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# QUARTERLY REPORT

FOR JANUARY 1 TO MARCH 31, 2006 (Q2, FY 2005/6)

ALBANIA SMALL BUSINESS CREDIT AND ASSISTANCE PROJECT



APRIL 2006

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ALBANIA SMALL BUSINESS CREDIT AND ASSISTANCE PROJECT

USAID/ALBANIA

CONTRACT NUMBER 182-C-00-02-00102-00

IMPLEMENTING CONTRACTOR: CHEMONICS INTERNATIONAL

*This project will assist USAID to achieve Strategic Objective SO 1.3*

## DISCLAIMER

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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## 1. HIGHLIGHTS OF ACHIEVEMENTS AND RESULTS

The following summarizes the main project achievements and results for SBCA Phase 2 to date, i.e. from March 2005 up to the end of March 2006. The references in parenthesis refer to the respective PMP Indicators.

- **Jobs Created (Indicator 1)** – A total of 508 new jobs (PMP Indicator 1) have been reported by SBCA-assisted enterprises to date.
- **Domestic Market Sales** – The estimated total domestic sales value of the enterprises receiving direct assistance from SBCA is \$136.5 million (SO 1.3.3a) and the total estimated export sales is \$8.7 million (SO 1.3.4). A further estimated 467 enterprises have benefited indirectly from SBCA assistance (SO 1.3.2).
- **Domestic Sales Increases** – The total estimated domestic sales increase of SBCA clients is \$6.2 million (SO 1.3.3b) and export sales is \$66,200 (SO 1.3.4b)
- **Directly Assisted Enterprises** – A total of 967 clients benefited directly from SBCA assistance (SO 1.3.1), of which 122 enterprises received technical assistance, 580 received training, and 342 received loans.
- **New Technology** – A total of 576 people (Sub-IR 1.1.2) from 556 enterprises (Sub-IR 1.1.1) have received training in new technologies, and a total of 248 assisted enterprises have applied new technology (IR 1.1).
- **Management Practices** – A total of 93 people (Sub-IR 1.2.2) from 59 enterprises (Sub-IR 1.2.1) have been trained in good management, of which 15 enterprises have applied good management practices (IR 1.2).
- **Marketing Strategies** – A total of 110 people (Sub-IR 1.3.2) from 48 enterprises (Sub-IR 1.3.1) have received marketing strategy training, of which 38 enterprises have applied marketing strategies that enhance competitiveness (IR 1.3).
- **SBCA Fund** – A total of 81 loans (Sub-IR 2.1) to a value of \$1,888,129 (Sub IR 2.3) have been disbursed through the SBCA Fund at BKT.
- **SME Fund** – A total of 242 loans (Sub-IR 2.2) to a value of \$2,540,962 (Sub-IR 2.4) have been disbursed through the SME Fund at PSHM.
- The SBCA COP attended the Chemonics International Leadership Development Conference held in Washington DC for January 17 to 20, 2006.

## 2. THE REPORT FORMAT AND PMP INDICATORS

The format of this quarterly report approximates to that of the Year 5 work plan, submitted to USAID in March 2006 and approved in April 2006. PMP Indicators are reported within each of the sections below. Table 1 below summarizes all the SBCA Project's PMP Indicators, up to the end of March 2006, comparing actual results to the targets submitted in the work plan.

**Table 1 SBCA Phase 2 PMP Indicators**

| PMP Indicators   |  | Phase 2  |              |                     |               |
|--|--|--|--------------|---------------------|---------------|
|  |  | Actual to date   | Target       | Over/(under) Target |               |
| <b>Indicator 1</b>   | Number of jobs created   | 508  | 2,300        | (1,792)             |               |
| <b>SO.1.3.1</b>  | Number of self-sustaining private enterprises benefiting directly from USAID assistance        | 967  | 1,550        | (583)               |               |
| <b>SO.1.3.2</b>  | Number of self-sustaining private enterprises benefiting indirectly from USAID assistance      | 467  | 640          | (173)               |               |
| <b>SO.1.3.3 (a)</b>  | Value (USD) of sales of Albanian products in domestic markets by USAID assisted enterprises    | \$136,526,106  | \$90,000,000 | \$46,526,106        |               |
| <b>SO.1.3.3 (b)</b>  | Increase (USD) of sales of Albanian products in domestic markets by USAID assisted enterprises | \$6,256,262  | \$4,800,000  | \$1,456,262         |               |
| <b>SO.1.3.4 (a)</b>  | Value (USD) of sales of Albanian products exported by USAID assisted enterprises               | \$8,712,634  | \$2,750,000  | \$5,962,634         |               |
| <b>SO.1.3.4 (b)</b>  | Increase (USD) in sales of Albanian products exported by USAID-assisted enterprises            | \$66,200   | \$220,000    | (\$153,800)         |               |
| <b>IR 1: Competitiveness Capacity of Assisted Enterprises Strengthened</b> | <b>IR 1.1</b>  | No. of assisted enterprises applying new technology                                      | 248          | 420                 | (172)         |
|  | <b>Sub-IR 1.1.1</b>  | Number of assisted enterprises receiving training in new technologies                    | 556          | 754                 | (198)         |
|  | <b>Sub-IR 1.1.2</b>  | Number of people trained in new technologies   | 576          | 808                 | (232)         |
|  | <b>IR 1.2</b>  | Number of assisted enterprises applying management practice                              | 15           | 150                 | (135)         |
|  | <b>Sub-IR 1.2.1</b>  | Number of assisted enterprises receiving training in good management practices           | 59           | 278                 | (219)         |
|  | <b>Sub-IR 1.2.2</b>  | Number of people trained in good management  | 93           | 327                 | (234)         |
|  | <b>IR 1.3</b>  | Number of assisted enterprises applying marketing strategy which enhance competitiveness | 38           | 100                 | (62)          |
|  | <b>Sub-IR 1.3.1</b>  | Number of assisted enterprises receiving training in marketing strategies                | 48           | 137                 | (89)          |
|  | <b>Sub-IR 1.3.2</b>  | Number of people trained in marketing strategies   | 110          | 171                 | (61)          |
| <b>IR 2: Access to Credit increased</b>                                    | <b>Sub IR 2.1</b>  | Number of Loans from Commercial Banks  | 81           | 100                 | (19)          |
|  | <b>Sub IR 2.2</b>  | Number of Loans from Non-Bank Financial Institutions                                     | 242          | 320                 | (77)          |
|  | <b>Sub IR 2.3</b>  | Value of Loans from Commercial Banks   | \$1,888,129  | 5,500,000           | (\$3,611,871) |
|  | <b>Sub IR 2.4</b>  | Value of Loans from Non-bank Financial Institutions                                      | \$2,540,962  | 3,840,000           | (\$1,299,038) |

A separate annex has been produced that includes: a summary of sales orders completed by SBCA's business promoters; a summary of all SBCA Phase 2 clients and the services provided; clients that have received direct technical assistance showing types of services provided; a table of disaggregated PMP indicators; and, an Initial Sales Systems Analysis report prepared by the two short-term specialists Antonio Calzado and Shannon Sanquist.

## SPECIFIC ACTIVITIES

In this section we report on activities that do not fall directly under Key Results One, Two or Three.

### 1. Albanian Olive Oil Promotional Event

SBCA has been working on providing assistance to some of Albania's best olive oil processors. Assistance includes the re-branding and re-packaging of their olive oil products. The Project will work intensively with the following olive oil processors:

- Shkalla Shpk. (Tirana)
- ERVM Shpk. (Vlora)
- Gjikondi Shpk. (Qeparo, Vlora)
- Sabin Shpk. (Vlora)
- Fatmir Skilja (Elbasan)
- Aliraj Shpk. (Vlora)
- Bedri Hajdari (Tirana)
- Ylli Hajdini (Borsh, Saranda)
- Piku Shpk. (Elbasan)
- Rakip Iljazi (Delvina); and,
- Fatmir Luga Shpk.(Tirana)

In cooperation with World Learning, the Project will organize a one-day activity in early June 2006. The overall goal is to promote Albanian olive oil. Other activities on the day will include: a workshop on olive oil certification; linking processors with retailers and wholesalers in Tirana, Durrës and the other main markets of Albania; providing information on EU export requirements; and a tasting competition. The main event of the day will be a trade fair where selected participants will display their products to potential buyers. SBCA's business promoters will invite supermarket managers, wholesalers, hotel and restaurant owners, and other retailers to attend. The Project will develop an overall theme for the olive oil project.

SBCA has held meetings with USAID, World Learning and the Association of Oil Producers and Traders to jointly plan the event. World Learning agreed to share part of the costs and organization. Other potential invitees will include: ALCEBO (The Albanian Certification Body); The Association of Organic Agriculture; The Agricultural University; Department of Food Safety of the Ministry of Agriculture; ADAMA; the Albanian Institute of Quality; and, the Institute of Food Research.

### 2. New Albanian Cheeses Promotion

During Phase 2 SBCA has been assisting 69 dairy producers on technology, management, marketing, and through the provision of loans. Albanian dairies have recently produced only two generic groups of cheeses – kackavall (i.e. hard and semi-hard) and feta. A number of clients expressed an interest in producing new varieties of cheeses that could compete with the different varieties of imports.

SBCA has brought a short term cheese specialist (Marc De Carheil) from France to work with selected SBCA clients in developing new cheese varieties. The specialist is also assisted by three local specialists: Drini Imami from the National Agricultural Training Centre (NATC); Drita Decolli from ADAMA; and Xhuljeta Hamiti from the Agricultural University.

The following ten SBCA clients are now cooperating in developing new varieties, including re-branding and packaging:

- Lushkja Shpk. (Kavaja);
- Koci Shpk. (Kavaja);
- N.Z.I. Shpk. (Shkodra);
- Nikolino Shpk. (Shkodra);
- Greal (Korca);
- Bardhi Ballaj (Vlora);
- Pellumb Aliraj (Vlora);
- Fredi Mahmutaj (Gjirokastra);
- Dhimo Guxho (Vlora);
- Alper Qatipi (Elbasan) and,
- Orhan Miloti (Shkodra).

The Project has already introduced varieties such as Emmental, Mozzarella, Gouda, Tomme de Savoie; Gruyere, and Fontina. Cheese is being produced from cow, sheep and goat milk. Assistance is being provided on techniques of ripening, the introduction of new cultures, and environmental and temperature controls. The short-term specialist has also introduced a casein label into the traditional varieties of cheeses produced by the above producers.

A one-day cheese promotion event will be held in early to mid June in Tirana at which participants will display their new and existing cheeses at a trade fair organized by SBCA. There will be workshops on quality control and certification of cheese products after which there will be an official opening of the fair. Retailers, wholesalers and restaurants will be invited to attend. Buyers can place orders on the day and consumers can also purchase from a shop that will be separate from exhibitor stands. There will also be an opportunity for consumers to taste the new cheeses and to see new ways of presenting and eating cheeses.

The short term specialist will be brought back to Albania both to participate in the event and to monitor the progress of production of the cheese producers. The specialist will also develop production management and costing for selected SBCA cheese producer clients.

### **3. Other Events and Activities**

**BSO FAME XIV, Holland** – SBCA's SME Advisor, Erald Kanini, applied (and was selected) for a training session organized by the Centre for the Promotion of Imports from developing countries (CBI) held in Rotterdam during February 2006. The training included trade promotion techniques, trade structures, business practice in European markets and designing and implementing export development programs. SBCA's current portfolio of clients includes enterprises that have the potential to export to Holland and other EU countries. This experience will be passed on to SBCA clients.

**Cooperation with Other Donor Projects** – SBCA is cooperating with IFC’s ‘International Technical Standards and Regulations (ITSR)’ PEPSE project, and with the EU CARDS 2003 ‘Support to Standards, Certification and Accreditation in Albania (SSCAA)’ project. SBCA held a joint meeting with SSCAA and ITSR met on March 28, 2006 to plan future activities. SBCA will participate in two events, in Elbasan and Korca, on raising awareness of the benefits of standards and certification for Albanian producers.

**Quality Specialists Study Tour** – SBCA submitted a concept paper to World Learning for a study tour for Albanian QC specialists to improve their practical implementation experience in a European country.

### KEY RESULT ONE: Increasing Sales and Employment in Target Enterprises

A summary of the clients receiving assistance from SBCA to date is shown, by sector, in table 2 below.

**Table 2 Number of Clients benefiting from the SBCA Technical Assistance and Training up to March 31, 2006**

| SECTOR  | Type of Assistance   |            |            |
|---|----------------------|------------|------------|
|   | Technical Assistance | Training   | Total      |
| Fruit And Vegetables Cultivation And Processing | 38                   | 210        | 248        |
| Cut Flowers, Seedlings and Ornamental Plants    | 6                    | 9          | 15         |
| Bee Products and Processing                     | 6                    | 25         | 31         |
| Livestock Farming                               | 4                    | 24         | 28         |
| Grapes Cultivation and Processing               | 4                    | 136        | 140        |
| Dairy Products                                  | 16                   | 21         | 37         |
| Olive Cultivation and Processing                | 8                    | 120        | 128        |
| Bread and Pastries Production                   | 6                    | 0          | 6          |
| Herbs and Spices                                | 2                    | 2          | 4          |
| Meat Processing                                 | 8                    | 5          | 13         |
| Water and Soft Drinks Producers                 | 1                    | 0          | 1          |
| Other Agribusiness                              | 6                    | 4          | 10         |
| <b>Sub-Total Agribusiness</b>                   | <b>105</b>           | <b>556</b> | <b>661</b> |
| Wood Processing                                 | 3                    | 0          | 3          |
| Construction                                    | 2                    | 4          | 6          |
| Carpet Producers                                | 2                    | 0          | 2          |
| Giftware Producers                              | 1                    | 0          | 1          |
| Clothing and Textile Producers                  | 3                    | 2          | 5          |
| Leather Products                                | 0                    | 0          | 0          |
| Other Non-Agribusiness Producers                | 4                    | 3          | 7          |
| <b>Sub-Total Non-Agribusiness</b>               | <b>15</b>            | <b>9</b>   | <b>24</b>  |
| Wholesalers                                     | 0                    | 2          | 2          |
| Retailers                                       | 0                    | 2          | 2          |
| Input suppliers                                 | 1                    | 3          | 4          |
| Services  | 1                    | 8          | 9          |
| <b>Sub - Total Other</b>                        | <b>2</b>             | <b>15</b>  | <b>17</b>  |
| <b>TOTAL</b>                                    | <b>122</b>           | <b>580</b> | <b>702</b> |

A total of 34 clients reported a FTE increase of 508 jobs. Report 1 in the Appendix lists all the companies included in this total. The number of self-sustaining private enterprises benefiting directly is 967 (SO 1.3.1) and the number of indirectly benefiting enterprises is 467 (SO 1.3.2).

The value of sales of Albanian products in domestic markets is \$136,526,106 (SO 1.3.3a) and the increase of domestic sales is \$6,256,262 (SO 1.3.3b). The value of export sales is \$8,712,634 (SO 1.3.4a) and the increase in export sales is \$66,200 (SO 1.3.4b). A summary of overall domestic and export sales, by sector, is shown in Report 3, and a list of clients reporting increases in domestic and export sales is shown in Report 4. Both these reports are included in the appendix to this report.

A summary of the types of assistance SBCA has provided to its Phase 2 clients is shown in the separate Annex 4, and, the number of clients assisted, is shown in Report 2 in the Appendix. This report groups clients into knowledge increased in: new technology, good management and marketing strategies. A summary of the types of assistance provided to SBCA's 122 clients that have completed action plans is shown in the separate Annex 2.

Selected results are shown under each of the headings below. The first "assistance" sections refer to results by type of assistance, and the second sections show results achieved by selected clients based on the main assistance offered, e.g. a client receiving assistance mainly on technology issues, but that is also receiving assistance in management and marketing is shown only under technology.

## 1. Increased Knowledge in New Technology

In the SBCA Project to date 576 people, from 556 enterprises, have received training in new technology. Of the latter, 248 enterprises have applied new technology in their businesses.

### a. By Type of Assistance

- **Quality and Productivity** – New techniques to increase productivity and quality have been implemented in 45 client enterprises.
- **Sourcing of Equipment** – SBCA has assisted 23 enterprises in equipment sourcing.
- **New Suppliers** – A total of 12 enterprises have been assisted in facilitating agreements with new suppliers.
- **New Products** – SBCA has assisted 11 clients in introducing and developing new products.
- **Certification** – The Project held a series of meetings with the Albanian Certification Body (ALCEBO) that is the proposed accredited organization that will certify Albanian companies for quality standards including EUREPGAP, HACCP and ISO. Until ALCEBO has been accredited it can offer certification through its Dutch partner, EKAS, from which it is also receiving technical assistance. ALCEBO has four shareholders, each of which owns 25% of the organization. They are EKAS, Tirana RDA, The Institute of

Quality and IDRA. SBCA is working with ALCEBO to obtain EUREPGAP certification for its watermelon producer clients in Saranda.

- **Planting and Storage Techniques in Devoll** – On March 9, 2006 SBCA (through Korca RDA) organized training for 25 onion and other vegetable producers from Devoll district. The training was in response to farmer's requests in learning techniques for prolonging the shelf life of vegetable by improving storage techniques. The training was delivered by Kristaq Teneqexhi, a specialist from Korca University.
- **Apple Growers in Pogradec** – On March 23, 2006 SBCA organized training for 16 apple growers around Pogradec. Techniques covered include 'green pruning' which is a best practice used in Western Europe that can increase apple tree productivity by up to 50%. As a result of this practical training, participating farmers purchased 11,580 apple and 100 cherry tree seedlings to a value of \$17,670. SBCA is also directly assisting 6 growers and 1 seedlings producer.
- **Winter Pruning in Vlora and Himara Districts** – During January 2006, SBCA (through Vlora RDA) organized 4 two-day training sessions, in Vlora and Himara, on winter pruning techniques that are crucial to maintaining and increasing the productivity of fruit trees. There were 70 participants including: 15 fruit tree farmers from Llakatund; 13 grape producers from Cerkovina; 15 olive cultivators from Bestrova; and, 27 citrus and olive cultivators from Himara
- **Greenhouse Vegetable Producers in Berat** – On February 24, 2006, SBCA (through Berat RDA) delivered training to 21 greenhouse vegetable producers in Kucova. The training focused on seed selection and the use of agricultural inputs.
- **Dairy Producers in Shkodra** – On March 15, 2006, SBCA (through TEULEDA) conducted training on improving milk production to 17 dairy enterprises from the Shkodra area.
- **Cheese Producers in Dukat and Oriku** – The short term cheese specialist, Marc De Carheil, delivered training on producing cheese with pasteurized milk for 9 small producers in the Dukat-Oriku area of Vlora.
- **Olive Cultivators from Tirana and Berat** – On behalf of SBCA, the National Agricultural Training Centre (NATC) delivered one day training to 20 olive cultivators from the Tirana region. The training focused on techniques that increase the output of trees and enable producers to supply a more consistent quality of olives to processors. On March 10, 2006 Berat RDA delivered integrated pest management training to 19 olive cultivators from Berat District.

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b. By Client

- **Haba Ballkan Shpk** – SBCA has provided assistance that enabled this Korca fruit and vegetable processor to build and implement a laboratory system that allows the company to produce consistent, quality controlled products that comply with Albanian SSH requirements. This included factory layouts and the training of 2 Haba Ballkan employees. SBCA will also be preparing a marketing strategy for the company.

- **Leopard 2D Shpk** – This is a women-owned enterprise (based in Korca) that has been in business since the mid 1990's producing different types of jams for the Korca and Tirana markets. SBCA has assisted the company in complying with SSH requirements.
- **Aliraj Shpk** – This Vlora-based client has received assistance in: introducing new varieties of goat cheese; packaging and labeling of his virgin olive oil; designing new labels for his sheep yoghurt line; and with sourcing vacuum packaging equipment suppliers.
- **Bardhi Ballaj** – SBCA has assisted the Ballaj Dairy (based in Gjorma near Vlora) in: introducing two new varieties of sheep cheese (Gravier and Perail); assisting milk suppliers with increasing the supply and quality of milk; preparing a marketing plan; and, branding and labeling his cheese products.
- **Fredi Mahmutaj** – This cheese producer from Gjirokastra has been assisted in producing a new Gravier variety of cheese and branding.
- **Kastriot Shehaj** – He has received assistance in the implementation of solar greenhouse technology for his seedlings farm, located outside Vlora, which will reduce costs and raise productivity.
- **Fruit Growers** – Three Vlora-based clients (Ylsi Lazaj, Qazim Muhameti and Perikli Gega) received assistance in winter pruning techniques and packaging.
- **Greall Shpk** – SBCA has assisted in the introduction of a new 'Tomme de Savoie' cheese variety and designing new labels for this cheese producer based in Korca..
- **Bajram Uku** – The Project has assisted this Tirana-based pig farmer with: improving feed; improving the blood stock of its pigs; and reducing post-natal diseases.
- **Simon Lamaj** – SBCA has assisted this dairy producer from Lac in improving the standards of its Feta cheese.
- **Nikolino Shpk** – A new humidity meter has been sourced for this dairy client near Shkodra that has enabled it to produce a better quality of Mozzarella cheese (for which new labels have also been designed).
- **GMN (Ndue Maracaj)** – SBCA has assisted this Shkodra-based pig farmer in improving feed inputs and introducing new ventilation for its pig sties.
- **Neti Shpk.** – With SBCA assistance this Kavaja-based dairy has introduced a new variety of cheese. The Project has also assisted in the preparation of a new logo and packaging, and introduced casein labeling into the traditional kackavall cheeses.
- **Lushkja Shpk.** – The Kavaja dairy is now producing a new variety of mixed gouda and emmental cheese as a result of SBCA assistance. The project also redesigned the company's logo

## 2. Increased Knowledge in Good Management

To date SBCA has trained 93 people, from 59 enterprises in good management, of which 15 reported that they have applied, or are applying, new management practices.

### a. By Type of Assistance

- **Business Planning** – SBCA is now implementing its standard format of business plan developed during 2005. In January 2006, a short term specialist, David Douglas, conducted business planning training to BSPs, subcontracted Chartered Accountants, SBCA's SME Advisors, representatives of BKT and PSHM, three consultants proposed by EDEM. The specialist also worked closely with SBCA's Credit Assistant, Dorela Shani, on improving the financial spreadsheets that form the final sections of the business plan. They started working on the business plans for 2 SBCA clients, Vasili Shpk. and Jeta Shpk. Mr. Douglas will return for a series of short term missions during which 15 business plans will be completed.
- **Non-agribusinesses from Tirana and Durres** – On March 4, 2006, the NATC delivered entrepreneurship and strategic management training to 27 productive and services enterprises from Durres and Tirana

### b. By Client

- **Watermelon Producer Groups in Saranda** – SBCA has been working with three producer groups (led by Ilia Buzuqi, Dhimiter Kote and Stavri Bami) around the village of Xara south of Saranda. They have a combined growing area of 130 hectares. Although they have already been exporting to some Balkan and EU countries they requested assistance in certifying their watermelons to EUREPGAP standards. This will increase their access to other export markets. SBCA is training producers in collective marketing and designing a web site to enhance contacts with potential foreign buyers.
- **Alcred Shpk** – SBCA is assisting Tirana-based Alcred Sh.a., the biggest frozen vegetable processor in Albania, with the organization and monitoring of a producer group of 10 pepper growers from Sulzotaj and Spolata villages in Lushnja. The Project is also assisting with growing, harvesting and processing techniques. The producer group is expected to supply an estimated 400 tons of pepper with a sales value of \$60,000 for the farmers and \$145,000 for Alcred.
- **Korca Beekeepers Association** – SBCA has assisted the association in the design and publication of their beekeeping magazine "Bleta" that is distributed to beekeepers throughout Albania. The SBCA COP contributed articles on 'How to increase profit per beehive', and the assistance SBCA is providing to Albanian beekeepers.
- **Hodo Shpk** – This fruit and vegetable producer from Mallakaster was assisted in: preparing financial analysis and loan application procedures that resulted in a loan of \$250,000; sourcing and negotiating a contract with 2 tomato growers that are current SBCA clients; and, creating links with Menu Shpk. (another SBCA client) for selling his canned cucumber products.

- **Vegetable Open Market in Ballsh** – The Project assisted this client, Tajar Aliaj with a business plan that resulted in his receiving a loan from BKT. The loan was used to reconstruct the open market in Ballsh town that allows him to rent space to more fruit and vegetable stallholders.
- **2A Shpk** – This company processes wood in Elbasan that it exports to Italy. SBCA has assisted in human resources development including preparing an organization structure and job descriptions.
- **Karafili Shpk** – The Company produces metal tables and chairs from its factory in Pogradec. SBCA has provided assistance in: accounting for sales from a certified accountant; the installation of computerized production control system; and, improving the company's logo and promotional materials.
- **Europa Shpk** – SBCA has assisted this Elbasan steel construction company in: ISO2000:9001 quality management systems (QMS); the preparation of a manual of procedures that will be incorporated into QMS; and, redesigning a new company identity.
- **Butrinti ImpEx Shpk** – This mussels producer, located near Delvina and the Greek border, has been assisted in financial management and the preparation of a marketing strategy and business plan.
- **Agroblend Shpk.** – SBCA is assisting this Tirana client on: business planning and financial management; trademark registration; and, EUREPGAP procedures.
- **Eurocement Sh.a.** – SBCA has assisted this Durres client in introducing new computer software, linked to its existing software, which allows the company to register and produce VAT invoices. The system has been approved by the Albanian tax authorities.
- **Darbi Shpk.** – SBCA is assisting this Shkodra Company in: introducing a production management system; re-designing the company logo; and, improving its production technology.
- **Shkalla Shpk.** – This is a regular client that SBCA has been providing with regular technical assistance including: branding; packaging; bar coding; and' the development of a web site. During the current quarter SBCA has been providing accounting and management assistance including training one of the company's staff to prepare all financial statements required by the Tax Office. SBCA, thank to one of its Italian-speaking local staff (Erald Kanini), also directly contacted the supplier of Shkalla's processing equipment in Italy to bring one of their own technicians over Italy to install Shkalla's new equipment. Without this assistance the company would not have been able to process the 2005/6 olives. SBCA has also been cooperating with EDEM in finding export markets for Shkalla.

### 3. Increased Knowledge of Marketing Strategies

During SBCA Phase 2, the Project has trained 110 people, from 48 enterprises, in marketing strategies of which 38 enterprises have applied marketing strategies that have enhanced competitiveness.

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**a. By Type of Assistance**

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- **Bar Coding** – SBCA has assisted 13 clients in the application for obtaining bar codes from the Brussels-based Global Standards organization (GS1). Where practicable, bar codes are being incorporated into new label designs.
- **Branding** – SBCA has assisted 38 companies in introducing branding in the form of designing new logos, labels, stationery etc.
- **Sales Analyses** – In January and February 2006, two short term consultants, Antonio Calzada and Shannon Sanquist, worked with eight SBCA clients in compiling sales analyses that will be used as part of the development of marketing strategies. Their report is included in the separate Annex 6. The sales information collected will be used to compile marketing strategies when Mr. Calzada returns for a series of short term missions, to develop marketing strategies for selected companies, starting in April 2006.
- **Client Web Sites** – SBCA has completed web sites for 11 of its clients, one of which, Florjan-V, has been negotiating with a potential Italian partner that approached the company through its web site. Web sites have also been completed for Vasili Shpk, Nikolino Shpk, Shkalla Shpk, Mucaj Shpk, Alba Maja Shpk, Butrinti Impex, Korca Fresk, Shehu Shpk, Appolon Shpk, and La Luna.
- **Focus Groups** – A retailer focus group was held in January 2006 to test demand for new varieties of cheeses. Attendees included the general manager of Euromax and supermarket managers. The meeting concluded that there is interest in new varieties of Albanian cheeses provided they are properly packaged and labeled.
- **Retailer Database** – The Project has compiled a database of retailers that have placed orders through SBCA business promoters and recorded on the SBCA sales order form. The database includes demographic data on each retailer and details of products purchased. It will be used in developing marketing strategies for SBCA clients.
- **Business Promoters** – SBCA, through its business promoters, have written a total of 204 purchase orders (to the value of \$93,256) for assisted clients. The number and value of purchase orders taken, by client, is shown in separate Annex 1.
- **Client-to-Client Business Resulting from Training** – As part of its training sessions, SBCA also invites input suppliers such as seedlings producers, equipment and fertilizer importers, and cultivators. This often results in business being conducted between participants. For example, one of SBCA's clients, Kastriot Shehu, has sold \$35,000 of seedlings to participants of trainings he also attended.

