market opportunities for local farmers, a week of promotional days was organized in Mother Teresa Boulevard (12-14 June 2012). The activity was initiated by NOA and ultimately supported by MAFRD and IADK. Responsibilities and costs were shared among partners and excellent results were achieved. Over four days of promotion 6.7 tons of Strawberries were sold totaling 13,535 EUR . The 15 biggest farmers participated from all over Kosovo. More than 10,000 customers approached the event and their feedback about the products was excellent.

The media coverage was excellent following the activity results each day. Many new sales contacts were reached, and farmers evaluated the activity with the highest grades and were very willing to participate in next year's similar events.

Farmers recommendation: Similar promotional and sales events have to be organized from 25th of May until the beginning of June in order to reach farmers with varying seasonality ( different regions have

different peak season). Possibility of organizing the events in other large towns and places has to be considered.

### **Challenges**

- Maintenance of dedicated shelves for local products is becoming a problem especially with a few supermarkets ( ETC and Interex). Therefore NOA will work on developing a solution, by engaging a company for shelf arrangement and ask local processors to pay for such service .

### **Activities Planned for next Quarter**

- Blackberry Promotional activity- 5 days of sales promotion on Mother Teresa Street (July).
- Lettuce Promotional activity - promoting new lettuce varieties, organize tasting of different recipes and lettuce varieties. Invite chiefs from biggest Kosovar Hotels and Restaurants to participate in this activity (mid-September) to create market demand and introduce them to lead farmers.
- Follow up with shelf maintenance, and organize research at supermarkets to find out if shelves have had any impact on customers awareness or decision to buy local products ( processed F&V)

## **1.3.6 Outreach and General**

### ***OR-1-2012 Continual development of Program website including success stories, reports, manuals etc.***

- Between period April-June 2012, 53 events have been organized by the program, totaling over 939 participants of which 864 participants attended program's trainings and open field days;
- Total number of farmers trained during FY2 to date is over 1,624 people - 108% of the target planned for FY2, have been achieved;
- It is important to add that, since the start of the program, a total of 137 events have been organized, where over 2,850 participants were present in program sponsored events, of which 8% were women and 3% were from minority group.

### ***OR-2-2012 Produce a monthly Newsletter.***

- One issue of the Project Newsletter was printed every month covering success stories and interesting developments summed up in articles. The newsletters were printed in 1,230 copies and sent to our program stakeholders on hard copy. In addition to the hard copy, the newsletter was emailed to 280 other stakeholders every month and published in the website where it was downloaded 122 times.

### ***OR-3-2012 Produce bimonthly shows for BUJKU***

- During the past three months there were six Bujku shows recorded. They contributed to farmers by answering technical and informational questions. All Bujku shows were converted to an online format and published on our website and on YouTube. Altogether they have more than 3,000 views to date.

### ***OR-4-2012 Edit and format all the publications and presentations produced by our technical staff***

- 3,000 IPM Manuals were produced, designed, edited, proof-read, printed and distributed.

### ***OR-5-2012 Organize an Investment Promotion Meeting related to agriculture in collaboration with MAFRD.***

- The Program will organize an *Investment Promotion Meeting* related to agriculture in collaboration with the Ministry of Agriculture, Forestry and Rural Development (MAFRD), Investment Promotion Agency of Kosovo (IPAK) and other stakeholders in order to attract more investments in the sector. All the preparations for this event have been made at this time.

**OR-6-2012**      ***Provide support and seed money to MAFRD's promotional campaign "From our land to our table".***

- The Program entered into the necessary contracts for realization of the 2nd advertisement regarding promotion of local products on behalf of the campaign "From our Land to our Table". (Available at <https://vimeo.com/44871863>.)

**Additional Achievements**

- Keeping the web site current – 17 new articles this quarter alone keeps interest high.
- All the publications were published on the website, resulting in an average number of 40-50 visitors a day.
- Strong public relations were established during all the activities of "From our land to our Table" campaign.

**Challenges**

- There were some difficulties managing the Bujku shows because of the separate editing team where we had little access. In this case, we hired a new editor who will come every two weeks and do the editing of Bujku shows in site. This is working very well and the quality of the shows has improved significantly.

