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KOSOVO AGRICULTURAL GROWTH AND RURAL OPPORTUNITIES ACTIVITY

QUARTERLY REPORT: APRIL–JUNE 2015

JULY 2015

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ACRONYMS AND ABBREVIATIONS

AGRO	Agricultural Growth and Rural Opportunities Activity
APC	Agroproduct Commerce
B2B	Business to Business
CC	Collection Center
CDCS	Country Development Cooperation Strategy
CLA	Collaborating Learning and Adopting
CLE	Contract Law Enforcement (Activity)
COP	Chief of Party
COR	Contracting Officer's Representative
CTA	Chief Technical Advisor
DO	Development Objective
DQA	Data Quality Assessment
ePORT	Electronic Program Observation, Reporting, and Tracking
EU	European Union
FACTS	Foreign Assistance Coordinating and Tracking System
FTF	Feed the Future
GAP	Global Good Agricultural Practice
GEM	Gender Empowerment Measure
GHP	Good Hygiene Practice
GMP	Good Manufacturing Practice
GOK	Government of Kosovo
HACCP	Hazard Analysis and Critical Control Points
IFC	International Finance Corporation
IIF	Innovation and Incentive Fund
IPM	Integrated Pest Management
IR	Intermediate Result

KAMP	Kosovo Association of Milk Producers
KCBS	Kosovo Center for Business Support
KDPA	Kosovo Dairy Processors Association
KIESA	Kosovo Investment and Enterprise Support Agency
KSA	Knowledge, Skills, Abilities
LOP	Life of Program
M&E	Monitoring and Evaluation
MAFRD	Ministry of Agriculture, Forestry and Rural Development
MIS	Management Information System
MOU	Memorandum of Understanding
MTI	Ministry of Trade and Industry
NGO	Non-Governmental Organization
NOA	New Opportunities for Agriculture
PePeKo	<i>Peme e Perime te Kosoves</i> , or Fruits and Vegetables of Kosovo
PERSUAP	Pesticide Evaluation Report and Safe Use Action Plan
PIRS	Performance Indicator Reference Sheet
PMP	Performance Management Plan
PPSE	Promoting Private Sector Employment (Project)
RF	Results Framework
SOW	Scope of Work
SP	Strategic Partner
SPSS	Statistical Package for the Social Sciences
STTA	Short-Term Technical Assistance
TRMS	Transparent Raw Milk Sampling
USAID	United States Agency for International Development
USG	United States Government
VC	Value Chain
WAEI	Women's Agricultural Empowerment Index
WB	World Bank

EXECUTIVE SUMMARY

This quarterly report precisely follows the format of the Agricultural Growth and Rural Opportunities (AGRO) Activity annual work plan. The report does not restate the strategy and background by value chain or a description of the activities to be undertaken. Under each value chain and under the project level objective, the report lists the stated activity only. Each of these activities is listed for completeness as they appear in the project work plan, even if little or no progress has been made towards their achievement due to the seasonal nature of the program. Activities carried out in preparation for these activities are detailed under each activity heading.

Following each activity is a table extracted from the approved annual work plan highlighting the PMP indicator number that is most closely associated with it, the short name of the indicator and the target under this activity for the year. Due to the fact that the AGRO Activity began in March 2015, Quarters 3 and 4 are the only quarters appropriate to the Fiscal Year 2015 work plan. Achievements made in FY15 Q3 are herein highlighted. The present report covers the late spring production period into the early summer and captures harvest and sale of the asparagus and early cucumber crops as well as strawberry and early blueberry production and sales within the soft fruit value chains.

PROJECT ADMINISTRATION

This reporting period covers the inception period of the AGRO contract – effectively 90 days from April 1st through June 30th 2015.

During this period, the project:

- Achieved a full staffing compliment, including the mobilization of 2 international staff
- Put in place all the assets required to carry out the project,
- Submitted its initial work plan for the last 2 quarters of Fiscal Year 2015,
- Submitted the Activity grants manual,
- Submitted the Activity local sub contracts manual,
- Submitted the Pesticide Safe Use Action Plan (PERSUAP),
- Conducted a review of value chain viability and presented this to the Mission for ratification,
- Published the first Activity Annual Program Statement
- Conducted Activity start up and information sessions in 4 regions of Kosovo

HIGHLIGHTS: FRUIT VALUE CHAINS

Work in the **Pome fruits** value chains including **apples, pears and sour cherries** centered on effective strategy development, discussions with industry leaders and developing opportunities to create strategic focal points to effectively drive these sectors over the life of the project. Additionally, work was done to develop specific agendas for study tours in the region specifically for sour cherry, which is a dormant value chain in Kosovo with significant potential.

Strawberries saw peak harvest over the reporting period and this season saw a dramatic over-supply situation. This had been projected and forced growers to rethink their marketing strategies with significant second grade fruit entering the processing system for juices and some frozen product. The early **blueberry** harvest showed promise with growers coming together to discuss strategy and to harmonize marketing positions. The AGRO technical team placed considerable importance on developing a new revised package of production practices given the challenges faced by the industry during 2014.

The challenge in the **table grape** sector is no longer the development of improved production practices, as these were fully articulated under NOA. AGRO is now fully focused on seeking appropriate strategic partners who will break the mold in terms of marketing of Kosovo premium product. This is taking time, but is time well spent as selection of appropriate Strategic Partners is crucial to the Activity's success.

Raspberry production expansion is proceeding very rapidly with the AGRO raspberry value chain lead conducting a full set of production trainings (253 trained) throughout the country. New hectares planted (106) in raspberry has already pushed the AGRO year one performance over the target and is likely to effectively drive full time equivalent employment results as the year end jobs report comes in. Strong interest has been seen during the quarter in leveraging funding with Municipalities willing to fund raspberry production in partnership with multiple strategic partners that are now emerging.

HIGHLIGHTS: VEGETABLE VALUE CHAINS

Peppers and Tomatoes are well established value chains but are lacking in transformational strategic partners. AGRO has focused on identifying and developing partnerships with such strategic partners that will ensure that new technologies are fully adopted in these difficult-to-change value chains dominated by traditional approaches. Contract production (or supply contracting) has been a key ingredient and, in partnership with USAID's Contract Law Enforcement (CLE) Activity, 130 contracts have been established within this value chain thus far. Supply contracts to processors now exceed 3,600 Mt valued at almost €2 million. Collection centers are beginning to show their utility as processors are finally manifesting sufficient confidence to enter into supply contracts and collection centers are responding very positively.

The **Gherkins and Cucumbers** value chains have shown further encouraging progress towards maturity with contracts between growers and collection centers becoming the norm, and confidence between growers, collection centers and process buyers improving dramatically. Of critical interest is the opening this year, for the first time, of the export market for this crop with small tonnages marketed to Serbia, strong demand from Bosnia, Macedonia and inbound visits from two large German supermarket chains.

Asparagus presented a disappointing season as late spring followed by two freezing cycles severely hampered crop development. Sold yield was only 20% of expectation and growers were disappointed. This however seems to have spurred them to improve their later season management and the AGRO team has been very active with old and new plantation trainings during this quarter. AGRO focused on strategic partner development and selection with particular attention to market expansion for the **lettuce** value chain. The emergence of a new owner at the Raushiq pack house in Peja, determined to develop a cut salad business with strong European demand breathed new energy into this value chain. AGRO has spent and will continue to spend considerable effort in ensuring that this venture is fully operational for the next production season as it impacts multiple vegetable value chains.

AGRO worked in the Medicinal and Aromatic Plant value chain to cultivate strategic partner responses in support of expansion of this important sector. This involved conducting multiple meetings with potential partners with the capacity to transform the area under cultivated production by creating new mechanisms to aggregate, dry and process the crop. Strong interest continues to be felt from the market and it is up to Kosovo to respond appropriately. AGRO continues to play a strategic role in these developments.

HIGHLIGHTS: DAIRY VALUE CHAIN

This has been a challenging quarter for the **diary** sector, the associations - producers and processors - are not collaborating at all well, and there is a strong sense of disunity which is unfortunate. It appears that leadership questions alongside conflicting interest in revenue streams generated by the producers association have divided the industry. This is unfortunate as it should be one of the associations that emerge as a strong strategic partner to AGRO in the development of the planned fluid milk developments. There does appear to be strong interest in the AGRO strategy of developing the pasteurized milk sector and this will certainly come to the forefront of activities in Q4.

CROSS-CUTTING

Agricultural support services generated some significant progress this quarter with the international training of HACCP advisors and significant achievement regarding the international certification of 10 preferred farm assurers. These individuals are now recognized as being able to provide international firms with local farm auditing in the field of GlobalGAP. This is truly a significant milestone on the road towards universal application of GlobalGAP standards adopted among export producers in Kosovo.

PERFORMANCE MONITORING PLAN (PMP)

Of the quarterly reported PMP indicators, the table below highlights results achieved during Q3.

Performance Indicator Name	FY1 Targets	Achieved Q3 FY1	% of annual target achieved
R 1.1: Number of individuals who have received USG-supported short-term agricultural sector productivity or food security training	600	437	72%
R 1.3: Number of hectares under improved technologies and/ or management practices	100	106	106%
R 2.4: Number of supply contracts between producers and strategic partners	200	379	189%
R 2.5: Number of strategic partners issuing supply contracts	10	20	200%
R 2.7: Number of SPs organizing Business to Business (B2B) and other market investigation events and trade shows	5	1	20%
R 2.8: Number of people attending strategic B2B and market investigation events and trade shows organized by SPs	200	69	34%

Of note is the strong performance in hectares under new technology which will no doubt drive job creation, and the training achievement which represents 72% of the annual target. Supply contracts and strategic partners issuing contracts likewise have seen strong performance which is encouraging in terms of confidence building throughout the value chain.

1.0 VALUE CHAINS

1.1 FRUIT VALUE CHAINS

1.1.1 APPLES AND PEARS

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # AP111: Development of Pear Subsector Development Strategy

ACTIVITY PROGRESS

A round table discussion with the all apple and pear stakeholders was conducted on April 23, 2015. This event was held at the AGRO offices including 15 different stakeholders from the apple and pear sector. Representatives of producer associations, nursery associations, lead farmers, collection centers, processors and municipal extension agents were present. The participants emphasized the background of the current situation regarding top fruits produced in Kosovo and discussed planned activities that the Program can implement in the future. The meeting concluded the first overview of pome fruits production with particular emphasis on pear production in Kosovo.

PLANNED FOR THE NEXT QUARTER

A follow-up round table will be arranged to present the final drafts of the Pear Subsector Development Strategy in Kosovo.

Activity # AP112: Provision of training on plant protection (IPM) to lead farmers and collection center technical staff

ACTIVITY PROGRESS

The Program performed two training sessions during June in two different regions of pome fruits production. On June 19th the AGRO Apple and Pear Value Chain (VC) Specialist Naim Krasniqi and Supply Contracts Specialist Musli Berisha, in collaboration with the Input supplier “Agro Pharma” from Viti provided training on a) contracting, b) the principles of IPM implementation and c) the proper fertilization for apple and pear crops. Twenty (20) apple and pear champion farmers attended this training from the Gjilani Region, including farmers from Vitia, Gjilan, Kamenica, Ferizaj and Novobërde municipalities. On June 25, 2015, AGRO in collaboration with the Input Supplier “Agro Pharma” provided a second training session on the same topics, facilitated by the same trainers mentioned above, to 20 lead farmers of apple and pear growers from the Peja Region, including farmers from Gjakova, Peja, Istog, Klina, Deçan and Junik municipalities.



The provision of the training to the pome fruit champion farmers from Gjilani region, on IPM and proper fertilization practices

PLANNED FOR THE NEXT QUARTER

Two other training sessions will be organized during Q4 in central Kosovo, and in Kovraga, Istog, an area where apple and pear production is widespread. The training will be provided to at least lead farmers from the other regions of Kosovo.



