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2nd QUARTER REPORT - FISCAL YEAR 2012

ALBANIAN AGRICULTURE COMPETITIVENESS PROGRAM



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Acronyms

AAC	Albanian Agriculture Competitiveness
ALL	Albanian Lek
AOA	Albanian Olive Oil Association
AUT	Agriculture University of Tirana
BAP	Best Agricultural Practices
COR	Contracts Officer Representative
DAI	Development Alternatives Inc.
FY	Fiscal Year
GHP	Good Handling Practices
GI	Geographical Indication
GMP	Good Manufacturing Practices
IPM	Integrated Pest Management
KASH	Këshilli i Agrobiznesit Shqiptar (Albanian Agribusiness Council)
MADA	Mountainous Areas Development Agency
MAPs	Medicinal Aromatic Plants
MOAFCP	Ministry of Agriculture, Food, and Consumer Protection
MOU	Memorandum of Understanding
PPM	Parts per million
NOA	New Opportunity Albania
Q1	First Quarter of a given fiscal year
Q2	Second Quarter of a given fiscal year
Q3	Third Quarter of a given fiscal year
Q4	Fourth Quarter of a given fiscal year
RAD	Regional Agricultural Directorates
RH	Relative Humidity
RPO	Rural Producer Organization
SHD	Super High Density (Olives)
SNV	The Netherlands Development Organization
SOP	Standard Operating Procedures
STTA	Short-term Technical Assistance
SASA	Sustainable Agriculture Support in Albania
TTC	Technology Transfer Centers
USAID	United States Agency for International Development

Success Story – New functioning post harvest facility in Koplík due to USAID’s assistance

The Aromatic and Medicinal Plants (MAPs) is the main non-timber agro-forestry business in Albania involving, mostly as a part time activity, more than 100,000 rural dwellers. MAPs are found all over the country but collection is more concentrated in Malësia e Madhe, Shkodër, Skrapar, Elbasan, Korça, Berat, Përmet, and Durrës. The Shkodra region, including Malësia e Madhe, is one of the largest Map’s production areas in the country; in the Koplík area there are 53.2 hectares under intense cultivation producing lavender, thyme and sage. The plants are typically harvested in the areas near people’s homes by using sickles and drying them in sunlight on plastic sheets. The dried plants are stored in the harvesters’ homes until the collectors are ready to purchase them. Investments in the sector are a must, such as: quality improvement of wild MAPs; establishment of community dryers/sorting facilities; and training the harvesters on sustainable collection of MAPs.

The subject of this success story is a medicinal and aromatic plant producer group, called “LUJZ” located in Koplík, in the northern region of Albania. The local community and the LUJZ group have been active MAPs producers for about 20 years. The most commonly produced medicinal plants are lavender, thyme and sage. The group produces about 100 tons of dried medicinal and aromatic plants annually. In the spring of 2011, with the assistance of the USAID’s AAC Program, the “LUJZ” group reached an agreement with MADA and SNV PROMALI project in Albania to establish a collection and post-harvest processing facility for the medicinal and aromatic plants. The PROMALI project and MADA supported the producer group by funding the construction of the facility. The AAC Program contributed to this development effort with a grant for purchasing of the custom designed and built drying systems for the new facility. Also the program assisted the farmers to form the group, identified post harvest handling practices and demonstrated innovative MAPs drying technology. The technical assistance will continue during this year through a series of farm bookkeeping training for the group members and other growers and/or collectors of this area.



The facility under construction phase.



The new functioning facility using the custom designed movable drying racks.

Currently the “LUJZ” group consists of 25 families (150 people); they own 115 hectares of land, 53.2 of which are used for the MAPs production. The facility will also be accessible to other MAPs collectors in the community and the LUJZ group expects that at least 10 new families will join the group and benefit from the investments. The collection point will employ up to 35 workers during the high production periods. The group is working on adding value to the produce through better post harvesting handling practices such as cleaning, separating the leaves from the stems, pressing and baling their produce – ready to be exported through the local consolidators.

Case study - Use of olive cake as an Alternative Energy Source

Crude olive cake contains the olive kernel shell crushed into fragments, the skin and the crushed pulp, about 25 percent water, and a remaining quantity of oil making them subject to rapid spoilage. The main issues when preserving crude olive cake is the relatively high water content and the large quantity of oil that it retains. When exposed to air this type of olive cake quickly becomes rancid and unfit for animal consumption. At the present moment, the dehydration is a costly process because of the required energy's high cost.

Considering the increasing prices of fuel used for heating the seedling production greenhouse, the Agro-Koni company, Albanian consolidator/exporter of fresh produce and seedling supplier, decided to change the steam generation system from fuel/heavy oil to olive pits. The supplier of the new steam generator instructed the company on how to use olive pits as the burning material.



Agro-Koni's company seedling production greenhouse and rooms of the facility in Maminas.

The AAC program, during its years of activity has assisted many olive oil processors with technical training, financing of marketing activities and different grants for machinery. Olive oil waste disposal is one of the long term concerns of the olive processing industry in Albania. The program was able to gather necessary data on the availability of the olive cake among the olive oil producers, clients of the program. Site visits were facilitated for Ruzhdi Koni, the owner of Agro-Koni Company to inspect the quality and the available quantities of olive waste as a heating fuel alternative.

As a result of these coordinated efforts, Agro-Koni purchased 100 metric tons of olive cake from several Albanian olive oil processors: Shkalla, Tre-Miqhtë, Malasi, Toro, etc. Although the used amount of olive cake as an alternative energy source was small, it seems to be a business opportunity with a promising future for both of the partners. The roughly calculated annual olive cake material demand from Agro-Koni is about 2,000 metric tons. The olive oil processors, appreciated this effort as well, because it was not only a good source of income (1 metric tons being sold at 100\$), but also a good and environmentally sound solution for the olive cake disposal.

Success Story – Creative cool store operator makes use of the AAC program grant

During its years of activities the USAID's AAC program has supported farmers and cool store operators in Korça region. Ferdinand Ali, apple grower and cool store operator in Dvoran, is one of them. Mr. Ali owns 8 hectares of apple orchard and 2 hectares of nursery and has been in the market since 1993. He has applied new technologies in planting of apples (high density orchards) as well as in irrigation system (drip irrigation system).

Beside technical training on maturity level of apples, winter thinning, post harvest techniques and one on one consultation sessions provided to Ferdinand, the AAC project lately provided a cost-share grant to introduce automatic apple grading and sorting as an improved, more efficient and consistent produce handling alternative.



The water tank with fruits.



The installed fan and brushes at the automatic grading and sorting machine in Mr. Ali's cool store.

The grading line installed in the cold storage facility of Ferdinand Ali segregates fruit by size through an electronic sorter into up to six operator-defined grades. However, the grading line did not incorporate a dump tank water system because of the substantial cost it entailed. Instead, apples were dumped onto a sloped ramp. Unless fruit was dumped carefully and the ramp was padded, dumping could have resulted in mechanical injury. The AAC program's postharvest specialist has underlined on several occasions that any mechanical injury can stimulate ethylene production, and thus speed fruit ripening and deterioration.