### **1.3.7 Improved Coordination within the Agricultural Sector**

**IC-1-2012**      ***Donor Coordination***

The SAM has spent considerable time working with the donor community to support harmonized support to MAFRD activity. Recent emphasis has been placed on developing a training venue for the developing agricultural Extension unit. Progress has been made in harmony with the Norwegian Ministry of Foreign Affairs, Ministry of Education, Faculty of Agriculture, German GIZ and the Lipjan training facility under the management of the Lipjan Municipality. Likely resolution will be achieved early in Q4. The SAM worked with Japanese JICA to coordinate restructuring of the Kosovo Institute of Agriculture in Peja.

**IC-2-2012**      ***Institutional Development***

The SAM continued during this quarter to emphasize the role of the Economic analysis unit and to support their development of appropriate cost of production models for target crops. The EAU has received training in cost modeling and has participated in producer interviews to validate assumptions. The EAU has developed grape and apple cost of production as well, conducting market research for open field grain crops as a basis for developing decision making tools for MAFRD subsidy and grant programs. As part of the ongoing work to develop an agricultural extension program, the SAM has discussed the proposed staffing alternatives with 30 mayors and their agricultural staff. More than 80% of the municipalities have agreed in principle to the reassignment of their staff to the ministry. MAFRD leadership is still working towards the formalization of the staff reassignments through relevant ministries.

**IC-3-2012**      ***Capacity Building***

As part of the ongoing effort to build capacity within the ministry – with special regard to the extension service, the SAM and MAFRD leadership agreed to support a delegation of extension orientated staff to attend a two-week Cochrane training on extension service provision in the US. The SAM additionally has developed options for the Minister of Agriculture and his delegation to attend the Iowa National Fair and meet senior thought leaders in agriculture in the USA.

**IC-4-2012**      ***Support to NOA Program***

Increased attention has been paid to working more directly with the NOA team and assisting them to increase collaboration with MAFRD senior management. In this way, they will be able to harmonize work plan development for the 3<sup>rd</sup> work plan year, ensuring that grant and subsidy program support are in line as far as possible with NOA and USAID objectives. The Sam has additionally been working with the NOA CoP to develop suitable options for proposed US FORWARD proposals.

### **Challenges**

Working with the MAFRD team raises specific challenges. Of note is the fact that beauracritic decisions take far longer than anticipated. This has been especially noticeable with the development of the new agricultural extension program where multiple ministries are involved.

\* Number reported for the indicator is Cumulative

\*\* Please refer to **Annex** for detailed list of technologies introduced since the start of the program.

# ANNEX I: PROGRESS ON PMP INDICATORS

*Reported on a Quarterly Basis.*

Indicator	Descriptor	Unit	FY2 Target	Results FY2 Q3	Result	Variance
IR1.2	Value sales resulting from linkages created between farmer, processors and traders as result of USG assistance	\$	\$1.6M	\$190,254	\$411,455	26%
IR1.3	Number of farmers engaged in target value chains as a result of USG assistance	Number	600	857	857*	140%
IR1.4	Number of participants in study tours, B2B, market investigation and trade shows	Number	60	45	97	160%
IR2.2	Value of Sales /purchases from smallholders for products as a result of USG assistance (FACTS)	Number	\$2.5M	\$240,124	\$545,623	22%
IR2.3	Number of new technologies and/or management practices introduced as result of USG assistance	Number	6	-	112**	-
IR2.4	Number of individuals trained in agriculture productivity through USG assistance (FACTS)	Number	1500	864	1624	108%
IR2.6	Number of firms receiving USG assistance to invest in improved technologies (FACTS)	Number	5	11	15	300%
IR2.9	Number of farmers receiving new varieties (including new crops) as result of USG assistance	Number	40	-	76	190%
IR3.4	Number of local food inspectors trained	Number	20	-	13	65%