The provision of the training to pome fruit champion farmers from Peja region, on IPM and proper fertilization practices

RESULTS THIS QUARTER

During this Quarter (3), 40 apple and pear lead farmers were trained on Integrated Pest Management and regarding proper fertilization protocols for apple and pear, and the proper fertilization programing throughout the season.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	75	40	

Activity # AP113: Capacity building training on post-harvest handling and storage practices to lead farmers and collection center technical staff.

ACTIVITY PROGRESS

A scope of work has been developed to bring an international specialist in support of this objective. It is anticipated that the specialist will be provided under the volunteer program managed by Tetra Tech’s sub-contractor CNFA.

PLANNED FOR THE NEXT QUARTER

Preparation of the agenda for this assignment will be concluded and the details of the specialist will be communicated to stakeholders.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	50		50

On June 26, 2015, Apple and Pear VC Specialist Naim Krasniqi and Senior Fruit Production Manager Maxhun Shehaj visited one of the biggest apple commercial orchards in Kosovo, located in Malisheva. This orchard was established last year which includes 35 hectares with new apple varieties imported from Italy. The AGRO staff provided on-farm training to technical staff engaged in this commercial orchard. Training focused on the proper use of fertilization, irrigation, plant protection practices (pests and weed control) as well as summer pruning and trellising system management.



On-farm training provision to the technical staff at the Qamil Hoti’s orchard in Malisheva

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # AP121: Business to Business (B2B) event between supermarkets/traders and apple and pear lead farmers

ACTIVITY PROGRESS

This activity will be carried out at the beginning of August 2015.

PLANNED FOR THE NEXT QUARTER

It is anticipated that this event will take place at the farm of one of the sectors lead farmers where a pack house facility is available such that the total process from farm to retail is open for discussion.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
R 2.1	Sales	\$ 200K		\$200K
R 2.2	New Linkages	1		1
R 2.4	Contracts	50		50
R 2.8	People in B2B	60		60

Activity # AP122: Apple and Pear promotional B2B

ACTIVITY PROGRESS

This activity will be performed by the Activity in collaboration with Strategic Partner “Pema” the Apple and Pear producer association from Kovraga, Istog. The activity will be finalized during Q4.

PLANNED FOR THE NEXT QUARTER

AGRO will finalize all the activities for this event, including a formal presentation to apple and pear growers at this high profile event.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
R2.7	SP's organizing B2B	1		1
R2.8	People in B2B	150		150

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # AP131: Study tour in Turkey regarding opportunities, regionalization and management of the large orchards

ACTIVITY PROGRESS

During Q3, the full agenda for this important study tour was finalized to include the list of participants as well as the detailed visit schedule in Turkey.

PLANNED FOR THE NEXT QUARTER

This activity will be completed in August 2013.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
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R1.1	Trainings	20		20
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Activity # API32: Provision of TA through strategic partner

ACTIVITY PROGRESS

Selecting lead firms that will act as strategic partner/s in this value chain is a critical decision. Multiple meetings have been held with potential strategic partners and the final decision will be made through the grant process which is ongoing.

PLANNED FOR THE NEXT QUARTER

Apple and pear SP/s will be selected.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
DO2.3	Jobs	30		30
R1.1	Trainings	120		120
R1.3	New Tech HA	70		70
R1.6	Firms with Tech	3		3
R2.1	Sales	\$750K		\$750K

Activity # API33: Functionalize a national umbrella association of apple and pear producers in Kosovo

ACTIVITY PROGRESS

On June 30th 2014, the Apple and Pear VC Specialist Naim Krasniqi conducted a meeting with Ekrem Bajrami – the head of the union of the fruits associations in Kosovo, with the aim of initiating the creation of an Umbrella Association of all apple and pear associations around Kosovo. There were many issues that were discussed during this meeting regarding the shortcomings that are facing the apple and pear sector in Kosovo. It was agreed that, by the end of July, a meeting would be organized with all apple and pears associations operating throughout Kosovo. This meeting will determine the future of the proposed umbrella association.

PLANNED FOR THE NEXT QUARTER

Umbrella association meeting held.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q1	Q2	Q3	Q4
R3.6	Public private Dialogues	1				1

1.1.2 TABLE GRAPE

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # TG111: Stimulate adoption of improved canopy management practices

ACTIVITY PROGRESS

The only way to effectively stimulate the adoption of improved canopy management practices is to ensure that the market will pay for the product produced under these conditions. AGRO is working with potential SPs who could be focus on market promotion in order to reflect benefits to canopy management. This has been the focus of the work during Q3. Four operators have received attention in this regard: Kelmendi GMBH, Agrocelina, Stone Castle and Ballabani in Suhreka. Meetings with all of these firms have ensured

that they are well aware of the results from improved canopy management and are prepared to participate in stimulating widespread adoption of the practices. A total of 34 growers have been identified to supply against the demanding quality standards of Kosovo’s premium table grape.

Agro Celina has expressed strong interest in collaborating in marketing the premium product expected from this initiative. There are two cooling rooms fixed and operational. In order to effectively participate, there is a need to improve its infrastructure by establishing a forced air cooling system and train its staff. Above all Agro Celina is committed to work with local marketing actors in distributing grapes to local markets and in exporting table grapes to foreign markets.

Stone Castle has continued to change their trellising systems by installing improved systems in 5 new hectares. They do not however have the interest to work with other actors in the marketing and promotional area.

In support of the extension messaging for improved canopy management, prior NOA beneficiary, “Speed Company”, continues to provide training on improved canopy management for beneficiaries and other individual growers from the Suhareka region. Mr. Qamil Cena a former project beneficiary who is an adviser and an input dealer, has established simple record keeping for crop protection products and has delivered this to grape growers. It helps him to schedule field treatments and to recommend products to be used. At the same time he provides advice on other aspects of vineyard management.

Ballabani Company based in Prishtina has released 130 ha of Table Grape in Suhareka from the companies that initially privatized the area. The technical staff of the company has raised the need for trainings in vineyard management with a particular focus on canopy management. Speed is providing these services.

PLANNED FOR THE NEXT QUARTER

Continue to identify SPs that will actively participate in table grape canopy management interventions as well as in the marketing of resulting premium products.

RESULTS THIS QUARTER

- 20 growers received training on basic elements of the new vineyard establishment concepts, connected with implementation of new technologies. Five of the growers are MAFRD beneficiaries;
- One company introduced improved trellising system over an area of 5 hectares;
- One company committed to implement improved canopy management in the area of 130ha and is seeking necessary technical assistance.

Number	Short Name of the Indicator	Total	Q3	Q4
R 1.1	Trainings	50	20	
R 1.3	New Tech HA	50	5	
R 1.6	Firms with Tech	1		1

Activity # TG112: Launch Table Grape GAP awareness campaign

ACTIVITY PROGRESS

Kelmendi GMBH has requested GlobalGAP implementation by all growers that will cooperate with them in the future. Agro Celina, acting on behalf of the Kelmendi, has presented 2 major requirements to growers attending a B2B meeting: quality standards and GAP. The AGRO Post Harvest Handling and Processing Specialist presented the basics of GlobalGAP standards.

PLANNED FOR THE NEXT QUARTER

- At least 8 growers and one company will commit to implement GlobalGAP and will receive elementary trainings;
- The required infrastructure – documentation will be produced and distributed to growers ready to implement GlobalGAP from next year (2016).

RESULTS THIS QUARTER

20 growers attended the presentation on the basics of GlobalGAP.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	9	20	

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # TG121: Stimulate adoption of Marketing Standards

ACTIVITY PROGRESS

To resolve the problem with export of poor quality table grapes sourced from Rahovec region, Kelmendi GmbH had asked AGRO to support the development of quality standards describing quality requirements for the company. A workshop to develop the quality standards was held with participation of Kelmendi GmbH, Collection center “AgroCelina”, and Qamil Cena as local expert. During the workshop the minimum requirements following the UNECE have been developed. The standards were presented to 20 growers attending a B2B meeting moderated by Kelmendi GMBH. The requirements presented in the meeting should be applied by growers interested to collaborate with Kelmendi as a potential exporter of locally-produced Table Grape.

PLANNED FOR THE NEXT QUARTER

The brochure of Quality Standards will be prepared, printed out and distributed through SPs. First sales are expected during Q4 and will demonstrate the utility of this tool in implementing marketing standards.

RESULTS THIS QUARTER

20 growers received initial training on the Quality Standards requirements

Number	Short Name of the Indicator	Total	Q3	Q4
R2.7	SP's B2B	1		1
R2.8	People in B2B	60		

Activity # TG122: Facilitation of the contracting process between growers and market players

ACTIVITY PROGRESS

This activity will be implemented in Q4 when the actors will meet potential buyers.

PLANNED FOR THE NEXT QUARTER

Organizing meetings with supermarkets, traders and exporters.

RESULTS THIS QUARTER

Results expected in next Quarter.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales	\$1.2M		
R2.4	Contracts	50		
R2.6	Sales from Contracts	\$1M		

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # TG131: Facilitate the process of public – private dialog in support of the sector

ACTIVITY PROGRESS

Due to the seasonal works this activity is postponed until Q4 when table grapes growers can organize meetings in the field with main stakeholders.

PLANNED FOR THE NEXT QUARTER

Organizing visits for MAFRD to municipalities and organize a workshop to discuss future strategy.

RESULTS THIS QUARTER

Dialogue will be initiated in next quarter.

Number	Short name of the indicator	Total	Q3	Q4
R3.6	Dialogues	1		

1.1.3 STRAWBERRIES

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # SB111: Increase strawberry production through engagement of young graduates

ACTIVITY PROGRESS

On 9th June the AGRO program staff met with representative of the Agriculture Faculty, and discussed the interest in expanding new strawberry variety introduction by over 2,5 ha by involving youth in the sector. The short list with the names of the best students from the Plant Production Department was compiled with the faculty staff, based on the student's theoretical and practical performance and their access to land. Following these recommendations on June 22nd an information session, following the project APS release, was held for 13 (out of 18 invited) best agricultural students, experienced in the plant production. Students were informed about the application procedures to apply for support. The applications will be received during early Q4.

PLANNED FOR THE NEXT QUARTER

Select and provide grants to the 5 best concept paper submissions. The selected candidates will start with land preparation for the spring planting. The program will develop the RFQ for purchasing strawberry runners (*pending USAID waiver on procurement of planting materials*). Quality strawberry runners of the Albion variety will be purchased from reputable nurseries.

RESULTS THIS QUARTER

First results are expected to be achieved during Q4 while the activity will be continued to FY 2016.

Number	Short Name of the Indicator	Total	Q3	Q4
DO2.3	Jobs created	5		
R1.2	% of women	40%		
R1.3	New Tech HA	2.5		

Activity # SB112: Raise awareness about the importance of proper planting material

ACTIVITY PROGRESS

A RFP for the production of a video on this subject was prepared and the sent to the local potential bidders. The scenario for the 4-5min video documentary has been drafted. This video material is expected to act as an incentive that will stimulate dialogue between the GoK and the private sector by highlighting the significant risk to which the strawberry sector is exposed, particularly through the importation and use of unregulated plant materials.

PLANNED FOR THE NEXT QUARTER

Record the video documentary and release into the TV medium to pass on the message regarding the importance of using proper propagation material.

RESULTS THIS QUARTER

RFP prepared. The local video producers are expected to provide bids during the beginning of July.

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # SB121: Organize B2B event with lead farmers for marketing and sales

ACTIVITY PROGRESS

During Q3, AGRO organized two B2B meetings with strawberry farmers and the fruit processing company Frutomania. The first meeting took place on 21st May where 8 strawberry farmers and the representative of Frutomania discussed the strawberry day's event on Mother Theresa Street. The strawberry growers, led by Mehdi Bresila agreed to work together in the absence of a formal association to arrange this event. This group of larger producers agreed to form the event organization committee and it is hoped that they will go on to lead the formation of an effective national association which may be able to partner with AGRO in providing Strategic Partner services to growers.