Mr. Ali understood the importance of the water dumping system. He constructed the system at a substantially lower cost solving a number of intricate engineering details. The water dumping system increased throughput by maximizing grading-line capacity, cut the packing costs, improved quality and food safety of produce ultimately improving competitiveness. More importantly, it laid the groundwork for the application of the grade standards by the apple industry in Korça. Mr. Ali adjusted the system furthermore; the fruit was still wet at the exits so he was thinking of a more powerful fan and adding some kind of brushes to remove water completely from the fruit surface.

The AAC program's postharvest specialist was deeply impressed by his ingenuity. The program's intervention encouraged creativity and innovation on the part of the operator to enable application of marketing standards.

Component I. Strengthening Producer Capacity for Competitive Farming

Summary Highlights Quarter 2:

- 1 seminar on apple maturity in the Korça region was held where 45 apple growers and cold storage operators participated;
 - In Saranda region, 10 citrus training and field days were organized, where 146 growers participated.
 - Conducted 2 training sessions in Veliterne and Orman during March, on potato seed selection and preparation before planting where 31 farmers participated, 10 of them women.
 - Organized 2 training sessions on the watermelon cultivation updated technology, with a participation of 64 farmers of Lushnja area.
 - Delivered 15 training sessions and field days to 161 greenhouse growers in Shkodër and Lushnja area on topics like soil and leaf test interpretation and management, bumble bee pollination and best fertilizing practices.
 - During the second quarter, 30 production related activities were delivered, totaling 446 participants, 10 of them women.
-

News - Visit of the USAID Mission Director Joseph Williams to Koplik MAP's facility

On March 29th, the USAID's AAC program hosted the visit of Mr. Joseph Williams, USAID Albania Mission Director, along with Dr. Kristaq Jorgji, USAID's AAC program COR, to the LUJZ Farmers Group; the new medicinal and aromatic plants post harvest handling facility in Koplik area. Mr. Williams was very impressed by the collaboration of the AAC program with the SNV/Promali project and the Mountainous Area Development Agency (MADA) in developing, constructing, and equipping a new and innovative post harvest handling facility to dry high value MAPs products such as sage, lavender, and thyme.



During the USAID visit to Koplik.

The LUJZ Farmers Group also invested their funds in the construction of the facility, which can dry 5,500 kilograms of plants every 5 days. This innovative facility improves the quality, food safety, and value of the products handled. Mr. Williams also learned from the LUJZ group's Director of the intention of nearby communes to replicate this same system for their farmers. The visit of the Director concluded by visiting the Xherdo's MAP's processing facility in Maminas, where 3,000 tons of high value products are processed as dried and essential oils for export primarily to European customers.

Korça Region

Value Chain: Tree Crops

Apple demonstration trial “Quality of Golden Delicious and Starking apples in Relation to Maturity at Harvest”

Rationale: Apple fruit harvested less mature will have poor color and flavor and can be more susceptible to physiological disorders such as bitter pit and superficial scald. Fruit harvested over mature tend to be softer, more easily damaged, may have water core, and be more susceptible to disease and physiological disorders. Both conditions have been observed in Korça.

The activity: The purpose of the trial was to determine the effect of harvest maturity of ‘Golden Delicious’ and ‘Starking’ apples on the quality attributes after storage.

Materials and methods used: ‘Golden Delicious’ apples were harvested at 7-day intervals between 28 Sept. and 18 Oct. 2011 from an orchard in Dvoran and an orchard in Cangonj, in Korça region. ‘Starking’ apples were harvested at 7-day intervals between 29 Sept. and 14 Oct. 2010 and between 4 Oct. and 18 Oct. 2011 from an orchard in Dvoran, Korça and between 4 Oct. and 25 Oct. 2011 from an orchard in Cangonj. Firmness, soluble solids, and starch index pattern for 10 ‘Golden Delicious’ and 10 ‘Starking’ apples and background color for 10 ‘Golden Delicious’ was measured. 10 apples of each variety and from each harvest were stored in air at $0^{\circ}\text{C} \pm 1^{\circ}\text{C}$, 90-95% RH in a commercial cold room until 10 Jan. 2012, i.e. an average of 94 days. Firmness for ‘Starking’ and ‘Golden Delicious’ and color for ‘Golden Delicious’ was determined as previously described after 3 months plus 4days at 20°C . External disorders and internal condition of apples were assessed.

Conclusions: Maturity at harvest is the most important factor that determines storage-life and final fruit quality. Fruit starch index value, firmness, and soluble solids changed with the harvest date. Harvest attributes depended on the starch index value measured at harvest. Fruit harvested before 4 Oct. 2011 (mean SI 5 and mean firmness 76 N for ‘Starking’ and mean SI 6 and mean firmness 64 N for ‘Golden Delicious’) maintained their firmness better. After three months in storage, their firmness was equal (53 N), i.e. in air storage ‘Starking’ softened faster than ‘Golden Delicious.’ ‘Golden Delicious’ apples harvested before this date were less yellow. Starch index should be used as a harvest index. Firmness can provide information that can be important to fruit performance in storage. Soluble Solids Content (SSC) and color are influenced greatly by orchard factors and should be not used as harvest guide. At the end of the storage, apples did not show external disorders and the internal condition was excellent. The proportion of apples exhibiting bitter pit was trivial.

Apple seminar on Maturity indexes for apple and effect of pre harvest factors on fruit maturity and quality

Rationale: Maturity at harvest is the most important factor that determines storage-life and final fruit quality. The length of storage of apples generally can be increased by harvesting fruit before they are fully mature, but quality characteristics decrease as immaturity at harvest increases. Understanding of maturity by apple growers in Korça has improved.

The activity: The Apple Maturity and Maturity Indices seminar was held on March 9, 2012 in Korça where 45 apple growers and cold storage operators participated. The purpose of the seminar was to introduce maturation and maturity indices for perishable commodities, the



Genc Como, the AAC program specialist during the seminar in Korça.

importance of maturity determination, and maturity indices for apples. The results and recommendations of the maturity demonstration conducted by the AAC program were presented. Preharvest factors affecting fruit quality and high-density supported orchards were introduced.

The AAC program postharvest specialist, Genc Como, reviewed the meaning of the term mature, the importance of maturity determination, and applying a satisfactory maturity index for a range of commodities. He explained that maturity indices are important in the trade of fresh fruits and vegetables for several

reasons, including trade regulations, marketing strategy, and efficient use of labor resources.

Maturity indices for apples were introduced. It was explained that starch is a useful index of harvest maturity because starch is degraded into sugars as the apple matures and begin to ripen. Starch disappearance is visualized by staining the cut surface of the apple with an iodine – potassium iodide solution. The use of the Generic Starch-Iodine Index Chart for Apples was explained. A recipe for preparation of the starch iodine solution was provided. Selected pictures from hundreds of measurements made in the past two years were shown.

The demonstration on Quality of Golden Delicious and Starking apples in Relation to Maturity at Harvest conducted by the AAC program was presented. The purpose of the demonstration was to determine the effect of harvest maturity of ‘Golden Delicious’ and ‘Starking’ apples harvested in Dvoran and Cangonj on the quality attributes after storage. The conclusions of this work were presented. Fruit starch index value, firmness, and soluble solids changed with the harvest date. Harvest attributes depended on the starch index value measured at harvest. Physiological disorders in storage, including superficial scald, bitter pit, water core, and internal browning—all observed in Korça—were reviewed by Safet Shparthi, the AAC program regional specialist.