Indicator	Descriptor	Unit	FY2 Target	Results FY2 Q3	Result	Variance
IR4.1	Value of lending of program customers for targeted crops and products as result of USG assistance	\$	\$500K	-	-	-
IR4.3	Number of SMEs receiving USG (NOA project) assistance to access bank loans or private equity (FACTS)	Number	15	-	-	-
IR4.4	Number of producers in target value chains receiving assistance to access credit	Number	100	-	34	34%
IR4.5	Value of grants issued for value chain operators of target crops and products, as result of USG assistance	\$	\$1.1M	\$126,109	\$225,886	23%
IR4.6	Number of program customer receiving grants as result of USG assistance (including IIF)	Number	105	11	12	12%
IR5.3	Number of donor, GOK and agriculture sector roundtables or other events facilitated by NOA	Number	12	4	36	300%

# ANNEX II: LIST OF NEW TECHNOLOGIES INTRODUCED IN NOA VALUE CHAINS TO DATE

Apple	Table Grape	Strawberries	BlueBerries	Raspberries	Blackberries	Gherkins	Lettuce	Aparagus	Saffron
Prebodied feathered trees	Pruning	Irrigation	Plantation Establishment	New Trellesing System	Drip Irrigation	Sizing Machine	Micro Spraying	New Crop	Crocus Corms Sativus Variety
Pruning	Modified Trellesing	Fertigation	Wood Clips Mulching	Fertigation		Trellesing System	Plastic Mulch	Underground Drip Irrigation	Planting&Cultural Care
Trellesing	Single Guyot	Plastic Mulch	Fertigation	Drip Irrigation		Fertigation (Venture Type)	Tray Seedling Production	Seedlings/Crown Production	Harvesting Techniques
Apple Drip Irrigation	Shoot Thinning	Strawberry IPM	Irrigation	Mankar Sprayers (Weed Control)		Plastic Mulching	Continues Successive Planting	Transplanting	Drying
Advanced Fertigation system	Cluster Thinning	New Nursery Propagation	Nursery Propagation	Cover Crop with rotation,rape seed, buckweed		Drip Irrigation	Rucola cultivate	Crop Production	
Humidity Control	Berry Thinning	Albion Variety	Soil Acidification	Cane Pruning		Open Field Production	Grazia	UC 157 F1 Variety	
Tree Training System	Y trellesing	Honeoye Variety	New Crop Introduction	Pruning of primary Canes		Mirabelle Variety	Venicia	Jersey Giant Variety	
Panel Insulation System	Drip Irrigation		Duke Variety	Pollka Variety		Miranda Variety	Tatiana	Depally Variety	
Anti Hail	Fertigation System		Blue Crop Variety	Tulleman Variety		Gallina Variety	Gaugin RZ		
High Density Fruit Orchards	Planting Distances		Elliot Variety	Nova Variety		Zatmir Variety	Dagama RZ		
Apple IPM	IPM		Legacy Variety	Autumn Bliss Variety		Bereg Variety	Beldy		
Red Chief Variety	Red Globe Variety						Ezteban		
Fuji Kiku 8 Variety	Crimson Seedless Variety						Ezra		
Gala Variety							Bijou		
Fuji Full Brax Variety							Alanet		
Golden Rainders Variety							Sadavi		
							Palosta		
							Primafin		
							Bacio		
							Jabeque		
							Manavert		
							Expression		
							Papiro		
							Seagull		
							Saula		
							Botiola		
							Contessa		
							Sartre RZ		
							Saigon RZ		