The second meeting gathered 19 farmers with the aim of informing them about the opportunity to sell their strawberry fruits to MOEA/Frutomania processing company which is interested to increase their strawberry juice production, and potentially to diversify into puree production. As result of this, all producers present in the meeting made sales to Frutomania. The majority of them had never been in contact with Frutomania before, thus, at least 20 new linkages have been created.

PLANNED FOR THE NEXT QUARTER

Continue to work with Frutomania as a potential SP in this sector.

RESULTS THIS QUARTER

- 2 B2B's
- 28 people in B2B
- During May-June there were 20 contracts signed between strawberry farmers and processing company MOEA-Frutomania; 7 of them are signed with women farmers.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.2	New Linkages	2	2	
R2.8	People in B2B	20	20	

Activity # SB122: Organize promotion and sales days on Mother Teresa Boulevard and market linkages

ACTIVITY PROGRESS

For the fourth time USAID through its agriculture Program promoted Kosovo’s freshly picked strawberries. The event focused a spotlight on the successful strawberry harvest of 18 growers. They presented their hand-picked product to the general public in downtown Pristina, offering also on-the-spot freshly squeezed strawberry juice and strawberry ice-cream, making it a real refreshing treat for people. The farmers were visited by USAID’s Mission Director Jim Hope and the Minister of Agriculture Memli Krasniqi. Compared to the previous promotional days, this was a shorter four-day promotional event, held from May 28 to 31. The event was open to the media.

PLANNED FOR THE NEXT QUARTER

AGRO will collect sales for the rest of the strawberry sales, throughout the season. The Activity will capture total sales throughout the year, in the strawberry VC with farmers participating in the event.

RESULTS THIS QUARTER

In total \$7,500 (3500kg) in street sales during traditional strawberry day event were achieved. Other results will be collected in Q4.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales	\$300,000	\$20,000	



MAFRD Minister Krasniqi, Mission Director Hope (left), AGRO COP Mark Wood and a local farmer during strawberry promotion day (right).

ADDITIONAL ACHIEVEMENTS UNDER OBJECTIVE

During April, a roundtable was organized with strawberry farmers to evaluate the current situation of the strawberry sector and to discuss sector needs, problems, and challenges. The discussions with 12 lead farmers who participated emphasized as the main issue, the raising of awareness of the local farmers about the importance of using healthy propagation material. They also stressed the need for trainings on production technologies, fertigation, plant protection and precooling of the strawberries in order to extend the shelf life of the fruits. Farmers also expressed the need for further support in marketing the continuously expanding crop.

1.1.4 RASPBERRIES

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # RB111: Facilitate cold stores/associations with raspberry plastic crates

ACTIVITY PROGRESS

RFQ for raspberry plastic crates has been approved and 50,000 plastic crates will be distributed at the beginning of Q4 to the main Activity SP's: Agroproduct Commerce (APC), EuroFruti, Scardus, AgroRedGold, and Hit Flores. The plastic crates will help these partners handle their products in a standard way and ensure that quality raspberries are sold into international markets. This procurement also opens up a solid demand for local injection molding initiatives.



Raspberry plastic crates

PLANNED FOR THE NEXT QUARTER

Distribution of raspberry plastic crates to the main partners and training them on the use of crates to reduce damage during transport.

RESULTS THIS QUARTER

New plantings of raspberry have amount to 105.8 ha of surface area planted with this crop.

Number	Short Name of the Indicator	Total	Q3	Q4
DO2.3	Jobs	300		
R1.3	New Tech HA	100	105.8	
R2.1	Sales	\$800.000		

Activity # RB112: Testing of new primo cane raspberry varieties through APC

ACTIVITY PROGRESS

The AGRO strategic partners APC and Super Berry Kosovo planted 4 ha of new raspberry primocane varieties in different regions within the Podujevo area. The varieties are: Kweli, Imara and Kwanza varieties provided by Advanced Berry Breeding in the Netherlands (<http://www.advancedberrybreeding.nl/index.php/en/>). Activity staff is supporting these strategic partners with technical assistance to assess the potential development of these varieties in the Podujevo region. Based on the collaboration established with APC – Podujevo to date, it is apparent that Kosovo Raspberry industry would benefit greatly, and these linkages would improve access to new plant varieties expand access to new international markets.



In Vitro Kwali variety cane which is planted on APC and Super Berry Kosovo fields

PLANNED FOR THE NEXT QUARTER

Monitoring the situation regarding new varieties of raspberries introduced.

RESULTS THIS QUARTER

Four (4) ha planted with new varieties in Podujevo region.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.3	Tech HA	2	4	

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # RB121: Regional Study tour visit to Serbia

ACTIVITY PROGRESS

The SOW for the study tour in Serbia is in the process of approval. Forty (40) farmers of different nationalities from Kosovo will be part of this study tour which is planned from 18th–19^h July. During the study tour, farmers will visit the biggest raspberry orchards and cold stores in the region of Arilje and the Institute of Fruit in Cacak to share their experiences with farmers and growers from Serbia and gain knowledge on best practices.

PLANNED FOR THE NEXT QUARTER

A study tour to Arilje, Serbia will be organized and implemented.

RESULTS THIS QUARTER

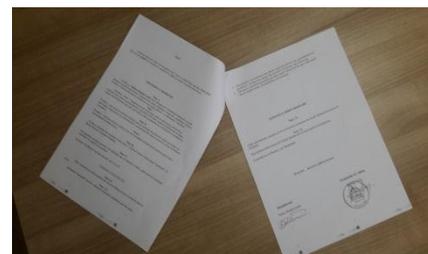
This result will be achieved in Q4.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	50		

Activity # RB122: Facilitating linkage contracts between raspberry farmers and cold stores

ACTIVITY PROGRESS

SP Eurofruti has delivered 36 concluded contracts as evidence of the firm's commitment to programming production on a contract basis. Hit Flores, another SP, concluded the firm's first ever contracts, signing 37 contracts with raspberry cultivators in the Prizren area where most of the farmers belong to the Bosniak minority. Hit Flores also concluded another 35 contracts including farmers from Shterpce area. Scardus, strategic partner from Shterpca, concluded another 52 contracts.



Contract signed between Eurofruti and farmer

PLANNED FOR THE NEXT QUARTER

The main raspberry strategic partner APC will start to implement contracts during the process of delivery of raspberries that starts in the beginning of July. These contracts will be reported during the Q4.

RESULTS THIS QUARTER

During this quarter 160 contracts were facilitated by the Program and signed between our strategic partners and their growers.

Number	Short name of the indicator	Total	Q3	Q4
R2.4	Contracts	120	160	
R2.6	Sales from contracts	\$700.000		

Activity # RB123: Organize promotion and sales days in Pristina and other regions of Kosovo

ACTIVITY PROGRESS

Promotional activities and sales days are planned for the end of July in Lubinje and Prizren and at the beginning of August for Prishtina to be followed by promotions in the Podujevo region. Preparations for

these activities has begun with initial discussions with market collaborators interested in the raspberry sector as well as members of the association.

PLANNED FOR THE NEXT QUARTER

Organize promotion and sales days in Pristina and other regions to be completed with the assistance of the regional raspberry associations.

RESULTS THIS QUARTER

These results will be reported in next quarter

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1.	Domestic Sales	\$20,000		
R2.2	New Linkages	1		
R2.8	People in B2B	50		

Activity # RB124: Assess current cold stores capacities and needs for infrastructure in raspberry VC

ACTIVITY PROGRESS

This assessment was completed during Q3 by the AGRO Chief Technical Advisor (CTA). During the survey program, CTA visited all collection centers and associations in Kosovo. The Program concluded that the raspberry Sector is growing rapidly in Kosovo, and generating significant gross margins for both growers and processors. The current freezing capacity for 2015 is adequate and capable of supporting significant expansion of the sector. Growers and processors will need support for GlobalGAP, and HACCP certification for processing plants. In order to keep the Industry on track in terms of quality and quantity of raspberry production, there will be a need to import only certified virus and disease-free proven raspberry varieties. According to the initial assessment, in order to adequately process raspberry for the projected harvest for 2016- 2019 there is a need for new capital investment in tunnel blast freezers having a capacity of 18 tons per day in 2016, and 118 tons per day in 2017-2018.



APC, cold storage facility

PLANNED FOR THE NEXT QUARTER

Presentation of the results of study to main stakeholders and raspberry associations.

RESULTS THIS QUARTER

Study on capacities for freezing is complete

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # RB131: Provision of TA through strategic partner

ACTIVITY PROGRESS

The Activity, through Strategic Partners, input dealers, cold stores, and associations are delivering training and technical assistance to farmers to improve production quality and efficiency. In Q3, 253

farmers were trained through four (4) field days and workshops held all around Kosovo. Trainings targeted mainly new commercial growers. The first and second field days were carried out in Podujevo region, the third in Prishtina region and the fourth in Ferizaji Region. The AGRO technical expert presented best agriculture practices in raspberry production to interested farmers.

In addition, 11 growers of Serbian minorities located in North of Kosovo were trained in good agricultural production practices as part of the Activity's collaboration with NGO KCBS.



The fourth raspberry field day, Bibaj, Ferizaj

PLANNED FOR THE NEXT QUARTER

During Q4, the plan is to continue with trainings and technical assistance for farmers who are interested to get involved in the raspberry sector or to expand their raspberry orchards with different technologies.

RESULTS THIS QUARTER

During previous quarter 253 farmers were trained in different regions of Kosovo. This number will soon increase due to strong interest from producers.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Farmers trained	150	253	
R1.3	New Tech HA	60	105.8	
R3.2	Associations marketing	2		
R3.5	Enhanced services	5%		

Activity # RB132: Strengthen linkages and build capacities of raspberry associations to establish a national raspberry association

ACTIVITY PROGRESS

One round table discussion with all raspberry actors was completed during Q3. At this event, 13 participants were present mainly producers and collection centers. The main raspberry associations that are active around Kosovo participated in the meeting as well. Among other issues that were discussed during this round table was the need of the creation of an umbrella association, which would address better the needs of the farmers. An umbrella association would help the current municipal and regional raspberry associations to define and prepare long-term development strategies with short-term action plans and to articulate a common growth strategy.

PLANNED FOR THE NEXT QUARTER

A meeting is planned to establish the national umbrella association.

RESULTS THIS QUARTER

The assessment of the basic background of raspberry industry in Kosovo is completed

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

1.1.5 SOUR CHERRIES

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # SC111: Conduct sour cherry sector assessment

ACTIVITY PROGRESS

To date, the focus has been on identifying potential Strategic Partners to lead in this sub-sectors development. Sites with production, processors and potential processor and collection centers were visited. The contacted companies or individuals were interviewed in the process of identifying existing potentials in regards to both production and processing and their long term projections. We have identified several companies which could be important actors in this sub-sector in the future:

- MOEA – is growing and processing sour cherry utilizing their existing processing capacities and is interested to increase production, processing and diversify the final product. Their current production is on 30ha. (200mt). Freezing capacities are about 10t/day of pitted fruits. The company aims for product diversification – pitted fruits for frozen export which will enable access to larger markets and greater sales. MOEA would cooperate with individual growers located around their processing to increase the total area under cherry production in the zone.
- Sunny Hill - a company owning and cultivating 30 ha of sour cherry, is interested to increase production capacity including buying from small growers in the neighborhood and is interested in becoming a SP. Their only market for the time being is MOEA and Eurofruti.
- Companies such as ABI & Elif, Calabria, Frutex, and Comet have inherited considerable freezing and processing capacities during the privatization process. They have all shown an interest to expand production in their respective regions by committing to collect and/or process sour cherry but are hesitating to financially support the concept at this time.
- Representatives of the growing community in the village of Kravarice have been interviewed to learn about the community’s aspirations regarding sub-sector development. There are about 20 growers influenced by the processing and collection capacities of MOEA ready to collaborate with MOEA to establish over 15 hectares with sour cherry.