Professor Kristaq Teneqexhi introduced pre-harvest factors affecting fruit quality. Nutritional status is an important factor in quality at harvest and postharvest life. Imbalances of various nutrients are known to result in disorders that can limit the storage life. The effect of nitrogen, phosphorous potassium, and calcium and the influence of the amount and timing of water applications on fruit quality at harvest and during postharvest, was explained.

Elton Duni, specialist from the Korça TTC, introduced the concept of high-density apple orchards. He explained that when establishing a high-density apple orchard it is essential to use a dwarfing rootstock. Consistent early fruit production offsets the increased establishment costs. To maximize the production of a high density orchard, the training system and training and pruning techniques is modified from traditional methods. Site selection and preparation, support systems, fertility management, and rootstocks for high density orchards were introduced.

Conclusions: Understanding of maturity by growers and storage operators in Korça has improved. The seminar on maturity and maturity indices of apples reviewed the maturity concept and recommended that starch index should be used as a harvest index. Firmness can

provide information that can be important to fruit performance in storage. Soluble solids content and color are influenced greatly by orchard factors and should be not used as harvest guide. The seminar recommended that the Korça TTC and the University of Korça should conduct an apple maturity program. Maturity and quality indices should be collected and the optimum harvest period should be established for each variety. Growers and cold storage operators should participate in such a program. Handouts and the Generic Starch-Iodine Index Chart for Apples were provided to each participant. The seminar received media coverage; the Korça's local TV showed footage of the seminar during primetime.

Participants table

No	Date	Location	Topic of the seminar	No. of participants / no. of women
1	3/9/2012	Korça	The Apple Maturity and Maturity Indices	45/0

Value Chain: Open field crops

Onions - Demonstration in Korça Region

The demonstration site in Menkulas, Korça region represents a significant effort by the AAC program for onion production and the largest research effort ever undertaken in the area for onion production practices. The demonstration plot was created in 2011. The AAC program will continue onion demonstrations in 2012. The experimental designs will be modified based on the results obtained in 2011.

In 2012, the demonstration plot will comprise the following trials: (i) Producing super elite seed through simple selection of desirable individual plants from a population of 'Miras' onion; (ii) Effect of fertilizers on yield and quality of onion grown in Korça; (iii) Effect of plant density on onion yield and quality; (iv) Evaluating new varieties of onion for bulb yield and quality. Seedbeds of 564 m² were prepared and 'Miras', 'Walla Walla', 'Gold Coin', 'Candy', and 'Yellow Granex' seeds were sown during 19- 20 March 2012. Transplants will be field set in the beginning of June.

Potatoes - Practical training on seed selection and preparation before planting

Rationale: Seed productivity is dependent on quality, handling and preparation of seed for planting. Failing to prepare seed appropriately has led to poor seed performance in the past, which in turn causes delayed canopy closure and uneven tuber seed contributing therefore to reduced yields and quality.

The activity: Two training sessions were held in Veliternë and Orman on March 22 and 28, 2012, where 31 farmers participated, 10 of them women. On both occasions maximizing potato seed performance and planting potato seed was discussed. Safet Shparthi, AAC program regional specialist and Professor Kristaq Teneqexhi from the University of Korça explained that a good crop starts with a good seed. Physical damage to potatoes, particularly skinning and bruising, leads to physiological aging of tubers. Tubers of seed potatoes should be warmed to 10 to 15°C before handling to minimize potential for bruising. It was recommended that seed should be removed from cold storage 7 to 14 days before planting. Tubers should never be taken from cold storage and planted directly because of condensation when planted to warmer soils. Free moisture on the surface of tubers contributes to seed piece decay.

Potato seed should not be exposed to hot sun or wind for even a short time or they will severely shrivel and may decay. It was recommended that when planting is delayed, seed pieces are held in a potato storage facility with good air circulation, high humidity, and temperature control to maintain good quality. In general potatoes should be planted when the soil temperature is higher than 7°C. At the time of planting soil should be moist but not excessively wet. Seed and soil should be at the same temperature, 10C is optimum. Seeds should be handled gently.

Depth of planting was discussed. It was explained that there should be a balance between rapid sprout emergence and the late season space requirements of the expanding tubers. Planting was performed in practice. Farmers were instructed on the proper application of fertilizers. The training reviewed steps to maximize seed performance for potato. Seed performance depends in a number of factors; including seed tuber age, pre-plant warming, preparation and seed planting and placement.



During the practical training in Orman.

Participants table

No	Date	Location	Topic of training	No. of participants / no. of women
1	3/22/2012	Veliternë	Practical training on potato seed selection and preparation before planting	16/7
2	3/28/2012	Orman		15/3
Total participants in 2 training sessions				31/10

Shkoder, Lushnja and Saranda Regions

Value Chain: Tree Crops

Citrus - General Principals on fertilizing

Rationale: During 2011, the AAC program worked with the citrus growers of Xarre, Mursi, Stjar and Konispol. The program's support has emphasized the importance of advanced crop production technologies introduction, to enable farmers to increase their productivity, enhance quality and market their produce more effectively. Although citrus growers of Xarre and Mursi are progressing in the implementation of good fertilizing schemes, the situation is not the same in Stjar/Delvina and Konispol. Farmers notice various visual plant symptoms which result from an unbalanced fertilizing scheme.

The activity: On the 3rd of March, the AAC program in cooperation with AUT assisted three groups of citrus growers in Xarre, Mursi and Konispol totaling 55 participants with 3 training sessions on "General Principals on citrus fertilizing". Professor Astrit Balliu, from the AUT, explained in details means and methods of fertilizing, time and dosage. In addition, he provided farmers with a list of various types of recommended fertilizers. Participants were trained how to read the soil tests of the citrus plots in growth and of those in production. During the training farmers and the trainer discussed on how to apply in practice the



During the training in Konispol.

gained knowledge. Participants were asked to take the training evaluation survey; 100% of them were very satisfied with the topic and considered the material presented as very helpful and easy to understand. They were able to learn about fertilizing according to the stages of plant growth, soil fertilizing and soil needs for irrigation. Farmers stated that they are going to apply in their farms the recommended fertilizing scheme, fertilizing with microelements and fertilizing based on soil tests.

Citrus - Integrated pest management training

Rationale: During 2011, the AAC program regional specialists noticed that farmers lack knowledge regarding the implementation of practical concepts of IPM. Growers have insufficient knowledge on the EU criteria about the use of chemicals.

The activity: On 12th and 13th of March, the AAC project in cooperation with AUT assisted three groups of citrus growers in Konispol, Xarre and Mursi with a training course on integrated pest management in citrus, totaling 63 participants. The focus of the training was to equip farmers with theoretical knowledge on problems related to plant protection, pests and various diseases. AUT's Professor Shpend Shahini introduced the citrus growers with the most common pests in citrus, diseases and forms and time of appearance. He listed the preventive precautions against the pests and diseases in order to reduce at a minimum level damages in plant and in production. The trainer emphasized the preventive safety measurements while using pesticides and the environment protection.

The farmers were introduced to EU allowed norms of residue in the citrus production recommended measurements in order to reduce toxic remains by using EU approved products. Growers complained on the quality of pesticides in the local market.



The Citrus IPM training in Konispol.

Participants were asked to take the training evaluation survey at the end of the sessions; they found the topic very appropriate and the presented information good and easy to understand. Some of the most important matters learned from the training are: the importance of soil tests to diagnose nematode, the importance of treatment with cooper and the importance of white oils. The farmers expressed their interest in more specific citrus tree crown formation training.