# ANNEX III: GRANTS SUPPORT MONITORING

Purpose/Description	Total Amount €	USAID approval	Start Date	End Date	Amount Disbursed	Land Area - if applicable (ha)	Actual/Expected Achievements	Follow-up Activity, if any
Hail Protection Kravarica	€ 36,370.00	12-Jul-11	21-Jul-11	31-Dec-11	€ 0	2.5	Fewer apple crop lossess	Close out grant
Training and Internship program for the Best Agriculture Faculty	€ 26,250.00	14-Nov-11	14-Nov-11	14-May-12	€ 26,250	n/a	25 graduates trained	Finished
Irrigation systemm and fertigation 10 ha	cancelled							
Construction of hail protection	€ 36,070.00	13-Jul-11	6-May-11	21-Jun-12	€ 46,883.44	3.5	Fewer apple crop lossess	Purchase In-Kind materials
Installation of Fertigation System and Fruit Tree and Ornamentals nursery	€ 8,300.00	7-Jul-11	15-Jul-11	14-Jun-12	€ 8,000	7.0	Imp'd quality/ reduced costs	Finished
Anti Hail system for 6.Sha	€ 48,500.00	27-Oct-11	1-Nov-11	31-May-12	€ 49,563.32	4.0	Fewer apple crop lossess	Monitor
Kosova's Golden Spice	€ 41,250.00	15-Jul-11	21-Jul-11	31-Oct-11	€ 36,975	1.9	730 gr.	Finished
Modernization of Gherkin collection and building of collection capacities for fresh	€ 19,200.00	6-Jul-11	22-Jul-11	30-Sep-11	€ 19,200	n/a		Finished
Saffron Cultivation in 0.5 ha	€ 13,750.00	6-Jul-11	21-Jul-11	30-Jun-12	€ 12,325	0.5	450 gr.	Finished
Anti Hail system for 2 ha	cancelled							
HACCP requirements	€ 29,650.00	28-Oct-11	1-Nov-11	29-Mar-12	€ 29,080	n/a	Preparation for HACCP	Finished
Cooling storage for apple and pears	€ 16,689.00	1-Nov-11	3-Nov-11	30-Mar-12	€ 13,932	n/a	Improved apple storage	Reimbursement of expenses for cooling storage
Apple Supervision	€ 33,400.00	8-Nov-11	1-Dec-11	31-Oct-12	€ 17,000	n/a		Supervise planting activities
Apple growers	€ 16,478.00	22-Nov-11	1-Dec-11	31-Oct-12	€ 16,320	1.0		Monitor apple cultivation
	€ 16,478.00	11-Nov-11	1-Dec-11	31-Oct-12	€ 16,320	1.0		
	€ 16,478.00	22-Nov-11	1-Dec-11	31-Oct-12	€ 16,320	1.0		
	€ 16,478.00	17-Nov-11	1-Dec-11	31-Oct-12	€ 16,320	1.0		
	€ 16,478.00	22-Nov-11	1-Dec-11	31-Oct-12	€ 16,320	1.0		
	€ 16,478.00	18-Nov-11	1-Dec-11	31-Oct-12	€ 16,320	1.0		
Supervisory table grape	€ 33,686.00	1-Dec-11	7-Dec-11	31-Oct-12	€ 12,000	n/a		Supervise planting activities and placement of Y trellising system
table grape	€ 46,060.00	7-Dec-11	7-Dec-11	31-Oct-12	€ 46,060	1.7		Monitor Table Grape Y trellising system installation and TG cultivation
	€ 27,095.00	7-Dec-11	7-Dec-11	31-Oct-12	€ 27,095	1.0		
	€ 40,350.00	7-Dec-11	7-Dec-11	31-Oct-12	€ 40,643	1.5		
	€ 52,000.00	7-Dec-11	7-Dec-11	31-Oct-12	€ 54,190	2.0		
Strawberry supervision	€ 28,000.00	25-Nov-11	8-Dec-11	31-Oct-12	€ 10,000	n/a		Supervise planting and placement of irrigation system activities
Strawberry growers	€ 3,051.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 3,047	0.3		Monitor strawberries cultivation
	€ 5,085.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 5,078	0.5		
	€ 6,102.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 6,093	0.6		
	€ 3,051.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 3,047	0.3		
	€ 5,085.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 5,078	0.5		
	€ 3,051.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 3,047	0.3		
	€ 10,170.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 10,156	1.0		
	€ 10,170.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 10,156	1.0		
	€ 10,170.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 10,156	1.0		
€ 5,085.00	8-Dec-11	8-Dec-11	31-Oct-12	€ 5,078	0.5			