PLANNED FOR THE NEXT QUARTER

- Market actors will be interviewed to learn about market opportunities according to the types of the potential end product expected.
- A joint meeting of potential actors with MAFRD will take place to outline future sour cherry industry development and government support to it.

RESULTS THIS QUARTER

None to date.

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # SC131: Study tour to Serbia to assess Value Chain approach

ACTIVITY PROGRESS

The study tour planned for the end of June has been postponed until July due to prior engagements of the counterpart in Serbia. The tour SOW has been prepared and sent to USAID for approval. Participants in the tour will learn about growing, processing and marketing of sour cherries.

PLANNED FOR THE NEXT QUARTER

The study tour to Serbia will be carried out in July.

RESULTS THIS QUARTER

To be implemented in Q4

Number	Short Name of the Indicator	Total	Q3	Q4
R2.8	People in B2B	6		

Activity # SC132: Cherry VC strategy development

ACTIVITY PROGRESS

To be implemented in Q4.

PLANNED FOR THE NEXT QUARTER

Meeting main stakeholders to initiate strategy development.

RESULTS THIS QUARTER

To be completed in next quarter.

Number	Short Name of the Indicator	Total	Q3	Q4
R3.6	Dialogues	1		

ADDITIONAL ACHIEVEMENTS UNDER OBJECTIVE

Tellos – a local Company based in Junik has established 6 ha of sweet cherry with technical assistance of the Bodensee Institute – Germany. Information gathered by local staff about the new varieties and technologies implemented will be shared with AGRO. AGRO met with specialists from the German institute to share information about soils, climate, and varieties cultivated in Kosovo in the past and potential insect pest and disease occurrence.

1.1.6 BLUEBERRY

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # BB111: Develop revised package of production practices

ACTIVITY PROGRESS

The assessment of the blueberry crop established by the NOA program started in the end of Q3. The questionnaire for the survey was prepared, and each farmer will be visited during Q4 in order to have a real picture of the blueberry sector in Kosovo and to identify the needs for improved production practices. AGRO Chief Technical Advisor together with technical staff have provided direct assistance to the main

growers and will continue to support them in Q4 and beyond. Timing of this survey is to coincide with the period of active blueberry growth and harvest.

PLANNED FOR THE NEXT QUARTER

Continue the provision of direct advice, finalize the assessment of the current situation and write the final report on proposed actions going forward.

RESULTS THIS QUARTER

Six blueberry producers were visited and received advice on best production practices.

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

Activity # BB112: Facilitate and monitoring the establishment of new ha of blueberries

ACTIVITY PROGRESS

The Program will assist a new investor from Holland in establishing new areas under blueberry production in Vitomirica, Municipality of Peja. The company from Peja in collaboration with DVP Driessvenplant B.V. from Holland will plant at the end of the Q4, 5 ha with blueberry. Establishment of new blueberry area in Kosovo will be organized in three (3) phases over the next three years. In the first phase a Blueberry orchard measuring 5 ha will be established. The project includes all modern varieties, selected for cultivation in Kosovo. All varieties will be planted in a growth medium in the soil and above the ground in pots. In the second phase, all growth supporting services such as education and training, supplies to starting orchards and the completion of the central administration will be completed. In the third and final phase a cooperative growers association will be established, to support the marketing, packaging and processing of harvested products.

PLANNED FOR THE NEXT QUARTER

Planting of 5 ha with blueberry in Vitomirica

RESULTS THIS QUARTER

This result will be achieved in next quarter.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.6	Firms tech	1		

ADDITIONAL ACHIEVEMENTS UNDER OBJECTIVE

Round table discussion production and marketing - A meeting with five blueberry producers having 10.5 ha of blueberries was organized to discuss the current situation regarding production and marketing. The development of the plantations is continuously improving. Producers agreed to target wholesale price of 6 - 6.5 €/Kg. AGRO supported the blueberry association Blue Gold to purchase 16,000 clam shell punnets for the market this season, while producers provided etiquettes. Producers have agreed to meet more frequently in order to share experiences and contacts.



Blueberry punnets provided in the market

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # BB121: Study tour in Holland

ACTIVITY PROGRESS

A study tour to Holland has been arranged in coordination with blueberry nursery ‘DVP Driesvenplant BV’. DVP Blueberries has a modern production facility for blueberries sold into Europe. Three MAFRD staff, two AGRO staff and three blueberry farmers will participate in this study tour which is arranged from 22nd–26th July. The purpose of the study tour is to assess current developments in the blueberry sector and initiate plans and a strategy for the future development of this value chain in Kosovo.

PLANNED FOR THE NEXT QUARTER

The study tour to Holland is planned for the beginning of Q4.

RESULTS THIS QUARTER

This result will be achieved next quarter.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	8		8

Activity # BB122: Round table with blueberry value chain actors

ACTIVITY PROGRESS

This round table will organize after the study tour in Holland (# BB121).

PLANNED FOR THE NEXT QUARTER

Organize blueberry round table

RESULTS THIS QUARTER

This result will be achieved next quarter

Number	Short Name of the Indicator	Total	Q3	Q4
R2.8	People in B2B	25		25

1.2 VEGETABLES

1.2.1 PEPPERS AND TOMATOES

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # PT111: Promotion of new technologies for indoor production

ACTIVITY PROGRESS

There is a clear tendency in Kosovo to expand the area under protected cultivation of peppers and tomatoes. The greenhouse industry is a fast developing sector in Kosovo. The USAID/AGRO technical staff evaluated the current situation of the greenhouse industry in the Mamusha region - a region which has the highest potential for expansion of greenhouse production in Kosovo. Although drip irrigation technology and mulching have been used broadly in greenhouse production and there are better cultivars already in use as well as a clear trend to use more and better qualities of fertilizers and pesticides, yields

under greenhouse conditions have remained at the level of extensive open field crops. So other than the time of harvest advantage, there appears to be little yield advantage to greenhouse production.

Practices such as optimal plant density, plant spacing, plant training and pruning, fruit setting, fertilization and irrigation frequency and quantity must be improved in order to better utilize the potential yields of modern cultivars under greenhouse production. It appears too that input dealers and agricultural companies are actually not providing sufficient guidance or making available better inputs, seeming, for the most part, to be content with the status quo.

AGRO technical staff organized during Q3, three training sessions in Mamusha in cooperation with collection centres as well as four training sessions in the northern part of Kosovo in cooperation with NGO, KBCS. The total numbers of participants was 94. The training participants were from Turkish, Serbian and Bosnian communities. Technical advice on good agriculture practices (GAP) was conducted through field visit and presentations. Increasing knowledge of greenhouse producers on GAP will have a big impact on improving quantity and quality of products that can be sold at higher prices.

PLANNED FOR THE NEXT QUARTER

Trainings will be provided to pepper producers in Rahovec municipality and tomato producers in Mamusha municipality.

RESULTS THIS QUARTER

In total 94 producers were trained

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	150	94	
R1.3	New Tech HA	30	0	

Activity # PT112: Improving GlobalGAP awareness amongst pepper and tomato producers

ACTIVITY PROGRESS

The training module for GlobalGAP has been designed and the preparation for provision of trainings has begun in collaboration with five collection centers – while for tomato value chain actors preparations were initiated in collaboration with two collection centers “Eurotac” and “Nektar” in the Mamusha region. Regarding pepper value chain actors’, preparations were initiated in collaboration with three collection centers “AgroCelina”, “Krusha Fresh” and “Rizona” from Rahovec.

PLANNED FOR THE NEXT QUARTER

To conduct five training sessions with tomato and pepper value chain actors

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	50	0	0

Activity # PT113: Support Collection Centers (CCs) for improving infrastructure

ACTIVITY PROGRESS

The opportunity to access AGRO’s support for improving infrastructure of collection centers was shared with collection centers in regions where peppers and tomatoes are produce widely. As result of, three collection centers have submitted grant applications to support their linkages with growers, emphasizing the need for improving their infrastructure and supply chain management systems. The evaluation of these grant applications is in process.

PLANNED FOR THE NEXT QUARTER

Finalization of the grants evaluation process and, if the applications are successful, initiation of grants implementation.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales	\$120,000		\$120,000
R2.4	Contracts	50		

Activity # PT114: Support for processors to improve processing technologies

ACTIVITY PROGRESS

The opportunity to access AGRO's support for improving processing technologies has been shared with 10 fruit and vegetable processors. As a result, three processors have submitted grant applications and the evaluation of their grant applications is in process.

PLANNED FOR THE NEXT QUARTER

Finalization of the evaluation process and implementation of grants.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
R1.6	Firms with Tech	2		
R2.1	Sales	\$600,000		
R2.4	Contracts	20		
R2.6	Sales from Contracts	\$300,000		

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # PT121: Facilitate linkages between CC's and producers

ACTIVITY PROGRESS

Meetings between collection centers and producers have been initiated with CCs "AgroCelina", "KrushaFresh" and "Rizona" for peppers and with "Nektar" and "EuroTac" for tomatoes. As a result of these meetings, 130 contracts were signed – Agro Celina has signed 92 contracts with pepper producers for supply of raw material to two processors "Ananas Impex" and "Etlinger"; "ASK Foods" in its capacity as a collection center has signed contracts with 16 pepper producers and collection center "Rizona" has signed 22 contracts with pepper producers. Collection center "Krusha Fresh" has contracted 800 tons of peppers destined for export, but contracts with producers have yet to be signed – contracts will be signed in the beginning of the harvesting period (August 15).

PLANNED FOR THE NEXT QUARTER

Further facilitation of signing contracts for tomatoes and monitoring of the implementation of the signed supply contracts.

RESULTS THIS QUARTER

130 contracts have been signed between collection centers and producers.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales	\$400,000		
R2.4	Contracts	50	130	
R2.6	Sales from contracts	\$200,000		

Activity # PT122: Facilitate linkages between CC's and Supermarkets/Wholesalers, Exporters

ACTIVITY PROGRESS

To further improve market linkages between collection centers and market actors including processors, wholesalers and retailers/supermarkets, meetings with CCs were conducted and in addition, a visit of the trader "Mediterran" with outlets at Viva Fresh Supermarkets to CCs was facilitated. During the visit, facilities of the center as well as tomato farmers were visited to discuss quality standards required. As a result, 2 supply contracts for tomatoes have been agreed between CC "EuroTac" from Mamusha and supermarkets ETC and Viva fresh. Viva Fresh will purchase 200mt of local premium tomatoes over a two-month period. The sales of tomatoes will start in early July and represent the first solid effort to displace imported product in local high end retail outlets.

Regarding peppers, contracts were signed between CC "AgroCelina" and processors "Abi&Elif19" for up to 2,000 mt; "Ananas Impex" for 1,250 mt and "Etlinger" for 350 mt. In addition, collection center "Rizona" has signed three contracts for export to Sweden and Germany.

PLANNED FOR THE NEXT QUARTER

Sales/supply of peppers to the processors will start by end of August or beginning of September depending on weather conditions next 4-6 weeks.

RESULTS THIS QUARTER

In total 6 contracts for peppers including 2 new contracts

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales	\$400,000		
R2.2	New Linkages	3	2	
R2.6	Sales from contracts	\$200,000		
R2.8	People in B2B	15		

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # PT131: Preparation for export promotion in collaboration with PePeKo Association

ACTIVITY PROGRESS

Participation and attendance at International fairs in Western Europe has been a very good tool for the promotion of exports. AGRO during Q3, worked to support the association of fruit and vegetable processors *Peme e Perime te Kosoves*, or Fruits and Vegetables of Kosovo (PePeKo) to organize a workshop for preparation for their participation at Anuga Fair, Germany (October 2015). Participants in the workshop included representatives of PePeKo, Kosovo Investment and Enterprise Support Agency (KIESA) of MTI (Ministry of Trade and Industry) as well as representatives of the Promoting Private Sector Employment (PPSE) Project financed by Swiss Government which has an objective to support such activities. It was concluded that Kosovo should have a National booth for exhibiting food processed products at the fair. KIESA as the strategic partner will offer the opportunity to all Kosovo companies that meet their conditions for exhibition at international fairs. Costs of participation will be shared by all parties. AGRO will co-finance 40% of the costs of the fee for the booth jointly with the Association

PePeKo while the other financing for travel, accommodation and lodging will be covered by the Swiss project and KIESA and by participants themselves.