Field visit to monitor the progress of citrus demonstration plot in Stjar/Delvina

The activity: On the 8th of March, the AAC program conducted a field day with the aim of monitoring the progress of the citrus demonstration plot in Stjar/ Delvina. The AAC program outreach specialist introduced the participants with the actual situation of citrus demo plot owned by Arben and Leter Ciçaj. The specialist noticed that the plants are not growing uniformly and appropriate fertilizing and plant protection recommendations were explained. In addition he recommended the substitution of the non progressive plants with new ones.

Field visits on best fertilizing practices in citrus

The activity: On the 16th, 21st and 23rd of March, the AAC program conducted three field days in Konispol, Stjar and Vrinë attended by a total of 17 citrus growers, 3 specialists from RAD of Vlora, and one specialist from Food Safety Agency in Saranda. The “Citrus Cultivation Technology in Albania” booklet was distributed to participants. They will implement the knowledge gained to train other farmers in the area. The aim of the training was to show in practice the best fertilizing schemes, methods and dosage based on the recommendations provided during the training on March the 3rd.



The Citrus field day in Stjar.

The AAC program monitoring results and farmers’ confirmation show that most of the growers have properly applied the fertilizing schemes with proper dosage and distribution methods. Farmers used to apply the basic fertilizing, but additional fertigation is vital during the vegetation stage of citrus growth.

Table of participants

No	Date	Location	Topic of training	No. of participants / no. of women
1	3/3/2012	Xarre	General principals on citrus fertilizing	21/0
2	3/3/2012	Mursi		14/0
3	3/3/2012	Konispol		20/0
4	3/12/2012	Konispol	Integrated Pest Management of citrus	21/0
5	3/13/2012	Mursi		21/0
6	3/13/2012	Xarre		22/0
7	3/8/2012	Stjar	Field day in citrus demo plot	6/0
8	3/16/2012	Konispol	Field day on best fertilizing practices in citrus	8/0
9	3/21/2012	Stjar		8/0
10	3/23/2012	Vrinë/Xarre		5/0
Total participants in 10 training sessions				146/0

Value chain: Open field crop

Watermelon cultivation updated technology training

Rationale: During the Watermelon round table organized in Lushnja in November 2011 by the AAC program, some growers from Gërmenj and Imsht, recently involved in two watermelon cultivation areas, expressed their need for technical assistance and training on updated technology of watermelon cultivation.



The watermelon training session.

The activity: On February 29th the AAC project, in partnership with the TTC of Lushnja, assisted 25 watermelon growers in Gërmenj with a training course on the updated technology of watermelon cultivation. At the beginning of the session the trainer, Professor Sokrat Jani, from the Lushnja TTC, listed some of the main issues growers of watermelon face and gave recommendations on proper usage of qualitative seedlings, thermoplastic tunnels, grafted seedlings for earliness and the variety based on the market

demands, recommendations on distances between the plants and proper use of fertilizing schemes. At the end of the session 60% of the participants filled the training evaluation survey; the farmers appreciated the trainer's presentation and they considered the material easy to understand. Participants stated they will grow new varieties and apply updated technology. According to the attendees, frequent contacts with the AAC program specialists, on going training sessions, and support to the growers groups will improve their farming activity.

Participants table

No	Date	Location	Topic of training	No. of participants / no. of women
1	2/29/2012	Gërmenj	Updated technology of watermelon cultivation	24/0
2	3/1/2012	Imsht		39/0
Total participants in 2 training sessions				63/0

Value Chain: Greenhouse Vegetables

Training course on soil and leaf test interpretation and management

Rationale: From direct and frequent contacts with farmers, particularly with greenhouse vegetable growers, the AAC project (Lushnja regional office) has identified that one of the main issues farmers face during implementation of cultivation practices is the lack of knowledge on what nutrition elements their land possesses prior to the starting of planting.

The activity: During the reporting period, in collaboration with the AUT, the AAC program assisted 6 groups of producers with a total of 98 vegetable growers in Lushnje, Berat and Shkodër area with a training course on soil and leaf test interpretation and management. Professor Astrit Balliu introduced the farmers' groups to good agriculture practices for high yield and low cost of production. The trainer presented growers with simple methods of making a visual testing of the soil and of the leaves. He emphasized the importance of planning

and applying balanced fertilizing with microelements in accordance with the plant's growth stages.

At the end of the session 100% of the participants completed the training evaluation survey. They all found the topic appropriate and helpful. The majority of them found the material easy to understand. Trained farmers stated that they will apply in their farms the new knowledge on visual testing of the leaves, fertigation according to each stage of plant growth, and use of micro fertilizers. They suggest more training per each stage of plant's growth and trainings on how to select good seeds and fertilizers.



The training in Kosmaç.

Demonstration of bumble bee pollination

Rationale: Aiming to improve greenhouse vegetables' yields and pollination and to gradually change the artificial pollination method to the natural one, the AAC program is conducting bumble bee demonstration plots in 6 greenhouses in the Lushnja and Berat areas.



During the bumble bee field day in Goriçan.

The activity: During March, the AAC program regional office in Lushnja conducted 5 field events at the installed bumble bee demonstration plots to promote the use of bumble bees for pollination and also to provide growers with bee hive handling guidelines. Two of the AAC program clients, Agron Goga in Goriçan and Skënder Tabaku in Velmish, applied the bumble bee technology as per their own initiative. Field visits were organized in these greenhouses too. During these field days, Josif Liko and Luto Goga, the AAC program outreach specialists introduced to farmers the benefits of

bee pollination such as:

- avoidance of artificial pollination;
- improved quality of production at a lower cost;
- increased market supply with natural products;
- increased yield of around 20-30%.

In addition, farmers were advised to create optimal conditions for the hives and to keep comparative records about the yield, fruit weight, size of the fruits, number of fruits per cluster and number of fruits with deformities in both greenhouses, the one with the bee hive and the one without a hive.

Demonstrations of side by side best fertilizing practices

Rationale: Proper fertilizing practices are still deficient in many greenhouse grower operations. The incorrect use of types, timing, and amounts of fertilizers impact the cost and yield of greenhouse production. In order to address these issues, the AAC program has constantly trained greenhouse clients on the best fertilizing practices. This time the program decided to reinforce the knowledge by showing in practice the implementation of the best fertilizing practices.

The activity: During the reporting period the AAC program assisted 31 greenhouse tomato growers, members of the Hortigor association in Goriçan, with technical assistance on best fertilizing practices. The AAC program specialist, Luto Goga, explained the techniques, dosage and the proper time of fertilizing. He recommended special schemes of fertilizing for the first stages of tomato plant growth and the dosage for each plant.

Farmers usually are fertilizing the plants once in 3-4 days, while the recommendation is to apply fertilizing whenever they apply irrigation. The AAC program clients were introduced to leaves' spraying fertilizing as an updated practice with a rapid and wide application in the greenhouse plants. The specialist recommended the use of liquid fertilizers because of their high absorption and less residues properties. The event helped the farmers to update their knowledge on new fertilizing practices.