Nursery strawberry	€ 917.00	21-Dec-11	21-Dec-11	31-Oct-12	€ 917	0.5		Monitor strawberries cultivation
	€ 917.00	21-Dec-11	21-Dec-11	31-Oct-12	€ 917	0.5		
Raspberry supervision	€ 26,525.00	14-Dec-11	15-Dec-11	31-Oct-12	€ 10,000	n/a		Supervise planting and tralling system activities
Raspberry growers	cancelled							
	€ 4,458.00	22-Dec-11	22-Dec-11	31-Oct-12	€ 4,321	0.5		Monitor raspberries cultivation
	€ 17,830.00	22-Dec-11	22-Dec-11	31-Oct-12	€ 17,285	2.0		
	€ 4,458.00	22-Dec-11	22-Dec-11	31-Oct-12	€ 4,321	0.5		
	€ 4,458.00	22-Dec-11	22-Dec-11	31-Oct-12	€ 4,321	0.5		
	€ 4,458.00	22-Dec-11	22-Dec-11	31-Oct-12	€ 4,321	0.5		
	€ 4,458.00	22-Dec-11	22-Dec-11	31-Oct-12	€ 4,321	0.5		
€ 4,458.00	22-Dec-11	22-Dec-11	31-Oct-12	€ 4,321	0.5			
Blueberry growers	€ 26,680.00	23-Dec-11	27-Dec-11	30-Nov-12	€ 21,049	2.0		Monitor blueberries cultivation
	€ 26,680.00	23-Dec-11	27-Dec-11	30-Nov-12	€ 21,049	2.0		
	€ 6,670.00	23-Dec-11	27-Dec-11	30-Nov-12	€ 5,262	0.5		
Blueberry nursery	€ 6,670.00	23-Dec-11	27-Dec-11	30-Nov-12	€ 5,262	0.5		
Completion of a high density apple orchard	€ 21,000.00	31-Jan-12	20-Feb-12	31-Dec-12	€ 19,200	1.1	Fewer apple crop lossess	Purchase In-Kind materials
Demonstration and Promotion of new Raspberry cultivars for fresh market	€ 12,700.00	8-Jun-12	8-Jun-12	31-Mar-13	€ 12,700	2.0		Monitor raspberries cultivation
Production of a TV advertisement for the promotion of agriculture in Kosovo	€ 10,000.00	2-Dec-11	2-Dec-11	19-Dec-11	€ 10,000	n/a	45 sec. commercial	Finished
Trial cultivation of Asparagus in 0.5 ha	€ 610.00	8-May-12	8-May-12	30-Apr-13	€ 41,353	0.5		Monitor asparagus cultivation
Demo cultivation of asparagus in 0.5 ha	€ 610.00	8-May-12	8-May-12	30-Apr-13	€ 41,353	0.5		
Asparagus plantation in 0.6 ha	€ 732.00	8-May-12	8-May-12	30-Apr-13	€ 41,335	0.6		
Asparagus plantation in 0.5 ha	€ 610.00	8-May-12	8-May-12	30-Apr-13	€ 41,353	0.5		
Asparagus plantation in 1.2 ha	€ 1,464.00	8-May-12	8-May-12	30-Apr-13	€ 41,060	1.2		
Spraying services for vineyards with table grape	€ 4,500.00	1-Jun-12	1-Jun-12	30-Apr-13	€ 0	n/a	Avoid misuse of pesticides, create sustainable business from spraying	Purchase and distribute spraying equipment
Spraying services for vineyards with table grape and apple orchards	€ 4,500.00	1-Jun-12	1-Jun-12	30-Apr-13	€ 0	n/a		
Spraying services for vineyards with table grape and apple orchards	€ 4,500.00	1-Jun-12	1-Jun-12	30-Apr-13	€ 0	n/a		
Spraying services for vineyards with table grape and apple orchards	€ 4,500.00	1-Jun-12	1-Jun-12	30-Apr-13	€ 0	n/a		
Increase of production capacities and improvement of safety and quality of the processed fruits and vegetables	€ 43,800.00	6-Jun-12	6-Jun-12	31-Oct-12	€ 0	n/a	Improve food safety and quality of final product	Purchase and distribute equipment
2.7 ha Raspberries (different varieties)	€ 17,158.00	8-Jun-12	8-Jun-12	31-Mar-13	€ 16,468	2.7		Monitor raspberries cultivation