PLANNED FOR THE NEXT QUARTER

- Finalization of the list of companies exhibiting at the fair.
- Provision of a training session to the companies on fair preparations and meeting the buyers.

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

1.2.2 GHERKIN AND CUCUMBERS

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # GC111: Facilitate improved late-season open field cultivation based on trellising technology

ACTIVITY PROGRESS

Initial negotiations with potential SP – Aktiva in the village of Grace failed to generate sufficient traction to establish the full 5ha of late season gherkins. AGRO initiated discussions and agreed with one agribusiness input supplier as a strategic partner in Viti Municipality to implement this activity related to five hectares of gherkins under late season production and to provide advisory support services to growers during next three months. The activity is in progress and harvest will be forthcoming in Q4.

PLANNED FOR THE NEXT QUARTER

Coordinate with SP on the delivery of trellising nets and plastic mulch and advice to the farmers that accepted gherkin trellised cultivation on five hectares as part of AGRO’s financial participation. The other inputs: land preparation, seeds, poles, drip irrigation system, fertilizers and plant protection will be provided by farmers.

RESULTS THIS QUARTER

USAID’s AGRO team identified one SP –input supplier who had identified farmers that accepted programed contracted gherkins trellising cultivation on five hectares. The SP will collaborate with farmers on implementation of this activity in the field. Results of this activity will be reported in Q4.

Number	Short Name of the Indicator	Total	Q3	Q4
DO2.3	Jobs	10		
R1.3	New Tech HA	5		
R1.6	Firm Tech	1		
R2.4	Contracts	25		

Activity # GC112: Support potential SPs to provide embedded services to growers

ACTIVITY PROGRESS

The identified input supplier described above (in Activity GC111) will provide embedded services to farmers that have been identified to cultivate five hectare of gherkins. In this phase, the activity is linked with one input supplier who will deliver inputs for cultivation of late season trellised gherkins and include a nominal fee for the advice that he will deliver to farmers as an embedded service. This activity is partially fulfilled as initial progress was made and will be completed during the Q4.

PLANNED FOR THE NEXT QUARTER

Collaborate with seven SPs—collection centers and Pack Houses—on promotion and implementation of embedded services to their client farmers.

RESULTS THIS QUARTER

One input supplier SP has been identified and will deliver embedded services to his client farmers. No contracts have yet been signed this quarter.

Number	Short Name of the Indicator	Total	Q3	Q4
DO 2.1	Investments	\$50K		
DO 2.3	Jobs	20		
R1.1	Trainings	50		
R1.6	Firms with Tech	2		
R2.1	Sales	\$400K		
R2.4	Contracts	50		
R2.6	Sales from Contracts	\$300K		

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # GC121: Facilitation of B2B events to promote the use of supply contracts between processors and collection centers

ACTIVITY PROGRESS

The PePeKo (F&V Processors Association of Kosovo) was the identified SP for this event and in coordination with AGRO attempted to pull together a B2B activity during the quarter. Due to the multiple commitments of growers, this was not possible. The main stakeholders of this sector met individually with CCs and continued their discussions regarding supply contracts. During this quarter only the Nektar CC and partially Shalaproduct CC accepted the USAID Contract Law Enforcement (CLE) Activity format for contracting with farmers. Most of the businesses recommended that the standard form contract should be further refined to make it more acceptable to growers.

PLANNED FOR THE NEXT QUARTER

AGRO will follow up on supply contract fulfillment and the promotion between strategic partners in the field and will collaborate with USAID CLE on further refining the contract form.

RESULTS THIS QUARTER

From expected 50 participants in B2B meetings only 25 crucial stakeholders and SPs—collection center managers and processors—attended. All participants in general agreed to further promote supply contracting. This activity is fulfilled partially. A follow up B2B event will be held in Q4.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.7	SP's B2B	2		
R2.8	People in B2B	50	25	

Activity # GC122: Assessment to identify a potential buyer/s in EU and Middle East for gherkins

ACTIVITY PROGRESS

AGRO had several activities and meetings during the quarter to identify potential international gherkin buyers. Through Rizona, new contacts have been established with the firm's manager visiting his export partner OAZA AL in Stuttgart, Germany. Rizona succeeded to introduce and create new linkages that

resulted in offers for fresh and processed vegetable exports to Germany. There will be two confirmed in bound visits to Kosovo during the Q4 - from REWE (<https://www.rewe.de/>), a hypermarket chain representative and OMBERLAND, a food processing company representative. The third potential buyer identified with linkages in the Middle East (Dubai) is Fresh Food represented by a local food distributor from Malisheva.

In addition, this year the demand for export of gherkins was very high. Processor “Vocar” from Serbia has sought gherkins from two collection centers in Mamusha; however, due to the fact that the demand was made in late spring and collection centers had signed contacts with domestic processors, supply to this Serbian buyer was not possible. Only 50 mt have been exported by collection center “Nectar”. Other actors such as trader “Fatosi.com” and collection center/processor “ASK Foods” brought strong demand from the region - gherkins for export to Macedonia. Input dealer, “Jonathan” received enquiries about the availability of gherkins for export to Bosnia. These late demands come outside of contracted arrangements, so delivery is impossible but these contacts now indicate that expanded production is justified, exports from Kosovo are possible and that pre-season contracts will guarantee their delivery.

PLANNED FOR THE NEXT QUARTER

Follow up on visits and the outcome of negotiations between SP Rizona, REWE and OMBERLAND food distributors during the buyer visits to Kosovo in Q4.

RESULTS THIS QUARTER

This activity is completely achieved since at least 2 new markets are identified in the region while there is additional potential to market to buyers from EU countries.

AGRO has identified two more potential buyers for vegetables. The potential buyers have interest to invest in vegetable cultivation in Kosovo dedicated for the German market and import of processed vegetables and dried tomatoes.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.3	New Markets	1	2	

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # GC131: Improve SP utilization of farmer contracts and production programming

ACTIVITY PROGRESS

During Q3 SPs concluded 78 delivery supply contracts with processors and delivered 417 tons of gherkins valued at €137,000 and delivered to fresh markets of another 500 tons at 0.45€/kg or €225,000. The total of sales in this quarter is 917 tons valued at 362,610€. EuroTac delivered 160 ton of gherkins to seven different companies for fresh and processed markets: *ABI Progres, Eurofood, Mix Product, Koral, Elkos Group, Interex and Ask Foods*. The supply contracts differ from one processor to another. Koral, for example, agreed to delivery by contract: 45% I class; 45% II class; 10% III class etc. Nektar delivered 150 tons to: Etlinger, Koral, ABI Progress, Fitimi, and Jeje processors. Another 20 tons were exported to Progres Co. in



Farmers are satisfied with the yield and delivery to EuroTac in Mamusha, CC, June 2015

Serbia - but this only a small portion of the total 500 tons required. Shalaproduct collection center delivered 107 tons to *ABI Progres, Koral and JEJE* processors.

PLANNED FOR THE NEXT QUARTER

Follow up on continuation of delivery supply between collection centers and processors through to the end of harvesting season. Continue collaboration with input suppliers that will implement five hectares of gherkin production on trellised open field late season cultivation on promotion of contracts and programed cultivation during the Q4 and continue collaboration with USAID's CLE program.

RESULTS THIS QUARTER

During the quarter gherkin and cucumber collection center SPs succeeded in producing and delivering 917mt of product and identified an export market for at least another 1000 tons for the following season. The number of contracts signed and delivered in this quarter is 78. Eurotac concluded 34 contracts with farmers and four with processors or in total 38; Nektar, concluded 32 contracts with farmers and one export contract or in total 33; Shalaproduct, 6 contracts with partners. Shala Produkt and Nektar are in the process of finalizing contracting for Q4.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.4	Contracts	100	78	

Activity # GC132: Introduction of Good Manufacturing Practices (GMP) to SPs in vegetable value chains

ACTIVITY PROGRESS

The SOW for engagement of one regional STTA to work fifteen days for three Pack Houses has been prepared. The STTA has been identified - the manager of the largest Pack House in Macedonia- AGROFRUCTUS in Strumica. His engagement is expected to take place during Q4 (August-September).

PLANNED FOR THE NEXT QUARTER

This proposed STTA will work five days with each of three large Pack Houses to train their managers and their staff on Good Management Practices, implementation of contracted programed cultivation, delivery supply systems through contracts and the creation of support systems for farmers in order to provide input supply and support in-kind (raw material) payment by farmers to pack houses.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
R 1.1	Trainings	30		30
R 1.6	Firms Tech	3		3

ADDITIONAL ACHIEVEMENTS UNDER OBJECTIVE

AGRO has created a new relationship with IART Kosovar owned company based in Germany with the branch in Kosovo which in partnership with Kelmendi GmbH the initial investor of Peja Pack House will continue with export of vegetables including cucumbers in collaboration with existing collection centers in the Peja region and beyond. IART is in the process of additional investment in a fresh salad processing line. The salad processing line is programed to be commissioned during September with a processing capacity of 150 ton/ 24 hours of 15 different types of salad dedicated for the German market. Implicit in this investment is full GMP implementation in the facility as this will be a prerequisite for the proposed export.

1.2.3 LETTUCE

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # LT111: Increase adoption of new production technologies

ACTIVITY PROGRESS

Four SPs active in the lettuce value chain continued to expand the adoption of new production technologies and share their experiences with other lettuce growers. Hybrids and new types of lettuce were tested by the SP “Agro Serra” on their demonstration plot, jointly conducted with contracted growers. Three new lettuce hybrids were tested and varieties such as Oak Leaf, Lola Blonde and Lola Rose will be promoted further in order to diversify lettuce varieties and to offer diversified products in the market. Further tests of new hybrids and lettuce types will be promoted by organizing field days and sharing the results with producers and traders in Q4. Field days will be organized by SPs and facilitated by USAID/AGRO staff.

PLANNED FOR THE NEXT QUARTER

Organizing field days with SP’s to promote new tested lettuce types and varieties.

RESULTS OF THIS QUARTER

Three new lettuce hybrids introduced .

Number	Short Name of the Indicator	Total	Q3	Q4
R 1.3	New Tech HA	4		

Activity # LT112: Training on food safety and quality standards at collection centers

ACTIVITY PROGRESS

Awareness of GlobalGAP & HACCP food safety standards by local agricultural producers and processors is increasing. Unfortunately, only a few farmers and processors have implemented and received these certifications, while the majority of them have basic knowledge on these standards. To improve the actual situation, AGRO is in the final phase of organizing in-field food safety trainings at four lettuce collection centers identified as AGRO program strategic partners for the development of the lettuce value chain. The main focus of these trainings is Good Agriculture Practices (GAP), Good Manufacturing Practices (GMP) and Good Hygiene Practices (GHP) as a first step towards meeting recognized international food safety standards. Despite significant interest in participation in food safety trainings, producers have requested that AGRO postpone the activity until Q4 because of numerous production activities presently underway. AGRO will work with those newly qualified Preferred Farm Assurers in these activities.

PLANNED FOR THE NEXT QUARTER

- GlobalGAP & HACCP trainings, scheduled for July/August at four collection/processing centers - conducted by the AGRO postharvest handling/processing specialist.
- Provision of Good Agriculture Practices and Good Manufacturing & Hygiene Practices material.
- Follow implementation of training recommendations in their daily production activities.
- Identify other potential SPs, interested and able to implement food safety standards in their production.