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**b. By Client**

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- **Ferlat Fast Milk** – SBCA is assisting Ferlat, Albania's only UHT milk producer, in the development of a marketing plan. After discussions with Tetra Pak, SBCA organized interviews, with 150 consumers in 7 Albanian districts, to test consumer preference for

two new designs of UHT Fast Milk packaging produced by Tetra Pak. The Ferlat processing factory is located in Rogozhine.

- **Edi Pack Shpk** – SBCA has referred three of its fruit cultivator clients to Edi Pack (based in Durres) for the production of cardboard boxes for the distribution of peaches and other fruits. They have placed orders to a value of around \$3,000.
- **Yioula Shpk** – Amongst others, the Project introduced one of its olive oil clients, Anastas Gjickondi, to Yioula Shpk. Anastas purchased 10,000 olive oil bottles from this Tirana-based distributor.
- **Jeta Shpk** – During the current quarter SBCA has been assisting Jeta Shpk (a Shkodra-based producer of bottled water) with preparing a marketing plan for 2006. SBCA has also assisted in finding retailers through its business promoter network.
- **Apollon Shpk** – This Fier client is receiving assistance: from the short term marketing specialist in completing a marketing strategy for 2006; in the design of a database that will track sales and inventory; and with the preparation of a business plan.
- **Sidnej Shpk** – SBCA has assisted this Berat client in: web site design; providing e-mail links; obtaining information on exporting processed fruit and vegetables; market research for sauces and other products; and, establishing its own greenhouses to ensure a more reliable supply of vegetables for processing.
- **Alsa Shpk** – This Vlora sausage producer is being assisted with: redesigning its logo and promotional materials; a 2006 marketing plan; and, with starting the process of introducing HACCP and ISO standards.
- **Menu Shpk** – SBCA is assisting this Fier dairy processor in: market research on 2 possible new products, Russian salad and ketchup; pricing and labeling; and, sourcing canned cucumber for use in its own xaxiqi product.
- **Sabin Shpk** – This Vlora olive oil processor has been assisted in: packaging and labeling his olive oil; introducing good manufacturing practices; and, the preparation of a marketing plan.
- **Gjickondi Shpk** – SBCA has assisted this Vlora olive oil processor with web site design, packaging and labeling of his products, and preparing a marketing plan.
- **Gorican Greenhouse Owners Association (Agro-Green Life)** – SBCA assisted in designing a website that enhances the access of its Berat members to potential markets in Serbia and Kosova.
- **ERVM Shpk** – This Elbasan olive oil processor was assisted in: designing new labels; web site design; and, the preparation of a marketing plan.
- **Eurofish Shpk.** – SBCA is providing assistance to this Lezhe fish-canning client on developing a new range of products for the Albanian domestic market. SBCA is assisting

in: preparing a market survey on the Albanian canned fish market; re-designing the company's logo; designing new packaging; and, the preparation of a business plan.

- **Trad. El. Skilja Shpk.** – SBCA has assisted this Elbasan client in the procedures for obtaining bar coding.
- **Everest Shpk.** – The Project has been assisting this Tirana Cake and Desserts producer with: business planning; inventory management; and, re-designing its packaging and logo.
- **Brual** – This Elbasan cheese producer has received assistance in the re-branding of its cheese and yogurt, and in finding new markets for its products.
- **Bova Shpk** – SBCA has assisted this Elbasan manufacturer and supplier of beekeeping supplies in re-designing its labels to incorporate laboratory analysis results, and with the development of a marketing strategy.
- **Behari Shpk.** - SBCA is assisting this client in installing a production management system and the preparation of sales catalogues.
- **Fuqi Shpk.** – SBCA is continuing providing assistance in this quarter including bar coding and the completion of the company's web site.

## KEY RESULT TWO: Enhancing Access to Finance for Target Enterprises

### 1. Number and Value of Loans from Commercial Banks (BKT)

This is the section formerly headed 'Expand Loan Guarantee Program' in previous quarterly reports, and includes all lending through the SBCA Fund at BKT. The number and value of loans disbursed through BKT in Phase 2 are shown in Table 3 below.

- **Number of Loans Disbursed** – SBCA has disbursed 81 loans (Sub IR 2.1) up to the end of Q2 FY2005 including 9 in the current quarter. The average loan size is \$23,165.
- **Value of Loans Disbursed** – The Phase 2 cumulative loan portfolio stands at \$1,888,129 (Sub IR 2.3), of which \$131,260 was disbursed during the current quarter. Of this, \$502,977 (26.6%) was disbursed to agribusinesses and \$1,385,152 (73.4%) to non-agribusinesses. The highest number of loans (19) was made to the construction sector. The outstanding loan portfolio at the end of March 2006 is \$1,698,645 for which the outstanding guarantee cover is \$389,380. There are 2 clients that are delinquent for over 30 days for a total outstanding guarantee cover of \$27,588.
- **Phase 2 Loan Agreement** – After receiving USAID approval, SBCA and BKT signed the Amendment No. 3 Loan Guarantee Agreement on February 10, 2006. All liquidation reports for the period March 2005 to February 2006 have been submitted to USAID Budapest. As per new agreement BKT could benefit from additional guarantee funds of \$250,000 for Phase 2. Due to the short maturity period (i.e. all new loans must be repaid

by January 31, 2007), BKT have informed SBCA that they will not be able to use the additional funds allocated to them.

**Table 3 Number and Value of Commercial Loans through BKT (Report 7a)**

| SECTORS   | SBCA LOAN FUND PORTFOLIO |                      |
|---|--------------------------|----------------------|
|   | Number of loans          | Value of Loans (USD) |
| Fruit and vegetables cultivation and processing | 3                        | 99,195               |
| Cut flowers, seedlings and ornamental plants    | 0                        | 0                    |
| Bee products and processing                     | 0                        | 0                    |
| Livestock farming                               | 2                        | 49,044               |
| Grapes cultivation and processing               | 0                        | 0                    |
| Dairy products                                  | 3                        | 26,987               |
| Olive cultivation and processing                | 1                        | 4,992                |
| Bread and pastries production                   | 6                        | 184,951              |
| Herbs and spices                                | 1                        | 10,726               |
| Meat processing                                 | 3                        | 92,734               |
| Water and soft drinks producers                 | 0                        | 0                    |
| Other agro businesses                           | 3                        | 34,348               |
| <b>A. Total Agribusiness</b>                    | <b>22</b>                | <b>502,977</b>       |
| Wood processing                                 | 14                       | 281,235              |
| Construction                                    | 19                       | 366,817              |
| Carpet producers                                | 0                        | 0                    |
| Giftware producers                              | 0                        | 0                    |
| Clothing and textile producers                  | 6                        | 180,120              |
| Leather products                                | 1                        | 10,898               |
| Other non-agro business producers               | 9                        | 238,853              |
| <b>B. Total Non - Agribusiness</b>              | <b>49</b>                | <b>1,077,923</b>     |
| Wholesalers                                     | 4                        | 114,410              |
| Retailers                                       | 1                        | 13,684               |
| Input suppliers                                 | 1                        | 25,949               |
| Services  | 4                        | 153,185              |
| <b>C. Other Businesses</b>                      | <b>10</b>                | <b>307,228</b>       |
| <b>Total A + B + C</b>                          | <b>81</b>                | <b>1,888,129</b>     |

- **Fund Utilization and Leverage** – BKT has extended \$4,099,052 in additional credit to SBCA clients where the maturity extends beyond the current SBCA Project end date. This credit is 100% covered by BKT. The leverage is shown in Table 4 below:
- **SBCA Fund Performance to Date** – Of the \$750,000 allocated from USAID to SBCA as a Guarantee Fund, one loan has been written off for the outstanding guarantee cover \$5,572, which represents 0.7% of the fund.

**Table 4 The Leverage Effect of the SBCA Loan Fund**

| Description                                    | Cumulative Portfolio | Cumulative SBCA Guarantee | SBCA Guarantee Coverage | BK Coverage |
|--|----------------------|---------------------------|-------------------------|-------------|
| Loan portfolio including the Guarantee Portion | \$5,987,181          | \$638,522                 | 10.6%                   | 89.4%       |
| Guarantee Loan Portfolio                       | \$1,888,129          | \$638,522                 | 33.8%                   | 66.2%       |
| Leverage Fund of BKT                           | \$4,099,052          | None                      | 0.0                     | 100.0       |

## 2. Number and Value of Loans from Non-Bank Financial Institutions (PSHM)

This is the section formerly headed “Expand Direct Lending Program’ in previous quarterly reports, and includes lending through SBCA’s SME Fund at PSHM. The number and value of loans disbursed during Phase 2 are shown in Table 5 below.

**Table 5 Number and Value of Non-Bank Financial Institution Loans through PSHM (Report 7b)**

| SECTORS   | SME FUND LOAN PORTFOLIO |                      |
|---|-------------------------|----------------------|
|   | Number of loans         | Value of Loans (USD) |
| Fruit and vegetables cultivation and processing | 27                      | 180,591              |
| Cut flowers, seedlings and ornamental plants    | 2                       | 32,717               |
| Bee products and processing                     | 0                       | 0                    |
| Livestock farming                               | 67                      | 618,168              |
| Grapes cultivation and processing               | 1                       | 4,925                |
| Dairy products                                  | 12                      | 221,738              |
| Olive cultivation and processing                | 0                       | 0                    |
| Bread and pastries production                   | 28                      | 298,193              |
| Herbs and spices                                | 1                       | 8,896                |
| Meat processing                                 | 2                       | 23,463               |
| Water and soft drinks producers                 | 2                       | 13,789               |
| Other agro businesses                           | 13                      | 126,596              |
| <b>A. Total Agribusiness</b>                    | <b>155</b>              | <b>1,529,075</b>     |
| Wood processing                                 | 28                      | 312,811              |
| Construction                                    | 31                      | 336,981              |
| Carpet producers                                | 0                       | 0                    |
| Giftware producers                              | 2                       | 38,412               |
| Clothing and textile producers                  | 7                       | 72,420               |
| Leather products                                | 2                       | 29,144               |
| Other non-agro business producers               | 8                       | 72,981               |
| <b>B. Total Non – Agribusiness</b>              | <b>78</b>               | <b>862,750</b>       |
| Wholesalers                                     | 1                       | 24,219               |
| Retailers                                       | 4                       | 43,773               |
| Input suppliers                                 | 0                       | 0                    |
| Services  | 4                       | 81,144               |
| <b>C. Other Businesses</b>                      | <b>9</b>                | <b>149,137</b>       |
| <b>Total A + B + C</b>                          | <b>242</b>              | <b>2,540,962</b>     |

- **Number of Loans Disbursed** – SBCA has disbursed 242 loans (Sub IR 2.2) up to the end of Q2 FY2005 including 45 in the current quarter. The average loan size is \$10,495.
- **Value of Loans Disbursed** – The Phase 2 cumulative loan portfolio is \$2,540,962 (Sub IR 2.4), of which \$624,357 was disbursed during the current quarter. Of this \$1,529,075 (60%) was disbursed to agribusinesses and \$1,010,925 (40%) to non-agribusinesses. The highest number of loans (67) was made to livestock producers. The outstanding loan portfolio for Phase 2 is at the end of March 2006 is \$1,695,491. There are 5 clients that are delinquent for over 30 days for a total of \$14,029. This represents less than 0.7% of the outstanding loan portfolio of \$1,882,390.
- **Loan Approval Process** – All 54 loan approval requests submitted by PSHM were approved by SBCA. Of these 45 clients have received loans and 8 are under review. Since the start of the SBCA Project 852 of the 1,172 loans applications submitted by PSHM have resulted in loans.
- **Phase 1 Loans** – At the end of March 2006 there were 110 phase 1 loans still outstanding to a value of \$344,700. During the current quarter 56 Phase 1 loans were closed. The delinquency rate for these outstanding Phase 1 loans is 11.6% (\$40,164) on 14 loans that are delinquent for more than 30 days.
- **SME Fund Performance to Date** – Of the \$6,040,968 loans disbursed from March 2002 to March 2006, a total of 16 client loans, to a value of \$79,324, have been written off. The write-off amount represents 8.6% of the outstanding loan portfolio of \$2,227,090 and 3.5% of the value of all SME Fund loans disbursed.
- **Budget Transfer** – SBCA, in cooperation with PSHM, has requested the transfer of funds from the travel budget line to the technical assistance budget line.
- **PSHM Audit** – On March 28-30, SBCA conducted an audit of the SME Loan Fund at PSHM. A total of 105 files were checked and a detailed report will be completed during Q3, FY 2005/6.

### KEY RESULT THREE: Monitoring, Measuring and Communicating SBCA Impact

#### 1. Monitor and Measure Program Impact and Causality

- **PMP Indicators and the SBCA Database** – All data in this report has been extracted directly from the SBCA database. The structure of PMP reports is summarized in the Appendix to this report. It shows how the 7 reports supporting the various indicators are related, in diagrammatic form. For example, the number of assisted enterprises applying new technology, management practices and marketing strategies that enhance competitiveness are taken from Report 6. Each of the 7 reports is shown in the annex of this quarterly. The actual results for each PMP indicator, compared to targets set out in the work plan, are summarized in Report 1. These results have already been reported in the Key Results One and Two sections above. Where this is the case the report number is shown (in parenthesis) after the table heading description.

SBCA now has a comprehensive, integrated PMP reporting system that also fulfils the requirements of USAID Washington as presented at the Performance Management Workshop held at the USAID-Tirana office on July 7, 2005.

The SBCA database allows Report 1 and the supporting reports to be produced on demand. The Project can extract these reports after the end of each month or as and when required. Each of SBCA's SME Advisors are responsible for ensuring that data from their clients is input regularly into the database to ensure that information compiled on the reports is up-to-date. A table of SBCA's disaggregated PMP indicators is shown in the separate Annex 5.

- **Impact from Closed Loans** – Between November 2005 and February 2006, 53 client loans were closed. SBCA conducted telephone interviews with those clients to ask about sales and jobs. The number of jobs reported as being created was 69, and the increase in sales recorded for 2005 is \$378,058.

From March 2005 to March 2006, 233 Phase 1 loans were closed. The impact on sales and jobs, as reported by PSHM for 180 of those clients, was 266 new jobs created and a sales increase of \$2,156,729. SBCA used the IMQ and verification to report the creation of 69 jobs with a sales increase of \$378,000.

- **Use of SBCA Loans** – The use of loans, in terms of investment and working capital, is shown in Table 6 below.

**Table 6 The Use of SBCA Loans during Phase 2**

| USE OF THE LOAN                              | PSHM       | BKT       | TOTAL      |
|--|------------|-----------|------------|
| Investment (machinery, buildings, equipment) | 190        | 56        | <b>246</b> |
| Working Capital                              | 46         | 19        | <b>65</b>  |
| Land   | 6          | 6         | <b>12</b>  |
| <b>TOTAL</b>                                 | <b>242</b> | <b>81</b> | <b>323</b> |

- **Continuous Monitoring of Impact** - SBCA will continue to regularly monitor the impact of the Project's intervention on its clients using the IMQ and verification.

## 2. Enhance Communications, Outreach and Coordination

- **Web Sites** – SBCA has completed web sites for 11 of its clients that are linked to the SBCA main web site.
- **SBCA Brochure** – A newly designed SBCA brochure, in Albanian and English, was produced and distributed during the current quarter.
- **Project Poster** – SBCA has designed a new project poster that emphasizes jobs, sales, marketing strategy, technology and management. The slogan on the poster is “growing Albanian businesses”. A framed copy of the large poster has been presented to the USAID Mission. Copies of the smaller poster are being distributed to SBCA clients and partners.

- **Client Profiles** – Client profiles have been completed for 17 clients. They will be incorporated into the SBCA web site.
- **Co-operation with EDEM** – In January 2006, SBCA organized a two day training event on business planning using the SBCA standard format of business plan. Four EDEM trainers attended. Two SBCA SME Advisors participated in a one-day training event on branding held on January 28, 2006.

One of SBCA's most assisted clients, Shpresa Shkalla, is also receiving assistance from EDEM in trying to close an export deal for exporting 700 liters of extra virgin oil (in packaging designed with SBCA assistance) to Norway.

### **3. PROBLEMS ENCOUNTERED**

- A number of SBCA's clients are being affected by falling demand for chicken and eggs due to the H5N1 bird flu scare. They include Korca Fresk and Shehu Shpk.
- The problems related to Sezair and Alcred, mentioned in the previous quarterly report have now been resolved. Sezair has resold all the products returned by Alcred, and SBCA is now working with Alcred by assisting producer groups of pepper growers in Lushnja that will supply the Company in 2006.

### **4. ANTICIPATED ACTIVITIES FOR THE PERIOD APRIL – JUNE 2006**

#### **Specific SBCA Activities**

- Planning for the olive oil promotional event, to be held on June 7, 2006 will be completed during the next quarter.
- The cheese promotion event will be held on June 14, 2006 at the Rogner Hotel, Tirana. Planning for this event will also be completed during Q3, FY2005.
- SBCA will be introducing a monthly newsletter that will include client profiles and news of SBCA activities and impact.

#### **Key Result One: Increasing Sales and Employment in Target Enterprises**

- SBCA will continue assisting clients to incorporate bar codes into their products. Euromax hypermarket has made bar coding a requirement on purchases of future Albanian products
- The SBCA business promoters will continue to take orders for the products of SBCA clients.
- The Project will continue to assist clients with marketing strategies assisted by Antonio Calzada, the short term specialist used during the current quarter.

- Business planning assistance will continue assisted by the short term specialist David Douglas.
- SBCA will work with watermelon producers in Saranda to introduce EUREPGAP standards in cooperation with ALCEBO and the Institute of Quality.
- Training sessions for seedlings producers and fruit tree farmers from Vlora, Fier and Berat will be held in the next quarter.
- SBCA will organize management training events based on Making Cents materials.
- The SBCA cheese specialist, Marc De Carheil, will return for a new series of mission in May 2006. He will also contribute to the cheese fair on June 14.
- A Production Management Specialist, Harry Fitch, will assist SBCA clients from June 2006 onwards.
- The Marketing Strategy Specialist, Antonio Calzado will return in April and May 2006.
- The Business Planning Specialist, David Douglas, will resume his missions from June onwards.

### **Key Result Two: Enhancing Access to Finance for Target Enterprises**

- PSHM and SBCA will revise the technical assistance budget to transfer part of the unused travel budget to technical assistance.
- SBCA will work with PSHM to deliver Making Cents training to a selected group of women loan clients.

### **Key Result Three: Monitoring, Measuring and Communicating SBCA Impact**

- SBCA will continue to measure Phase 2 impact using its specially designed impact monitoring questionnaire (IMQ).
- The Project will continue to monitor results for clients that have closed both Phase 1 and Phase 2 loans.
- SBCA will complete its communications strategy for its final year during this quarter.

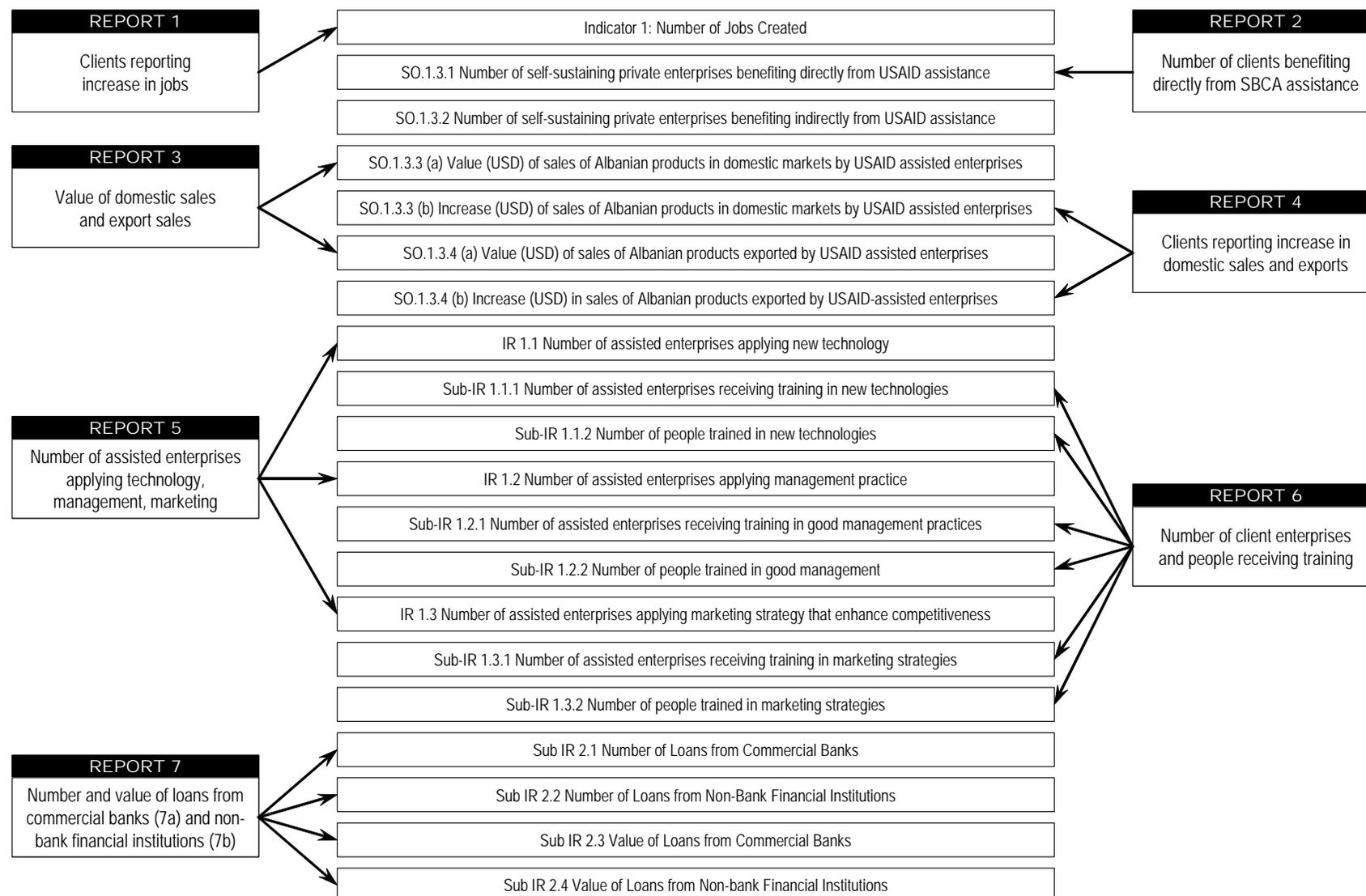


| Name  | Arrival/Departure Date<br>(Expat/TCN)<br>Hire/Termination Date (Local) | Person Days<br>to Date | Remaining<br>Projected<br>Person Days |
|---|--|------------------------|---------------------------------------|
| Karen Potter (Marketing Strategy/Communications Specialist) | November 22 – present  | 19                     | 11                                    |
| Shannon Sanquist (Marketing/Sales Consultant)               | January 2006   | 18                     | 0                                     |
| Antonio Calzada (Marketing/Sales Consultant)                | January 2006 to present  | 16.25                  | 60                                    |
| Zachary Hubbell (Field Accountant—Home Office)              | March 2006   | 6                      | 0                                     |
| William Taylor (Procurement Agent – Home Office)            | April 30, 2002   | 4.02                   | 2                                     |

# **APPENDIX A**

STRUCTURE OF PMP REPORTING FROM SBCA DATABASE

## 6. APPENDIX A: STRUCTURE OF PMP REPORTING FROM SBCA DATABASE



## REPORT 1 – Clients Reporting Increase in Jobs up to March 31, 2006

| No | BSP / Partners   | Client ID | Business Name     | Name      | Surname   | Earliest value recorded |     | Latest value recorded |      | Increase in Jobs |
|----|------------------|-----------|-------------------|-----------|-----------|-------------------------|-----|-----------------------|------|------------------|
|    |                  |           |                   |           |           | FTE                     | Doc | FTE                   | Doc  |                  |
| 1  | ABMC             | 2434      | SHABANI Shpk      | Shkelqim  | Hoxhaj    | 8                       | PQF | 19                    | AP   | 11               |
| 2  | ABMC             | 2570      | VASILI Shpk       | Spiro     | Fuqi      | 46                      | PQF | 65                    | IMQ  | 19               |
| 3  | ABMC             | 4960      | FIDAL             | Luigj     | Frangaj   | 18                      | BS  | 21                    | IMQ  | 3                |
| 4  | ABMC             | 5275      | BACKMAN TIRANE    | Mimoza    | Zenelaku  | 10                      | PQF | 11                    | BS   | 1                |
| 5  | Berat RDA        | 4224      | MIRI Shpk         | Flamur    | Abedini   | 16                      | PQF | 37                    | AP   | 21               |
| 6  | Berat RDA        | 4951      | QEVANI Shpk       | Fatmir    | Qevani    | 3                       | BS  | 4                     | IMQ  | 1                |
| 7  | Elbasan RDA      | 693       | BOVA Shpk         | Enver     | Dyrma     | 10                      | TR  | 12                    | IMQ  | 2                |
| 8  | Elbasan RDA      | 3848      | AKPER QATIPI      | Akper     | Qatipi    | 6                       | TR  | 8                     | IMQ  | 2                |
| 9  | Elbasan RDA      | 5006      | EUROPA Shpk       | Vangjel   | Rula      | 16                      | BS  | 19                    | IMQ  | 3                |
| 10 | Fieri RDA        | 1988      | EROGERT Shpk      | Agim      | Driza     | 5                       | PQF | 6                     | BS   | 1                |
| 11 | Fieri RDA        | 3733      | TEIST Shpk        | Leonidha  | Hoxhaj    | 4                       | TR  | 7                     | IMQ  | 3                |
| 12 | Korca RDA        | 4696      | HABA BALLKAN Shpk | Petrit    | Hajdelli  | 17                      | TR  | 19                    | IMQ  | 2                |
| 13 | Korca RDA        | 5173      | SEFIT IBI         | Sefit     | Ibi       | 1                       | TR  | 2                     | TR   | 1                |
| 14 | NATC             | 350       | ALBAMILK          | Orhan     | Miloti    | 2                       | PQF | 10                    | AP   | 8                |
| 15 | NATC             | 1077      | BAJRAM UKU        | Bajram    | Uku       | 2                       | PQF | 7                     | AP   | 5                |
| 16 | NATC             | 2010      | ELMIGVAN          | Mustafa   | Zuna      | 6                       | PQF | 8                     | IMQ  | 2                |
| 17 | NATC             | 2503      | ZEF NDRECA        | Zef       | Ndreca    | 5                       | PQF | 8                     | IMQ  | 3                |
| 18 | PSHM Durres      | 3083      | PAHERO Shpk       | Roland    | Lala      | 8                       | PQF | 10                    | LOAN | 2                |
| 19 | PSHM Durres      | 3571      | NEVZAT HOXHAI     | Nevzat    | Hoxhaj    | 6                       | PQF | 8                     | LOAN | 2                |
| 20 | PSHM Fier        | 4366      | ALIM KAPIDANI     | Alim      | Kapidani  | 1                       | PQF | 5                     | LOAN | 4                |
| 21 | PSHM Fushe-Kruje | 4874      | GJET              | Gjet      | Dodaj     | 1                       | PQF | 2                     | PQF  | 1                |
| 22 | PSHM Sarande     | 4909      | PAVLLO HITO       | Pavlo     | Hito      | 1                       | PQF | 2                     | LOAN | 1                |
| 23 | PSHM Sarande     | 4917      | PANDO BAKALLI     | Pando     | Bakalli   | 1                       | PQF | 6                     | LOAN | 5                |
| 24 | PSHM Tirane      | 3577      | ARIS GUDA         | Aris      | Guda      | 1                       | PQF | 5                     | LOAN | 4                |
| 25 | SBCA             | 2994      | KARAFILI Shpk     | Islam     | Karafili  | 13                      | PQF | 31                    | AP   | 18               |
| 26 | TEULEDA          | 2980      | FLORIAN V Shpk    | Viktor    | Marku     | 16                      | PQF | 18                    | IMQ  | 2                |
| 27 | TEULEDA          | 3336      | TOME SHELQETJA    | Tome      | Shelqetja | 18                      | BS  | 22                    | IMQ  | 4                |
| 28 | TEULEDA          | 3583      | AGIM BUSHATI      | Agim      | Bushati   | 4                       | PQF | 6                     | BS   | 2                |
| 29 | TEULEDA          | 5430      | MELGUSHI Shpk     | Ferdinand | Melgushi  | 75                      | PQF | 92                    | BS   | 17               |
| 30 | Tirana RDA       | 1021      | ISMAIL HAXHIU     | Ismail    | Haxhiu    | 15                      | PQF | 22                    | LOAN | 7                |

| No                     | BSP / Partners | Client ID | Business Name      | Name   | Surname  | Earliest value recorded |     | Latest value recorded |                    | Increase in Jobs |
|------------------------|----------------|-----------|--------------------|--------|----------|-------------------------|-----|-----------------------|--------------------|------------------|
|                        |                |           |                    |        |          | FTE                     | Doc | FTE                   | Doc                |                  |
| 31                     | Tirana RDA     | 4004      | EUROPAN DRURI Shpk | Kadri  | Kurti    | 11                      | BS  | 15                    | IMQ                | 4                |
| 32                     | Tirana RDA     | 4964      | BLLAMA Shpk        | Andon  | Billama  | 5                       | BS  | 6                     | IMQ                | 1                |
| 33                     | Tirana RDA     | 5343      | EGDI - GRAMA       | Armand | Reveli   | 18                      | BS  | 20                    | IMQ                | 2                |
| 34                     | Vlora RDA      | 4954      | YLSI LAZE          | Ylsi   | Laze     | 7                       | BS  | 9                     | IMQ                | 2                |
| 35                     | Vlora RDA      | 5053      | HASIM MEMINAJ      | Hasim  | Meminaj  | 9                       | TR  | 15                    | IMQ                | 6                |
| 36                     | Vlora RDA      | 5086      | ILIAS BILBILAJ     | Ilias  | Bilbilaj | 4                       | TR  | 5                     | IMQ                | 1                |
| <b>A. Sub-TOTAL</b>    |                |           |                    |        |          | <b>389</b>              |     | <b>562</b>            |                    | <b>173</b>       |
| <b>B. Closed Loans</b> |                |           |                    |        |          | <b>1,109</b>            |     | <b>1,084</b>          |                    | <b>335</b>       |
| <b>TOTAL (A+B)</b>     |                |           |                    |        |          | <b>1,498</b>            |     | <b>1,646</b>          | <b>Indicator 1</b> | <b>508</b>       |