Table of participants:

No	Date	Location	Topic of training	No. of participants / no. of women
1.	02/25/2012	Hysgjokaj	Training course on soil and leaves test interpretation and management	21/0
2.	02/27/2012	Gajde		15/0
3.	03/02/2012	Fierseman		15/0
4.	01/14/2012	Kosmaç		18/0
5.	02/04/2012	Ana Malit		21/0
6.	02/18/2012	Bërdicë		8/0
7.	3/5/2012	Hysgjokaj	Conduct bumble bee demo plot	6/0
8.	3/9/2012	Lumth		7/0
9.	3/6/2012	Goriçan		7/0
10.	3/22/2012	Goriçan		5/0
11.	3/28/2012	Velmish		7/0
12.	3/1/2012	Goriçan	Conduct side by side best fertilizing practices in greenhouse	7/0
13.	3/7/2012	Goriçan		8/0
14.	3/19/2012	Goriçan		8/0
15.	3/30/2012	Goriçan		8/0
Total participants in 15 greenhouse vegetables related training sessions				161/0

Component II: Strengthen Capability for Market Development

Summary Highlights Quarter 2:

- Facilitated total sales transactions worth of about \$374,000, 23% of them exports with a value of \$86,060.
- The exported commodities were 81 tons of processed food by Sejega Ltd. to the USA and FYROM, and 41 tons cabbage to Montenegro.
- Facilitated participation of 10 clients to the Biofach Fair – Nüremberg, Germany.
- Assisted 6 Albanian consolidators/exporters and input suppliers to participate at the Fruit Logistica Fair in Berlin, Germany.
- Facilitated the Inward Trade Mission of UAB Jotagris, the important buyer of watermelon and baby cabbage from Lithuania, in Tirana during March 29- April 01, 2012.
- Assisted Xherdo Ltd, herbs and spices processor and exporter, with the publication of new improved company's products catalogue.

International Fairs Participation

Fruit Logistica Fair, Berlin - Germany

The activity: During February 7 – 10, four Albanian consolidators and two input suppliers attended the Fruit Logistica - 2012 Trade Fair in Berlin. Being the largest trade fair in the world for the fresh fruit and vegetable industry, it offered to the participating Albanian exporters and input suppliers a wide range of exposure to products and international trade logistics and marketing. The Fruit Logistica Fair is one of the most important worldwide activities in the field of fresh produce exhibitions and trade fairs, repeated every year in the month of February; more than 2,400 companies from across the entire fresh produce value chain were present in a single location – within an overall area of 99,000 m², including global players as well as small and medium-sized suppliers from all around the world.

Exposing the Albanian traders to market opportunities and identification of high market potential crops provides possibilities to interact with potential buyers in small groups. Vendors at Fruit Logistica illustrated how technical knowledge is essential for effective logistics management. Brand designing and proper marketing of new brands, global harmonization of the fresh produce standards, innovation in fresh produce, and new marketing channels were also key themes of the fair. The range of exhibited products included fresh fruit and vegetables, dried fruit, nuts, spices, biological produce, and flowers and plants for self-service outlets. A technical center showcased hardware for produce packaging, storage, transport, shipping and display. The AAC program assistance during the fair consisted of the following:



Mr. Gorrea, Mr. Memishaj and Mr. Liço, during a meeting with “BEJO SAADEN” company representative during the fair.

- In cooperation with the participants, prepared a plan to prioritize meetings and negotiations with the targeted exhibitors;
- Met with existing buyers to strengthen ongoing trade partnerships;
- Assisted the Albanian consolidators/exporters to meet new buyers;
- Met with many seed suppliers in order to facilitate the expansion of many new varieties of different crops, such as, Potatoes, Onions, Tomatoes, Peppers, Watermelon, etc.
- Discussed product specifications;
- Met with packaging companies and discussed options for adding value;
- Visited the various country booths, targeting those in geographical proximity and those which highly developed fruit/vegetable industries;
- At the end of each day, a daily wrap-up and joint discussion was organized.

Participants in the Fair

No.	Company	Type of activity	Region
1	Agro-Koni Sh. p. k.	Consolidator/exporter	Tiranë
2	Agroprogress Sh. p. k.	Consolidator/exporter (First time visitor)	Shkodër
3	Agro - Lico Sh. p. k.	Consolidator/exporter and input supplier	Devoll
4	Bruka Seedling Sh. p. k.	Consolidator/exporter and input supplier	Divjaka
5	Goga-Goriçan Sh. p. k.	Consolidator/exporter (First time visitor)	Lushnja
6	Iris-Fruit Imp & Export	Consolidator/exporter (First time visitor)	Fier

Anticipated follow-up activities of the AAC program are:

- Assisting the participating companies in following up the new contacts established at the fair;
- Sharing findings with the producer groups and other consolidators/exporters to help them meet the market demand;
- Cooperating with other actors in the country to establish valuable relationships between farmers/producers and consolidators/exporters;
- Organizing inward trade missions, as scheduled in the annual work plan;
- Organizing various promotional events and/or round table discussions on specific products, such as Watermelon, Cabbage, Tomatoes, etc.

Biofach Fair – Nüremberg, Germany

The activity: BioFach, the World Organic Trade Fair, took place in the Exhibition Centre from 15 –18 February 2012. It is considered a must event for the world’s organic professionals



The “Enjoy Bio Albania” booth at BioFach.

from the organic food, natural cosmetics, natural textiles and many other segments. The main players of the industry gather during this event. A total of 2,442 exhibitors from 82 countries met at this year event. More than two thirds of the exhibitors were International or non-German and the main countries exhibiting were Italy, Austria, India, China, Egypt, Spain, France, Austria and the Netherlands. According to the results of the final survey done by an independent institute, 85% of the BioFach exhibitors expect good follow up business. These figures are up to 12 percentage

points higher than the previous year – clear proof of an optimistic view of the future. For the sixth consecutive year Albania was present at this event and its participation is important due to:

- Continuity is important and industry expects a country pavilion;
- Convenient place to meet a number of players at the same location, especially customers;
- Exposure and sourcing of new trends;
- Albanian exhibitors are developing the right marketing attitude that industry demands;
- Keep up to date with certification demands (i.e. fair trade tendencies continue to increase in the industry).

This venture was co-sponsored by the MoAFCP, SIPPO/SASA/Fible, and the AAC program. All the Albanian participants were proud of their 30 m2 stand. The booth was inviting and adequate to receive visitors. The following companies, all organically certified businesses, exhibited their products at the Albanian booth:

No.	Company	Type of activity	Region
1	Amla	Organic/Bio Chestnuts	Tropojë
2	Albfrut 2005	Medicinal and Aromatic Plants	Pogradec
3	Çupi	Essential Oils	Lezhë
4	Dalmacia	Organic/Bio Cornel Juice	Pukë
5	Elbashehu	Medicinal and Aromatic Plants	Elbasan
6	Lukova-Jon	Bio Extra Virgin Olive Oil	Sarandë
7	Shkalla	Bio Extra Virgin Olive Oil	Tiranë
8	Thomadea	Medicinal and Aromatic Plants	Tiranë
9	Xherdo	Medicinal and Aromatic Plants and Essential Oils	Tiranë
10	Connect	Organic Mushrooms	Gjirokastrë

The AAC program supported the Albanian exhibitors to ensure samples were delivered, to display the samples and the promotional materials, facilitate meetings with potential customers, and to visit a number of stands primarily of the neighboring countries like Kosovo, Bosnia & Herzegovina, Macedonia, Serbia and Italy.