RESULTS OF THIS QUARTER

- Visits to lettuce value chain actors and identification of development opportunities and priorities.
- Preparation of food safety training material and forms.
- Training schedule is completed and trainings will be conducted in Q4.

Number	Short Name of the Indicator	Total	Q3	Q4
R 1.1	Trainings	30		

In the beginning of this quarter local consulting company Kosovo Center for Business Support (KCBS) requested support from the Activity regarding the introduction of Good Agricultural Practices to their producers from northern Kosovo. During Q3, three field visits were organized at 17 greenhouse producer sites in Zubin Potok, Zvecan and Leposavic municipalities. The focus of these field trainings was the introduction of GlobalGAP basic requirements and implementation procedures.

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # LT121: Promote supply contracting through strategic partners

ACTIVITY PROGRESS

Market demand for lettuce locally, regionally and internationally is increasing. To meet this demand, the four lettuce collection/processing centers need to increase production and production area through implementation of growing/supply contracts with lettuce producers. At the outset of Q3, lettuce collection/processing center “Agroserra” from Mitrovica started with implementation of supply contracts, while other lettuce collection centers are in the process of identifying potential growers able to produce under stipulated contractual agreements. Additionally, the Activity is supporting the expansion of contracting with supermarkets so that SP Agroserra is able to augment their current HORECA customer base.

PLANNED FOR THE NEXT QUARTER

- Facilitate identification of potential growers to link them to CCs.
- Provide technical advice to existing and new lettuce producers on food safety issues as part of supply contracts.
- Facilitate signature of 5 new growing contracts.
- Facilitate sales of 300,000 lettuce heads produced under growing contracts.
- Identify new markets for locally produced lettuce.

RESULTS OF THIS QUARTER

- 456,000 lettuce heads were sold, of which 120,000 heads were sold under contract.
- 15 growing contracts were signed between “Agroserra” lettuce collection/processing center and producers.
- The value of total sales is 112,000 Euros, of which 30,000 Euros came from contracted sales.

Number	Short Name of the Indicator	Total	Q3	Q4
R 2.1	Sales	\$400,000	\$123,000	
R 2.4	Contracts	20	15	
R 2.6	Sales from Contracts	\$100,000	\$33,000	

1.2.4 ASPARAGUS

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # AS111: Provision of technical advice to support the establishment of new asparagus plots

ACTIVITY PROGRESS

A total of 10 ha of asparagus was established during the life of the NOA project. An additional 16ha worth of asparagus seeds were delivered to eight interested farmers in the autumn of 2014 by the NOA project. From eight selected farmers, 4 of them planted in late autumn of 2014 and the balance will plant during Q4. During Q3, the new farmers were supported with technical assistance in the production of asparagus seedlings, soil preparation for planting and planting asparagus. To date, an additional 2 ha has been planted with asparagus.

PLANNED FOR THE NEXT QUARTER

Activities in Q4 will be focused on technical assistance to existing asparagus producers and those who are in the stage of planting asparagus. We will work together with the beneficiaries in the planned planting area of 10 new hectares. Existing asparagus growers will be supported during Q4 on fertilization and weed control of planted areas in order to improve yields and quality for next season.

RESULTS THIS QUARTER

Two hectares of asparagus production were established and 5 selected growers were supported with technical advice on seedling production, weed control and land cultivation.

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	10	5	
R1.3	New Tech HA	10	2	



Asparagus seedling production

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # AS121: Facilitate linkages of asparagus collection center with supermarkets and HORECA

ACTIVITY PROGRESS

Two main actors of the asparagus value chain, the collection center “Kasumi” and producer Qemajl Vuciterna (partnering with two other producers) have been supported in developing linkages with supermarkets Tregu i gjelbert, Albi, Viva fresh; wholesale trader Osman Fejza and three grocery shops as

well as with 10 local restaurants. Subsequently, nearly 3.5 tons of asparagus have been sold. Higher yields were expected but due to cold weather during month of April the harvest was postponed for three weeks and yields were lower compared to the previous year.

It is important to mention that the wholesale trader Osman Fejza for the first time sold domestically produced asparagus and initiated discussion with collection center “Kasumi” for next year on the possibility of buying all quantities aggregated by this collection center which serves as a major distributor of locally produced asparagus.

PLANNED FOR THE NEXT QUARTER

Monitoring of the existing asparagus fields and provision of advice to producers for application of fertilizers and weed management as part of preparation of the plants for next year.

RESULTS THIS QUARTER

3.5 tons of asparagus were sold, one linkage with wholesaler Osman Fejza was established and five contracts were signed between collection center and growers.

Exploring possibilities to export asparagus to Holland and France, AGRO staff met with the Company “MitroFresh” (<http://www.mitrofresh.nl/>) which has distribution channels throughout Western European countries. The company imports significant volumes of asparagus (both green and white) from Peru. The company had expressed interest to test exports of small quantity (one pallet) of asparagus in 2015 from Kosovo by using the company “Fungo Sh.P.K.” however, export was not completed because the logistics of Fungo Sh. P.K did not coincide with the harvest. This arrangement stands however for the season ahead.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales	\$15,213	\$15,213	
R2.2	New linkages	1	1	
R2.4	Contracts	5	5	

Activity # AS122: Facilitate asparagus collection center to organize street promotion event (asparagus day)

ACTIVITY PROGRESS

On May 13, 2015, AGRO facilitated the asparagus collection center in organizing a street promotion event for asparagus. Assisted by the collection center, local asparagus growers



Asparagus street promotion event

presented their hand-picked product to local consumers in downtown Pristina. The purpose of the event was to increase awareness of customers of asparagus produced in Kosovo. At the same time, USAID-engaged Head Chef Kevin Sbraga, (<http://www.bravotv.com/people/kevin-sbraga>) demonstrated cooking with asparagus to a crowd of observers including the US Ambassador, USAID Deputy Director and the Minister of Agriculture. AGRO supported the asparagus collection center with promotional materials

while the collection center took the lead in organizing the event. This was a four-day promotional event held from May 13-16. During the four day promotional event, 550 kg of packed asparagus was sold valued at €2,200 and more than 1,000 visitors/consumers visited the stand.

PLANNED FOR THE NEXT QUARTER

Continue to support producers to ensure a weed free growing period for the crop prior to winter.

RESULTS THIS QUARTER

During the street promotion event 550 kg of asparagus was sold, valued at 2,200 €.

A round table event was organized with asparagus growers, the collection center and input suppliers in order to increase cooperation between growers and the collection center for joint marketing purpose.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales		\$2,431	

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # AS13I: Development of Strategic Partner capacities

ACTIVITY PROGRESS

The collection center “Kasimi” continues to play a critical role in aggregating asparagus for trade and needs to more fully participate in providing extension services to growers. The center did an excellent job with the street promotion and this is encouraging the center to continue taking an active role. The center was involved in planning the trial export this season and participating in the training of growers. This will require consolidation as the center assumes its role as asparagus strategic partner.

PLANNED FOR THE NEXT QUARTER

AGRO staff will work with the collection center in order to develop management and marketing capacities on development of the vision for future developments within the asparagus value chain.

RESULTS THIS QUARTER

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

1.2.5 MEDICINAL & AROMATIC PLANTS (MAP)

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # MP11I: Increase area under production for Micro-MAP's

ACTIVITY PROGRESS

The activities to expand Micro-MAP cultivation by increasing the drying capacities were well advanced during Q3. Discussions with women growers associations in Shtrpce municipality were concluded and, as a result, the draft list of participating women was compiled. The list contains the names of 48 women farmers, the actual area under cultivation and potential to increase area under cultivation was reported for each village of this region. In addition, several field visits were carried out to help the growers to choose the most suitable locations for the proposed dryers. A concept paper was submitted by the association and approved for progress to full application.

PLANNED FOR THE NEXT QUARTER

Finalize the proposed list of women participating in the activities in all villages of Shtrpce municipality. Carry out field visits to finalize dryer development and work with exporting SP to introduce new herb species for cultivation by the SP, APS (Agroprodukt Sh.P.K).

RESULTS THIS QUARTER

Identified and confirmed 48 individual farming women that have capacity to expand herb cultivation and wild collection amongst the Micro-MAP's growers associations. Assisted the SPs to intensify relevant work with farmers in the field.

Number	Short Name of the Indicator	Total	Q3	Q4
R 1.3	Tech HA	5		

Activity # MP112: Increase area under production for Macro-MAPs

ACTIVITY PROGRESS

The efforts to identify new planting opportunities for the chamomile crop are concentrated on three proposed areas under the supervision of existing SP, APS Company in Istog. The first two are the areas in Klina and Istog, with the Klina municipality showing renewed interest in supporting production. In Istog the possibilities are favorable for an increase in cultivation and involvement of new farmers not only for chamomile but also for other intensive herbs like peppermint, oregano, lemon balm etc. Although several visits to municipal authorities in Klina and farmers in this area have been done to help and leverage funds for the farmers in this area to be involved in chamomile cultivation, so far nothing concrete was concluded.

PLANNED FOR THE NEXT QUARTER

Finalize with the area's new farmers, the hectares planned to be planted with chamomile and other intensive herbs.

RESULTS THIS QUARTER

Initiated activities for preparation for next quarter.

Number	Short Name of the Indicator	Total	Q3	Q4
R 1.3	Tech HA	75		

Activity # MP113: Improve the crop management of chamomile by introducing proven high productivity seed varieties and using Italian clover as green manure

ACTIVITY PROGRESS

Efforts have been made and specific chamomile seed varieties that are proposed have been negotiated with a German seed producer. As soon as the final scheme for chamomile planting is finalized, the seed will be ordered. Italian clover as green manure could be ordered by local input supplier(s). These supplies depend on an early resolution of the projects restricted commodities waiver which will allow the AGRO to support the importation of new seed varieties for testing.

PLANNED FOR THE NEXT QUARTER

During Q4, the German chamomile seed supplier will visit the SP (APS Company), network of MAP's areas and new areas of planting and discuss expansion plans to mutual advantage.

RESULTS THIS QUARTER

This activity will be completed in Quarter 4.

Number	Short Name of the Indicator	Total	Q3	Q4
R 1.1	Trainings	20		

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # MP121: Organize B2B and exchange visits with major EU processors willing to increase the supply of cultivated herb from Kosovo

ACTIVITY PROGRESS

During this quarter several B2B exchange visits took place under the direction of the MAP SP. EU herb processing companies Wollenhaupt, Vollpert, and Sonnentor visited Kosovo this quarter to confirm production and processing of their requirements.

PLANNED FOR THE NEXT QUARTER

Initiating meetings with other potential partners and linking them with the market.

RESULTS THIS QUARTER

Sales, markets identified, linkages and contracts will be reported in next quarter

Number	Short Name of the Indicator	Total	Q3	Q4
R 2.1	Sales	500,000 €		
R 2.2	New Linkages	2		
R 2.3	New Markets	2		
R 2.4	Contracts	10		

1.3 LIVESTOCK – DAIRY

OBJECTIVE 1: IMPROVED FARM PRODUCTION AND FOOD PROCESSING

Activity # DC111: Strengthen and expand the mobilization of KAMP technical team in collection and analyses of and increased number of raw milk samples

ACTIVITY PROGRESS

The Kosovo Association of Milk Producers (KAMP) is implementing a levy system to collect fees from their members in order to maintain the collection and analyses of raw milk samples from all dairy farmers who are participating in the Transparent Raw Milk Sampling (TRMS) project. The TRMS field officers, have managed without donor support to collect raw milk samples from all farmers and then submit to the KFVA laboratory for analysis for the last nine months. Distribution of raw milk test results to each farmer is done electronically through SMS to dairy farmers and through a website to dairy processors. Apart from collecting the raw milk samples, TRMS field officers have continuously provided training and disseminated information to dairy farmers throughout Kosovo about proper milking and cooling procedures and on how to access MAFRD subsidies for raw milk quality. During this quarter TRMS field officers provided practical training on how to access milk quality subsidies to more than 60 new dairy farmers who previously haven't receive MAFRD milk quality subsidies

PLANNED FOR THE NEXT QUARTER

In the next quarter the TRMS field officer will train 450 dairy new farmers on how to access MAFRD milk quality subsidies.