**Data collected from:**

|      |   |   |
|------|---|---|
| BS   | = | Baseline Surveys                              |
| AP   | = | Action Plans                                  |
| TR   | = | Training Reports                              |
| IMQ  | = | Impact Monitoring Questionnaire               |
| PQF  | = | Pre-Qualification Form that results in a Loan |
| LOAN | = | Closed Loan Documentation                     |

## REPORT 2 – Number of Clients Benefiting Directly from SBCA Assistance up to March 31, 2006

| SECTOR  | Type of Assistance |            |            |            | *Adjusted Client Total (SO 1.3.1) |
|---|--------------------|------------|------------|------------|-----------------------------------|
|   | Tech. Assistance   | Loans      | Training   | Subtotal   |                                   |
| Fruit And Vegetables Cultivation And Processing | 38                 | 26         | 210        | 274        | 263                               |
| Cut Flowers, Seedlings and Ornamental Plants    | 6                  | 2          | 9          | 17         | 15                                |
| Bee Products and Processing                     | 6                  | 0          | 25         | 31         | 29                                |
| Livestock Farming                               | 4                  | 66         | 24         | 94         | 91                                |
| Grapes Cultivation and Processing               | 4                  | 1          | 136        | 141        | 140                               |
| Dairy Products                                  | 16                 | 14         | 21         | 51         | 45                                |
| Olive Cultivation and Processing                | 8                  | 1          | 120        | 129        | 126                               |
| Bread and Pastries Production                   | 6                  | 33         | 0          | 39         | 41                                |
| Herbs and Spices                                | 2                  | 2          | 2          | 6          | 5                                 |
| Meat Processing                                 | 8                  | 5          | 5          | 18         | 16                                |
| Water and Soft Drinks Producers                 | 1                  | 2          | 0          | 3          | 3                                 |
| Other Agribusiness                              | 6                  | 14         | 4          | 24         | 24                                |
| <b>Sub-Total Agribusiness</b>                   | <b>105</b>         | <b>166</b> | <b>556</b> | <b>827</b> | <b>798</b>                        |
| Wood Processing                                 | 3                  | 37         | 0          | 40         | 38                                |
| Construction                                    | 2                  | 42         | 4          | 48         | 48                                |
| Carpet Producers                                | 2                  | 0          | 0          | 2          | 2                                 |
| Giftware Producers                              | 1                  | 1          | 0          | 2          | 2                                 |
| Clothing and Textile Producers                  | 3                  | 13         | 2          | 19         | 19                                |
| Leather Products                                | 0                  | 3          | 0          | 3          | 3                                 |
| Other Non-Agribusiness Producers                | 4                  | 17         | 3          | 23         | 23                                |
| <b>Sub-Total Non-Agribusiness</b>               | <b>15</b>          | <b>113</b> | <b>9</b>   | <b>137</b> | <b>135</b>                        |
| Wholesalers                                     | 0                  | 5          | 2          | 7          | 7                                 |
| Retailers                                       | 0                  | 4          | 2          | 6          | 6                                 |
| Input suppliers                                 | 1                  | 1          | 3          | 5          | 5                                 |
| Services  | 1                  | 7          | 8          | 16         | 16                                |
| <b>Sub - Total Other</b>                        | <b>2</b>           | <b>17</b>  | <b>15</b>  | <b>34</b>  | <b>34</b>                         |
| <b>TOTAL</b>                                    | <b>122</b>         | <b>296</b> | <b>580</b> | <b>998</b> | <b>967</b>                        |

\* To avoid double counting, i.e. those clients that have received more than 1 unit of assistance.

## REPORT 3 – Value of Domestic Sales and Export Sales up to March 31, 2006

| Sectors   | Value of Sales in Domestic Markets (00's LEK)<br>SO 1.3.3(a) | Value of Sales in Exported (00's LEK)<br>SO 1.3.4(a) |
|---|--|--|
| <b>Agribusiness Sectors</b>                     |  |  |
| Fruit and vegetables cultivation and processing | 7,540,133  | 928,400  |
| Cut flowers, seedlings and ornamental plants    | 1,146,280  | 0  |
| Bee products and processing                     | 594,380  | 12,200   |
| Livestock farming                               | 2,706,300  | 0  |
| Grapes cultivation and processing               | 733,929  | 0  |
| Dairy products                                  | 9,354,024  | 0  |
| Olive cultivation and processing                | 1,339,171  | 20,136   |
| Bread and pastries production                   | 10,880,562   | 30,000   |
| Herbs and spices                                | 2,080,900  | 0  |
| Meat processing                                 | 7,164,421  | 24,500   |
| Water and soft drinks producers                 | 394,450  | 37,500   |
| Other Agrobusinesses                            | 28,987,044   | 4,993,088  |
| <b>A. Sub-total agribusiness sectors</b>        | <b>72,921,593</b>  | <b>6,045,824</b>                                     |
| <b>Non-Agribusiness Sectors</b>                 |  |  |
| Wood processing                                 | 8,338,820  | 1,108,000  |
| Construction                                    | 31,196,144   | 100,000  |
| Carpet producers                                | 96,195   | 1,000  |
| Giftware producers                              | 395,000  | 266,400  |
| Clothing and textile producers                  | 5,791,373  | 1,135,320  |
| Leather products                                | 1,898,600  | 0  |
| Other non-Agrobusiness producers                | 5,669,512  | 20,000   |
| <b>B. Sub-Total Non-Agribusiness Sectors</b>    | <b>53,385,644</b>  | <b>2,630,720</b>                                     |
| <b>Other Businesses</b>                         |  |  |
| Wholesalers                                     | 3,208,339  | 0  |
| Retailers                                       | 776,520  | 0  |
| Input suppliers                                 | 3,908,240  | 36,090   |
| Services  | 2,325,770  | 0  |
| <b>C. Sub-Total Other Businesses</b>            | <b>10,218,869</b>  | <b>36,090</b>  |
| <b>TOTAL ( A+B+C)</b>                           | <b>136,526,106</b>   | <b>8,712,634</b>                                     |

## REPORT 4 – Clients Reporting Increase in Domestic Sales and Exports up to March 31, 2006

| No                    | BSP/Partners | Client ID | Business Name     | Name      | Surname   | Earliest value recorded |     | Latest value recorded |      | Increase in Sales<br>(00's Sales) |
|-----------------------|--------------|-----------|-------------------|-----------|-----------|-------------------------|-----|-----------------------|------|-----------------------------------|
|                       |              |           |                   |           |           | (00's LEK)              | Doc | (00's LEK)            | Doc  |                                   |
| <b>DOMESTIC SALES</b> |              |           |                   |           |           |                         |     |                       |      |                                   |
| 1                     | ABMC         | 4960      | FIDAL             | Luigj     | Frangaj   | 48,000                  | BS  | 60,000                | IMQ  | 12,000                            |
| 2                     | ABMC         | 5275      | BACKMAN TIRANE    | Mimoza    | Zenelaku  | 101,520                 | PQF | 2,028,000             | BS   | 1,926,480                         |
| 3                     | Berat RDA    | 3876      | ADIL JAH0         | Adil      | Jaho      | 46,600                  | TR  | 50,328                | IMQ  | 3,728                             |
| 4                     | Berat RDA    | 4406      | ARIF QATO         | Arif      | Qato      | 84,000                  | TR  | 90,720                | IMQ  | 6,720                             |
| 5                     | Berat RDA    | 4951      | QEVANI Shpk       | Fatmir    | Qevani    | 20,000                  | BS  | 30,300                | IMQ  | 10,300                            |
| 6                     | Elbasan RDA  | 693       | BOVA Shpk         | Enver     | Dyrma     | 185,500                 | TR  | 204,600               | IMQ  | 19,100                            |
| 7                     | Elbasan RDA  | 5006      | EUROPA Shpk       | Vangjel   | Rula      | 552,000                 | BS  | 627,900               | IMQ  | 75,900                            |
| 8                     | Fieri RDA    | 1988      | EROGERT Shpk      | Agim      | Driza     | 15,000                  | PQF | 170,000               | BS   | 155,000                           |
| 9                     | Fieri RDA    | 3733      | TEIST Shpk        | Leonidha  | Hoxhaj    | 72,000                  | TR  | 438,000               | IMQ  | 366,000                           |
| 10                    | Fieri RDA    | 4504      | APOLLON Shpk      | Hilmi     | Brace     | 648,300                 | BS  | 848,000               | AP   | 199,700                           |
| 11                    | Korca RDA    | 4696      | HABA BALLKAN Shpk | Petrit    | Hajdelli  | 179,460                 | TR  | 192,121               | IMQ  | 12,661                            |
| 12                    | Korca RDA    | 4967      | ATLAS 1           | Vasfi     | Haruni    | 294,750                 | BS  | 306,540               | IMQ  | 11,790                            |
| 15                    | Korca RDA    | 5365      | LEOPARD Shpk      | Deshira   | Miho      | 70,000                  | BS  | 70,363                | IMQ  | 363                               |
| 16                    | NATC         | 2010      | ELMIGVAN          | Mustafa   | Zuna      | 72,000                  | PQF | 116,750               | IMQ  | 44,750                            |
| 17                    | NATC         | 2503      | ZEF NDRECA        | Zef       | Ndreca    | 72,000                  | PQF | 111,150               | IMQ  | 39,150                            |
| 18                    | NATC         | 2649      | BUTRINTI Shpk     | Viktor    | Cela      | 110,000                 | TR  | 110,550               | IMQ  | 550                               |
| 19                    | NATC         | 4958      | ALBA-MAJA Shpk    | Ibrahim   | Hoxha     | 438,000                 | BS  | 473,040               | IMQ  | 35,040                            |
| 21                    | PSHM Durres  | 3571      | NEVZAT HOXHAI     | Nevzat    | Hoxhaj    | 60,000                  | PQF | 66,000                | LOAN | 6,000                             |
| 22                    | PSHM Fier    | 4366      | ALIM KAPIDANI     | Alim      | Kapidani  | 11,930                  | PQF | 24,000                | LOAN | 12,070                            |
| 23                    | PSHM Korce   | 3990      | BUJAR GEGA        | Bujar     | Gega      | 50,000                  | PQF | 65,000                | LOAN | 15,000                            |
| 27                    | PSHM Tirane  | 2439      | SHEFQET BRIJA     | Shefqet   | Brija     | 60,000                  | PQF | 96,000                | LOAN | 36,000                            |
| 28                    | PSHM Tirane  | 3577      | ARIS GUDA         | Aris      | Guda      | 24,000                  | PQF | 82,000                | LOAN | 58,000                            |
| 29                    | SBCA         | 5351      | FERLAT Shpk       | Ferdinand | Ibrahimi  | 601,419                 | BS  | 780,714               | IMQ  | 179,295                           |
| 30                    | TEULEDA      | 2496      | NIKOLINO          | Arben     | Kolaj     | 760,051                 | PQF | 780,000               | PQF  | 19,949                            |
| 31                    | TEULEDA      | 2980      | FLORIAN V Shpk    | Viktor    | Marku     | 95,000                  | PQF | 165,000               | IMQ  | 70,000                            |
| 32                    | TEULEDA      | 3336      | TOME SHELQETJA    | Tome      | Shelqetja | 631,050                 | BS  | 651,900               | IMQ  | 20,850                            |
| 33                    | TEULEDA      | 3583      | AGIM BUSHATI      | Agim      | Bushati   | 10,000                  | PQF | 302,000               | BS   | 292,000                           |
| 34                    | TEULEDA      | 5430      | MELGUSHI Shpk     | Ferdinand | Melgushi  | 280,920                 | PQF | 300,000               | BS   | 19,080                            |

| No                              | BSP/Partners | Client ID | Business Name      | Name      | Surname  | Earliest value recorded |     | Latest value recorded |                    | Increase in Sales<br>(00's Sales) |
|---------------------------------|--------------|-----------|--------------------|-----------|----------|-------------------------|-----|-----------------------|--------------------|-----------------------------------|
|                                 |              |           |                    |           |          | (00's LEK)              | Doc | (00's LEK)            | Doc                |                                   |
| 35                              | Tirana RDA   | 899       | RESHIT HOXHA       | Reshit    | Hoxha    | 24,790                  | TR  | 27,269                | IMQ                | 2,479                             |
| 36                              | Tirana RDA   | 3969      | EVEREST            | Hyqmet    | Shehi    | 38,600                  | TR  | 41,300                | IMQ                | 2,700                             |
| 37                              | Tirana RDA   | 4004      | EUROPAN DRURI Shpk | Kadri     | Kurti    | 250,000                 | BS  | 255,000               | IMQ                | 5,000                             |
| 38                              | Tirana RDA   | 4963      | VRAPI              | Enver     | Vrapi    | 42,500                  | BS  | 50,500                | IMQ                | 8,000                             |
| 39                              | Tirana RDA   | 4964      | BLLAMA Shpk        | Andon     | Bllama   | 55,100                  | BS  | 70,000                | IMQ                | 14,900                            |
| 40                              | Tirana RDA   | 5343      | EGDI - GRAMA       | Armand    | Reveli   | 156,000                 | BS  | 166,920               | IMQ                | 10,920                            |
| 42                              | Vlora RDA    | 4940      | BARDHI BALLA       | Bardhi    | Balla    | 200,000                 | BS  | 220,000               | IMQ                | 20,000                            |
| 43                              | Vlora RDA    | 4954      | YLSI LAZE          | Ylsi      | Laze     | 0                       | BS  | 10,000                | IMQ                | 10,000                            |
| <b>Sub-total Domestic Sales</b> |              |           |                    |           |          | <b>6,360,490</b>        |     | <b>10,081,965</b>     |                    | <b>3,721,475</b>                  |
| <b>Closed Loans</b>             |              |           |                    |           |          | <b>14,023,414</b>       |     | <b>13,427,373</b>     |                    | <b>2,534,787</b>                  |
| <b>TOTAL DOMESTIC SALES</b>     |              |           |                    |           |          | <b>20,383,904</b>       |     | <b>23,509,338</b>     | <b>SO 1.3.3(b)</b> | <b>6,256,262</b>                  |
| <b>EXPORT SALES</b>             |              |           |                    |           |          |                         |     |                       |                    |                                   |
| 1                               | Fieri RDA    | 4504      | APOLLON Shpk       | Hilmi     | Brace    | 0                       | BS  | 20,000                | IMQ                | 20,000                            |
| 2                               | SBCA         | 2994      | KARAFILI Shpk      | Islam     | Karafili | 0                       | PQF | 16,000                | AP                 | 16,000                            |
| 3                               | TEULEDA      | 5430      | MELGUSHI Shpk      | Ferdinand | Melgushi | 0                       | PQF | 25,200                | BS                 | 25,200                            |
| 4                               | Tirana RDA   | 4004      | EUROPAN DRURI Shpk | Kadri     | Kurti    | 37,000                  | BS  | 42,000                | IMQ                | 5,000                             |
| <b>TOTAL EXPORT SALES</b>       |              |           |                    |           |          | <b>37,000</b>           |     | <b>103,200</b>        | <b>SO 1.3.4(b)</b> | <b>66,200</b>                     |

**Data collected from:**

|      |   |   |
|------|---|---|
| BS   | = | Baseline Surveys                              |
| AP   | = | Action Plans                                  |
| TR   | = | Training Reports                              |
| IMQ  | = | Impact Monitoring Questionnaire               |
| PQF  | = | Pre-Qualification Form that results in a Loan |
| LOAN | = | Closed Loan Documentation                     |

REPORT 5 – Number of Assisted enterprises Applying New Technologies, Management Practices and Marketing Strategies, up to March 31, 2006

| SECTOR   | IR 1.1 New Technology | IR 1.2 Management Practices | IR 1.3 Marketing Strategies |
|--|-----------------------|-----------------------------|-----------------------------|
| Fruit and Vegetables Cultivation and Processing    | 8                     | 3                           | 3                           |
| Cut flowers, Seedlings and Ornamental Plants       | 2                     | 0                           | 2                           |
| Bee Products and Processing                        | 1                     | 1                           | 1                           |
| Livestock Farming                                  | 1                     | 1                           | 0                           |
| Grapes Cultivation and Processing                  | 4                     | 0                           | 0                           |
| Dairy Products                                     | 4                     | 1                           | 6                           |
| Olive Cultivation and Processing                   | 2                     | 2                           | 4                           |
| Bread and Pastries Production                      | 1                     | 2                           | 2                           |
| Herbs and Spices                                   | 0                     | 0                           | 0                           |
| Meat Processing                                    | 1                     | 1                           | 0                           |
| Water and Soft Drinks Producers                    | 0                     | 0                           | 0                           |
| Other Agribusinesses                               | 0                     | 1                           | 0                           |
| <b>A. Sub-Total Agribusiness</b>                   | <b>24</b>             | <b>12</b>                   | <b>18</b>                   |
| Wood Processing                                    | 1                     | 1                           | 1                           |
| Construction                                       | 1                     | 0                           | 1                           |
| Carpet Producers                                   | 0                     | 0                           | 0                           |
| Giftware Producers                                 | 0                     | 0                           | 1                           |
| Clothing and Textile Producers                     | 1                     | 1                           | 1                           |
| Leather Products                                   | 0                     | 0                           | 0                           |
| Other non-Agribusiness Producers                   | 2                     | 1                           | 2                           |
| <b>B. Sub-Total Non-Agribusiness</b>               | <b>5</b>              | <b>3</b>                    | <b>6</b>                    |
| Wholesalers  | 0                     | 0                           | 0                           |
| Retailers  | 0                     | 0                           | 0                           |
| Input suppliers                                    | 0                     | 0                           | 0                           |
| Services   | 0                     | 0                           | 0                           |
| <b>C. Sub-Total Other</b>                          | <b>0</b>              | <b>0</b>                    | <b>0</b>                    |
| <b>Total from Impact Monitoring Questionnaires</b> | <b>29</b>             | <b>15</b>                   | <b>24</b>                   |
| Action Plans                                       | 0                     | 0                           | 14                          |
| Use of Loan  | 219                   | 0                           | 0                           |
| <b>Total Number of Assisted Enterprises</b>        | <b>248</b>            | <b>15</b>                   | <b>38</b>                   |

REPORT 6 – Number of SBCA clients Enterprises and People Receiving Training up to March 31, 2006

| Knowledge Increased  | Enterprises |        | People |        |
|----------------------|-------------|--------|--------|--------|
|                      | Number      | Sub-IR | Number | Sub IR |
| New Technologies     | 556         | 1.1.1  | 576    | 1.1.2  |
| Good Management      | 59          | 1.2.1  | 93     | 1.2.2  |
| Marketing Strategies | 48          | 1.3.1  | 110    | 1.3.2  |

REPORT 7a – Number and Value of Loans from the Commercial Bank (BKT) up to March 31, 2006

| SECTORS   | SBCA LOAN FUND PORTFOLIO |                      |
|---|--------------------------|----------------------|
|   | Number of loans          | Value of Loans (USD) |
| Fruit and vegetables cultivation and processing | 3                        | 99,195               |
| Cut flowers, seedlings and ornamental plants    | 0                        | 0                    |
| Bee products and processing                     | 0                        | 0                    |
| Livestock farming                               | 2                        | 49,044               |
| Grapes cultivation and processing               | 0                        | 0                    |
| Dairy products                                  | 3                        | 26,987               |
| Olive cultivation and processing                | 1                        | 4,992                |
| Bread and pastries production                   | 6                        | 184,951              |
| Herbs and spices                                | 1                        | 10,726               |
| Meat processing                                 | 3                        | 92,734               |
| Water and soft drinks producers                 | 0                        | 0                    |
| Other agro businesses                           | 3                        | 34,348               |
| <b>A. Total Agribusiness</b>                    | <b>22</b>                | <b>502,977</b>       |
| Wood processing                                 | 14                       | 281,235              |
| Construction                                    | 19                       | 366,817              |
| Carpet producers                                | 0                        | 0                    |
| Giftware producers                              | 0                        | 0                    |
| Clothing and textile producers                  | 6                        | 180,120              |
| Leather products                                | 1                        | 10,898               |
| Other non-agro business producers               | 9                        | 238,853              |
| <b>B. Total Non - Agribusiness</b>              | <b>49</b>                | <b>1,077,923</b>     |
| Wholesalers                                     | 4                        | 114,410              |
| Retailers                                       | 1                        | 13,684               |
| Input suppliers                                 | 1                        | 25,949               |
| Services  | 4                        | 153,185              |
| <b>C. Other Businesses</b>                      | <b>10</b>                | <b>307,228</b>       |
| <b>Total A + B + C</b>                          | <b>81</b>                | <b>1,888,129</b>     |

REPORT 7b – Number and Value of Loans from the Non-bank Financial Institution (PSHM) up to March 31, 2006

| SECTORS   | SME FUND LOAN PORTFOLIO |                      |
|---|-------------------------|----------------------|
|   | Number of loans         | Value of Loans (USD) |
| Fruit and vegetables cultivation and processing | 27                      | 180,591              |
| Cut flowers, seedlings and ornamental plants    | 2                       | 32,717               |
| Bee products and processing                     | 0                       | 0                    |
| Livestock farming                               | 67                      | 618,168              |
| Grapes cultivation and processing               | 1                       | 4,925                |
| Dairy products                                  | 12                      | 221,738              |
| Olive cultivation and processing                | 0                       | 0                    |
| Bread and pastries production                   | 28                      | 298,193              |
| Herbs and spices                                | 1                       | 8,896                |
| Meat processing                                 | 2                       | 23,463               |
| Water and soft drinks producers                 | 2                       | 13,789               |
| Other agro businesses                           | 13                      | 126,596              |
| <b>A. Total Agribusiness</b>                    | <b>155</b>              | <b>1,533,473</b>     |
| Wood processing                                 | 28                      | 312,811              |
| Construction                                    | 31                      | 336,981              |
| Carpet producers                                | 0                       | 0                    |
| Giftware producers                              | 2                       | 38,412               |
| Clothing and textile producers                  | 7                       | 72,420               |
| Leather products                                | 2                       | 29,144               |
| Other non-agro business producers               | 8                       | 72,981               |
| <b>B. Total Non – Agribusiness</b>              | <b>78</b>               | <b>862,750</b>       |
| Wholesalers                                     | 1                       | 24,219               |
| Retailers                                       | 4                       | 43,773               |
| Input suppliers                                 | 0                       | 0                    |
| Services  | 4                       | 81,144               |
| <b>C. Other Businesses</b>                      | <b>9</b>                | <b>149,137</b>       |
| <b>Total A + B + C</b>                          | <b>242</b>              | <b>2,540,962</b>     |

# **APPENDIX B**

## ACRONYM TABLE

## 7. APPENDIX B: TABLE OF ACRONYMS

|               |   |
|---------------|---|
| ADAMA         | Albanian Dairy and Meat Association (Land O'Lakes)  |
| ALCEBO        | Albanian Certification Body   |
| BKT           | <i>Banka Kombëtare Tregtare</i> , National Commercial Bank, partner on SBCA Project   |
| BP            | Business Promoter   |
| BSO           | Business Support Organizations  |
| BSP           | Business Service Provider   |
| CBI           | Centre for the Promotion of Imports from Developing Countries   |
| COP           | Chief of Party; the chief project manager on a project  |
| EDEM          | Enterprise Development & Export Market Services (USAID)   |
| ECAS          | Dutch partner to ALCEBO   |
| EU            | European Union  |
| EU CARDS 2003 | Community Assistance for Reconstruction, Development and Stabilization program, created by the European Commission to support economic development in the Western Balkans countries |
| EurepGAP      | Euro-Retailers Produce Working Group's global partnership for safe and sustainable agriculture, Good Agricultural Practices   |
| FTE           | full-time equivalent (with regards to jobs)   |
| FY2005/2006   | Fiscal Year from October 2005 through September 2006  |
| GS1           | Brussels-based Global Standards organization  |
| HACCP         | Hazard Analysis and Critical Control Point standards on food safety   |
| HR            | Human Resources   |
| IDRA          | Institute for Development Research and Alternatives   |
| IFC           | International Finance Corporation   |
| IMQ           | Import Monitoring Questionnaire   |
| IR            | USAID Intermediate Result   |
| ISO           | International Organization for Standards  |
| ITSR          | International Technical Standards and Regulations   |
| MIS           | Management Information Systems  |
| NATC          | National Agriculture Training Centre  |
| PEPSE         | The Private Enterprise Partnership for Southeast Europe   |
| PMP           | Project Management Plan   |
| PSHM          | <i>Partneri Shqiptar per Mikrokredi</i> , Albanian Partner in Micro-credit for SBCA (USAID-funded)  |
| Q2            | 2 <sup>nd</sup> Quarter of the Fiscal Year (January through March)  |
| QMS           | Quality Management Systems  |
| RDA           | Regional Development Agency, a non-governmental organization  |
| SBCA          | Small Business and Credit Assistance project in Albania (USAID)   |
| SME           | Small- and Medium-Sized Enterprise  |
| SSCAA         | Support to Standards, Certification & Accreditation in Albania  |

|       |  |
|-------|--|
| SO    | USAID Strategic Objective  |
| ST    | Short-term (especially with regards to consultants)                                      |
| TBD   | To Be Determined   |
| TCN   | Third-Country National (i.e.- neither from the United States nor the local host country) |
| UHT   | Ultra-high temperature sterilization of food   |
| USAID | U.S. Agency for International Development  |
| USD   | U.S. Dollar  |



**USAID**  
FROM THE AMERICAN PEOPLE

# QUARTERLY REPORT ANNEXES

FOR JANUARY 1 TO MARCH 31, 2006 (Q2, FY 2005/6)

ALBANIA SMALL BUSINESS CREDIT AND ASSISTANCE PROJECT

APRIL 2006

This publication was produced for review by the United States Agency for International Development. It was prepared by the Albania Small Business Credit and Assistance Project.