The Albanian MAP's industry was represented at the BioFach trade show in Germany for the sixth consecutive year. The uninterrupted presence sends the right signal of professionalism and continuity. BioFach was a good platform to show the AAC's program commitment to the sector. In addition to market development, the AAC program will focus on the following issues to better serve the industry:

- Organize field day activities during the harvesting time in order to multiply the example of Koplík's collection and dehydration center;
- Try to introduce new crops cultivation, such as saffron;
- Put some efforts on the quality improvement and safety of the products;
- Introduction of the right certifications, supporting the growth of the essential oils processing industry and their quality control, as well as cultivation.



Xherdo's President at the BioFach Fair.

Adriatic food Fair, Budva - Montenegro

The activity: The fair was held from 21- 24 March, 2012 in Budva; it is recognized as the most important event in the food industry sector and related industries in Montenegro. Traditionally great number of visitors, representatives of tourism industry, media and professional buyers from the region and Montenegro, shortly before summer tourism season, offer an opportunity to effectively, and in short period of time, achieve significant commercial results. The Fair, dedicated to agribusiness, brings together exhibitors from the food industry sectors, agriculture, wine production, Mediterranean cultures, organic food, fishing industry, sweets industry, mineral water industry and packaging. In cooperation with relevant institutions and affirmed professionals the program of the Fair is designed to provide quality support to the exhibitors with an aim to achieve more positive promotional – sale results.

The AAC program staff and two olive oil producers, Musai sh.p.k representative from Vlora and Orhani sh.p.k representative from Tirana, visited the fair during its first day, March 21, 2012. The overall impression of the fair was below expectations. The olive oil sector was poorly represented in the fair and the two AAC program clients were not able to find remarkable business opportunities.

Xherdo's new improved products' catalogue

The activity: The AAC program continues to support consolidators/exporters and food processors with promotional materials. During the reporting period, the AAC program client, the herbs and spices processor and exporter, Xherdo Ltd., was assisted to publish a new products' catalogue. In collaboration with the client, the program designed and reviewed the catalogue's content (company profile, contact information, information related to MAPs and other products and illustrative photos). The printing costs were covered by the AAC program.



Inward Trade Mission of UAB Jotagris from Lithuania in Tirana, March 29- April 01, 2012

Rationale: The AAC program stimulates the growth in Albania's agricultural sector, which will contribute to achieving sustained, broad-based economic growth and poverty reduction in targeted rural areas. The program has been demonstrating how Albanian agriculture can evolve to meet the demands of the domestic and export markets while adapting to the changing environment. Examples of this are the early-season and late-season watermelon exporters, who succeeded in becoming suppliers of large scale retail chains by targeting both the regional and the Lithuanian markets. Some of these actors are also input suppliers to their growers. Despite these achievements, these traders are still in need of assistance: they have problems presenting their companies, negotiating production contracts, identifying new innovative technology, and most importantly grasping the importance of cultivating long term business relationships.

The activity: The objective of the first inward trade mission, conducted on March 29-1 April, was to consolidate and expand the business relationship between Agro-Koni and UAB Jotagris, started in 2009, and to explore the possibility of exporting other high value horticultural products to Lithuania. In a close cooperation with the president of Agro-Koni, the AAC's program Association Strengthening Specialist/Market Development Component leader facilitated meetings between the two business partners and other consolidators/exporters of various fresh produce commodities and several producer groups to determine the feasibility of embarking on an expanded export production program to Lithuania for 2012.



From left: Mr. Andrea Muça, farmer; Mr. Audris Jakubynas, owner of UAB Jotagris and Mr. Ruzhdi Koni, owner of Agro-Koni.

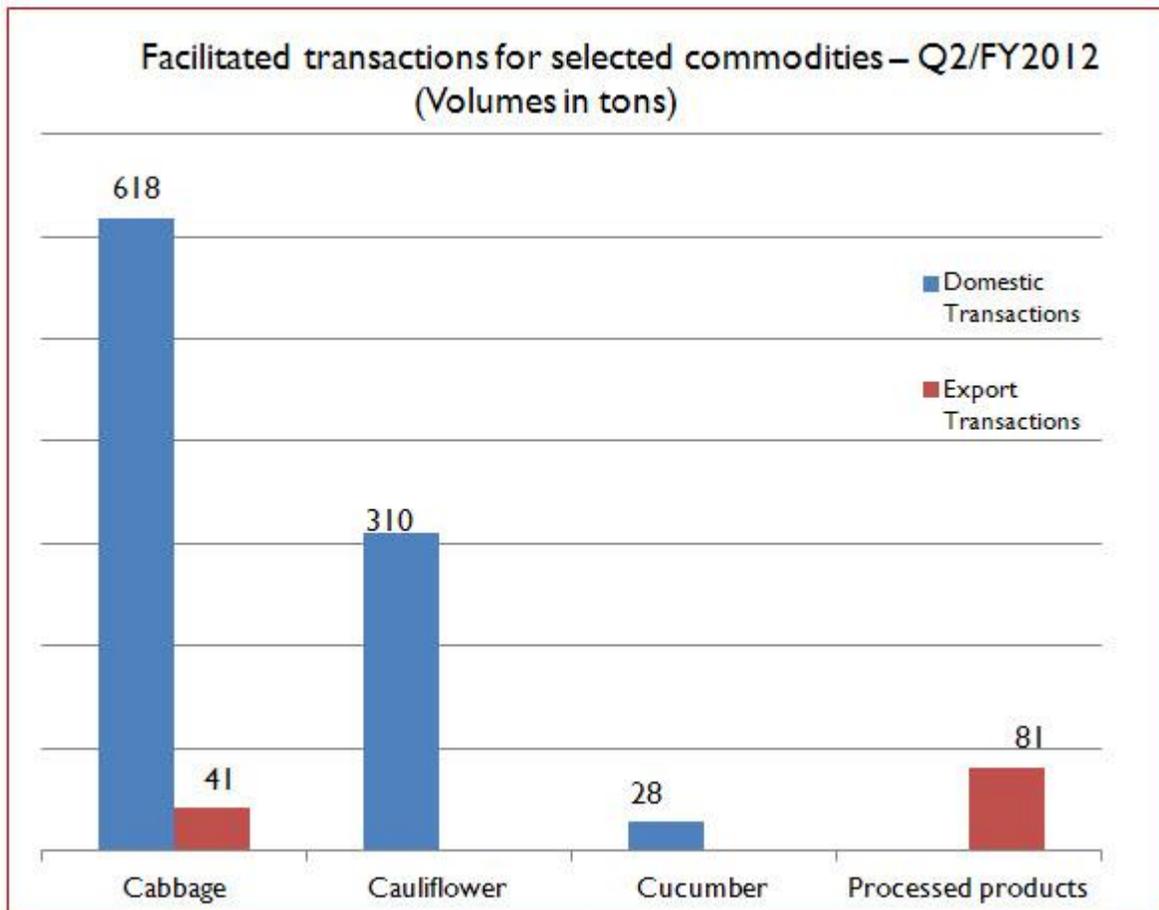
Some of the farms and areas visited during this inward trade mission:

- Visited the greenhouse of Mr. Fatmir Kallbaqi in Durrës, where Agro-Koni has contracted the production of 1 ha of baby cabbage, to be exported in Lithuania.
- Visited the greenhouse of Mr. Hajdar Kuçi in Maminas, where Agro-Koni has contracted the production of 1.2 ha of baby cabbage, to be exported in Lithuania.
- Visited the 12 ha consolidated field of watermelon in Hamallaj village, managed by Mr. Qamil Lamollari under the contract of Agro-Koni, to be exported to Lithuania.
- Visited the greenhouse production facility of Mr. Sokol Shkoza in Divjaka, where Agro-Koni has contracted the production of 1 ha of baby cabbage, to be exported in Lithuania.
- Visited the 10 ha consolidated fields of watermelon in Divjaka, managed by Mr. Ristan Janku and Saimir Biti under the contract of Agro-Koni, to be exported to Lithuania.
- Visited the 10 ha consolidated fields of watermelon in Gosë/Kavaja, managed by a group of local farmers under the contract of Agro-Koni, to be exported to Lithuania.
- Visited the greenhouse of Mr. Andrea Muça in Krutje, where Agro-Koni has contracted the production of 1ha of baby cabbage, to be exported in Lithuania.
- Visited the 4 ha consolidated field of baby cabbage in Gosë/Kavaja, managed by Mr. Mersin Lika, which potentially can be exported to Lithuania.

The AAC program facilitated further discussions between Agro-Koni and UAB Jotagris to reach an agreement for a baby cabbage and watermelon production and export program for the 2012. Meanwhile, other potential crops were considered, such as: mandarins, carrots, lettuce, dry onions, etc. A concrete production, harvesting, quality control, and shipping program for baby cabbage during April/May, early season, watermelons during May-June, and mandarin oranges during October-December was developed during the trade mission duration. The UAB Jotagris representatives visited Albania for the first time and were impressed of the potential of Albanian farmers.

Facilitated Transactions Summary Q2 FY2012

Quarter FY 2011	Type of transactions	Volume in Ton	Value in ALL	Value in \$	Number of transactions
Q2	Domestic	956	28,787,000	287,870	62
	Export	122.3	8,606,000	86,060	10
	Total	1078.3	37,393,000	373,930	72



Note: Currency rate for Q2- 1\$ = 100 ALL

Component III: Increase Access and Use of Timely and Reliable Market Information

Summary Highlights Quarter 2:

- Delivery of ten MIS training sessions on “Use and knowledge of Market Information System SITA” in Fier, Lushnje, Berat, Korça, and two new areas Elbasan and Lezha region, totaling 203 participants, 25 of them women.
- Daily Wholesale and Retail Prices were published daily and distributed on the extended distribution platforms: 5 Market Information Signs in 5 wholesale markets, 5 Televisions, 2 websites portal, the Prices per SMS platform, and the electronic emails.
- Published 5 analysis pieces in the KASH newspaper, Agribusiness

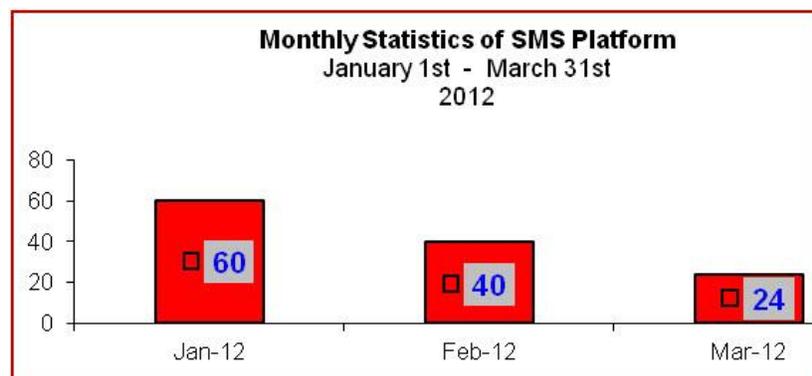
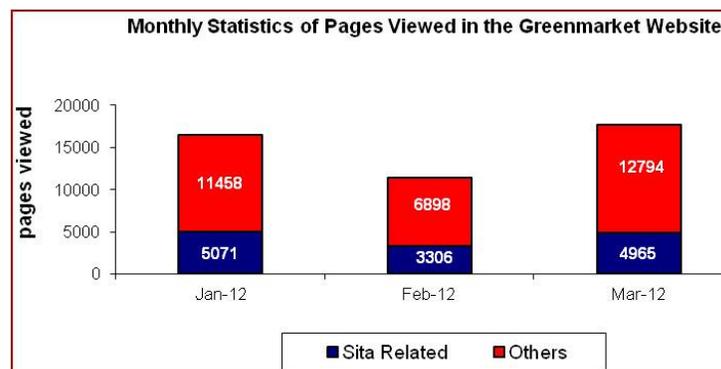
Distribution Platform Statistics

Around 124 people have attempted to receive prices per SMS during January – March 2012.

About 45,700 page views (around 30% of them SITA related) were registered at the Greenmarket website.

Daily and Weekly Wholesale and Retail Prices has been distributed in about 235 contacts (Associations, Consolidators, Processors, Government Institutions, Media, Supermarkets, etc).

In four major wholesale markets (Tirana, Lushnja, Korça, and Fier) daily prices information was posted. Also, daily and weekly prices were posted in the Xarre Market Information Sign.



Farmers Trainings on MIS and its integration in crop decision making

The activity: During the second quarter the MIS staff conducted 10 training sessions in Fier, Lushnje, Berat, and Korça. Two training sessions were delivered in Elbasan and Lezha for the first time, organized in collaboration with the MoAFCP and the Agricultural Directories. As the system has passed under MoAFCP's responsibility, MIS training will be organized in areas which were not covered by the AAC program. During training, farmers received a presentation on the subjects: why do they need the MIS, what MIS has to offer, MIS "products" and the MIS distribution platforms.



The first MIS training in Elbasan region held with women.

The scope of the training was to make the farmers familiar with the:

- Market information system- SITA- available for them;
- the available forms of retrieving the market information;
- the possibility to know and understand MIS data related to crops they produce: prices in different markets, production costs, data on sales, and the product cycle.

Farmers were trained also on a specific platform, the SMS platform. They perceived this platform as useful and an easy and a quick way to receive the prices. At the end of the sessions, the participants were requested to fill out a training evaluation questionnaire. The feedback was positive; participants specified the training was helpful, the most important knowledge received was the existence of such a market information system, the possibility to know the optimal commodity and optimal season for cultivating, and the best market with the highest price. The trained farmers specified that they are going to use the information from the SMS, KASH newspaper and Extension Service offices when deciding to cultivate commodities with added value.