RESULTS THIS QUARTER

60 new dairy farmers trained

Number	Short Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	500	60	

Activity # DC112: Organizing a roundtable meeting with main dairy industry stakeholders

ACTIVITY PROGRESS

During this quarter, the AGRO consultant together with KAMP and KDPA coordinated activities with key dairy sector stakeholders aiming to facilitate the first roundtable event meeting. The president of KAMP and KDPA agreed that the main topic to be discussed in this year's round table event with industry stakeholders is the road map for addressing the dairy policy issues.

PLANNED FOR THE NEXT QUARTER

Coordinate the date and the venue with dairy industry stakeholders for organizing the round table event.

RESULTS THIS QUARTER

No results to report in this quarter.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.8	People in B2B	15		

Activity # DC113: Support student internship placement in food processing plants

ACTIVITY PROGRESS

Student placement into an internship program in food processing plants is pending the establishment of the Agrojobs center at the Faculty of Agriculture. During this quarter the AGRO dairy consultant met several times with the Dean and the administrative staff of the Agriculture Faculty to discuss the approach for establishing the center. The University of Pristina rectorate office raised some concerns in regard to setting up the Agro job center at the Agriculture faculty and therefore the signing of the MOU for setting up the Agrojob center has been delayed, pending resolution of issues raised.

PLANNED FOR THE NEXT QUARTER

Organize an internship fair at the agriculture faculty to assist in placing students in internships in food processing plants.

RESULTS THIS QUARTER

The MOU for setting up the Agrojob center is drafted and awaits signature.

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

ADDITIONAL ACHIVEMENTS UNDER OBJECTIVE

During this quarter the AGRO COP and AGRO dairy consultant met several times with the MAFRD technical staff and the advisor to the Minister of Agriculture to discuss ongoing issues in the dairy sector which impacts the transparent raw milk sampling program.

OBJECTIVE 2: INCREASED LINKAGES TO DOMESTIC, REGIONAL, AND INTERNATIONAL MARKETS

Activity # DC121: Initiate promotion campaign for pasteurized milk consumption

ACTIVITY PROGRESS

Since the AGRO work plan draft includes some actions regarding fluid pasteurized milk, the AGRO dairy consultant met several times with the owners of New Dubrava dairy farm from Istog and with the owners of dairy plants who are already producing and marketing pasteurized milk to discuss opportunities for increasing packaging appeal and retail presence of pasteurized milk in local supermarkets. The owners of Dubrava dairy farm have drafted a business plan and are looking at building a facility to process their milk on the farm and to direct market as a top-end pasteurized product. Bylmeti dairy has invested in improving the packaging of pasteurized milk which has enabled it to increase the sales of pasteurized milk.

PLANNED FOR THE NEXT QUARTER

Bylmeti dairy is looking to initiate a campaign in local supermarkets to raise consumer awareness for consuming pasteurized milk. Buying pasteurized milk helps guarantee that milk is produced somewhere locally.

RESULTS THIS QUARTER

As a result of improving the product packaging during this quarter the sales of pasteurized milk at Bylmeti dairy plant achieved \$10,000 in news sales.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales	\$30,000	10,000	

Activity # DC122: Support KDPA in organizing the celebration of world milk day event

ACTIVITY PROGRESS

To mark the World Milk Day on June 1st, the Kosovo Dairy Processors Association (KDPA) invited local media to present the challenges that the Kosovo dairy industry is facing to date. The intention was to show the progress and challenges that the Kosovo dairy industry is facing to a large audience by utilizing the services of local media.

As is the tradition of the milk industry, KDPA requested permission from the Municipality for space on Mother Teresa to promote their product. According to KDPA executive director, officials from Prishtina municipality failed to issue a permit for placing booths at Mother Theresa boulevard for KDPA members and therefore for the first time, this year the marking of the world milk day event was canceled.

PLANNED FOR THE NEXT QUARTER

Activity was to be completed in this quarter.

RESULTS THIS QUARTER

No results to be reported in this quarter. The activity was cancelled.

Number	Short Name of the Indicator	Total	Q3	Q4
R2.1	Sales			

OBJECTIVE 3: STRENGTHENED STRATEGIC PARTNERS

Activity # DCI31: Support dairy producers association to ensure successful policy design and implementation

ACTIVITY PROGRESS

Using the nascent industry argument, KAMP drafted and submitted a letter to the Prime Minister's Office requesting an immediate action against a dairy products import surge that could take out of the market many local dairy farms in Kosovo. This letter was not supported by AGRO and AGRO continues to lobby for a more sophisticated approach to policy development.

PLANNED FOR THE NEXT QUARTER

AGRO will support KAMP and KDPA in promoting the adoption of an administrative instruction for dairy identity standards from Kosovo government.

RESULTS THIS QUARTER

No results to be reported in this quarter

Number	Short Name of the Indicator	Total	Q3	Q4
N/A				

1.4 INNOVATIVE HORTICULTURAL VALUE CHAINS

Activity # IH111: Nut sector assessment

ACTIVITY PROGRESS

During Q3 the survey of the sector was conducted with a focus on the current production. It attempted to identify a successful case which could be replicated in other areas. Three crops were taken into consideration: Chestnut, Walnut and Hazelnut. These crops have had different development histories and also rehabilitation efforts over the years.

Chestnut in the past was grown mainly wild with little agronomic intervention; Walnuts were spontaneous developments with no commercial plantations established and the hazelnut crop was the most advanced crop with at least 4 plantations of over 40ha each in Deqan, Klina, Ferizaj, and Viti areas.

Hazelnut plantations were privatized but efforts to rehabilitate them were minimal. In Viti, Klina, Deqan and most parts of Ferizaj, plantations are entirely abandoned, with only 4Ha in Ferezaj rehabilitated.

Most of the interest in commercialization is being felt for walnuts with 5 potential investors identified. Two of them have already started with land preparation for orchard establishment in Sllatina Fushë Kosova municipality (10 ha) respectively in Dranoc – Deqan municipality (7 ha). Planting material comes only from international suppliers as there is no interest among local nurseries to propagate these crops currently.

PLANNED FOR THE NEXT QUARTER

- Crop costing development for selected crops
- Survey of market potential for selected crops

RESULTS THIS QUARTER

15 interviews conducted with the actors of the sector.

Activity # IH112: Cucurbit value chain assessment

ACTIVITY PROGRESS

Three firms have been identified as either involved in initial developments or interested in further investments in developing the pumpkin seed production systems in Kosovo. In 2015, Fortesa H in Viti, planted 40ha of pumpkins for supply of baked whole seeds to the local market. This was their second year of the operation. NTSH 03, a company based in Vushtrri planted 20ha with pumpkins for seed. Currently the Peja Company, Produktet Natyrale nga Kosova , with 28 individual growers has planted over 160ha of pumpkins for Austrian markets for hullless pumpkin seeds. They have sales contracts with “Estryia Natyral produkte GmbH” based in Austria with no limits in supply quantities. AGRO management and professional staff met Mr. Franz Wagnes, field production specialist of the Austrian company who has shown interest to work with partners in the pumpkin sector in Kosovo. In addition to pumpkins for seeds, the cultivation for pumpkin for its flesh is going on in Deçani region lead by NP Agro Doruntina with 10 ha planted in 2015 involving 12 growers. The product is dedicated to Swiss Market.

PLANNED FOR THE NEXT QUARTER

- Crop costing development
- Further assessment of Deçani and Vushtrri sites;
- Identifying opportunities to support the processing line establishment in Peja region

2.0 CROSS-CUTTING

2.1 AGRICULTURAL SUPPORT SERVICES

2.1.1 FOOD SAFETY CERTIFICATION CAPACITY BUILDING

Activity # SS131: Build local capacity for GlobalGAP auditors

ACTIVITY PROGRESS

Relatively few local producers and consultants in Kosovo are familiar with food safety standards for production like GlobalGAP and none of them are authorized to conduct official certification audits. AGRO program in cooperation with our implementation partner “Recura”, using IFC’s Food Safety Toolkit, organized a three day GlobalGAP training for local producers, students and experts interested to learn more on implementation of standards at production level. Twenty five (25) persons participated in this internationally-accredited GlobalGAP training over three days, which included class lectures, a farm visit and a final exam. Out of the group of 25 participants, 10 have successfully passed both parts of the GlobalGAP exam and have successfully become GlobalGAP “Preferred Farm Assurers”.

The access to these trainings was available only to a limited number of participants. The training results showed that there is a lack of knowledge and further need to assist agribusinesses in implementation and maintaining their internal Quality and Safety Management Systems at the production level.

PLANNED FOR THE NEXT QUARTER

- Identification of potential farmers and farmers groups interested to implement GlobalGAP program activities in the field and linking them to local experts.
- In cooperation with Recura, prepare and plan for further support of new GlobalGAP “Preferred Farm Assurers” experts to become GlobalGAP certification auditors.

RESULTS THIS QUARTER

- An initial GlobalGAP training was organized
- 25 producers, students and production experts participated in three day GlobalGAP training.
- 10 participants have successfully become official GlobalGAP “Preferred Farm Assurers”.

Number	Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	15	25	
R1.7	Individuals Authorized	10	10	

Activity # SS132: Build local capacity for HACCP auditors

ACTIVITY PROGRESS

The need for improvement of food safety standards knowledge of processing plant quality managers and local experts was identified as a priority for production of food and sustainable production. However the local capacities related to implementation of these standards at processing facilities are still limited and there is a lack of knowledge at the implementation level. To improve capacities of local food safety consultants and processors’ staff responsible for food safety, AGRO program in cooperation with our

subcontractor Recura, organized a two day HACCP training. The IFC Food Safety Toolkit training was conducted by the IFC (member of the WB Group) with 12 persons successfully participating in the training on Food Safety Management Systems which builds on IFC Food Safety Toolkit - out of which 10 participants showed marked improvement in the final test as compared to the initial test conducted by the licensed IFC trainers. The training targeted a heterogenic audience coming from the production sector as well as food safety and standards consultants, which included specialists coming from food processing companies, specialists from farms, food safety and farm experts and consultants.

PLANNED FOR THE NEXT QUARTER

- Identification of local processing companies interested for implementation of GMP& GHP in their production.
- Identification of local HACCP expertise able to offer food safety advice for local processors.
- Prepare next year working plan for promotion of HACCP local experts.

RESULTS THIS QUARTER

- A HACCP training conducted
- Twelve (12) participants participated and trained during two day HACCP training.
- Three female participants participated in the training

Number	Name of the Indicator	Total	Q3	Q4
R1.1	Trainings	15	12	
R1.2	% of women	3 (20%)	3 (20%)	
R1.7	Individuals Authorized	15		

Activity # SS133: Investment Opportunities in Agriculture Conference

ACTIVITY PROGRESS

This activity was initiated and Recura and AGRO met several times to discuss roles and activities of each partner on this activity. In the meantime several other stakeholders were met and the initial list of potential participants is being developed. The factsheets on value chains have been initiated and by the end of July they will be ready as draft final versions. Some of the interested investors visited AGRO offices and were referred to Recura for development of proper business planning.