# **QUARTERLY REPORT ANNEXES**

FOR JANUARY 1 TO MARCH 31, 2006 (Q2, FY 2005/6)

ALBANIA SMALL BUSINESS CREDIT AND ASSISTANCE PROJECT

USAID/ALBANIA

CONTRACT NUMBER 182-C-00-02-00102-00

IMPLEMENTING CONTRACTOR: CHEMONICS INTERNATIONAL

*This project will assist USAID to achieve Strategic Objective SO 1.3*

## **DISCLAIMER**

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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# **ANNEX 1**

SUMMARY OF SALES ORDERS COMPLETED  
BY SBCA BUSINESS PROMOTERS

**ANNEX 1 – Summary of Sales Orders Completed by SBCA Business Promoters**

| No | Purchase Order |           | CLIENTs SALES (00's Leke) |          |              |              |                |             |               |             |                |                      |           |           |              |                 |              |            |             |             |                            |
|----|----------------|-----------|---------------------------|----------|--------------|--------------|----------------|-------------|---------------|-------------|----------------|----------------------|-----------|-----------|--------------|-----------------|--------------|------------|-------------|-------------|----------------------------|
|    | Number         | Date      | AGROVET                   | AMARILTO | APOLLON Shpk | BAUDIN BEGAJ | BLETARIA VLORA | BLLAMA Shpk | BUTRINTI Shpk | FERLAT Shpk | FLORIAN-V Shpk | Gjelberimi 2000 Shpk | JETA Shpk | MIRI Shpk | MORAVA KORCE | NELSON XHAFERRI | SEZAINI Shpk | TEIST Shpk | VASILI Shpk | VESAF MUSAI | TOTAL SALES (in 00's Leke) |
| 1  | 0000006        | 15-Sep-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 2,740        | 0          | 0           | 0           | 2,740                      |
| 2  | 0000007        | 15-Sep-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 2,000        | 0          | 0           | 0           | 2,000                      |
| 3  | 0000285        | 02-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 1,803       | 0           | 1,803                      |
| 4  | 0000286        | 02-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 758         | 0           | 758                        |
| 5  | 0000141        | 03-Dec-05 | 4,500                     | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 4,500                      |
| 6  | 0000142        | 19-Dec-05 | 10,500                    | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10,500                     |
| 7  | 0000023        | 20-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 66          | 0           | 66                         |
| 8  | 0000010        | 21-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 178         | 0           | 178                        |
| 9  | 0000011        | 21-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 13          | 0           | 13                         |
| 10 | 0000012        | 21-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 12            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 12                         |
| 11 | 0000016        | 21-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 68          | 0           | 68                         |
| 12 | 0000013        | 22-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 6             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 6                          |
| 13 | 0000015        | 22-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 2             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 2                          |
| 14 | 0000017        | 22-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 12            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 12                         |
| 15 | 0000018        | 22-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 94          | 0           | 94                         |
| 16 | 0000019        | 22-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 30          | 0           | 30                         |
| 17 | 0000024        | 22-Dec-05 | 0                         | 44       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 44                         |
| 18 | 0000084        | 22-Dec-05 | 0                         | 8        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 8                          |
| 19 | 0000181        | 23-Dec-05 | 0                         | 2,220    | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 2,220                      |
| 20 | 0000103        | 25-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 217         | 0           | 217                        |
| 21 | 0000082        | 26-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 46          | 0           | 46                         |
| 22 | 0000083        | 26-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 18          | 0           | 18                         |
| 23 | 0000085        | 26-Dec-05 | 0                         | 20       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 20                         |
| 24 | 0000086        | 26-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 33          | 0           | 33                         |
| 25 | 0000088        | 26-Dec-05 | 0                         | 27       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 27                         |
| 26 | 0000091        | 26-Dec-05 | 0                         | 32       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 32                         |
| 27 | 0000095        | 26-Dec-05 | 0                         | 16       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 16                         |

| No | Purchase Order |           | CLIENTs SALES (00's Leke) |          |              |              |                |             |               |             |                |                      |           |           |              |                 |              |            |             |             |                            |
|----|----------------|-----------|---------------------------|----------|--------------|--------------|----------------|-------------|---------------|-------------|----------------|----------------------|-----------|-----------|--------------|-----------------|--------------|------------|-------------|-------------|----------------------------|
|    | Number         | Date      | AGROVET                   | AMARILTO | APOLLON Shpk | BAUDIN BEGAJ | BLETARIA VLORA | BLLAMA Shpk | BUTRINTI Shpk | FERLAT Shpk | FLORIAN-V Shpk | Gjelberimi 2000 Shpk | JETA Shpk | MIRI Shpk | MORAVA KORCE | NELSON XHAFERRI | SEZAINI Shpk | TEIST Shpk | VASILI Shpk | VESAF MUSAI | TOTAL SALES (in 00's Leke) |
| 28 | 0000102        | 26-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 77          | 0           | 77                         |
| 29 | 0000182        | 26-Dec-05 | 0                         | 3,080    | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 3,080                      |
| 30 | 0000020        | 27-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 26          | 0           | 26                         |
| 31 | 0000093        | 27-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 16          | 0           | 16                         |
| 32 | 0000094        | 27-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 16          | 0           | 16                         |
| 33 | 0000121        | 27-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 35          | 0           | 35                         |
| 34 | 0000123        | 27-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 20          | 0           | 20                         |
| 35 | 0000087        | 28-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 29            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 29                         |
| 36 | 0000122        | 28-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 59          | 0           | 59                         |
| 37 | 0000089        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 29            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 29                         |
| 38 | 0000097        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 16          | 0           | 16                         |
| 39 | 0000124        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 28          | 0           | 28                         |
| 40 | 0000125        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 2           | 0           | 2                          |
| 41 | 0000126        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 33          | 0           | 33                         |
| 42 | 0000127        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 13          | 0           | 13                         |
| 43 | 0000128        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 9             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 9                          |
| 44 | 0000129        | 29-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 15          | 0           | 15                         |
| 45 | 0000014        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 32          | 0           | 32                         |
| 46 | 0000090        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 32          | 0           | 32                         |
| 47 | 0000092        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 29            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 29                         |
| 48 | 0000096        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 49 | 0000098        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 32          | 0           | 32                         |
| 50 | 0000099        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 29            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 29                         |
| 51 | 0000100        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 16          | 0           | 16                         |
| 52 | 0000130        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 84          | 0           | 84                         |
| 53 | 0000131        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 80          | 0           | 80                         |
| 54 | 0000132        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 22          | 0           | 22                         |
| 55 | 0000134        | 30-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 42          | 0           | 42                         |
| 56 | 0000184        | 31-Dec-05 | 0                         | 0        | 0            | 0            | 0              | 0           | 29            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 29                         |
| 57 | 0000143        | 04-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |

| No | Purchase Order |           | CLIENTS SALES (00's Leke) |          |              |              |                |             |               |             |                |                      |           |           |              |                 |              |            |             |             |                            |
|----|----------------|-----------|---------------------------|----------|--------------|--------------|----------------|-------------|---------------|-------------|----------------|----------------------|-----------|-----------|--------------|-----------------|--------------|------------|-------------|-------------|----------------------------|
|    | Number         | Date      | AGROVET                   | AMARILTO | APOLLON Shpk | BAUDIN BEGAJ | BLETARIA VLORA | BLLAMA Shpk | BUTRINTI Shpk | FERLAT Shpk | FLORIAN-V Shpk | Gjelberimi 2000 Shpk | JETA Shpk | MIRI Shpk | MORAVA KORCE | NELSON XHAFERRI | SEZAINI Shpk | TEIST Shpk | VASILI Shpk | VESAF MUSAI | TOTAL SALES (in 00's Leke) |
| 58 | 0000144        | 04-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 59 | 0000287        | 09-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 1,377       | 0           | 1,377                      |
| 60 | 0000288        | 09-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 701         | 0           | 701                        |
| 61 | 0000105        | 11-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 100         | 0           | 100                        |
| 62 | 0000161        | 12-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 17            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 17                         |
| 63 | 0000241        | 12-Jan-06 | 0                         | 25       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 25                         |
| 64 | 0001001        | 12-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 1,575       | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 1,575                      |
| 65 | 0000145        | 13-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 10            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 66 | 0000162        | 13-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 12            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 12                         |
| 67 | 0000163        | 13-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 8             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 8                          |
| 68 | 0000164        | 13-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 17          | 0           | 17                         |
| 69 | 0000165        | 13-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 17          | 0           | 17                         |
| 70 | 0000166        | 13-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 17          | 0           | 17                         |
| 71 | 0000167        | 13-Jan-06 | 0                         | 13       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 13                         |
| 72 | 0000168        | 13-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 73 | 0000169        | 13-Jan-06 | 0                         | 9        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 9                          |
| 74 | 0000106        | 15-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 122         | 0           | 122                        |
| 75 | 0000107        | 15-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 70          | 0           | 70                         |
| 76 | 0000104        | 16-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 62          | 0           | 62                         |
| 77 | 0000108        | 16-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 78          | 0           | 78                         |
| 78 | 0000171        | 16-Jan-06 | 0                         | 16       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 16                         |
| 79 | 0000172        | 16-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 80 | 0000173        | 16-Jan-06 | 0                         | 24       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 24                         |
| 81 | 0000174        | 16-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 0                          |
| 82 | 0000146        | 17-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 83 | 0000109        | 18-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 88          | 0           | 88                         |
| 84 | 0000177        | 18-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 85 | 0000178        | 18-Jan-06 | 0                         | 6        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 6                          |
| 86 | 0000180        | 18-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 87 | 0000185        | 18-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 21            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 21                         |

| No  | Purchase Order |           | CLIENTS SALES (00's Leke) |          |              |              |                |             |               |             |                |                      |           |           |              |                 |              |            |             |             |                            |
|-----|----------------|-----------|---------------------------|----------|--------------|--------------|----------------|-------------|---------------|-------------|----------------|----------------------|-----------|-----------|--------------|-----------------|--------------|------------|-------------|-------------|----------------------------|
|     | Number         | Date      | AGROVET                   | AMARILTO | APOLLON Shpk | BAUDIN BEGAJ | BLETARIA VLORA | BLLAMA Shpk | BUTRINTI Shpk | FERLAT Shpk | FLORIAN-V Shpk | Gjelberimi 2000 Shpk | JETA Shpk | MIRI Shpk | MORAVA KORCE | NELSON XHAFERRI | SEZAINI Shpk | TEIST Shpk | VASILI Shpk | VESAF MUSAI | TOTAL SALES (in 00's Leke) |
| 88  | 0000186        | 18-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 29            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 29                         |
| 89  | 0000147        | 19-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 90  | 0000242        | 19-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 91  | 0000243        | 19-Jan-06 | 0                         | 30       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 30                         |
| 92  | 0000245        | 19-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 93  | 0000246        | 20-Jan-06 | 0                         | 48       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 48                         |
| 94  | 0000249        | 20-Jan-06 | 0                         | 16       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 16                         |
| 95  | 0000251        | 20-Jan-06 | 0                         | 15       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 96  | 0000110        | 23-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 123         | 0           | 123                        |
| 97  | 0000253        | 23-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 20            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 20                         |
| 98  | 0000255        | 23-Jan-06 | 0                         | 13       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 13                         |
| 99  | 0000257        | 23-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 100 | 0000258        | 24-Jan-06 | 0                         | 21       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 21                         |
| 101 | 0000260        | 24-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 15            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 102 | 0000135        | 27-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 4           | 0           | 4                          |
| 103 | 0000136        | 27-Jan-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 18          | 0           | 18                         |
| 104 | 0000149        | 01-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 105 | 0000064        | 02-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 5,150                | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 5,150                      |
| 106 | 0000150        | 03-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 107 | 0000111        | 04-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 310         | 0           | 310                        |
| 108 | 0000061        | 05-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 720             | 0            | 0          | 0           | 0           | 720                        |
| 109 | 0000112        | 06-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 246         | 0           | 246                        |
| 110 | 0000041        | 10-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 4,200      | 0           | 0           | 4,200                      |
| 111 | 0000044        | 10-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 75          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 75                         |
| 112 | 0000114        | 10-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 131         | 0           | 131                        |
| 113 | 0000153        | 11-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 114 | 0000045        | 12-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 115 | 0000042        | 13-Feb-06 | 0                         | 0        | 135          | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 135                        |
| 116 | 0000113        | 13-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 266         | 0           | 266                        |
| 117 | 0000119        | 13-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 856         | 0           | 856                        |

| No  | Purchase Order |           | CLIENTS SALES (00's Leke) |          |              |              |                |             |               |             |                |                      |           |           |              |                 |              |            |             |             |                            |
|-----|----------------|-----------|---------------------------|----------|--------------|--------------|----------------|-------------|---------------|-------------|----------------|----------------------|-----------|-----------|--------------|-----------------|--------------|------------|-------------|-------------|----------------------------|
|     | Number         | Date      | AGROVET                   | AMARILTO | APOLLON Shpk | BAUDIN BEGAJ | BLETARIA VLORA | BLLAMA Shpk | BUTRINTI Shpk | FERLAT Shpk | FLORIAN-V Shpk | Gjelberimi 2000 Shpk | JETA Shpk | MIRI Shpk | MORAVA KORCE | NELSON XHAFERRI | SEZAINI Shpk | TEIST Shpk | VASILI Shpk | VESAF MUSAI | TOTAL SALES (in 00's Leke) |
| 118 | 0000120        | 13-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 312         | 0           | 312                        |
| 119 | 0000148        | 13-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 1,335        | 0               | 0            | 0          | 0           | 0           | 1,335                      |
| 120 | 0000115        | 15-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 342         | 0           | 342                        |
| 121 | 0000137        | 15-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 14          | 0           | 14                         |
| 122 | 0000138        | 15-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 18          | 0           | 18                         |
| 123 | 0000139        | 15-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 25          | 0           | 25                         |
| 124 | 0000140        | 15-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 152         | 0           | 152                        |
| 125 | 0000043        | 16-Feb-06 | 0                         | 0        | 184          | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 184                        |
| 126 | 0000151        | 16-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 356          | 0               | 0            | 0          | 0           | 0           | 356                        |
| 127 | 0000152        | 16-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 288          | 0               | 0            | 0          | 0           | 0           | 288                        |
| 128 | 0000116        | 18-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 190         | 0           | 190                        |
| 129 | 0000062        | 20-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 16,600         | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 16,600                     |
| 130 | 0000154        | 20-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 23        | 0            | 0               | 0            | 0          | 0           | 0           | 23                         |
| 131 | 0000155        | 21-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 10            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 132 | 0000156        | 22-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 23        | 0            | 0               | 0            | 0          | 0           | 0           | 23                         |
| 133 | 0000157        | 22-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 10            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 134 | 0000075        | 25-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 4,000          | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 4,000                      |
| 135 | 0000076        | 25-Feb-06 | 0                         | 0        | 0            | 6,000        | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 6,000                      |
| 136 | 0000289        | 25-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 822         | 0           | 822                        |
| 137 | 0000290        | 25-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 134         | 0           | 134                        |
| 138 | 0000046        | 28-Feb-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 10            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 139 | 0000068        | 01-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 280         | 0           | 280                        |
| 140 | 0000261        | 01-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 21          | 0           | 21                         |
| 141 | 0000074        | 02-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 8,600          | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 8,600                      |
| 142 | 0000158        | 02-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 10            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 143 | 0000159        | 02-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 23        | 0            | 0               | 0            | 0          | 0           | 0           | 23                         |
| 144 | 0000262        | 02-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 34          | 0           | 34                         |
| 145 | 0000160        | 03-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 20            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 20                         |
| 146 | 0000263        | 03-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 22          | 0           | 22                         |
| 147 | 0000321        | 03-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 10            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |

| No  | Purchase Order |           | CLIENTs SALES (00's Leke) |          |              |              |                |             |               |             |                |                      |           |           |              |                 |              |            |             |             |                            |
|-----|----------------|-----------|---------------------------|----------|--------------|--------------|----------------|-------------|---------------|-------------|----------------|----------------------|-----------|-----------|--------------|-----------------|--------------|------------|-------------|-------------|----------------------------|
|     | Number         | Date      | AGROVET                   | AMARILTO | APOLLON Shpk | BAUDIN BEGAJ | BLETARIA VLORA | BLLAMA Shpk | BUTRINTI Shpk | FERLAT Shpk | FLORIAN-V Shpk | Gjelberimi 2000 Shpk | JETA Shpk | MIRI Shpk | MORAVA KORCE | NELSON XHAFERRI | SEZAINI Shpk | TEIST Shpk | VASILI Shpk | VESAF MUSAI | TOTAL SALES (in 00's Leke) |
| 148 | 0000323        | 03-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 23           | 0               | 0            | 0          | 0           | 0           | 23                         |
| 149 | 0000069        | 04-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 17        | 0            | 0               | 0            | 0          | 0           | 0           | 17                         |
| 150 | 0000072        | 04-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 8         | 0            | 0               | 0            | 0          | 0           | 0           | 8                          |
| 151 | 0000322        | 04-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 152 | 0000047        | 05-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 153 | 0000051        | 05-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 154 | 0000070        | 05-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 15        | 0            | 0               | 0            | 0          | 0           | 0           | 15                         |
| 155 | 0000282        | 05-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 189          | 0               | 0            | 0          | 0           | 0           | 189                        |
| 156 | 0000291        | 05-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 761         | 0           | 761                        |
| 157 | 0000065        | 06-Mar-06 | 0                         | 0        | 0            | 0            | 64             | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 64                         |
| 158 | 0000066        | 06-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 240         | 240                        |
| 159 | 0000067        | 06-Mar-06 | 0                         | 0        | 0            | 0            | 16             | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 16                         |
| 160 | 0000283        | 06-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 168                  | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 168                        |
| 161 | 0000281        | 07-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 189          | 0               | 0            | 0          | 0           | 0           | 189                        |
| 162 | 0000071        | 08-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 37        | 0            | 0               | 0            | 0          | 0           | 0           | 37                         |
| 163 | 0000284        | 09-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 46          | 0           | 46                         |
| 164 | 0000293        | 09-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 8           | 0           | 8                          |
| 165 | 0000294        | 09-Mar-06 | 0                         | 17       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 17                         |
| 166 | 0000295        | 09-Mar-06 | 0                         | 34       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 34                         |
| 167 | 0000048        | 10-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 1,890      | 0           | 0           | 1,890                      |
| 168 | 0000324        | 10-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 169 | 0000328        | 10-Mar-06 | 2,250                     | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 2,250                      |
| 170 | 0000296        | 12-Mar-06 | 0                         | 17       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 17                         |
| 171 | 0000050        | 13-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 10          | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 10                         |
| 172 | 0000073        | 13-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 29            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 29                         |
| 173 | 0000297        | 13-Mar-06 | 0                         | 17       | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 17                         |
| 174 | 0000063        | 14-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 154            | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 154                        |
| 175 | 0000292        | 14-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 12            | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 0           | 0           | 12                         |
| 176 | 0000298        | 14-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 60          | 0           | 60                         |
| 177 | 0000299        | 14-Mar-06 | 0                         | 0        | 0            | 0            | 0              | 0           | 0             | 0           | 0              | 0                    | 0         | 0         | 0            | 0               | 0            | 0          | 67          | 0           | 67                         |

| No           | Purchase Order |           | CLIENTs SALES (00's Leke) |              |              |              |                |              |               |             |                |                      |            |           |              |                 |              |              |               |             |                            |
|--------------|----------------|-----------|---------------------------|--------------|--------------|--------------|----------------|--------------|---------------|-------------|----------------|----------------------|------------|-----------|--------------|-----------------|--------------|--------------|---------------|-------------|----------------------------|
|              | Number         | Date      | AGROVET                   | AMARILTO     | APOLLON Shpk | BAUDIN BEGAJ | BLETARIA VLORA | BLLAMA Shpk  | BUTRINTI Shpk | FERLAT Shpk | FLORIAN-V Shpk | Gjelberimi 2000 Shpk | JETA Shpk  | MIRI Shpk | MORAVA KORCE | NELSON XHAFERRI | SEZAINI Shpk | TEIST Shpk   | VASILI Shpk   | VESAF MUSAI | TOTAL SALES (in 00's Leke) |
| 178          | 0000049        | 15-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 10          | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 10                         |
| 179          | 0000300        | 15-Mar-06 | 0                         | 17           | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 17                         |
| 180          | 0000325        | 15-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 0                    | 0          | 0         | 23           | 0               | 0            | 0            | 0             | 0           | 23                         |
| 181          | 0000327        | 15-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 0                    | 0          | 0         | 23           | 0               | 0            | 0            | 0             | 0           | 23                         |
| 182          | 0000329        | 15-Mar-06 | 200                       | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 200                        |
| 183          | 0000054        | 17-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 14                   | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 14                         |
| 184          | 0000055        | 17-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 14                   | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 14                         |
| 185          | 0000264        | 17-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 49            | 0           | 49                         |
| 186          | 0000268        | 17-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 26            | 0           | 26                         |
| 187          | 0000301        | 17-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 6                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 6                          |
| 188          | 0000331        | 17-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 10          | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 10                         |
| 189          | 0000053        | 18-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 31                   | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 31                         |
| 190          | 0000056        | 18-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 14                   | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 14                         |
| 191          | 0000052        | 20-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 22                   | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 22                         |
| 192          | 0000078        | 20-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 4             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 4                          |
| 193          | 0000332        | 20-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 10          | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 10                         |
| 194          | 0000077        | 21-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 6             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 6                          |
| 195          | 0000304        | 21-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 6             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 6                          |
| 196          | 0000265        | 24-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 10          | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 10                         |
| 197          | 0000302        | 24-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 7                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 7                          |
| 198          | 0000306        | 25-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 23                   | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 23                         |
| 199          | 0000307        | 26-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 23                   | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 23                         |
| 200          | 0000303        | 27-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 6             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 6                          |
| 201          | 0000334        | 29-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 10          | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 10                         |
| 202          | 0000335        | 29-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 0                    | 0          | 0         | 23           | 0               | 0            | 0            | 0             | 0           | 23                         |
| 203          | 0000305        | 30-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 6             | 0           | 0              | 0                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 6                          |
| 204          | 0000312        | 30-Mar-06 | 0                         | 0            | 0            | 0            | 0              | 0            | 0             | 0           | 0              | 4                    | 0          | 0         | 0            | 0               | 0            | 0            | 0             | 0           | 4                          |
| <b>TOTAL</b> |                |           | <b>17,450</b>             | <b>5,783</b> | <b>319</b>   | <b>6,000</b> | <b>80</b>      | <b>1,575</b> | <b>492</b>    | <b>340</b>  | <b>154</b>     | <b>34,350</b>        | <b>327</b> | <b>77</b> | <b>2,514</b> | <b>720</b>      | <b>4,740</b> | <b>6,090</b> | <b>11,726</b> | <b>520</b>  | <b>93,256</b>              |

# **ANNEX 2**

SUMMARY OF SBCA PHASE 2 CLIENTS AND SERVICES

**ANNEX 2 – Summary of SBCA Phase 2 Clients and Services**

| No.  | Client ID | Business Name    | Owner     |            | Legal Status | Activity Type                         | District | FTE | TR | AP | SM | SB |
|--|-----------|------------------|-----------|------------|--------------|---------------------------------------|----------|-----|----|----|----|----|
|  |           |                  | Name      | Surname    |              |                                       |          |     |    |    |    |    |
| <b>FRUIT AND VEGETABLES CULTIVATION AND PROCESSING</b> |           |                  |           |            |              |                                       |          |     |    |    |    |    |
| 1  | 143       | SYDNEY           | Lorenc    | Molishti   | L            | Fruits Conservation                   | BERAT    | 82  |    | x  |    |    |
| 2  | 581       | AGOLLI           | Xheladin  | Agolli     | S            | Tomatoes farming                      | LUSHNJE  | 12  |    | x  |    |    |
| 3  | 899       | RESHIT HOXHA     | Reshit    | Hoxha      | S            | Greenhouse, vegetables                | TIRANE   | 7   |    | x  |    |    |
| 4  | 929       | RAMIZ KERRI      | Ramiz     | Kerri      | U            | Fruits farming, apples                | FIER     | 2   |    |    | x  |    |
| 5  | 1171      | LIMOZ MYRTAJ     | Limoz     | Myrtaj     | U            | Fruit and Vegetables cultivation      | VLORE    | 7   | x  | x  |    |    |
| 6  | 1327      | TRIFAN STAMBOLLI | Trifan    | Stambolli  | S            | Greenhouse                            | FIER     | 4   | x  |    |    |    |
| 7  | 1341      | LULZIM MOLLA     | Lulzim    | Molla      | U            | Apple                                 | FIER     | 1   | x  |    |    |    |
| 8  | 1385      | LAVDERIM MIRA    | Lavderim  | Mira       | U            | Production of beans                   | DEVOLL   | 52  | x  |    |    |    |
| 9  | 1393      | ADRIATIK BECOLLI | Adriatik  | Becolli    | U            | Fruit (Apple)                         | KORCE    | 3   | x  |    |    |    |
| 10   | 1408      | LAKO ALIÇKOLLI   | Lako      | Aliçkollli | U            | Fruit (Apple)                         | POGRADEC | 1   | x  |    |    |    |
| 11   | 1410      | ALBERT MARA      | Albert    | Mara       | U            | Fruit cultivation                     | POGRADEC | 1   | x  |    |    |    |
| 12   | 1420      | AFADA            | Ali       | Laho       | U            | Fruit (apple)                         | KORCE    | 1   | x  |    |    |    |
| 13   | 1879      | QANI BRAHUSHAJ   | Qani      | Brahushaj  | S            | Vegetables production                 | FIER     | 8   |    | x  |    |    |
| 14   | 2183      | BEDRI BANUSHI    | Bedri     | Banushi    | U            | Greenhouse                            | FIER     | 2   |    |    | x  |    |
| 15   | 2234      | LAVDI STAFA      | Lavdi     | Stafa      | U            | Greenhouse (tomatoes, peppers, salad) | KRUJE    | 3   |    |    | x  |    |
| 16   | 2436      | THEMI PRIFTI     | Themi     | Prifti     | U            | Greenhouse                            | LUSHNJE  | 2   |    |    | x  |    |
| 17   | 2437      | JOTI STAMBOLLIU  | Joti      | Stambolliu | U            | Greenhouse                            | LUSHNJE  | 3   | x  |    |    |    |
| 18   | 2545      | ALI HAKEMI       | Ali       | Hakemi     | U            | Greenhouse, Vegetables                | SARANDE  | 15  |    |    | x  |    |
| 19   | 2570      | VASILI Shpk      | Spiro     | Fuqi       | L            | Fruits and vegetable processing       | TIRANE   | 65  |    | x  |    | x  |
| 20   | 2694      | HYSEN GISHTI     | Hysen     | Gishti     | S            | Fruits and vegetables cultivation     | BERAT    | 29  |    | x  |    |    |
| 21   | 2893      | FRAN NDREU       | Fran      | Ndreu      | U            | Greenhouse (Vegetables production)    | SHKODER  | 5   |    |    | x  |    |
| 22   | 2908      | LLAZAR STAVRI    | Llazar    | Stavri     | U            | Greenhouse farming                    | LUSHNJE  | 2   | x  |    |    |    |
| 23   | 2911      | MINA NDOI        | Mina      | Ndoi       | U            | Greenhouse                            | LUSHNJE  | 2   | x  |    |    |    |
| 24   | 2914      | ARTUR CIKO       | Artur     | Ciko       | U            | Greenhouse                            | LUSHNJE  | 3   | x  |    |    |    |
| 25   | 2916      | KOSTANDIN CIKO   | Kostandin | Ciko       | U            | Greenhouse                            | LUSHNJE  | 2   | x  |    |    |    |
| 26   | 2921      | MITRI STAVRI     | Mitri     | Stavri     | U            | Greenhouse                            | LUSHNJE  | 2   | x  |    |    |    |
| 27   | 2922      | ANDREA THOMAI    | Andrea    | Thomai     | U            | Greenhouse                            | LUSHNJE  | 5   | x  | x  |    |    |
| 28   | 3213      | PETRAQ CAPUNI    | Petraq    | Capuni     | U            | Greenhouse                            | LUSHNJE  | 2   | x  |    |    |    |
| 29   | 3255      | FASLI SULEJMANI  | Fasli     | Sulejmani  | U            | Greenhouse                            | SHKODER  | 1   |    |    | x  |    |
| 30   | 3326      | ILIRIA           | Ilirjan   | Mezinaj    | L            | Citrus farming - Greenhouse           | VLORE    | 7   |    |    | x  |    |
| 31   | 3355      | VELEDIN BOGDANAJ | Veledin   | Bogdanaj   | U            | Fruit & Vegetables                    | FIER     | 2   |    |    | x  |    |