Participants table

No	Date	Location	Topic of Training	Number of participants
1	10/01/2012	Kurjan	MIS Usage and its integration in crop decision making	12/0
2	13/01/2012	Peshtan		19/0
3	20/01/2012	Bubullime		28/0
4	23/01/2012	Shirgjan		32/6
5	6/02/2012	Gajde		14/0
6	9/02/2012	Lumth		20/0
7	23/02/2012	Voskop		21/0
8	24/02/2012	Veliterne		21/0
9	13/03/2012	Shen Koll		16/0
10	23/03/2012	Belsh		20/19
Total Participants in 10 training sessions				203/25

CROSS-CUTTING ACTIVITIES

Summary Highlights Quarter 2:

- The AAC program issued one \$10,000 grant to the “ZAGORA Shpk.” MAPs consolidator and processor operating in Koplik for the acquisition of a modern herbs and spices pressing machine.
 - Facilitated credit loans mainly for greenhouse areas’ extension, inputs and greenhouse damage recovery (in Shkodër) for 20 clients, with a total value of \$ 85,000.
 - Facilitated the publication of a booklet on “The Citrus Cultivation Technology in Albania”.
 - Conducted 15 training sessions on “Cash flow and bookkeeping” in Shkoder, Lushnje, Saranda and Korça regions with the participation of 278 farmers, 7 women included.
-

Grant Activities

During the second quarter, the AAC Program continued its support to the Albanian herbs and spices industry. In the spring of 2011, with the assistance of the USAID’s AAC program, a MAPs producer group “LUJZ” reached an agreement with the Netherlands Development Organization’s (SNV) PROMALI project in Albania to establish a collection and post-harvest processing facility for the medicinal and aromatic plants. PROMALI project supported the producer group by funding the construction of the facility. The AAC Program contributed to this development effort with a grant for purchasing of the custom designed and built drying systems for the new facility. The Mountain Areas Development Agency (MADA) contributed \$10,000 for additional improvements to the drying facility.

The activity has received a lot of attention from the other MAPs value chain actors in the area. As a result, the AAC program was approached by a MAPs consolidator and processor “ZAGORA Shpk.” operating in Koplik. The business requested support with upgrading the MAPs processing facility and increasing its capacity by adding a modern pressing machine. The \$10,000 grant will aid the Grantee’s efforts to increase the volume of the MAPs production and sales through improved produce post-harvest handling. The activity will strengthen linkages between the MAP collectors/producers and processors thus strengthening the value-chain. The grant will have a synergistic effect with an earlier award granted to a Koplik MAPs producers group “LUJZ” for the establishment of a new collection and drying facility. ZAGORA Shpk. is one of the main consolidators in the area and by improving its processing capacity it will be able to better accommodate the growing volume of dried MAPs supplied by the producers in Koplik and other surrounding areas.

Training sessions on “Cash flow” and bookkeeping

Rationale: Most farmers do not keep business records and it is hard for them to define their profits. As a result of good bookkeeping the farmers will be able to evaluate their financial business situation and have better access to financial institutions. Aiming to increase the agriculture competitiveness by delivering training sessions to various crops’ growers groups on effective ways of economic administration of the agriculture farm, the business knowledge of the AAC program clients is improved.

The activity: The AAC program conducted 15 training sessions on cash flow and bookkeeping in Korça, Shkoder, Saranda and Lushnja areas totaling 278 participants, 7 of them women. The purpose of the training was to present to the farmers the business' life cycle and the importance of information in every stage of production and sales. Participants in the training were introduced to simple templates that will help them in book keeping: the most important records on planning, farm expanses, family expenses and profit calculation. The module



The training in Menkulas, Korça region.

introduces farmers with correct concepts on financial administration of the farm such as:

1. Plan of expenses and income for a certain crop based on timelines and dead lines.
2. Financial resources for the above plan.
3. Effective use of the loan/credit; the proper time to use the bank loan.
4. How to expand the agriculture business by using in fair ratio self savings and bank loan.
5. Book keeping for every agriculture crop.
6. Keep notes for every agriculture service applied to each crop.
7. Recording of sales volume and prices by crop

The RDA expert, Dhimitraq Marko, defined the concept of cash flow, an important concept to understand when evaluating an overall business financial health. It's also useful when trying to understand the impact of a new investment. Cash flow removes all of the accounting allocations, and delivers a clearer picture of the inflows and outflows of money. At the end of the training handouts were provided. All attendees have shown great interest on the topic and have asked different questions, particularly about the process of credit.

A training evaluation was performed. 83% of the participants answered the survey, from which the majority of them were satisfied with the training topic, and the information presented. According to the survey, the participants will implement bookkeeping, cost calculation and cash flow in their farming operations.

Participants table

No	Date	Location	Topic of training	No. of participants / no. of women
1.	1/26/2012	Menkulas	Practical training session on cash flow and book keeping	19/3
2.	1/27/2012	Dvoran		19/0
3.	2/23/2012	Voskop		21/0
4.	2/24/2012	Veliternë		21/0
5.	2/29/2012	Cangonj		18/0
6.	1/5/2012	Drenovicë		14/0
7.	1/10/2012	Kurjan		12/1
8.	1/13/2012	Peshtan		19/0
9.	1/17/2012	Hysgjokaj		26/0

10.	1/20/2012	Bubullimë		28/0
11.	1/25/2012	Delvina		12/2
12.	1/31/2012	Velmish		20/1
13.	2/6/2012	Gajde		14/0
14.	2/9/2012	Lumth		20/0
15.	1/21/2012	Vukatan		15/0
Total participants in 15 training sessions				278/7

The AAC program support in the “The Citrus Cultivation Technology in Albania” booklet’s publication

The activity: In order to support the citrus growers located mainly in Saranda, as well as in other citrus cultivation areas such as Vlore, Fier, Lushnje, Elbasan, and Durres, the AAC program initiated and facilitated the publication of the booklet titled “The Citrus Cultivation Technology in Albania”. This publication contains updated information on citrus growing techniques. The AAC program led the whole process involving Dhimitër Panajoti, specialist of Vlorë’s TTC, to prepare the booklet and providing him with reference materials from DAI’s experience in other countries such as Indonesia and updated fertilizing schemes from the Spanish experience. Based on his own research too, Dhimiter Panajoti wrote the booklet which was reviewed by the Agriculture University of Tirana. The AAC program distributed the booklet to citrus growers in Saranda area and agriculture specialists in Saranda, Vlorë, Fier and Lushnja.



The cover page of the booklet.

Element Level Performance Output Indicators Table Q2 FY2012

Indicator		Q ₁ FY2012	Q ₂ FY2012	Absolute target FY2012*	Accum. Values up to Q2 FY 2012	Accum. Target for LOP**
2. Agricultural Enabling Environment Element Indicators						
2.1	Number of public and private institutions undertaking capacity/competency strengthening	9	7	15	77	80
2.2	Number of individuals who have received short-term agricultural enabling environment training	118/21	278/7	50	1628	1300
2.3	Number of policy reforms implemented	1	0	1	5	5
2.4	Number of producers/processors who have received credit	17/0	20/0	50	317	400
2.6	Number of producers and traders trained in the use of market information for strategic planning, farm management and business decision making	18/0	203/25	250	862	800

3. Agricultural Sector Productivity Element Indicators						
3.1	Number of additional hectares under improved technologies or management	144	42	192	1052.7	1100
3.2	Number of producer organizations, trade and business associations assisted	33	21	40	168	140
3.3	Number of individuals who have received short-term agricultural productivity training	571/54	446/10	350	3973	3500
3.4	Number of agriculture-related firms benefitting directly from AAC assistance	62	25	40	374	330
3.5	Number of new markets identified (geographical areas, new products and new buyers)	33	0	75	280	300
3.6	Number of transactions completed (contracts signed and/or repeated sales)	552	72	150	7127	7500
3.7	Numbers of farmers/firms applying new environmental sound technologies that enhance productivity, production, quality	136/3	267/0	200	1433	1200
3.8	Number of additional functioning post-harvest handling facilities in country	4	0	4	23	23

Note: Absolute target FY2012* column has values from the Contract, represented in absolute values for the FY2012 Accumulated Target for LOP ** column has the new established values for the life of the project (January 2013).