PLANNED FOR THE NEXT QUARTER

- Complete the list of participants
- Invite main stakeholders, partners and investors
- Organize the Investment conference planned for 9th of September 2015
- Evaluate the results of the conference and prepare the next steps and roles of main stakeholders

RESULTS THIS QUARTER

Number	Name of the Indicator	Total	Q1	Q2	Q3	Q4
R3.3	PPP Agreements	1				1
R3.5	Enhanced Services					1

Activity # SS134: Develop at least one new agribusiness investment/partnership

ACTIVITY PROGRESS

Program and Recura met during Q3 4 potential investors and one of them is interested in developing a detailed business plan. A second international investor with a significant interest in the blueberry sector has already made a choice of local partner and plans to implement are advancing well (see detail in blueberry section)

PLANNED FOR THE NEXT QUARTER

- Identify the list of interested investors for the development of investment partnership
- Initiate at least one activity regarding investment partnership

RESULTS THIS QUARTER

- One potential investor identified

Number	Name of the Indicator	Total	Q1	Q2	Q3	Q4
R3.5	Enhanced Services					1

Activity # SS135: Establish a Career Center office at the University of Pristina Faculty of Agriculture

ACTIVITY PROGRESS

The MoU between Tetra Tech and the Faculty of Agriculture is already finalized and it will be signed in July. This MoU was prepared during the early Q 3 but, there were some issues that had to be clarified with the Rectorate of University of Prishtina and with the USAID.

PLANNED FOR THE NEXT QUARTER

- The office will be functional during Q4
- Specific web-site will be created for the Career Center during Q4

RESULTS THIS QUARTER

Number	Name of the Indicator	Total	Q1	Q2	Q3	Q4
R1.4	Visits to AgroJob Center	300				300
R1.5	AgroJob Web Hits	350				350

Activity # SS136: Initiate the preparation of one Sub Sector Export Promotion Plan

ACTIVITY PROGRESS

The activity is ongoing and Recura together with AGRO identified the sequence of documents produced in Macedonia. Initial contacts were made with potential stakeholders and the idea was very well received. The proposal is to establish a small working group and start analyzing existing documents for one of the sub-sectors. This will be completed during Q4. During July, an initial visit will be organized to meet the ex-Chief of Party of the Tetrattech Agbiz project in Macedonia to discuss the steps and problems which occurred during the preparation of these documents in Macedonia.

PLANNED FOR THE NEXT QUARTER

- Initial visit to Macedonia
- Visit to meet main stakeholders in the country
- Analyzing the existing data

- Establishing working group

RESULTS THIS QUARTER

The results will be achieved in Q4.

Number	Name of the Indicator	Total	Q3	Q4
R 2.8	People in B2B	150	45	105
R 3.4	Policy Analyses	1	1	
R 3.6	Dialogues	1		1

3.0 PERFORMANCE MONITORING PLAN (PMP)

In May 2015, USAID approved the AGRO PMP which will measure Activity progress through tracking of a total 29 indicators, 13 of which will be reported on a quarterly basis. AGRO initiated during this quarter, its ePORT (Electronic Project Observation Reporting Tool) system which is a cloud based system that will be used to collect and analyze data in real time. Tablets are used with a dedicated iForm application to collect data by technical staff as soon as data from AGRO customers is available. Data presented in this quarter has been collected and analyzed using e-PORT.

3.1 PMP RESULTS

The Q3 Table of Results summarizes results captured for this quarter. Since the AGRO program is in its early stages of implementation, some results for this quarter are zero, and only indicators that have data are covered in the narrative report.

3.2 INDICATORS

R1.1: Number of individuals who have received USG-supported short-term agricultural sector productivity or food security training

Name Of The Event	Type Of Event	Value Chain	Men	Women	Minorities	Total
GlobalGAP Production Food Safety	Training	Agricultural Support Services	19	3	0	22
IFC Food Safety Toolkit Training	Training	Agricultural Support Services	10	2	0	12
Implementation of new growing technologies	Training	Peppers, Tomatoes	15	0	15	15
Implementation of new growing technology	Training	Peppers, Tomatoes, Cucumbers	5	5	10	10
Implementation of new growing technology	Training	Peppers, Tomatoes, Cucumbers	12	1	13	13
Implementation of new growing technology	Training	Peppers, Tomatoes	9	2	11	11
Implementation of new growing technology	Training	Peppers, Tomatoes, Cucumbers	9	3	10	12
New growing technology implementation	Training	Peppers, Tomatoes	19	0	19	19

Name Of The Event	Type Of Event	Value Chain	Men	Women	Minorities	Total
Implementation of new growing technology	Training	Peppers, Tomatoes	14	0	14	14
IPM and Fertilization of Apple and Pear crops	Training	Apples, Pears	19	1	0	20
IPM and Fertilization of Apple and Pear crops	Training	Apples, Pears	18	2	0	20
IPM and Fertilization of Apple and Pear crops	Training	Apples, Pears	19	1	1	20
Good agriculture practices of raspberry cultivation	Training	Raspberries	81	11	0	92
Fertigation of raspberry	Open Field Day	Raspberries	33	1	0	41
Fertigation of raspberry	Open Field Day	Raspberries	41	0	0	41
Raspberry thinning canes demonstration	Open Field Day	Raspberries	27	0	0	27
Fertigation of raspberry	Open Field Day	Raspberries	41	7	0	48
Total			391	39	93	437

In total 437 participants were part of trainings and open field days organized by AGRO of which 39 were women and 93 were from minority groups. All events were part of AGRO activities emphasizing the adoption of technologies and good agricultural practices as well as food safety standards.

R1.3: Number of hectares under improved technologies and/ or management practices

In total, the Activity succeeded in supporting 106 ha under improved technologies during this reporting period. This number includes plots planted with raspberries by Eurofruti 40.8HA and APC Company 65.2HA. All are new plots using new raspberry varieties and management practices.

R2.4: Number of supply contracts between producers and strategic partners

The number of contracts signed in total is 391 contracts, since this indicator tracks only supply contracts between farmers and other value chain actors, this number is [379]. The below table details results pertaining to this indicator disaggregated by value chain and destination market.

Value Chain	Total # of Supply Contracts	Type of Market in %		
		Collection Centers	Processors	Traders
Peppers	128	95%	3%	2%
Tomatoes	3	100%		
Gherkins	74	97%	3%	
Raspberries	151	100%		
Apples	2	100%		
Cherries	1	100%		
Strawberries	20		100%	
Total	379	93%	6%	1%

R2.5: Number of strategic partners issuing supply contracts

In total, 20 strategic partners have issued contracts during the reporting period. The below table provides pertinent information on the actual companies, type of company and value chains.

Strategic Partner	Type of SP	Value Chain			
Agrocelina	Collection Center	Peppers			
MOEA Frutomania	Processor	Strawberries			
Ananas Impex	Processor	Peppers			

Strategic Partner	Type of SP	Value Chain			
Etlinger	Processor	Peppers			
ABI&ELIF19	Processor	Peppers			
Fresh Food	Trader	Peppers			
Oaza-al	Trader	Peppers			
Adelina Gross AB	Trader	Peppers			
Rizona	Processor	Peppers			
Ask Foods	Collection Center	Peppers	Tomatoes	Apples	Cherries
Nektar	Collection Center	Gherkins			
R Company	Processor	Gherkins			
Sole Kosova	Processor	Peppers	Tomatoes	Gherkins	Innovative Crops
Mix Product	Processor	Gherkins			
Eurofruti	Collection Center	Raspberries			
Shala Produkt	Collection Center	Gherkins			
Scardus	Collection Center	Raspberries			
EuroTaç	Collection Center	Gherkins			
UVM AGRO RED GOLD	Collection Center	Raspberries			
Hitflores	Collection Center	Raspberries			

R2.7: Number of SPs organizing B2B and other market investigation events and trade shows

PEPEKO association, one of the AGRO strategic partners has conducted B2B events to promote contracting mechanisms and their importance. In total, 20 people participated in the event all of which were male Albanian.

R 2.8: Number of people attending strategic B2B and market investigation events and trade shows organized by or in collaboration with SPs

The number of people who participated in AGRO supported B2B events is **69**, six of which were minorities. Five individual events have been organized, including two strawberry promotion events, a contract promotion organized by PePeKo, a marketing of blueberry crop event, and an event marking the establishment of raspberry association.

Indicator Table of Results

Performance Indicator Name	Reporting Frequency	FY1 Targets	Achieved Q3 FY1	Comments
R 1.1: Number of individuals who have received USG-supported short-term agricultural sector productivity or food security training	Quarterly	600	437	17 events related to adoption of technologies and good agricultural practices
R 1.3: Number of hectares under improved technologies and/ or management practices	Quarterly	100	106	All results generated during Q3 are from implementation of new raspberry orchards facilitated by Eurofruti and APC
R 1.4: Number of unique visits from youth using the Agrojobs Center	Quarterly	0	N/A	Agro Job Center has not been established
R 1.5: Average hits per month to the web-based agricultural job identification services	Quarterly	0	N/A	Web site has not been developed

Performance Indicator Name	Reporting Frequency	FY1 Targets	Achieved Q3 FY1	Comments
R 1.6: Number of firms receiving USG assistance to invest in improved technologies	Quarterly	20	N/A	AGRO is in process of grants award and results will be reported in annual report
R 1.7: Number of individuals authorized as certification auditors	Quarterly	0	N/A	10 GlobalGAP preferred farm appraisers have been qualified this quarter
R 2.2: Number of new linkages with domestic supermarkets through <i>long-term</i> contract arrangements	Quarterly	0	0	AGRO is identifying supermarkets interested to buy locally produced products and results will be reflected in annual report
R 2.3: Number of new regional and international market opportunities captured	Quarterly	2	N/A	AGRO in cooperation with SP's are working in identifying crops with export potential and identifying international markets. Capture of the market will be final when contracts are initiated.
R 2.4: Number of supply contracts between producers and strategic partners	Quarterly	200	379	Overall number of contracts is higher, this indicator tracks only contracts between producers and other actors
R 2.5: Number of strategic partners issuing supply contracts	Quarterly	10	20	On track to significantly outperform annual targets
R 2.6: Value sales as a result of supply contracts established between producers and SPs	Quarterly	\$900K	N/A	During reporting period, AGRO activity has managed to facilitate signing of contracts which will generate significant sales that will be reflected in the FY15 annual report
R 2.7: Number of SPs organizing B2B and other market investigation events and trade shows	Quarterly	5	1	PePeKo
R 2.8: Number of people attending strategic B2B and market investigation events and trade shows organized by SPs	Quarterly	200	69	Five B2B events including one B2B organized by PePeKo

4.0 IIF GRANTS AND SUBCONTRACTS REPORT

4.1 GRANTS

On April 22, the prime contractor, Tetra Tech submitted the Innovation and Incentive Fund (IIF) Manual and its annexes to USAID for approval. After much discussion and modification, the Manual was approved on June 16th. Senior Officers from the Home Office, Ms. Pamela Doran and Ms. Amy Kirk conducted online training with all the AGRO staff on Assistance and Acquisition, such as grantee responsibility determination and the pre-award process; and technical collaboration, including monitoring grant projects and incorporating grants data into Project PMP, subcontracts, service agreements, consulting agreements and purchase orders. They outlined and discussed the roles and responsibilities of the different AGRO staff, and the circumstances and objectives under which different funding mechanisms should be used.

The Grants and Subcontracts Manager gave a further detailed presentation to the staff, reinforcing the trainings on funding from the IIF, during which illustrative activities which might qualify for funding, and the operation of the fund was described, together with the concept paper procedures.

The COP and the Grants and Subcontracts Manager made four presentations to prospective applicants for funds from the IIF. Together they described the objectives of the program, illustrative activities which might qualify for funding, and the operation of the fund. Presentations were held: at Prizren [77 attendees]; at Peja [68]; at Gjilan [136]; and in Prishtina [217].

During Q3, AGRO received its first Concept Notes and organized a series of Review and Evaluation Committees. Results of evaluations are shown in the below table:

Number of Concept Notes Received	Number of Concept Notes Evaluated	Number of Concept Notes Approved
70	32	8

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