| No. | Client ID | Business Name       | Owner     |           | Legal Status | Activity Type                         | District | FTE | TR | AP | SM | SB |
|-----|-----------|---------------------|-----------|-----------|--------------|---------------------------------------|----------|-----|----|----|----|----|
|     |           |                     | Name      | Surname   |              |                                       |          |     |    |    |    |    |
| 32  | 3378      | LLAQI MILETI        | Llaqi     | Mileti    | U            | Fruit & Vegetables                    | FIER     | 3   |    | x  |    |    |
| 33  | 3471      | NASI DHIMAJ         | Nasi      | Dhima     | U            | Green house                           | FIER     | 2   | x  |    |    |    |
| 34  | 3586      | KOSTANDIN KOCO      | Kostandin | Koco      | U            | Water melon farming and mandarin tree | SARANDE  | 2   |    |    | x  |    |
| 35  | 3590      | ERJON SALIU         | Erjon     | Saliu     | U            | Water melon farming                   | SARANDE  | 2   |    |    | x  |    |
| 36  | 3750      | VELI NEXHIPI        | Veli      | Nexhipi   | S            | Fruit and Vegetables cultivation      | SARANDE  | 2   |    |    | x  |    |
| 37  | 3876      | ADIL JAHO           | Adil      | Jaho      | U            | Fruits and vegetables cultivation     | BERAT    | 8   |    | x  |    |    |
| 38  | 3888      | AGIM MARRA          | Agim      | Marra     | U            | Greenhouse (Vegetables)               | BERAT    | 1   | x  |    |    |    |
| 39  | 4010      | ALFA ROMEO          | Fatmir    | Kallbaqi  | U            | Greenhouse (vegetables)               | DURRES   | 19  |    | x  |    |    |
| 40  | 4084      | RESHIT XARA         | Reshit    | Xara      | U            | Apple cultivation                     | TIRANE   | 7   | x  |    |    |    |
| 41  | 4090      | BESIM DUSHA         | Besim     | Dusha     | U            | Apple cultivation                     | TIRANE   | 5   | x  |    |    |    |
| 42  | 4093      | SKENDER CANI        | Skender   | Cani      | U            | Apple cultivation                     | TIRANE   | 4   | x  |    |    |    |
| 43  | 4143      | BUJAR DAUTI         | Bujar     | Dauti     | U            | Fruit producer (kiwi)                 | VLORE    | 2   | x  |    |    |    |
| 44  | 4224      | MIRI Shpk           | Flamur    | Abedini   | L            | Fruit and vegetables processing       | BERAT    | 37  |    | x  |    | x  |
| 45  | 4274      | PERIKLI GEGA        | Perikli   | Gega      | S            | Fruit producer (peach)                | VLORE    | 4   | x  | x  |    |    |
| 46  | 4314      | BEDRI HAJDARI       | Bedri     | Hajdari   | L            | Apple cultivation                     | TIRANE   | 2   | x  |    |    |    |
| 47  | 4406      | ARIF QATO           | Arif      | Qato      | U            | Fig and grape cultivation             | BERAT    | 28  | x  | x  |    |    |
| 48  | 4696      | HABA BALLKAN Shpk   | Petrit    | Hajdelli  | L            | Fruits and vegetables processing      | KORCE    | 19  |    | x  |    |    |
| 49  | 4769      | KUJTIM XARA         | Kujtim    | Xara      | U            | Apple cultivation                     | TIRANE   | 3   | x  |    |    |    |
| 50  | 4847      | FANI FOOD           | Ferdi     | Fani      | L            | Sauce production                      | SHKODER  | 17  |    | x  |    |    |
| 51  | 4855      | RITA ABAZI          | Rita      | Abazi     | U            | Greenhouse                            | SARANDE  | 2   |    |    | x  |    |
| 52  | 4874      | GJET                | Gjet      | Dodaj     | U            | Agriculture                           | KRUJE    | 2   |    |    | x  |    |
| 53  | 4875      | THEODHORI MITRE     | Theodhori | Mitre     | U            | Agriculture                           | SARANDE  | 2   |    |    | x  |    |
| 54  | 4877      | NEXHIP SELMANI      | Nexhip    | Selmani   | U            | Vegetables                            | SARANDE  | 2   |    |    | x  |    |
| 55  | 4894      | SABRI ZELA          | Sabri     | Zela      | U            | Fruit Cultivation (2.5 ha)            | TIRANE   | 4   |    | x  |    |    |
| 56  | 4896      | NURI Shpk           | Nuri      | Kulla     | L            | Greenhouse                            | KORCE    | 6   |    | x  |    |    |
| 57  | 4902      | BUJAR BARJAMI       | Bujar     | Barjami   | U            | Growth of watermelon                  | SARANDE  | 2   |    |    | x  |    |
| 58  | 4905      | LEONIDHA BASHA      | Leonidha  | Boshka    | U            | Watermelon producing                  | SARANDE  | 2   |    |    | x  |    |
| 59  | 4924      | LEONARD DAMO        | Leonard   | Damo      | U            | Fruit and Vegetables cultivation      | DELVINE  | 2   |    |    | x  |    |
| 60  | 4939      | FRUT LLAK           | Qazim     | Muhametaj | S            | Fruit producer                        | VLORE    | 7   | x  | x  |    |    |
| 61  | 4944      | SERAT ÇIBUKU MORAVE | Keli      | Çibuku    | U            | Greenhouse                            | BERAT    | 9   |    | x  |    |    |
| 62  | 4945      | BASHKESIA KAJO      | Genci     | Kajo      | U            | Fruit & Vegetables                    | BERAT    | 8   |    | x  |    |    |
| 63  | 4951      | QEVANI Shpk         | Fatmir    | Qevani    | L            | Fruit & Vegetables                    | BERAT    | 4   |    | x  |    |    |
| 64  | 4952      | SOKRAT METANI       | Sokrat    | Metani    | S            | Fruit & Vegetables                    | LUSHNJE  | 5   |    | x  |    |    |
| 65  | 4953      | NEXHIP GJOSHI       | Nexhip    | Gjoshi    | S            | Fruit & Vegetables                    | FIER     | 8   |    | x  |    |    |

| No. | Client ID | Business Name     | Owner    |              | Legal Status | Activity Type                    | District | FTE | TR | AP | SM | SB |
|-----|-----------|-------------------|----------|--------------|--------------|----------------------------------|----------|-----|----|----|----|----|
|     |           |                   | Name     | Surname      |              |                                  |          |     |    |    |    |    |
| 66  | 4954      | YLSI LAZE         | Ylsi     | Laze         | S            | Fruit producer (peach)           | VLORE    | 13  | x  | x  |    |    |
| 67  | 4957      | TRIFON GJINI      | Stavri   | Gjini        | U            | Greenhouse                       | LUSHNJE  | 4   | x  | x  |    |    |
| 68  | 4963      | VRAPI             | Enver    | Vrapi        | U            | Fruit and Vegetables cultivation | TIRANE   | 4   |    | x  |    |    |
| 69  | 4972      | BASHKESIA HOXHAI  | Ibrahim  | Myzyri       | U            | Greenhouse vegetable cultivation | BERAT    | 51  | x  | x  |    |    |
| 70  | 5004      | GRUPI I FERMEREVE | Shkelqim | Dushku       | U            | Green house                      | ELBASAN  | 13  | x  |    |    |    |
| 71  | 5023      | NEHIM IBO         | Nehim    | Ibo          | U            | Fruit and Vegetables cultivation | DEVOLL   | 2   |    |    | x  |    |
| 72  | 5062      | GENTIAN RUSHITI   | Gentian  | Rushiti      | U            | Fruit & Vegetables               | VLORE    | 2   | x  |    |    |    |
| 73  | 5070      | LUAN BEQAJ        | Luan     | Beqaj        | U            | Fruit & Vegetables               | VLORE    | 3   | x  |    |    |    |
| 74  | 5076      | ARBEN JAUPI       | Arben    | Jaupi        | U            | Fruit                            | VLORE    | 3   | x  |    |    |    |
| 75  | 5085      | BAFTAJAR MUCAJ    | Baftjar  | Mucaj        | U            | Fruit and Vegetables cultivation | VLORE    | 4   | x  |    |    |    |
| 76  | 5087      | ARTAN XHELILI     | Artan    | Xhelili      | U            | Fruit and Vegetables cultivation | VLORE    | 1   | x  |    |    |    |
| 77  | 5100      | NAMIK GJINUSHI    | Namik    | Gjinushi     | U            | Fruit and Vegetables cultivation | VLORE    | 1   | x  |    |    |    |
| 78  | 5105      | BALIL BEQAJ       | Balil    | Beqaj        | U            | Fruit and Vegetables cultivation | VLORE    | 5   | x  |    |    |    |
| 79  | 5106      | HYSEN KANANI      | Hysen    | Kanani       | U            | Green house                      | BERAT    | 2   | x  |    |    |    |
| 80  | 5107      | ARBEN RUSHKA      | Arben    | Rushka       | U            | Green house vegetables           | BERAT    | 4   | x  |    |    |    |
| 81  | 5108      | GEZIM MYZYRI      | Gezim    | Myzyri       | U            | Green house                      | BERAT    | 3   | x  |    |    |    |
| 82  | 5109      | PETRIT PUPA       | Petrit   | Pupa         | U            | Green house                      | BERAT    | 3   | x  |    |    |    |
| 83  | 5110      | ASQERI DEMIRI     | Asqeri   | Demiri       | U            | Green house (Vegetables)         | BERAT    | 3   | x  |    |    |    |
| 84  | 5111      | MIRDASH CELA      | Mirdash  | Cela         | U            | Green house                      | BERAT    | 3   | x  |    |    |    |
| 85  | 5112      | HYSEN DEMIRI      | Hysen    | Demiri       | U            | Green house                      | BERAT    | 3   | x  |    |    |    |
| 86  | 5113      | MITAT MYZYRI      | Mitat    | Myzyri       | U            | Fruit and Vegetables cultivation | BERAT    | 2   | x  |    |    |    |
| 87  | 5114      | MYRTEZA LUSHKA    | Myrteza  | Lushka       | U            | Green house                      | BERAT    | 4   | x  |    |    |    |
| 88  | 5115      | HALI DUSHKU       | Hali     | Dushku       | U            | Green house                      | BERAT    | 4   | x  |    |    |    |
| 89  | 5116      | FERIT DUSHKU      | Ferit    | Dushku       | U            | Green house                      | BERAT    | 4   | x  |    |    |    |
| 90  | 5117      | ZALO BUFI         | Zalo     | Bufi         | U            | Green house                      | BERAT    | 2   | x  |    |    |    |
| 91  | 5118      | ARBEN MRTODANUSHI | Arben    | Myrtodanushi | U            | Vegetables cultivation           | BERAT    | 3   | x  |    |    |    |
| 92  | 5119      | ARTAN DEMIRI      | Artan    | Demiri       | U            | Green house vegetables producer  | BERAT    | 2   | x  |    |    |    |
| 93  | 5120      | FATOS 2 RAMA      | Fatos 2  | Rama         | U            | Green House                      | BERAT    | 6   | x  |    |    |    |
| 94  | 5121      | BUJAR TAFILI      | Bujar    | Taffili      | U            | Fruits                           | VLORE    | 1   | x  |    |    |    |
| 95  | 5122      | KADRI VEIZI       | Kadri    | Veizi        | U            | Fruit                            | VLORE    | 1   | x  |    |    |    |
| 96  | 5123      | LEONIDHA GERVENI  | Leonidha | Gerveni      | U            | Fruits producer                  | VLORE    | 4   | x  |    |    |    |
| 97  | 5124      | GEZIM ARAPI       | Gezim    | Arapi        | U            | Fruit producer (apple and pear)  | VLORE    | 4   | x  |    |    |    |
| 98  | 5125      | PAJTIM CAPI       | Pajtim   | Capi         | U            | Fruit                            | VLORE    | 1   | x  |    |    |    |
| 99  | 5126      | RAKIP RAPI        | Rakip    | Rapi         | U            | Fruit                            | VLORE    | 1   | x  |    |    |    |

| No. | Client ID | Business Name           | Owner         |            | Legal Status | Activity Type                    | District   | FTE | TR | AP | SM | SB |
|-----|-----------|-------------------------|---------------|------------|--------------|----------------------------------|------------|-----|----|----|----|----|
|     |           |                         | Name          | Surname    |              |                                  |            |     |    |    |    |    |
| 100 | 5127      | MYZAFER TUSHI           | Myzafer       | Tushi      | U            | Fruit producer ,(peach)          | VLORE      | 3   | x  |    |    |    |
| 101 | 5128      | BARDHYL QAMILI          | Bardhyl       | Qamili     | U            | Fruit (Cherry producer)          | VLORE      | 3   | x  |    |    |    |
| 102 | 5129      | DRITAN BAZAJ            | Dritan        | Bazaj      | U            | Fruit and Vegetables cultivation | VLORE      | 1   | x  |    |    |    |
| 103 | 5130      | MAMAN LLANAJ            | Maman         | Llanaj     | U            | Fruit and Vegetables cultivation | VLORE      | 1   | x  |    |    |    |
| 104 | 5132      | NURI SELAUDINI          | Nuri          | Selaudini  | U            | Fruit and Vegetables cultivation | VLORE      | 1   | x  |    |    |    |
| 105 | 5133      | FOTO PETANI             | Foto          | Petani     | U            | Fruit and Vegetables cultivation | VLORE      | 1   | x  |    |    |    |
| 106 | 5155      | SPIRO HASKAJ            | Spiro         | Haskaj     | U            | Fruit and Vegetables cultivation | VLORE      | 1   | x  |    |    |    |
| 107 | 5163      | KLORENT REXHEPI         | Klorent       | Rexhepi    | U            | Fruit and Vegetables cultivation | VLORE      | 1   | x  |    |    |    |
| 108 | 5164      | NEXHAT MULLALLI         | Nexhat        | Mullalli   | U            | Fruit (apple)                    | KORCE      | 4   | x  | x  |    |    |
| 109 | 5165      | LADI MULLALLI           | Ladi          | Mullalli   | U            | Fruit and Vegetables cultivation | KORCE      | 2   | x  |    |    |    |
| 110 | 5166      | JETSOR MULLALLI         | Jetsor        | Mullalli   | U            | Fruit and Vegetables cultivation | KORCE      | 1   | x  |    |    |    |
| 111 | 5167      | HYSEN BECOLLI           | Hysen         | Becolli    | U            | Fruit and Vegetables cultivation | KORCE      | 1   | x  |    |    |    |
| 112 | 5168      | URIM GEGOLLI            | Urim          | Gegolli    | U            | Fruit and Vegetables cultivation | KORCE      | 1   | x  |    |    |    |
| 113 | 5169      | KUJTIM BECOLLI          | Kujtim        | Becolli    | U            | Fruit and Vegetables cultivation | KORCE      | 1   | x  |    |    |    |
| 114 | 5170      | KIMET MULLALLI          | Kimet         | Mullalli   | U            | Fruit (Apple)                    | KORCE      | 1   | x  |    |    |    |
| 115 | 5171      | DASHAMIR CAUSHI         | Dashamir      | Caushi     | U            | Fruit and Vegetables cultivation | POGRADEDEC | 3   | x  | x  |    |    |
| 116 | 5172      | RUZHDI DUKA             | Ruzhdi        | Duka       | U            | Fruit (apple)                    | POGRADEDEC | 1   | x  |    |    |    |
| 117 | 5173      | SEFIT IBI               | Sefit         | Ibi        | U            | Apple cultivation                | POGRADEDEC | 2   | x  |    |    |    |
| 118 | 5174      | MELEQ BESHOLLI          | Meleq         | Besholli   | U            | Fruit (Apple)                    | POGRADEDEC | 1   | x  |    |    |    |
| 119 | 5175      | KIMET BAKOLLARI         | Kimet         | Bakollari  | U            | Fruit (apple)                    | POGRADEDEC | 1   | x  |    |    |    |
| 120 | 5176      | LULEZIM MULLALLI        | Lulezim       | Mullalli   | U            | Fruit (Apple)                    | KORCE      | 1   | x  |    |    |    |
| 121 | 5188      | FAGERO Shpk             | Fabjan & Seit | Gero       | L            | Fruit processing & trade         | TIRANE     | 4   |    |    |    | x  |
| 122 | 5232      | TIM LAMI                | Tim           | Lami       | U            | Fruit cultivation                | TIRANE     | 4   | x  |    |    |    |
| 123 | 5233      | DRITAN BICI             | Dritan        | Bici       | U            | Fruit cultivation (Apple)        | TIRANE     | 1   | x  |    |    |    |
| 124 | 5235      | GENTIAN BULKU           | Gentian       | Bulku      | U            | Fruit cultivation (Plum)         | TIRANE     | 2   | x  |    |    |    |
| 125 | 5238      | ARIF HYKA               | Arif          | Hyka       | U            | Date-palm fruit                  | TIRANE     | 2   | x  |    |    |    |
| 126 | 5239      | SHEFQET MURTA           | Shefqet       | Murta      | U            | Fruit cultivation (Plum)         | TIRANE     | 2   | x  |    |    |    |
| 127 | 5242      | LLAQI VELIU             | Llaqi         | Veliu      | U            | Greenhouse                       | LUSHNJE    | 5   |    |    | x  |    |
| 128 | 5244      | PELLUMB MEREFERRA       | Pellumb       | Mereferra  | U            | Fruit cultivation                | TIRANE     | 2   | x  |    |    |    |
| 129 | 5263      | ASTRIT KADILLI          | Astrit        | Kadilli    | U            | Fruit and vegetables farming     | KORCE      | 3   |    | x  |    |    |
| 130 | 5293      | AGRO-GREEN LIFE SOCIETY | Dritan        | Sula       | S            | Vegetables                       | BERAT      | 125 |    | x  |    |    |
| 131 | 5294      | SELMAN TELHAJ           | Selman        | Telhaj     | U            | Vegetables                       | KORCE      | 4   | x  |    |    |    |
| 132 | 5295      | IRJAT KELO              | Irjat         | Kelo       | U            | Vegetables                       | KORCE      | 4   | x  |    |    |    |
| 133 | 5296      | DEFRIM LULLOLLARI       | Defrim        | Lullollari | U            | Vegetables                       | KORCE      | 6   | x  |    |    |    |

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| 134 | 5297      | ADBYLEMIN ZISO    | Abdylemin | Ziso       | U            | Vegetables                       | KORCE    | 5   | x  |    |    |    |
| 135 | 5298      | GURTALI NEZIR     | Gurtali   | Nezir      | U            | Fruit and Vegetables cultivation | KORCE    | 5   | x  |    |    |    |
| 136 | 5300      | SUAT XHIHANI      | Suat      | Xhihani    | U            | Vegetables                       | KORCE    | 2   | x  |    |    |    |
| 137 | 5301      | FATMIR TUKU       | Fatmir    | Tuku       | U            | Vegetables                       | KORCE    | 3   | x  |    |    |    |
| 138 | 5302      | SKENDER LENGU     | Skender   | Lengu      | U            | Vegetables                       | KORCE    | 4   | x  |    |    |    |
| 139 | 5303      | NEVRUZ TACI       | Nevruz    | Taci       | U            | Vegetables                       | KORCE    | 2   | x  |    |    |    |
| 140 | 5304      | STAVRI THIMIO     | Stavri    | Thimio     | U            | Vegetables                       | KORCE    | 4   | x  |    |    |    |
| 141 | 5305      | RAMADAN REXHOLLI  | Ramadan   | Rexholli   | U            | Vegetables                       | KORCE    | 2   | x  |    |    |    |
| 142 | 5306      | ALFRED BERBERI    | Alfred    | Berberi    | U            | Vegetables                       | KORCE    | 1   | x  |    |    |    |
| 143 | 5307      | JETMIR ROPI       | Jetmir    | Ropi       | U            | Vegetables                       | KORCE    | 4   | x  |    |    |    |
| 144 | 5308      | BARDHYL MERO      | Bardhyl   | Mero       | U            | Vegetables                       | KORCE    | 1   | x  |    |    |    |
| 145 | 5309      | RUZHDI GJYSHLLARI | Ruzhdi    | Gjyshllari | U            | Vegetables                       | KORCE    | 4   | x  |    |    |    |
| 146 | 5329      | FADIL TATO        | Fadil     | Tato       | U            | Green house                      | ELBASAN  | 4   | x  |    |    |    |
| 147 | 5330      | ELTON TATO        | Elton     | Tato       | U            | Green house                      | ELBASAN  | 4   | x  |    |    |    |
| 148 | 5331      | ILIR KOCI         | Ilir      | Koci       | U            | Green House                      | ELBASAN  | 2   | x  |    |    |    |
| 149 | 5332      | SHKELQIM KOCI     | Shkelqim  | Koci       | U            | Green house                      | ELBASAN  | 2   | x  |    |    |    |
| 150 | 5333      | LULZIM DUKA       | Lulzim    | Duka       | U            | Green house                      | ELBASAN  | 2   | x  |    |    |    |
| 151 | 5334      | ZAMIRA DUSHKU     | Zamira    | Dushku     | U            | Green house                      | ELBASAN  | 2   | x  |    |    |    |
| 152 | 5335      | FIQIRETE DUSHKU   | Fiqirete  | Dushku     | U            | Green house                      | ELBASAN  | 3   | x  |    |    |    |
| 153 | 5336      | ERVIN DUSHKU      | Ervin     | Dushku     | U            | Green house                      | ELBASAN  | 3   | x  |    |    |    |
| 154 | 5337      | ALBERT DUSHKU     | Albert    | Dushku     | U            | Green house                      | ELBASAN  | 2   | x  |    |    |    |
| 155 | 5338      | BLERIM DUSHKU     | Blerim    | Dushku     | U            | Green house                      | ELBASAN  | 4   | x  |    |    |    |
| 156 | 5339      | FATJON KASA       | Fatjon    | Kasa       | U            | Green house                      | ELBASAN  | 5   | x  |    |    |    |
| 157 | 5340      | LULZIM KASA       | Lulzim    | Kasa       | U            | Green house                      | ELBASAN  | 3   | x  |    |    |    |
| 158 | 5341      | KASTRIOT ESHJA    | Kastriot  | Eshja      | U            | Green house                      | ELBASAN  | 4   | x  |    |    |    |
| 159 | 5342      | GABI ESHJA        | Gani      | Eshja      | U            | Green house                      | ELBASAN  | 6   | x  |    |    |    |
| 160 | 5365      | LEOPARD Shpk      | Deshira   | Miho       | L            | Vegetables                       | KORCE    | 5   |    | x  |    |    |
| 161 | 5366      | ALBERT GJINI      | Albert    | Gjini      | U            | Vegetables                       | FIER     | 2   | x  |    |    |    |
| 162 | 5367      | AGRON MELISHTE    | Agron     | Melishte   | U            | Vegetables                       | FIER     | 2   | x  |    |    |    |
| 163 | 5368      | ARBEN MELISHTE    | Arben     | Melishte   | U            | Vegetables                       | FIER     | 2   | x  |    |    |    |
| 164 | 5369      | JADHI GJINI       | Jadhi     | Gjini      | U            | Vegetables                       | FIER     | 2   | x  |    |    |    |
| 165 | 5370      | KRISTAQ MONE      | Kristaq   | Mone       | U            | Vegetables                       | FIER     | 2   | x  |    |    |    |
| 166 | 5371      | SOFOKLI ZIU       | Sofokli   | Ziu        | U            | Greenhouse                       | LUSHNJE  | 4   | x  |    |    |    |
| 167 | 5372      | TRIFON ZAKA       | Trifon    | Zaka       | U            | Greenhouse                       | FIER     | 3   | x  |    |    |    |