# ANNEX IV: SUB CONTRACTS SUPPORT MONITORING

IIF Tracking #	IIF Awardee	Purpose/Description	Total Amount €	USAID approval	Start Date	End Date	Amount Disbursed	Land Area - if applicable	Actual/Expected Achievements	Follow-up Activity, if any
FFP-001	Epi Centar	Value Chain Assessment	€ 29,150.00	22-Jun-11	20-Jun-11	21-Jun-11	€ 27,650.00	n/a	Report	Finished
FFP-003/1-1	Agro Serra	Asparagus Seedling Production	€ 9,500.00	8-Aug-11	15-Aug-11	31-May-12	€ 4,750.00	n/a	30,000 asparagus plants for planting in spring 2012	Final payment
FFP-003/1-1 Am.1	Agro Serra	Asparagus Crowns Production	€ 20,664.00	15-Jun-12	15-Jun-12	31-Mar-13	€ 0.00	n/a	100,000 asparagus plants for planting in spring 2013	Monitor asparagus crowns production
FFP-003/1-2	Fidanishtja Godanci	Asparagus Seedling Production	€ 9,500.00	8-Aug-11	15-Aug-11	31-May-12	€ 4,750.00	n/a	30,000 asparagus plants for planting in spring 2012	Final payment
FFP-003/1-2 Am.1	Fidanishtja Godanci	Asparagus Crowns Production	€ 20,664.00	15-Jun-12	15-Jun-12	31-Mar-13	€ 0.00	n/a	100,000 asparagus plants for planting in spring 2013	Monitor asparagus crowns production
FFP-003/1-3	Las Pallmas	Asparagus Seedling Production	€ 9,500.00	8-Aug-11	15-Aug-11	31-May-12	€ 4,750.00	n/a	30,000 asparagus plants for planting in spring 2012	Final payment
FFP-004	Rural Development Centre	Lettuce Variety Diversification	€ 13,720.00	15-Jul-11	1-Jul-11	30-Sep-11	€ 13,720.00	2 ha 8 farmers	100,000 eq. heads E24,000	Finished
FFP-004 AMM no.1	Rural Development Centre	Lettuce Variety Diversification	€ 0.00	N/A	1-Jul-11	31-Oct-11		n/a		Finished
FFP-004 AMM no.2	Rural Development Centre	Lettuce Variety Diversification	€ 27,230.00	4-Nov-11	4-Nov-11	31-Oct-12	€ 16,338.00	4 ha 12 farmers	400,000 eq. heads E 100,000	Cultivation of lettuce
FFP-005	Rural Development Centre	Demonstration of New Gherkin Varieties	€ 26,607.00	15-Jul-11	1-Jul-11	30-Sep-11	€ 26,607.00	3.5 ha 7 farmers	120 tons E48,000	Finished
FFP-005 Amm no.1	Rural Development Centre	Demonstration of New Gherkin Varieties	€ 0.00	n/a	1-Jul-11	31-Oct-11		n/a		Finished
FFP-005 Amm no.2	Rural Development Centre	Demonstration of New Gherkin Varieties	€ 60,881.00	2-Nov-11	31-Oct-11	31-Oct-12	€ 36,501.60	12 ha 23 farmers	400 tons E160,000	Distribute the gherkin seeds and other inputs
FFP-006	Patria Group	Design Brief for Collection, Packing and Refrigerated Storage Center	€ 14,950.00	12-Sep-11	1-Sep-11	30-Sep-11	€ 14,950.00	n/a	3 designs	Finished
FFP-006 AMM.1	Patria Group	Design Brief for Collection, Packing and Refrigerated Storage Center	€ 6,990.00	8-Dec-12	8-Dec-11	23-Dec-11	€ 6,990.00	n/a	Revisions +1 new	Finished
FFP-007	RTK	Outreach/Visibility Campaign	€ 31,935.00	30-Dec-11	4-Jan-12	30-Sep-12	€ 21,915.00	n/a	16 No. 20 min. slots	Purchase of new camera to improve presentations
FFP-008	Deutch General Inspection Service NAK	Technical Assistance re organization of Laboratory Services of the Ministry's Scientific Institutes	€ 20,470.00	12-Jan-12	15-Jan-12	4-Feb-12	€ 20,470.00	n/a		Services performed



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