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| 168 | 5373      | ROLAND NUSHI                   | Roland   | Nushi    | U            | Greenhouse                           | LUSHNJE     | 2   | x  |    |    |    |
| 169 | 5374      | LILI THOMAJ                    | Lili     | Thomaj   | U            | Greenhouse                           | LUSHNJE     | 2   | x  |    |    |    |
| 170 | 5375      | ALTIN GJOKA                    | Altin    | Gjoka    | U            | Greenhouse                           | LUSHNJE     | 2   | x  |    |    |    |
| 171 | 5376      | BESNIK DILA                    | Besnik   | Dila     | U            | Greenhouse                           | LUSHNJE     | 2   | x  |    |    |    |
| 172 | 5377      | SOKRAT QORI                    | Sokrat   | Qori     | U            | Greenhouse                           | LUSHNJE     | 2   | x  |    |    |    |
| 173 | 5378      | VASIL XHARO                    | Vasil    | Xharo    | U            | Greenhouse                           | FIER        | 2   | x  |    |    |    |
| 174 | 5394      | DIAMANTI                       | Agim     | Ibrahimi | S            | Greenhouse vegetables production     | DURRES      | 13  |    | x  |    |    |
| 175 | 5416      | KUJTIM KOMBI                   | Kujtim   | Kombi    | U            | Apple cultivation                    | TIRANE      | 2   | x  |    |    |    |
| 176 | 5417      | SPIRO BLLAMA                   | Spiro    | Bllama   | U            | Apple cultivation                    | TIRANE      | 6   | x  |    |    |    |
| 177 | 5418      | MEXHIT LOGA                    | Mexhit   | Loga     | U            | Apple cultivation                    | TIRANE      | 3   | x  |    |    |    |
| 178 | 5419      | YLBERE VELI                    | Ylbere   | Veli     | U            | Apple cultivation                    | TIRANE      | 1   | x  |    |    |    |
| 179 | 5447      | GRAMOS VRAPI                   | Gramos   | Vrapi    | U            | Greenhouse (watermelon)              | BERAT       | 4   |    |    | x  |    |
| 180 | 5470      | EDMOND SHEHU                   | Edmond   | Shehu    | U            | Citrus cultivation                   | VLORE       | 2   | x  |    |    |    |
| 181 | 5477      | SPIRO KONA                     | Spiro    | Kona     | U            | Citrus fruit cultivation             | VLORE       | 1   | x  |    |    |    |
| 182 | 5478      | LLAQI TODHI                    | Llaqi    | Todhi    | U            | Citrus fruit cultivation             | VLORE       | 1   | x  |    |    |    |
| 183 | 5489      | ALI GJOKA                      | Ali      | Gjoka    | U            | Fruit cultivation (peach)            | VLORE       | 3   | x  |    |    |    |
| 184 | 5502      | KOMBINATI USHQIMOR MALLAKASTER | Flamur   | Hodo     | L            | Vegetables processing and canning    | MALLAKASTER | 14  |    | x  |    |    |
| 185 | 5514      | SHEMSI ROSHI                   | Shemsi   | Roshi    | U            | Fruit cultivation                    | VLORE       | 3   | x  |    |    |    |
| 186 | 5516      | XHYER ALIRA                    | Xhyer    | Alira    | U            | Fruit processor (peach)              | VLORE       | 1   | x  |    |    |    |
| 187 | 5517      | BESNIK LAMA                    | Besnik   | Lama     | U            | Fruit cultivation                    | VLORE       | 4   | x  |    |    |    |
| 188 | 5518      | BESMIR ARAPAJ                  | Besmir   | Arapaj   | U            | Fruit processor (pear, apple)        | VLORE       | 3   | x  |    |    |    |
| 189 | 5521      | AUREL ALIAJ                    | Aurel    | Aliaj    | U            | Fruit cultivation                    | VLORE       | 3   | x  |    |    |    |
| 190 | 5522      | BARDHYL SHYTI                  | Bardhyl  | Shyti    | U            | Fruit processor (Pear, plummy)       | VLORE       | 2   | x  |    |    |    |
| 191 | 5523      | ADHURIM KODI                   | Adhurim  | Kodi     | U            | Fruit producer (Plummy)              | VLORE       | 2   | x  |    |    |    |
| 192 | 5540      | AGUSH LAZE                     | Agush    | Laze     | U            | Fruit producer (peach)               | VLORE       | 7   | x  |    |    |    |
| 193 | 5541      | ISUF LAZE                      | Isuf     | Laze     | U            | Fruit producer (peach)               | VLORE       | 8   | x  |    |    |    |
| 194 | 5542      | VLADIMIR ISMAILI               | Vladimir | Ismaili  | U            | Fruit producer (peach)               | VLORE       | 4   | x  |    |    |    |
| 195 | 5543      | LEFTER QIRIO                   | Lefter   | Qirio    | U            | Fruit producer (kiwi)                | VLORE       | 6   | x  |    |    |    |
| 196 | 5544      | JETO TAHIRI                    | Jeto     | Tahiri   | U            | Fruit producer (plummy)              | VLORE       | 6   | x  |    |    |    |
| 197 | 5545      | MELSER TAHIRI                  | Melser   | Tahiri   | U            | Fruit producer (plummy)              | VLORE       | 6   | x  |    |    |    |
| 198 | 5546      | ISUF HOXHA                     | Isuf     | Hoxha    | U            | Fruit producer (pear)                | VLORE       | 4   | x  |    |    |    |
| 199 | 5547      | HAZIS KAPO                     | Hariz    | Kapo     | U            | Fruit producer                       | VLORE       | 4   | x  |    |    |    |
| 200 | 5568      | VASIL PRIFTI                   | Vasil    | Prifti   | U            | Greenhouse (vegetables cultivation)  | BERAT       | 2   | x  |    |    |    |
| 201 | 5569      | PETRAQ PRIFTI                  | Petraq   | Prifti   | U            | Green house (vegetables cultivation) | BERAT       | 2   | x  |    |    |    |

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| 202 | 5570      | AGRON PRIFTI       | Agron    | Prifti    | U            | Green house (vegetables cultivation) | BERAT    | 3   | x  |    |    |    |
| 203 | 5571      | KOZMA PRIFTI       | Kozma    | Prifti    | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 204 | 5572      | NJAZI HAJDARI      | Njazi    | Hajdari   | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 205 | 5573      | MYFTAR PEPA        | Myftar   | Pepa      | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 206 | 5574      | GEZIM DOKSANI      | Gezim    | Doksani   | U            | Green house (vegetables producer)    | BERAT    | 2   | x  |    |    |    |
| 207 | 5575      | VIKTOR PRIFTI      | Viktor   | Prifti    | U            | Green house (vegetables producer)    | BERAT    | 2   | x  |    |    |    |
| 208 | 5576      | JOSIF PRIFTI       | Josif    | Prifti    | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 209 | 5577      | IDRIZ GEGA         | Idriz    | Gega      | U            | Green house (vegetables cultivation) | BERAT    | 4   | x  |    |    |    |
| 210 | 5578      | YZEIR PEPA         | Yzeir    | Pepa      | U            | Green house (vegetables cultivation) | BERAT    | 3   | x  |    |    |    |
| 211 | 5579      | ROBERT ROGOZI      | Robert   | Rogoz     | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 212 | 5580      | DILAVER PASHA      | Dilaver  | Pasha     | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 213 | 5581      | SOKRAT PRIFTI      | Sokrat   | Prifti    | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 214 | 5582      | NAUN GJIKA         | Naun     | Gjika     | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 215 | 5583      | OSMAN MARA         | Osman    | Mara      | U            | Green house (vegetables cultivation) | BERAT    | 8   | x  |    |    |    |
| 216 | 5584      | SKENDER BASHA      | Skender  | Basha     | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 217 | 5585      | YLLI MARA          | Ylli     | Mara      | U            | Green house (vegetables cultivation) | BERAT    | 2   | x  |    |    |    |
| 218 | 5586      | FERIT SHAKOLLI     | Ferit    | Shakolli  | U            | Green house (vegetables cultivation) | BERAT    | 1   | x  |    |    |    |
| 219 | 5587      | SHAHIN GJOLENA     | Shahin   | Gjolena   | U            | Green house (vegetables cultivation) | BERAT    | 4   | x  |    |    |    |
| 220 | 5609      | ASTRIT HOXHA       | Astrit   | Hoxha     | U            | Fruit cultivation (apple)            | KORCE    | 4   |    | x  |    |    |
| 221 | 5610      | MELSI BEGOLLI      | Melsi    | Begolli   | U            | Fruit producer (Apple)               | KORCE    | 3   |    | x  |    |    |
| 222 | 5611      | VANEST Shpk        | Nesti    | Tarushi   | L            | Fruit and Vegetables cultivation     | KORCE    | 34  |    | x  |    |    |
| 223 | 5670      | ROMEO KALLBAQI     | Romeo    | Kallbaqi  | U            | Green house (vegetables cultivation) | DURRES   | 28  | x  |    |    |    |
| 224 | 5671      | ARMANDO DERVISHI   | Armando  | Dervishi  | U            | Green house (vegetables cultivation) | DURRES   | 28  | x  |    |    |    |
| 225 | 5707      | SEFADE LATA        | Sefade   | Lata      | U            | Onion grower                         | DEVOLL   | 5   | x  |    |    |    |
| 226 | 5708      | ADRIATIC MICI      | Adriatic | Mici      | U            | Onions grower                        | DEVOLL   | 1   | x  |    |    |    |
| 227 | 5709      | SULEJMAN SULKAMANI | Sulejman | Sulkamani | U            | Onions grower                        | DEVOLL   | 2   | x  |    |    |    |
| 228 | 5710      | XHEMIL BEGOLLI     | Xhemil   | Begolli   | U            | Onions Cultivator                    | DEVOLL   | 4   | x  |    |    |    |
| 229 | 5711      | PRANVERA DANGLLI   | Pranvera | Danglli   | U            | Onions Cultivator                    | DEVOLL   | 4   | x  |    |    |    |
| 230 | 5712      | AVNI HOXHA         | Avni     | Hoxha     | U            | Onions Cultivator                    | DEVOLL   | 4   | x  |    |    |    |
| 231 | 5713      | NEMI CAMI          | Nemi     | Cami      | U            | Onions Cultivator                    | DEVOLL   | 3   | x  |    |    |    |
| 232 | 5714      | SAJMIR AMETLLI     | Sajmir   | Ametlli   | U            | Onions Cultivator                    | DEVOLL   | 3   | x  |    |    |    |
| 233 | 5715      | MARTIN MANESHI     | Martin   | Maneshi   | U            | Onions Cultivator                    | DEVOLL   | 2   | x  |    |    |    |
| 234 | 5716      | MUSTAFA LICO       | Mustafa  | Lico      | U            | Onions Cultivator                    | DEVOLL   | 2   | x  |    |    |    |
| 235 | 5717      | PETRAQ DONUSHI     | Petraq   | Donushi   | U            | Onions Cultivator                    | DEVOLL   | 2   | x  |    |    |    |

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| 236   | 5718      | ALIM PASHO                | Alim     | Pasho      | U            | Onions Cultivator                         | DEVOLL   | 3   | x  |    |    |    |
| 237   | 5719      | RUZHDI ELMASLLARI         | Ruzhdi   | Elmasllari | U            | Fruit Cultivating                         | POGRADEC | 2   | x  |    |    |    |
| 238   | 5720      | YQMET HOXHA               | Yqmet    | Hoxha      | U            | Fruit Cultivation                         | POGRADEC | 3   | x  |    |    |    |
| 239   | 5721      | FETA BESHELLO             | Feta     | Beshello   | U            | Fruit cultivation                         | POGRADEC | 1   | x  |    |    |    |
| 240   | 5722      | QEMAL KAPA                | Qemal    | Kapa       | U            | Fruit cultivation                         | POGRADEC | 2   | x  |    |    |    |
| 241   | 5723      | AZIS BESHOLLI             | Azis     | Besholli   | U            | Fruit Cultivation                         | POGRADEC | 3   | x  |    |    |    |
| 242   | 5724      | AZBI MAZELLI              | Azbi     | Mazelli    | U            | Fruit Cultivation                         | POGRADEC | 2   | x  |    |    |    |
| 243   | 5725      | BUJAR SHKULLAKU           | Bujar    | Shkullaku  | U            | Fruit Cultivation                         | POGRADEC | 3   | x  |    |    |    |
| 244   | 5726      | ALCRED FOOD PROCESSING CO | Agim     | Hasani     | L            | Frozen fruits and vegetables processing   | TIRANE   | 94  |    | x  |    |    |
| 245   | 5737      | ZYHDI MUÇO                | Zyhdi    | Muco       | U            | Vegetables, sunflowers                    | LUSHNJE  | 6   |    |    | x  |    |
| 246   | 5740      | AGJIRE MIRA               | Agjire   | Mira       | U            | Onions cultivator                         | KORCE    | 4   | x  |    |    |    |
| 247   | 5741      | FATIME MIRA               | Fatime   | Mira       | U            | Onions Cultivator                         | KORCE    | 3   | x  |    |    |    |
| 248   | 5742      | HEKURAN BEGOLLI           | Hekuran  | Begolli    | U            | Onions Cultivator                         | KORCE    | 2   | x  |    |    |    |
| 249   | 5743      | PERPARIM DANGLLI          | Perparim | Danglli    | U            | Onions Cultivator                         | KORCE    | 3   | x  |    |    |    |
| 250   | 5744      | FATMIR DANGLLI            | Fatmir   | Danglli    | U            | Onions Cultivator                         | KORCE    | 3   | x  |    |    |    |
| 251   | 5745      | AJRET BEGOLLI             | Ajret    | Begolli    | U            | Onions Cultivator                         | KORCE    | 2   | x  |    |    |    |
| 252   | 5746      | LATIF LATA                | Latif    | Lata       | U            | Onions Cultivator                         | KORCE    | 5   | x  |    |    |    |
| 253   | 5747      | ASIM BEGOLLI              | Asim     | Begolli    | U            | Onions Cultivator                         | KORCE    | 2   | x  |    |    |    |
| 254   | 5748      | MYRVET HOXHA              | Myrvet   | Hoxha      | U            | Onions Cultivator                         | KORCE    | 3   | x  |    |    |    |
| 255   | 5749      | ARSEN HOXHA               | Arsen    | Hoxha      | U            | Onions Cultivator                         | KORCE    | 3   | x  |    |    |    |
| 256   | 5750      | ALDI HOXHA                | Aldi     | Hoxha      | U            | Onions Cultivator                         | KORCE    | 3   | x  |    |    |    |
| 257   | 5751      | RAJMOND HOXHA             | Rajmond  | Hoxha      | U            | Onions Cultivator                         | KORCE    | 2   | x  |    |    |    |
| 258   | 5752      | QENAM IBI                 | Qenam    | Ibi        | U            | Fruits Cultivator                         | KORCE    | 1   | x  |    |    |    |
| 259   | 5753      | ADRIATIK IBI              | Adriatik | Ibi        | U            | Fruits Cultivator                         | KORCE    | 2   | x  |    |    |    |
| 260   | 5754      | GENTIAN IBI               | Gentian  | Ibi        | U            | Fruits Cultivator                         | KORCE    | 1   | x  |    |    |    |
| 261   | 5755      | PERPARIM HOXHA            | Perparim | Hoxha      | U            | Fruits Cultivator                         | KORCE    | 3   | x  |    |    |    |
| 262   | 5756      | SYRJA IBI                 | Syrja    | Ibi        | U            | Fruits Cultivator                         | KORCE    | 2   | x  |    |    |    |
| 263   | 5757      | JONUZ KAPA                | Jonuz    | Kapa       | U            | Fruits Cultivator                         | KORCE    | 2   | x  |    |    |    |
| <b>CUT FLOWERS, SEEDLINGS AND ORNAMENTAL PLANTS</b> |           |                           |          |            |              |   |          |     |    |    |    |    |
| 264   | 2883      | MARIDA Shpk               | Agron    | Shehi      | L            | Seedling and ornamental plants growing    | KAVAJE   | 9   |    |    | x  |    |
| 265   | 3353      | ANGONI                    | Leonard  | Angoni     | U            | Flower Seedlings, Greenhouse              | VLORE    | 3   |    |    | x  |    |
| 266   | 4024      | GJELBERIMI 2000 Shpk      | Kastriot | Shehaj     | U            | Cut flowers, seedlings, ornamental plants | VLORE    | 21  |    | x  |    |    |
| 267   | 4213      | ZENEL SHEHU               | Zenel    | Shehu      | S            | Fruit seedlings                           | VLORE    | 12  | x  |    |    |    |
| 268   | 4960      | FIDAL                     | Luigj    | Frangaj    | U            | Seedling production                       | LEZHE    | 21  | x  | x  |    |    |

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|                                    |           |                    | Name      | Surname    |              |   |          |     |    |    |    |    |
| 269                                | 4964      | BLLAMA Shpk        | Andon     | Bllama     | S            | Apple seedlings                           | KAVAJE   | 6   | x  | x  |    |    |
| 270                                | 4969      | AGROVET            | Shkelqim  | Mullalli   | L            | Cut flowers, seedlings, ornamental plants | KORCE    | 5   |    | x  |    |    |
| 271                                | 5031      | HYSNI HUSHI        | Hysni     | Hushi      | U            | Cut flowers, seedlings, ornamental plants | KRUJE    | 5   |    | x  |    |    |
| 272                                | 5178      | ZARIF ZENELI       | Zarif     | Zeneli     | U            | Fruit seedlings producer                  | VLORE    | 8   |    | x  |    |    |
| 273                                | 5214      | NDOK NDOKA         | Ndok      | Ndoka      | U            | Seedlings                                 | MIRDITE  | 1   | x  |    |    |    |
| 274                                | 5231      | DURIM BULKU        | Durim     | Bulku      | U            | Seedlings, Grape                          | TIRANE   | 7   | x  |    |    |    |
| 275                                | 5241      | ALBERT BULKU       | Albert    | Bulku      | U            | Seedlings and flowers                     | TIRANE   | 4   | x  |    |    |    |
| 276                                | 5299      | ILIRIAN 2 HOXHA    | Ilirain 2 | Hoxha      | U            | Seedlings                                 | KORCE    | 1   | x  |    |    |    |
| 277                                | 5415      | QAMIL CANI         | Qamil     | Cani       | U            | Apple Seedlings                           | TIRANE   | 2   | x  |    |    |    |
| 278                                | 5684      | KOZETA BUZI        | Kozeta    | Buzi       | U            | Flower shop                               | TIRANE   | 3   | x  |    |    |    |
| <b>BEE PRODUCTS AND PROCESSING</b> |           |                    |           |            |              |   |          |     |    |    |    |    |
| 279                                | 419       | LESKAJ             | Guri      | Leskaj     | S            | Beekeeping                                | VLORE    | 2   |    | x  |    |    |
| 280                                | 693       | BOVA Shpk          | Enver     | Dyrma      | L            | Entrepreneur in the honey business.       | ELBASAN  | 12  |    | x  |    |    |
| 281                                | 2441      | ALI SEKSENI        | Ali       | Sekseni    | U            | Beekeeping process                        | KORCE    | 3   | x  |    |    |    |
| 282                                | 2442      | ARBEN QAFZEZI      | Arben     | Qafzezi    | U            | Beekeeping process                        | KORCE    | 1   | x  |    |    |    |
| 283                                | 2443      | ADEM METO          | Adem      | Meto       | U            | Beekeeping                                | KORCE    | 4   | x  |    |    |    |
| 284                                | 2444      | MORAVA KORCE       | Gezim     | Skerma     | U            | Beekeeping                                | KORCE    | 4   | x  |    |    |    |
| 285                                | 2446      | ENVER REMZI        | Enver     | Remzi      | U            | Beekeeping                                | KORCE    | 4   | x  |    |    |    |
| 286                                | 2448      | NEDAI AGOLLI       | Nedai     | Agolli     | U            | Beekeeping products                       | POGRADEC | 5   | x  |    |    |    |
| 287                                | 2453      | PELLUMB KULLA      | Pellumb   | Kulla      | U            | Beekeeping process                        | KORCE    | 2   | x  |    |    |    |
| 288                                | 2454      | TOMORR BEQIRAJ     | Tomorr    | Beqiraj    | S            | Bee keeping products                      | KORCE    | 1   | x  |    |    |    |
| 289                                | 2457      | BARDHYL CAMI       | Bardhyl   | Cami       | U            | Beekeeping process                        | KORCE    | 3   | x  |    |    |    |
| 290                                | 2458      | PANDELI KARAPANXHA | Pandeli   | Karapanxha | U            | Beekeeping and bee products               | KORCE    | 3   | x  | x  |    |    |
| 291                                | 2501      | BLETARIA VLORA     | Bilbil    | Cobaj      | U            | Bee keeping                               | VLORE    | 5   |    | x  |    |    |
| 292                                | 4955      | SHOQATA BLETAREVE  | Kadri     | Bulica     | U            | Bee products                              | KUKES    | 28  |    | x  |    |    |
| 293                                | 4976      | MEHDI HORANLLI     | Mehdi     | Horanlli   | U            | Bee keeping and bee products              | KORCE    | 3   | x  | x  |    |    |
| 294                                | 5279      | GURI SEJMEI        | Guri      | Sejmeni    | U            | Bee keeping                               | KORCE    | 2   | x  |    |    |    |
| 295                                | 5280      | BERTI KOSTANDINI   | Berti     | Kostandini | U            | Bee keeping                               | KORCE    | 1   | x  |    |    |    |
| 296                                | 5281      | CELNİK ZERE        | Celnik    | Zere       | U            | Bee keeping                               | KORCE    | 4   | x  |    |    |    |
| 297                                | 5282      | XHUVI COLLAKU      | Xhuvi     | Collaku    | U            | Bee keeping                               | KORCE    | 1   | x  |    |    |    |
| 298                                | 5283      | MITRE NESTORI      | Mitro     | Nestori    | U            | beekeeping                                | KORCE    | 1   | x  |    |    |    |
| 299                                | 5284      | EDUARD METO        | Eduard    | Meto       | U            | Bee keeping                               | KORCE    | 2   | x  |    |    |    |
| 300                                | 5285      | ILIAZ GOZHARI      | Iliaz     | Gozhdari   | U            | Beekeeping                                | KORCE    | 3   | x  |    |    |    |
| 301                                | 5286      | KUJTIM HOXHALLARI  | Kujtim    | Hoxhallari | U            | Bee keeping                               | POGRADEC | 3   | x  |    |    |    |

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| 302                      | 5287      | DURIM CAKE        | Durim      | Cake      | U            | Bee keeping                             | POGRADEEC | 2   | x  |    |    |    |
| 303                      | 5288      | MARKO GJOKA       | Marko      | Gjoka     | U            | Bee keeping                             | POGRADEEC | 2   | x  |    |    |    |
| 304                      | 5289      | SOTIRAQ MATA      | Sotiraq    | Mata      | U            | Bee keeping                             | POGRADEEC | 4   | x  |    |    |    |
| 305                      | 5290      | FEJZI YMETLLARI   | Fejzi      | Ymetllari | U            | Bee keeping                             | POGRADEEC | 4   | x  |    |    |    |
| 306                      | 5291      | PETRIT FEJZO      | Petrit     | Fejzo     | U            | Bee keeping                             | POGRADEEC | 1   | x  |    |    |    |
| 307                      | 5689      | VELI ZEKA         | Veli       | Zeka      | U            | Bee products                            | DURRES    | 4   | x  |    |    |    |
| <b>LIVESTOCK FARMING</b> |           |                   |            |           |              |   |           |     |    |    |    |    |
| 308                      | 233       | SADIK BALLA       | Sadik      | Balla     | U            | Livestock farming                       | VLORE     | 2   | x  |    |    |    |
| 309                      | 1077      | BAJRAM UKU        | Bajram     | Uku       | S            | Pig farming                             | TIRANE    | 7   |    | x  | x  |    |
| 310                      | 1190      | KELMEND BUFAZI    | Kelmend    | Bufazi    | U            | Livestock farming                       | LUSHNJE   | 2   |    |    | x  |    |
| 311                      | 1988      | EROGERT Shpk      | Agim       | Driza     | L            | Chicken farming                         | FIER      | 6   |    |    | x  |    |
| 312                      | 2010      | ELMIGVAN          | Mustafa    | Zuna      | S            | Pigs Farming                            | TIRANE    | 8   | x  | x  |    |    |
| 313                      | 2109      | KOSTA CUCKA       | Kosta      | Cucka     | U            | Livestock farming                       | DEVOLL    | 4   |    |    | x  |    |
| 314                      | 2117      | HASAN KALOSHI     | Hasan      | Kaloshi   | U            | Livestock farming, sheep                | LUSHNJE   | 3   |    |    | x  |    |
| 315                      | 2424      | AGRES 2005 Sh.p.k | Agim       | Mylkaj    | L            | Cows farming for milk                   | FIER      | 4   |    |    | x  |    |
| 316                      | 2546      | ANDREA GJONI      | Andrea     | Gjonaj    | U            | Livestock Swine & cows                  | SARANDE   | 4   |    |    | x  |    |
| 317                      | 2831      | QAZIM CAFI        | Qazim      | Cafi      | U            | Cows farming                            | SHKODER   | 1   |    |    | x  |    |
| 318                      | 3147      | JAK HILA          | Jakin      | Hila      | U            | Cows farming for milk                   | SHKODER   | 3   |    |    | x  |    |
| 319                      | 3352      | LIGAJ             | Hamit      | Ligaj     | U            | Sheep farming for milk & meat           | VLORE     | 1   |    |    | x  |    |
| 320                      | 3367      | GAZMEND FETAHI    | Gazmend    | Fetahi    | U            | Livestock - cows                        | SHKODER   | 1   |    |    | x  |    |
| 321                      | 3519      | VELI AGACI        | Veli       | Agaci     | U            | Pump station and calves, pig farming    | FIER      | 4   |    |    | x  |    |
| 322                      | 3527      | ERANDI Shpk       | Spiro      | Dalani    | L            | Breeding and trade of hens and chickens | SARANDE   | 8   |    |    |    | x  |
| 323                      | 3771      | VULLNET REXHO     | Vullnet    | Rexho     | U            | Livestock - sheep farming               | DELVINE   | 5   |    |    | x  |    |
| 324                      | 3899      | KITO BITRI        | Kito       | Bitri     | U            | Poultry for Eggs                        | FIER      | 1   |    |    | x  |    |
| 325                      | 4013      | ALBIDEA Shpk      | Hysni      | Hasani    | L            | Pig Food Processing                     | DURRES    | 11  |    | x  |    |    |
| 326                      | 4172      | HAMZA KAMBERI     | Hamza      | Kamberi   | U            | Cows for meat (Livestock & Trade)       | DELVINE   | 1   |    |    | x  |    |
| 327                      | 4176      | OSMAN RESULI      | Osman      | Resuli    | U            | Sheep farming                           | LUSHNJE   | 4   |    |    | x  |    |
| 328                      | 4191      | SUZANA DEMCE      | Suzana     | Demce     | U            | Livestock Farming, cows                 | KORCE     | 2   |    |    | x  |    |
| 329                      | 4346      | SULEJMAN SALIASI  | Sulejman   | Saliasi   | U            | Livestock Farming                       | LUSHNJE   | 1   |    |    | x  |    |
| 330                      | 4352      | Ndricim Arapi     | Ndricim    | Arapi     | U            | Farm of cows, sheep, poultry, dairy     | DURRES    | 2   |    |    | x  |    |
| 331                      | 4353      | ALEKSANDER BALLA  | Aleksander | Balla     | U            | Pigs Farming                            | SARANDE   | 2   |    |    | x  |    |
| 332                      | 4366      | ALIM KAPIDANI     | Alim       | Kapidani  | U            | Sheep farming                           | LUSHNJE   | 5   |    |    | x  |    |
| 333                      | 4840      | ADRIATIK BUFAZI   | Adriatik   | Bufazi    | U            | Pigs Farming                            | LUSHNJE   | 2   |    |    | x  |    |
| 334                      | 4851      | XHAFERR ABDULLAJ  | Xhaferr    | Abdullaj  | U            | Livestock (sheep)                       | SARANDE   | 2   |    |    | x  |    |

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| 335 | 4857      | NELI              | Vasil    | Papa       | U            | Pigs farming for meat                | DELVINE     | 4   |    |    | x  |    |
| 336 | 4861      | LYTFI BACI        | Lytfi    | Baci       | U            | Pigs for meat                        | DEVOLL      | 2   |    |    | x  |    |
| 337 | 4862      | VIKTOR SKENDERASI | Viktor   | Skenderasi | R            | Sheep for meet and milk, Agriculture | KORCE       | 1   |    |    | x  |    |
| 338 | 4864      | TELHA SERJANI     | Telha    | Serjani    | U            | Livestock (pigs)                     | DELVINE     | 1   |    |    | x  |    |
| 339 | 4866      | ISMET ZENELI      | Ismet    | Zeneli     | U            | Livestock                            | SARANDE     | 2   |    |    | x  |    |
| 340 | 4867      | YLLI CUCKA        | Ylli     | Cucka      | U            | Cows farming for milk                | DEVOLL      | 2   |    |    | x  |    |
| 341 | 4907      | FLAMUR HYSI       | Flamur   | Hysi       | U            | Sheep Farming                        | LUSHNJE     | 3   |    |    | x  |    |
| 342 | 4908      | FATMIR MALA       | Fatmir   | Mala       | U            | Cows Farming                         | GJIROKASTER | 2   |    |    | x  |    |
| 343 | 4922      | ZIJA NICERI       | Zija     | Niceri     | U            | Cows farming                         | SHKODER     | 2   |    |    | x  |    |
| 344 | 4927      | NEBI RUKO         | Nebi     | Ruko       | U            | Cows for milk                        | FIER        | 1   |    |    | x  |    |
| 345 | 4929      | XHEVDET HADAJ     | Xhevdet  | Hadaj      | U            | Goats farming for meat               | PERMET      | 4   |    |    | x  |    |
| 346 | 4941      | ISTREF BALLAJ     | Istref   | Ballaj     | U            | Livestock Farming                    | VLORE       | 5   | x  |    |    |    |
| 347 | 4981      | MEHMET KASO       | Mehmet   | Kaso       | U            | Sheeps Farming for milk & meat       | SARANDE     | 2   |    |    | x  |    |
| 348 | 4983      | MUSA GROSHI       | Musa     | Groshi     | U            | Goats Farming                        | TEPELENE    | 2   |    |    | x  |    |
| 349 | 4987      | VLASH GJONAJ      | Vlash    | Gjonaj     | U            | Cows farming for milk                | SARANDE     | 2   |    |    | x  |    |
| 350 | 5009      | PETRO DODA        | Petro    | Doda       | U            | Livestock - Growing Birds            | SARANDE     | 1   |    |    | x  |    |
| 351 | 5010      | ASTRIT XHIXHA     | Astrit   | Xhixha     | U            | Cows farming                         | TIRANE      | 1   |    |    | x  |    |
| 352 | 5012      | KUJTIM NUZI       | Kujtim   | Nuzi       | U            | Sheeps Breeding                      | KRUJE       | 2   |    |    | x  |    |
| 353 | 5016      | SAZAN SHERO       | Sazan    | Shero      | U            | Livestock - Sows                     | SARANDE     | 2   |    |    | x  |    |
| 354 | 5017      | HASAN BEJKAJ      | Hasan    | Bejkaj     | U            | Sheeps farming                       | GJIROKASTER | 2   |    |    | x  |    |
| 355 | 5018      | LUAN MEHMETI      | Luan     | Mehmeti    | U            | Goats farming                        | SARANDE     | 2   |    |    | x  |    |
| 356 | 5022      | VOJSAVA MUCA      | Vojsava  | Muca       | U            | Livestock - calves                   | LUSHNJE     | 1   |    |    | x  |    |
| 357 | 5024      | SHKELQIM BACI     | Shkelqim | Baci       | U            | Livestock - Goats                    | SARANDE     | 2   |    |    | x  |    |
| 358 | 5025      | GAZAL BRAHIMI     | Gazal    | Brahimi    | U            | Poultry                              | SARANDE     | 2   |    |    | x  |    |
| 359 | 5026      | ASLLAN OGICI      | Asllan   | Ogici      | U            | Livestock - Calves, sheeps           | SARANDE     | 2   |    |    | x  |    |
| 360 | 5027      | MITI ZARKA        | Miti     | Zarka      | U            | Livestock - Cows                     | FIER        | 5   |    |    | x  |    |
| 361 | 5028      | AGRON NUSHI       | Agron    | Nushi      | U            | Livestock & sheep breeding           | FIER        | 2   |    |    | x  |    |
| 362 | 5046      | THOMA GJONI       | Thoma    | Gjoni      | U            | Livestock farming, cows, pigs        | SARANDE     | 2   |    |    | x  |    |
| 363 | 5138      | GEZIM SHENAJ      | Gezim    | Shenaj     | U            | Livestock Farming                    | VLORE       | 1   | x  |    |    |    |
| 364 | 5139      | SADIK AJAZI       | Sadik    | Ajazi      | U            | Livestock Farming                    | VLORE       | 2   | x  |    |    |    |
| 365 | 5141      | QERIM KOTAJ       | Qerim    | Kotaj      | U            | Livestock Farming                    | VLORE       | 2   | x  |    |    |    |
| 366 | 5142      | CERCIZ SEFERI     | Cerciz   | Seferi     | U            | Livestock Farming                    | VLORE       | 3   | x  |    |    |    |
| 367 | 5143      | FETI SINA         | Feti     | Sina       | U            | Livestock Farming                    | VLORE       | 4   | x  |    |    |    |
| 368 | 5144      | HASKO SADIKAJ     | Hasko    | Sadikaj    | U            | Livestock Farming                    | VLORE       | 1   | x  |    |    |    |

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| 369                                      | 5145      | METLLI ABAZI      | Metlli   | Abazi      | U            | Livestock Farming                  | VLORE       | 2   | x  |    |    |    |
| 370                                      | 5146      | FIQIRI MEMA       | Fiqiri   | Mema       | U            | Livestock Farming                  | VLORE       | 5   | x  | x  |    |    |
| 371                                      | 5147      | KASO SEITAJ       | Kaso     | Seitaj     | U            | Livestock Farming                  | VLORE       | 1   | x  |    |    |    |
| 372                                      | 5148      | RAUF SEITAJ       | Reuf     | Seitaj     | U            | Livestock Farming                  | VLORE       | 1   | x  |    |    |    |
| 373                                      | 5149      | FETA HOXHAJ       | Feta     | Hoxhaj     | U            | Livestock Farming                  | VLORE       | 1   | x  |    |    |    |
| 374                                      | 5150      | GURI SHENAJ       | Guri     | Shenaj     | U            | Livestock Farming                  | VLORE       | 3   | x  |    |    |    |
| 375                                      | 5151      | SALIKO ZOTAJ      | Saliko   | Zotaj      | U            | Livestock Farming                  | VLORE       | 1   | x  |    |    |    |
| 376                                      | 5158      | PEQINI Shpk       | Dilaver  | Peqini     | L            | Hares (rabbit) farming             | LUSHNJE     | 8   |    |    |    | x  |
| 377                                      | 5218      | SELIM KASAPI      | Selim    | Kasapi     | U            | Calves, lambs farming              | LUSHNJE     | 4   |    |    | x  |    |
| 378                                      | 5266      | AGRON XHEBEXHIU   | Agron    | Xhebexhiu  | U            | Greenhouse & Livestock (pigs)      | LUSHNJE     | 1   |    |    | x  |    |
| 379                                      | 5268      | PAJTIM ADEMI      | Pajtim   | Ademi      | U            | Livestock - sheeps                 | SARANDE     | 4   |    |    | x  |    |
| 380                                      | 5270      | PERPARIM HASANAJ  | Perparim | Hasanaj    | U            | Livestock - sheeps farming         | SARANDE     | 2   |    |    | x  |    |
| 381                                      | 5277      | NEVRUZ AVDI       | Nevruz   | Avdi       | U            | Livestock - sheeps                 | SARANDE     | 1   |    |    | x  |    |
| 382                                      | 5278      | ARQILE MANE       | Arqile   | Mane       | S            | Livestock - cows                   | SARANDE     | 1   |    |    | x  |    |
| 383                                      | 5346      | AHMET HAXHI       | Ahmet    | Haxhi      | U            | Livestock - sheeps                 | SARANDE     | 2   |    |    | x  |    |
| 384                                      | 5347      | KUJTIM XHAKOLLARI | Kujtim   | Xhakollari | U            | Cows Growing                       | KORCE       | 3   |    |    | x  |    |
| 385                                      | 5384      | IRFAN ZENELI      | Irfan    | Zeneli     | U            | Livestock - Sheep growing          | SARANDE     | 1   |    |    | x  |    |
| 386                                      | 5405      | ARDIAN DERVISHI   | Ardian   | Dervishi   | U            | Livestock - goats                  | DELVINE     | 1   |    |    | x  |    |
| 387                                      | 5450      | SEFER GURGURI     | Sefer    | Gurguri    | U            | Livestock (cows for milk & calves) | FIER        | 2   |    |    | x  |    |
| 388                                      | 5699      | SHEME XHELILI     | SHEME    | Xhelili    | U            | Livestock farming                  | VLORE       | 3   | x  |    |    |    |
| 389                                      | 5700      | VIRON NELAJ       | Viron    | Nelaj      | U            | Livestock farming                  | VLORE       | 3   | x  |    |    |    |
| 390                                      | 5701      | SERJAN MERKOHITAJ | Srejan   | Merkohitaj | U            | Livestock farming                  | VLORE       | 3   | x  |    |    |    |
| 391                                      | 5702      | SHABAN HIBRO      | Shaban   | Hibro      | U            | Livestock farming                  | VLORE       | 3   | x  |    |    |    |
| 392                                      | 5703      | SOKRAT HABIBAJ    | Sokrat   | Habibaj    | U            | Livestock farming                  | VLORE       | 2   | x  |    |    |    |
| 393                                      | 5704      | HASAN ALLA        | Hasan    | Alla       | U            | Livestock farming                  | VLORE       | 2   | x  |    |    |    |
| 394                                      | 5705      | MENDIM BOCI       | Mendim   | Boci       | U            | Livestock farming                  | VLORE       | 1   | x  |    |    |    |
| 395                                      | 5706      | ARBEN KULLURI     | Arben    | Kulluri    | U            | Livestock farming                  | VLORE       | 5   | x  |    |    |    |
| 396                                      | 5736      | FETI KOTROSI      | Feti     | Kotrosi    | S            | Livestock Poultry & Cows           | GJIROKASTER | 2   |    |    | x  |    |
| 397                                      | 5738      | SHPETIM AVDULI    | Shpetim  | Avduli     | S            | Livestock cows                     | SARANDE     | 2   |    |    | x  |    |
| 398                                      | 5739      | FLORIAN DODA      | Florian  | Doda       | S            | Livestock cows                     | SARANDE     | 2   |    |    | x  |    |
| <b>GRAPES CULTIVATION AND PROCESSING</b> |           |                   |          |            |              |                                    |             |     |    |    |    |    |
| 399                                      | 1172      | SOKOL MYRTAJ      | Sokol    | Myrtaj     | U            | Grape cultivation                  | VLORE       | 5   | x  |    |    |    |
| 400                                      | 2567      | REXHEP KOCI       | Rexhep   | Koci       | S            | Grape cultivation                  | ELBASAN     | 19  | x  |    |    |    |
| 401                                      | 3377      | SHEFQET AGOLLI    | Shefqet  | Agolli     | U            | Grapeyard                          | FIER        | 3   | x  |    |    |    |

| No. | Client ID | Business Name    | Owner   |             | Legal Status | Activity Type      | District | FTE | TR | AP | SM | SB |
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|     |           |                  | Name    | Surname     |              |                    |          |     |    |    |    |    |
| 402 | 4027      | SERJANAJ         | Toli    | Serjanaj    | U            | Grape cultivation  | VLORE    | 2   | x  |    |    |    |
| 403 | 4197      | SERVET META      | Servet  | Meta        | U            | Grape cultivation  | VLORE    | 2   | x  |    |    |    |
| 404 | 4198      | QEMAL NDREGJONI  | Qemal   | Ndregjoni   | U            | Grape cultivation  | VLORE    | 2   | x  |    |    |    |
| 405 | 4205      | FATOS SHERIFI    | Fatos   | Sherifi     | U            | Grape cultivation  | VLORE    | 1   | x  |    |    |    |
| 406 | 4209      | GENTIAN MARA     | Gentian | Mara        | R            | Grape cultivation  | VLORE    | 3   | x  |    |    |    |
| 407 | 4210      | VIZHDAN KAMBERI  | Vizhdan | Kamberi     | U            | Grape cultivation  | VLORE    | 2   | x  |    |    |    |
| 408 | 4278      | LAVDOSH DREGJONI | Lavdosh | Dregjoni    | U            | Grape cultivation  | VLORE    | 3   | x  |    |    |    |
| 409 | 4408      | ASTRIT QATO      | Astrit  | Qato        | U            | Grape cultivation  | BERAT    | 2   | x  |    |    |    |
| 410 | 4410      | FAIK QATO        | Faik    | Qato        | U            | Grape cultivation  | BERAT    | 2   | x  |    |    |    |
| 411 | 4415      | Gramos Qato      | Gramos  | Qato        | U            | Grape cultivation  | BERAT    | 3   | x  |    |    |    |
| 412 | 4417      | YLLI QATO        | Ylli    | Qato        | U            | Grape cultivation  | BERAT    | 2   | x  |    |    |    |
| 413 | 4419      | BUJAR QATO       | Bujar   | Qato        | U            | Grape cultivation  | BERAT    | 2   | x  |    |    |    |
| 414 | 4422      | GEZIM QATO       | Gezim   | Qato        | U            | Grape cultivation  | BERAT    | 2   | x  |    |    |    |
| 415 | 4476      | SOTIR VESHAJ     | Sotir   | Veshaj      | U            | Grape cultivation  | VLORE    | 2   | x  |    |    |    |
| 416 | 4497      | LIGOR QATO       | Ligor   | Qato        | U            | Grape cultivation  | BERAT    | 2   | x  |    |    |    |
| 417 | 4948      | VRESHTARI        | Jemine  | Gjika       | S            | Grapes cultivation | KUCOVE   | 3   |    | x  |    |    |
| 418 | 4974      | ILIR XHAFKOLLARI | Ilir    | Xhafkollari | U            | Grapes cultivation | BERAT    | 2   | x  |    |    |    |
| 419 | 4978      | SHAQIR HANI      | Shaqir  | Hani        | U            | Grapes cultivation | TIRANE   | 4   |    | x  |    |    |
| 420 | 4990      | FATMIR MERKA     | Fatmir  | Merka       | U            | Grapes cultivation | VLORE    | 2   | x  |    |    |    |
| 421 | 4991      | RAZI SHEHU       | Razi    | Shehu       | U            | Grapes cultivation | VLORE    | 2   | x  |    |    |    |
| 422 | 4992      | VEZHDAN KANANI   | Vezhdan | Kanani      | U            | Grapes cultivation | VLORE    | 3   | x  |    |    |    |
| 423 | 4993      | EDISON XHAFERI   | Edison  | Xhaferi     | U            | Grapes cultivation | VLORE    | 2   | x  |    |    |    |
| 424 | 4994      | TATJANA XHAHO    | Tatjana | Xhaho       | U            | Grapes cultivation | VLORE    | 3   | x  |    |    |    |
| 425 | 4995      | NASIBE META      | Nasibe  | Meta        | U            | Grapes cultivation | VLORE    | 2   | x  |    |    |    |
| 426 | 4997      | MUCO2 MUCAJ      | Muco2   | Mucaj       | U            | Grapes cultivation | VLORE    | 3   | x  |    |    |    |
| 427 | 4998      | TAHIR SHARA      | Tahir   | Shara       | U            | Grapes cultivation | VLORE    | 3   | x  |    |    |    |
| 428 | 5000      | FEJZO KONDI      | Fejzo   | Kondi       | U            | Grapes cultivation | VLORE    | 6   | x  |    |    |    |
| 429 | 5001      | MUHIN SHEHAJ     | Muhin   | Shehaj      | U            | Grapes cultivation | VLORE    | 3   | x  |    |    |    |
| 430 | 5002      | BASHKIM KONOMI   | Bashkim | Konomi      | U            | Grapes cultivation | VLORE    | 5   | x  |    |    |    |
| 431 | 5053      | HASIM MEMINAJ    | Hasim   | Meminaj     | U            | Grapes cultivation | VLORE    | 15  | x  |    |    |    |
| 432 | 5054      | JAHO SHERAJ      | Jaho    | Sheraj      | U            | Grapes cultivation | VLORE    | 3   | x  |    |    |    |
| 433 | 5055      | NELSON XHAFERRI  | Nelson  | Xhaferrri   | U            | Grapes cultivation | VLORE    | 24  | x  | x  |    |    |
| 434 | 5056      | DRITAN REXHEPI   | Dritan  | Rexhepi     | U            | Grapes cultivation | VLORE    | 5   | x  |    |    |    |
| 435 | 5057      | KLEANT HYSI      | Kleant  | Hysi        | U            | Grape cultivation  | VLORE    | 18  | x  |    |    |    |

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| 436 | 5058      | FATOS HADERI     | Fatos    | Haderi     | U            | Grape cultivation                 | VLORE    | 3   | x  |    |    |    |
| 437 | 5060      | NAZIF SELIMAJ    | Nazif    | Selimaj    | U            | Grape cultivation                 | VLORE    | 3   | x  |    |    |    |
| 438 | 5061      | LUAN KAROBOLLI   | Luan     | Karobolli  | U            | Grapes cultivation and processing | VLORE    | 1   | x  |    |    |    |
| 439 | 5063      | GURI MATUSHI     | Guri     | Matushi    | U            | Grape cultivation                 | VLORE    | 2   | x  |    |    |    |
| 440 | 5064      | ZENEL GJONI      | Zenel    | Gjoni      | U            | Grapes cultivation                | VLORE    | 2   | x  |    |    |    |
| 441 | 5066      | GILO NOVRUZI     | Gilo     | Novruzi    | U            | Grape cultivation                 | VLORE    | 7   | x  |    |    |    |
| 442 | 5068      | ARTAN RAKIPAJ    | Artan    | Rakipaj    | U            | Grape cultivation                 | VLORE    | 1   | x  |    |    |    |
| 443 | 5069      | ALTIN BEGAJ      | Altin    | Begaj      | U            | Grape cultivation                 | VLORE    | 5   | x  |    |    |    |
| 444 | 5071      | LAVR COBAJ       | Laver    | Cobaj      | U            | Grape cultivation                 | VLORE    | 3   | x  |    |    |    |
| 445 | 5074      | AVNI MEMA        | Avni     | Mema       | U            | Grape cultivation                 | VLORE    | 2   | x  |    |    |    |
| 446 | 5075      | XHEVDET MAHILI   | Xhevdet  | Mahili     | U            | Grape cultivation                 | VLORE    | 4   | x  |    |    |    |
| 447 | 5079      | FERIK ZYKAJ      | Ferik    | Zykaj      | U            | Grape cultivation                 | VLORE    | 2   | x  |    |    |    |
| 448 | 5081      | FADIL BEQIRI     | Fadil    | Beqiri     | U            | Grape cultivation                 | VLORE    | 5   | x  |    |    |    |
| 449 | 5083      | AGIM TORE        | Agim     | Tore       | U            | Grape cultivation                 | VLORE    | 3   | x  |    |    |    |
| 450 | 5086      | ILIAS BILBILAJ   | Ilias    | Bilbilaj   | U            | Grape cultivation                 | VLORE    | 5   | x  |    |    |    |
| 451 | 5088      | AVNI SKENDAJ     | Avni     | Skendaj    | U            | Grape cultivation                 | VLORE    | 18  | x  |    |    |    |
| 452 | 5092      | MELSI FALLANI    | Melsi    | Fallani    | U            | Grape cultivation                 | VLORE    | 2   | x  |    |    |    |
| 453 | 5093      | LAVDERIM DASHAJ  | Lavderim | Dashaj     | U            | Grape cultivation                 | VLORE    | 3   | x  |    |    |    |
| 454 | 5094      | VIRON MEMAJ      | Viron    | Memaj      | U            | Grapes cultivation                | VLORE    | 2   | x  |    |    |    |
| 455 | 5095      | SKENDER MALAJ    | Skender  | Malaj      | U            | Grapes                            | VLORE    | 2   | x  |    |    |    |
| 456 | 5096      | GEZIM MIHAJ      | Gezim    | Mihaj      | U            | Grapes cultivation and processing | VLORE    | 1   | x  |    |    |    |
| 457 | 5098      | SHEZAI MEMAJ     | Shezai   | Memaj      | U            | Grapes cultivation                | VLORE    | 2   | x  |    |    |    |
| 458 | 5099      | SHKELQIM QEKAJ   | Shkelqim | Qekaj      | U            | Grapes cultivation                | VLORE    | 3   | x  |    |    |    |
| 459 | 5101      | NEAT XHAFERRI    | Neat     | Xhaferrri  | U            | Grapes cultivation                | VLORE    | 2   | x  |    |    |    |
| 460 | 5102      | TASIM MEMA       | Tasim    | Mema       | U            | Grapes cultivation                | VLORE    | 2   | x  |    |    |    |
| 461 | 5103      | HODO BILBILAJ    | Hodo     | Bilbilaj   | U            | Grapes cultivation                | VLORE    | 4   | x  |    |    |    |
| 462 | 5131      | ADILAJ KOJDHELI  | Adilaj   | Kojdheli   | U            | Grapes cultivation                | VLORE    | 1   | x  |    |    |    |
| 463 | 5134      | KAREMAN SERANI   | Kareman  | Serani     | U            | Grapes cultivation                | BERAT    | 4   | x  |    |    |    |
| 464 | 5135      | MESTAN MELOLLARI | Mestan   | Melollari  | U            | Grapes cultivation                | BERAT    | 2   | x  |    |    |    |
| 465 | 5136      | KUDRET MIMANI    | Kudret   | Mimani     | U            | Grapes cultivation                | BERAT    | 2   | x  |    |    |    |
| 466 | 5137      | RAUF MIMANI      | Rauf     | Mimani     | U            | Grapes cultivation                | BERAT    | 2   | x  |    |    |    |
| 467 | 5153      | FATMIR VESHI     | Fatmir   | Veshi      | U            | Grapes cultivation                | VLORE    | 1   | x  |    |    |    |
| 468 | 5154      | AGIM LIKSKENDAJ  | Agim     | Likskendaj | U            | Grapes cultivation                | VLORE    | 1   | x  |    |    |    |
| 469 | 5156      | MITAT BRAHIMI    | Mitat    | Brahimi    | U            | Grapes cultivation                | VLORE    | 1   | x  |    |    |    |

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| 470 | 5208      | SHTJEFEN ZEFI   | Shtjefen | Zefi     | U            | Grape cultivation | LEZHE    | 1   | x  |    |    |    |
| 471 | 5209      | PAULIN RVOZHAN  | Paulin   | Rvozhan  | U            | Grape cultivation | LEZHE    | 3   | x  |    |    |    |
| 472 | 5210      | TONIN EJDLI     | Tonin    | Ejdli    | U            | Grape cultivation | LEZHE    | 2   | x  |    |    |    |
| 473 | 5211      | NDUE LAZRI      | Ndue     | Lazri    | U            | Grape cultivation | LEZHE    | 2   | x  |    |    |    |
| 474 | 5212      | NEVRUZ JAUPI    | Nevruz   | Jaupi    | U            | Grape cultivation | LEZHE    | 2   | x  |    |    |    |
| 475 | 5213      | BARDHOK TRYCI   | Bardhok  | Tryci    | U            | Grape cultivation | LEZHE    | 1   | x  |    |    |    |
| 476 | 5216      | FRAN HASQERRI   | Fran     | Hasqerri | U            | Wine production   | BULQIZE  | 2   | x  |    |    |    |
| 477 | 5217      | GRAMOZ BANUSHI  | Gramoz   | Banushi  | U            | Wine production   | TIRANE   | 1   | x  |    |    |    |
| 478 | 5220      | GJOKE FRANGAJ   | Gjoke    | Frangaj  | U            | Grape cultivation | LEZHE    | 22  | x  |    |    |    |
| 479 | 5221      | IBRAHIM SUMAJLI | Ibrahim  | Sumajli  | U            | Grape cultivation | LEZHE    | 1   | x  |    |    |    |
| 480 | 5222      | HALIL KUQI      | Halil    | Kuqi     | U            | Grape yard        | LEZHE    | 1   | x  |    |    |    |
| 481 | 5234      | SHEFQET LAMI    | Shefqet  | Lami     | U            | Grape cultivation | TIRANE   | 2   | x  |    |    |    |
| 482 | 5236      | ALBERT LAMI     | Albert   | Lami     | U            | Grape cultivation | TIRANE   | 5   | x  |    |    |    |
| 483 | 5237      | KASEM KODRA     | Kasem    | Kodra    | U            | Grape cultivation | TIRANE   | 4   | x  |    |    |    |
| 484 | 5269      | PASHUK PRENDI   | Pashuk   | Prendi   | U            | Vineyard          | SHKODER  | 2   |    |    | x  |    |
| 485 | 5312      | AGIM LUSHI      | Agim     | Lushi    | U            | Grape cultivation | ELBASAN  | 3   | x  |    |    |    |
| 486 | 5313      | REFIK KOCI      | Refik    | Koci     | U            | Grape cultivation | ELBASAN  | 3   | x  |    |    |    |
| 487 | 5314      | SHKELQIM RUDA   | Shkelqim | Ruda     | U            | Grape cultivation | ELBASAN  | 3   | x  |    |    |    |
| 488 | 5315      | REXHEP TANUSHI  | Rexhep   | Tanushi  | U            | Grape cultivation | ELBASAN  | 5   | x  |    |    |    |
| 489 | 5316      | YMER REXHA      | Ymer     | Rexha    | U            | Grape cultivation | ELBASAN  | 3   | x  |    |    |    |
| 490 | 5317      | SKENDER MEZINI  | Skender  | Mezini   | U            | Grape cultivation | ELBASAN  | 5   | x  |    |    |    |
| 491 | 5318      | SOKOL GAXHE     | Sokol    | Gaxhe    | U            | Grape cultivation | ELBASAN  | 4   | x  |    |    |    |
| 492 | 5319      | SULEJMAN LUSHI  | Sulejman | Lushi    | U            | Grape cultivation | ELBASAN  | 5   | x  |    |    |    |
| 493 | 5320      | SHEFKI TERZIU   | Shefki   | Terziu   | U            | Grape cultivation | ELBASAN  | 4   | x  |    |    |    |
| 494 | 5321      | BEQIR GACE      | Beqir    | Gace     | U            | Grape cultivation | ELBASAN  | 4   | x  |    |    |    |
| 495 | 5322      | SOKOL ISMAILI   | Sokol    | Ismaili  | U            | Grape cultivation | ELBASAN  | 3   | x  |    |    |    |
| 496 | 5323      | IBRAHIM METANI  | Ibrahim  | Metani   | U            | Grape cultivation | ELBASAN  | 3   | x  |    |    |    |
| 497 | 5324      | SHERIF TOLA     | Sherif   | Tola     | U            | Grape cultivation | ELBASAN  | 4   | x  |    |    |    |
| 498 | 5325      | BILAL RUDA      | Bilal    | Ruda     | U            | Grape cultivation | ELBASAN  | 3   | x  |    |    |    |
| 499 | 5326      | HASAN MUZHAQI   | Hasan    | Muzhaqi  | U            | Grape cultivation | ELBASAN  | 4   | x  |    |    |    |
| 500 | 5327      | SELMAN GAXHE    | Selman   | Gaxhe    | U            | Grape cultivation | ELBASAN  | 6   | x  |    |    |    |
| 501 | 5328      | MUHAMET MURATI  | Muhamet  | Murati   | U            | Grape cultivation | ELBASAN  | 4   | x  |    |    |    |
| 502 | 5442      | ARBEN MEMA      | Arben    | Mema     | U            | Grape cultivation | DURRES   | 4   |    | x  |    |    |
| 503 | 5498      | BASTRI LLANAJ   | Bastri   | Llanaj   | U            | Grape cultivation | VLORE    | 2   | x  |    |    |    |

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| 504 | 5499      | FADIL LLANE       | Fadil      | Llane   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 505 | 5500      | NJAZI BRAKA       | Njazi      | Braka   | U            | Grape cultivation                   | VLORE    | 3   | x  |    |    |    |
| 506 | 5505      | PETRIT MALAJ      | Petrit     | Malaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 507 | 5506      | VIRON TOZAJ       | Viron      | Tozaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 508 | 5507      | MITHAT METAJ      | Mithat     | Metaj   | U            | Grape cultivation                   | VLORE    | 3   | x  |    |    |    |
| 509 | 5508      | PELLUMB MEMINAJ   | Pellumb    | Meminaj | U            | Grape cultivation                   | VLORE    | 3   | x  |    |    |    |
| 510 | 5509      | LIMOZ BEGAJ       | Limoz      | Begaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 511 | 5510      | ARIS KAPO         | Aris       | Kapo    | U            | Grape cultivation                   | VLORE    | 12  | x  |    |    |    |
| 512 | 5511      | SELMAN AGO        | Selman     | Ago     | U            | Grape cultivation                   | VLORE    | 6   | x  |    |    |    |
| 513 | 5512      | FESTIM ALLIU      | Festim     | Alliu   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 514 | 5513      | BABCE MEMINAJ     | Babce      | Meminaj | U            | Grape cultivation                   | VLORE    | 4   | x  |    |    |    |
| 515 | 5524      | ALEKSANDER BROKAJ | Aleksander | Brokaj  | U            | Grape cultivation                   | VLORE    | 4   | x  |    |    |    |
| 516 | 5525      | KLEANTHI BEGAJ    | Kleanthi   | Begaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 517 | 5526      | GEZIM BROKAJ      | Gezim      | Brokaj  | U            | Grape cultivation                   | VLORE    | 4   | x  |    |    |    |
| 518 | 5527      | BONDI BEGAJ       | Bondi      | Begaj   | U            | Grape cultivation                   | VLORE    | 4   | x  |    |    |    |
| 519 | 5528      | ROBERT NOTAJ      | Robert     | Notaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 520 | 5529      | LAVDERIM MUSAJ    | Lavderim   | Musaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 521 | 5530      | MEZAN MEMINAJ     | Mezan      | Meminaj | U            | Grape cultivation                   | VLORE    | 3   | x  |    |    |    |
| 522 | 5531      | RESHAT BEGAJ      | Reshat     | Begaj   | U            | Grape cultivation                   | VLORE    | 4   | x  |    |    |    |
| 523 | 5532      | RAMIZ BEGAJ       | Ramiz      | Begaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 524 | 5533      | JAKUP MEMINAJ     | Jakup      | Meminaj | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 525 | 5534      | ERNEST REXHEPI    | Ernest     | Rexhepi | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 526 | 5535      | AQIF NOTAJ        | Aqif       | Notaj   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 527 | 5536      | MEHMET ALEMI      | Mehmet     | Alemi   | U            | Grape cultivation                   | VLORE    | 1   | x  |    |    |    |
| 528 | 5537      | SKENDER BODO      | Skender    | Bodo    | U            | Grape cultivation                   | VLORE    | 7   | x  |    |    |    |
| 529 | 5538      | PATRIOT LAMAJ     | Patriot    | Lamaj   | U            | Grape cultivation                   | VLORE    | 3   | x  |    |    |    |
| 530 | 5539      | NEZIR SHEHU       | Nezir      | Shehu   | U            | Grape cultivation                   | VLORE    | 2   | x  |    |    |    |
| 531 | 5614      | ISLAM ZEZO        | Islam      | Zeqo    | U            | Olive cultivation                   | BERAT    | 1   | x  |    |    |    |
| 532 | 5652      | NURI SHKOZA       | Nuri       | Shkoza  | U            | Grape cultivation                   | TIRANE   | 1   | x  |    |    |    |
| 533 | 5659      | BEHAR TROSKI      | Behar      | Troski  | U            | Grape cultivation                   | TIRANE   | 1   | x  |    |    |    |
| 534 | 5662      | HAMDI GJUZI       | Hamdi      | Gjuzi   | U            | Grape cultivation                   | TIRANE   | 1   | x  |    |    |    |
| 535 | 5663      | MUHAMET KONDI     | Muhamet    | Kondi   | U            | Grape cultivation                   | TIRANE   | 1   | x  |    |    |    |
| 536 | 5668      | MUSTAFA DELLIU    | Mustafa    | Delliu  | U            | Grape cultivation                   | TIRANE   | 1   | x  |    |    |    |
| 537 | 5683      | RAMIZ DEDA        | Ramiz      | Deda    | U            | Grape cultivation (wine production) | TIRANE   | 6   | x  |    |    |    |

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| 538                   | 5692      | ADRIANO MUSOLLARI  | Adriana       | Musollari | U            | Grape cultivation (wine production)   | TIRANE   | 6   | x  |    |    |    |
| <b>DAIRY PRODUCTS</b> |           |                    |               |           |              |                                       |          |     |    |    |    |    |
| 539                   | 215       | MIRELI             | Aqif          | Caca      | L            | Milk processing                       | DURRES   | 30  |    | x  |    |    |
| 540                   | 227       | LUSHKJA            | Shaqir        | Lushkja   | S            | Dairy products                        | KAVAJE   | 16  |    | x  |    |    |
| 541                   | 232       | SHAMETI            | Ilirian       | Shameti   | S            | Dairy products                        | VLORE    | 3   |    | x  |    |    |
| 542                   | 235       | ARBI               | Dorian        | Alla      | L            | Milk processing                       | TIRANE   | 13  |    | x  |    |    |
| 543                   | 283       | GREAL              | Guri          | Lako      | L            | Milk processing                       | KORCE    | 6   |    | x  |    |    |
| 544                   | 309       | LAMA               | Simon         | Lamaj     | L            | Milk processing                       | KURBIN   | 3   |    | x  |    | x  |
| 545                   | 324       | NETI               | Hysen         | Koci      | U            | Dairy products                        | KAVAJE   | 13  |    | x  |    |    |
| 546                   | 350       | ALBAMILK           | Orhan         | Miloti    | S            | Dairy products                        | SHKODER  | 10  | x  | x  |    | x  |
| 547                   | 503       | IDRIZ ZEQRIRI      | Idriz         | Zeqiri    | S            | Dairy farming                         | SARANDE  | 1   |    |    | x  |    |
| 548                   | 904       | VAS LUKAJ          | Vas           | Lukaj     | U            | Dairy farming                         | SHKODER  | 2   | x  |    |    |    |
| 549                   | 1016      | KUJTIM IDRIZI      | Kujtim        | Idrizi    | U            | Dairy production.                     | SHKODER  | 3   |    |    | x  |    |
| 550                   | 1035      | GANI               | Gani          | Ethem     | U            | Dairy production                      | SHKODER  | 3   |    |    | x  |    |
| 551                   | 2076      | VENDIM SINANI      | Vendim        | Sinani    | S            | Milk processing                       | VLORE    | 6   | x  |    |    |    |
| 552                   | 2496      | NIKOLINO           | Arben         | Kolaj     | S            | Dairy producer                        | SHKODER  | 10  | x  | x  | x  |    |
| 553                   | 3336      | TOME SHELQETJA     | Tome          | Shelqetja | S            | Dairy products                        | SHKODER  | 22  | x  | x  |    |    |
| 554                   | 3733      | TEIST Shpk         | Leonidha      | Hoxhaj    | L            | Milk Processing                       | FIER     | 7   |    | x  |    |    |
| 555                   | 3761      | NESTI THOMO        | Nesti         | Thomo     | L            | Milk Gathering                        | FIER     | 9   |    |    | x  |    |
| 556                   | 3848      | AKPER QATIPI       | Akper         | Qatipi    | S            | Milk processing                       | ELBASAN  | 8   |    | x  |    |    |
| 557                   | 4900      | ERIDIAN HOXHA      | Eridian       | Hoxha     | U            | Dairy Production, cows for milk       | TIRANE   | 3   |    |    | x  |    |
| 558                   | 4917      | PANDO BAKALLI      | Pando         | Bakalli   | R            | Milk Processing                       | SARANDE  | 6   |    |    | x  |    |
| 559                   | 4926      | ADRIATIK GACI      | Adriatik      | Gaci      | U            | Dairy (cheese, and other assortments) | DELVINE  | 2   |    |    | x  |    |
| 560                   | 4940      | BARDHI BALLA       | Bardhi        | Balla     | U            | Dairy products                        | VLORE    | 3   |    | x  |    |    |
| 561                   | 5140      | BARDHYL BALLA      | Bardhyl       | Balla     | U            | Dairy products                        | VLORE    | 6   | x  |    |    |    |
| 562                   | 5191      | MAKSUT, ARBEN MALO | Maksut, Arben | Malo      | S            | Dairy products                        | KORCE    | 8   |    |    |    | x  |
| 563                   | 5223      | JANI NINI          | Jani          | Nini      | U            | Dairy products                        | SARANDE  | 1   |    |    | x  |    |
| 564                   | 5257      | PELLUMB HOXHA      | Pellumb 2     | Hoxha     | L            | Dairy product                         | DURRES   | 4   |    | x  |    |    |
| 565                   | 5343      | EGDI - GRAMA       | Armand        | Reveli    | L            | Milk processing                       | TIRANE   | 20  |    | x  |    |    |
| 566                   | 5351      | FERLAT Shpk        | Ferdinand     | Ibrahimi  | L            | Milk processor                        | TIRANE   | 40  |    | x  |    |    |
| 567                   | 5403      | ABEDIN AVDULI      | Abedin        | Avduli    | U            | Milk Processing                       | SARANDE  | 5   |    |    | x  |    |
| 568                   | 5406      | SOKRAT HALIMI      | Sokrat        | Halimi    | U            | Milk Production & processing          | PERMET   | 2   |    |    | x  |    |
| 569                   | 5637      | AVDI ADEMI         | Avdi          | Ademi     | U            | Milk processor                        | SHKODER  | 9   | x  |    |    |    |
| 570                   | 5638      | PJERIN KOLA        | Pjerin        | Kola      | U            | Dairy processing                      | SHKODER  | 1   | x  |    |    |    |

| No.                                     | Client ID | Business Name    | Owner      |           | Legal Status | Activity Type                    | District | FTE | TR | AP | SM | SB |
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|   |           |                  | Name       | Surname   |              |                                  |          |     |    |    |    |    |
| 571                                     | 5639      | ZEF MATIA        | Zef        | Matia     | U            | Milk processor                   | SHKODER  | 1   | x  |    |    |    |
| 572                                     | 5640      | AHMET LANAJ      | Ahmet      | Lanaj     | U            | Milk processor                   | SHKODER  | 4   | x  |    |    |    |
| 573                                     | 5641      | SIMON LEKA       | Simon      | Leka      | U            | Milk processor                   | SHKODER  | 4   | x  |    |    |    |
| 574                                     | 5642      | PAL PREKA        | Pal        | Preka     | U            | Milk processor                   | SHKODER  | 1   | x  |    |    |    |
| 575                                     | 5643      | BEJTO HOXHA      | Bejto      | Hoxha     | U            | Milk processor                   | SHKODER  | 10  | x  |    |    |    |
| 576                                     | 5644      | ADILE PULTI      | Adile      | Pulti     | U            | Dairy products                   | SHKODER  | 1   | x  |    |    |    |
| 577                                     | 5645      | ILIR PREKA       | Ilir       | Preka     | U            | Dairy products                   | SHKODER  | 1   | x  |    |    |    |
| 578                                     | 5646      | DEMUSH TAHIRI    | Demush     | Tahiri    | U            | Dairy product                    | SHKODER  | 1   | x  |    |    |    |
| 579                                     | 5647      | AGIM RAMA        | Agim       | Rama      | U            | Milk processor                   | SHKODER  | 1   | x  |    |    |    |
| 580                                     | 5648      | HAMDI MLLOJA     | Hamdi      | Mlloja    | U            | Milk processing                  | SHKODER  | 1   | x  |    |    |    |
| 581                                     | 5649      | FADIL HETA       | Fadil      | Heta      | U            | Milk processing                  | SHKODER  | 1   | x  |    |    |    |
| 582                                     | 5650      | MINIRE MANDIJA   | Minire     | Mandija   | U            | Dairy products                   | SHKODER  | 1   | x  |    |    |    |
| 583                                     | 5651      | QEMAL HOXHA      | Qemal      | Hoxha     | U            | Milk processing                  | SHKODER  | 5   | x  |    |    |    |
| <b>OLIVE CULTIVATION AND PROCESSING</b> |           |                  |            |           |              |                                  |          |     |    |    |    |    |
| 584                                     | 1168      | VESAF MUSAI      | Vesaf      | Musai     | S            | Olive tree seedling              | VLORE    | 7   | x  | x  |    |    |
| 585                                     | 1179      | SELIM HILA       | Selim      | Hila      | U            | Olive growing                    | VLORE    | 2   | x  |    |    |    |
| 586                                     | 1181      | PELLUMB ALIRAJ   | Pellumb    | Aliraj    | L            | Olive processing                 | VLORE    | 8   |    | x  |    |    |
| 587                                     | 1182      | SABIN            | Lulezim    | Kapllani  | U            | Olive processing                 | VLORE    | 11  |    | x  |    |    |
| 588                                     | 1200      | ALIAJ            | Pilo       | Aliaj     | U            | Olive cultivation                | VLORE    | 2   | x  |    |    |    |
| 589                                     | 1923      | ERISA Shpk       | Bujar      | Haxhisala | L            | Olive processing                 | BERAT    | 3   |    |    |    | x  |
| 590                                     | 3934      | SHKALLA Shpk     | Shpresa    | Shkalla   | L            | Olive processing                 | TIRANE   | 10  | x  | x  |    |    |
| 591                                     | 3938      | SABI LICI        | Sabi       | Lici      | U            | Olive cultivation                | TIRANE   | 1   | x  |    |    |    |
| 592                                     | 4244      | PELLUMB HOXHA    | Pellumb    | Hoxha     | U            | Olive cultivation                | BERAT    | 2   | x  |    |    |    |
| 593                                     | 5065      | FIQIRI RUMAJ     | Fiqiri     | Rumaj     | U            | Olive processing                 | VLORE    | 2   | x  |    |    |    |
| 594                                     | 5067      | XHEVAT LIKA      | Xhevat     | Lika      | U            | Olive processing                 | VLORE    | 2   | x  |    |    |    |
| 595                                     | 5072      | LELO TARAJ       | Lelo       | Taraj     | U            | Olive cultivation and processing | VLORE    | 2   | x  |    |    |    |
| 596                                     | 5073      | AGO REXHEPI      | Ago        | Rexhepi   | U            | Olive Processing                 | VLORE    | 2   | x  |    |    |    |
| 597                                     | 5080      | SHKELQIM LELAJ   | Shkelqim   | Lelaj     | U            | Olive cultivation                | VLORE    | 4   | x  |    |    |    |
| 598                                     | 5082      | KOSTANDINO NAKOJ | Kostandino | Nakoj     | U            | Olive cultivation                | VLORE    | 3   | x  |    |    |    |
| 599                                     | 5084      | LAMCE HODAJ      | Lamce      | Hodaj     | U            | Olive cultivation                | VLORE    | 1   | x  |    |    |    |
| 600                                     | 5089      | LEFTER SINA      | Lefter     | Sina      | U            | Olive cultivation and processing | VLORE    | 7   | x  |    |    |    |
| 601                                     | 5091      | GRANIT KASAJ     | Granit     | Kasaj     | U            | Olove processing                 | VLORE    | 4   | x  |    |    |    |
| 602                                     | 5152      | IBRAHIM BEJAJ    | Ibrahim    | Bejaj     | U            | Olive processing                 | VLORE    | 1   | x  |    |    |    |
| 603                                     | 5240      | HYSEN MEREPEZA   | Hysen      | Merepeza  | U            | Olive processing                 | TIRANE   | 6   | x  |    |    |    |

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| 604 | 5243      | PETRIT CEKERRI     | Petrit       | Cekerrri   | U            | Olive processing  | TIRANE         | 2   | x  |    |    |    |
| 605 | 5245      | NIKOLIN GJIKONDI   | Nikolin      | Gjikondi   | L            | Olive processing  | SARANDE        | 4   | x  | x  |    |    |
| 606 | 5352      | HAXHI MUSTACANAJ   | Haxhi        | Mustacanaj | U            | Olive processing  | SHKODER        | 3   | x  |    |    |    |
| 607 | 5353      | LUTFI HASANI       | Lutfi        | Hasani     | U            | Olive processor   | SHKODER        | 5   | x  |    |    |    |
| 608 | 5354      | RROK NDOJA         | Rrok         | Ndoja      | U            | Olive processor   | SHKODER        | 1   | x  |    |    |    |
| 609 | 5355      | AGIM ALIA          | Agim         | Alia       | U            | Olive processor   | SHKODER        | 3   | x  |    |    |    |
| 610 | 5356      | MEXHIT HASANAJ     | Mexhit       | Hasanaj    | U            | Olive processing  | SHKODER        | 2   | x  |    |    |    |
| 611 | 5357      | MARK MARDODA       | Mark         | Mardoda    | U            | Olive processing  | MALESI E MADHE | 4   | x  |    |    |    |
| 612 | 5358      | BESIM MORIQI       | Besim        | Moriqi     | S            | Olive processing  | SHKODER        | 4   | x  |    |    |    |
| 613 | 5359      | RAMADAN VELIAJ     | Ramadan      | Veliaj     | U            | Olive processing  | SHKODER        | 1   | x  |    |    |    |
| 614 | 5360      | MUHAMET DULI       | Muhamet      | Duli       | U            | Olive processing  | SHKODER        | 11  | x  |    |    |    |
| 615 | 5361      | GAS (GASPER) RROKU | Gac (Gasper) | Rroku      | U            | Olive processing  | SHKODER        | 1   | x  |    |    |    |
| 616 | 5362      | ILIR MORIQI        | Ilir         | Moriqi     | U            | Olive processing  | SHKODER        | 2   | x  |    |    |    |
| 617 | 5363      | SHYQYRI HALILI     | Shyqyri      | Haili      | U            | Olive processing  | SHKODER        | 3   | x  |    |    |    |
| 618 | 5364      | AMARILTO           | Tome         | Malshi     | U            | Olive processing  | LEZHE          | 6   | x  |    |    |    |
| 619 | 5456      | PETRO KONOMI       | Petro        | Konomi     | U            | Olive cultivation | VLORE          | 2   | x  |    |    |    |
| 620 | 5457      | THOMA GORO         | Thoma        | Goro       | U            | Olive cultivator  | VLORE          | 4   | x  |    |    |    |
| 621 | 5458      | KLEARKO LLAZARI    | Klearko      | Llazari    | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 622 | 5459      | DHIMITRAQ COLI     | Dhimitraq    | Coli       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 623 | 5460      | ANDREA BOLLANO     | Andrea       | Bollano    | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 624 | 5461      | ALQI LLAZARI       | Alqi         | Llazari    | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 625 | 5462      | LEFTER COMI        | Lefter       | Comi       | U            | Olive cultivation | VLORE          | 2   | x  |    |    |    |
| 626 | 5463      | KRISTO CIPA        | Kristo       | Cipa       | U            | Olive producer    | VLORE          | 1   | x  |    |    |    |
| 627 | 5464      | PAVLLO XHANI       | Pavlo        | Xhani      | U            | Olive producer    | VLORE          | 1   | x  |    |    |    |
| 628 | 5465      | KLEARKO XHANI      | Klearko      | Xhani      | U            | Olive cultivation | VLORE          | 2   | x  |    |    |    |
| 629 | 5466      | POLO BOCI          | Polo         | Boci       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 630 | 5467      | NINO BOCI          | Nino         | Boci       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 631 | 5468      | SIHAT CURRI        | Sihat        | Curri      | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 632 | 5471      | ALEKSANDER GUMA    | Aleksander   | Guma       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 633 | 5472      | ENEK KUMI          | Enek         | Kumi       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 634 | 5473      | FIorentin BALI     | Fiorentin    | Bali       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 635 | 5474      | PINO ANDONI        | Piro         | Andoni     | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 636 | 5475      | PILO CALI          | Pilo         | Cali       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |
| 637 | 5476      | ANESTI GORO        | Anesti       | Goro       | U            | Olive cultivation | VLORE          | 1   | x  |    |    |    |

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|     |           |                 | Name     | Surname   |              |                   |          |     |    |    |    |    |
| 638 | 5479      | STEFO DUNI      | Stefo    | Duni      | U            | Olive cultivation | VLORE    | 1   | x  |    |    |    |
| 639 | 5480      | PANO GJINDEDI   | Pano     | Gjindedi  | U            | Olive cultivation | VLORE    | 1   | x  |    |    |    |
| 640 | 5481      | MILO PETROMILO  | Milo     | Petromilo | U            | Olive cultivation | VLORE    | 1   | x  |    |    |    |
| 641 | 5482      | APOSTOL CANI    | Apostol  | Canj      | U            | Olive cultivation | VLORE    | 1   | x  |    |    |    |
| 642 | 5483      | JORGO KAPUCI    | Jorgo    | Kapuci    | U            | Olive cultivation | VLORE    | 1   | x  |    |    |    |
| 643 | 5484      | FEIZI AVDULLAI  | Feizi    | Avdullai  | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 644 | 5485      | MUSA BALO       | Musa     | Balo      | U            | Olive cultivation | VLORE    | 5   | x  |    |    |    |
| 645 | 5486      | ILMI HARUNI     | Ilmi     | Haruni    | U            | Olive processing  | VLORE    | 6   | x  |    |    |    |
| 646 | 5487      | MITRO CIPO      | Mitro    | Cipo      | U            | Olive processing  | VLORE    | 4   | x  |    |    |    |
| 647 | 5488      | EQEREM SALIU    | Eqerem   | Saliu     | U            | Olive cultivation | VLORE    | 3   | x  |    |    |    |
| 648 | 5490      | BUJAR DAUTAJ    | Bujar    | Dautaj    | U            | Olive processing  | VLORE    | 3   | x  |    |    |    |
| 649 | 5491      | ISMAIL HARUNI   | Ismail   | Haruni    | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 650 | 5492      | ANELI HARUNI    | Aneli    | Haruni    | U            | Olive cultivation | VLORE    | 2   | x  |    |    |    |
| 651 | 5493      | RIKO ZANI       | Riko     | Zani      | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 652 | 5494      | RRAPO LAZE      | Rrapo    | Laze      | U            | Olive cultivation | VLORE    | 2   | x  |    |    |    |
| 653 | 5495      | BIDO ZENELI     | Bido     | Zeneli    | U            | Olive cultivation | VLORE    | 5   | x  |    |    |    |
| 654 | 5496      | LAME KAPLLANI   | Lame     | Kapllani  | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 655 | 5497      | GAZALI ZENELI   | Gazali   | Zeneli    | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 656 | 5501      | GAFUR MYRTAJ    | Gafur    | Myrtaj    | U            | Olive cultivation | VLORE    | 3   | x  |    |    |    |
| 657 | 5515      | LLUK BAKA       | Lluk     | Baka      | U            | Olive processing  | VLORE    | 2   | x  |    |    |    |
| 658 | 5519      | KRENAR ARAPI    | Krenar   | Arapi     | U            | Olive processing  | VLORE    | 4   | x  |    |    |    |
| 659 | 5520      | PATRIOT TODHO   | Patriot  | Todho     | U            | Olive producer    | VLORE    | 3   | x  |    |    |    |
| 660 | 5548      | MUHARREM JANI   | Muharem  | Jani      | U            | Olive producer    | VLORE    | 4   | x  |    |    |    |
| 661 | 5549      | MEFAIL HAXHIU   | Mefail   | Haxhiu    | U            | Olive cultivation | VLORE    | 3   | x  |    |    |    |
| 662 | 5550      | REXHEP DANO     | Rexhep   | Dano      | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 663 | 5551      | LLAZI MITRO     | Llazi    | Mitro     | U            | Olive cultivation | VLORE    | 6   | x  |    |    |    |
| 664 | 5552      | MUSA FERRUNI    | Musa     | Ferruni   | U            | Olive cultivation | VLORE    | 9   | x  |    |    |    |
| 665 | 5553      | THODHORI VERAJ  | Thodhori | Veraj     | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 666 | 5554      | ARTUR ISAKU     | Artur    | Isaku     | U            | Olive producer    | VLORE    | 3   | x  |    |    |    |
| 667 | 5555      | TODI KORETA     | Todi     | Koreta    | U            | Olive cultivator  | VLORE    | 4   | x  |    |    |    |
| 668 | 5556      | XHEVAIR ZANAJ   | Xhevair  | Zanaj     | U            | Olive cultivation | VLORE    | 3   | x  |    |    |    |
| 669 | 5557      | LLUKA KORETA    | LLuka    | Koreta    | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 670 | 5558      | MITI GUSHO      | Miti     | Gusho     | U            | Olive cultivation | VLORE    | 2   | x  |    |    |    |
| 671 | 5559      | THANAS DERVISHI | Thanas   | Dervishi  | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |

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| 672 | 5560      | PELIVAN ISUFI   | Pelivan  | Isufi   | U            | Olive cultivation | VLORE    | 4   | x  |    |    |    |
| 673 | 5561      | RRAPO ALIAJ     | Rapo     | Aliaj   | U            | Olive producer    | VLORE    | 5   | x  |    |    |    |
| 674 | 5562      | AGUR ALIRAJ     | Agur     | Aliraj  | U            | Olive cultivation | VLORE    | 6   | x  |    |    |    |
| 675 | 5563      | ENDRI HOXHAJ    | Endri    | Hoxhaj  | U            | Olive cultivation | VLORE    | 6   | x  |    |    |    |
| 676 | 5564      | ILIRIAN MEZINI  | Ilirjan  | Mezini  | U            | Olive cultivation | VLORE    | 6   | x  |    |    |    |
| 677 | 5600      | TRAD.EL.SKILJA  | Fatmir   | Skilja  | L            | Olive processing  | ELBASAN  | 2   |    | x  |    |    |
| 678 | 5602      | TAJAR ALIAJ     | Tajar    | Aliaj   | S            | Olive cultivation | FIER     | 5   |    | x  |    |    |
| 679 | 5608      | PIKU Shpk       | Petrit   | Piku    | U            | Oil producer      | ELBASAN  | 8   |    | x  |    |    |
| 680 | 5612      | AGRON 2 HOXHA   | Agron 2  | Hoxha   | U            | Olive cultivation | BERAT    | 1   | x  |    |    |    |
| 681 | 5613      | VLADIMIR DUSHKU | Vladimir | Dushku  | U            | Olive cultivation | BERAT    | 1   | x  |    |    |    |
| 682 | 5615      | IZET HOXHA      | Izet     | Hoxha   | U            | Olive cultivation | BERAT    | 2   | x  |    |    |    |
| 683 | 5616      | FERDI SULKA     | Ferdi    | Sulka   | U            | Olive cultivation | BERAT    | 1   | x  |    |    |    |
| 684 | 5617      | GRAMOZ HOXHA    | Gramoz   | Hoxha   | U            | Olive cultivation | BERAT    | 1   | x  |    |    |    |
| 685 | 5618      | FASLLI HOXHA    | Faslli   | Hoxha   | U            | Olive cultivation | BERAT    | 16  | x  |    |    |    |
| 686 | 5619      | KASEM RIPAJ     | Kasem    | Ripaj   | U            | Olive cultivation | BERAT    | 1   | x  |    |    |    |
| 687 | 5620      | IBRAHIM XHAXHO  | Ibrahim  | Xhaxho  | U            | Olive cultivation | BERAT    | 6   | x  |    |    |    |
| 688 | 5621      | BASHKIM TOPI    | Bashkim  | Topi    | U            | Olive cultivation | BERAT    | 5   | x  |    |    |    |
| 689 | 5622      | IDAJET SULKA    | Idajet   | Sulka   | U            | Olive cultivation | BERAT    | 4   | x  |    |    |    |
| 690 | 5623      | ISUF BAXHIA     | Isuf     | Baxhia  | U            | Olive cultivation | BERAT    | 5   | x  |    |    |    |
| 691 | 5624      | ARTAN HOXHA     | Artan    | Hoxha   | U            | Olive cultivation | BERAT    | 3   | x  |    |    |    |
| 692 | 5625      | ISMAIL HOXHA    | Ismail   | Hoxha   | U            | Olive cultivation | BERAT    | 2   | x  |    |    |    |
| 693 | 5626      | IBRAHIM MILAJ   | Ibrahim  | Milaj   | U            | Olive cultivation | BERAT    | 2   | x  |    |    |    |
| 694 | 5627      | QAMIL PIRJANI   | Qamil    | Pirjani | U            | Olive cultivation | BERAT    | 4   | x  |    |    |    |
| 695 | 5628      | ARSHIN METOHU   | Arshin   | Metohu  | U            | Olive cultivation | BERAT    | 4   | x  |    |    |    |
| 696 | 5629      | PERPARIM MILAJ  | Perparim | Milaj   | U            | Olive cultivation | BERAT    | 2   | x  |    |    |    |
| 697 | 5653      | ARBEN SHKOZA    | Arben    | Shkoza  | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 698 | 5654      | QAMIL PICALLI   | Qamil    | Picalli | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 699 | 5655      | YLLI LALA       | Ylli     | Lala    | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 700 | 5656      | SABRI LALA      | Sabri    | Lala    | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 701 | 5657      | BUJAR TROSKI    | Bujar    | Troski  | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 702 | 5658      | HYSNI TROSKI    | Hysni    | Troski  | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 703 | 5660      | BASHKIM TROSKI  | Bashkim  | Troski  | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 704 | 5661      | SABRI BEGU      | Sabri    | Begu    | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |
| 705 | 5664      | HAXHI HASA      | Haxhi    | Hasa    | U            | Olive cultivation | TIRANE   | 1   | x  |    |    |    |

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|                                      |           |                       | Name            | Surname         |              |                                      |          |     |    |    |    |    |
| 706                                  | 5665      | MALIQEN META          | Maliqen         | Meta            | U            | Olive cultivation                    | TIRANE   | 1   | x  |    |    |    |
| 707                                  | 5666      | GANI HIDA             | Gani            | Hida            | U            | Olive cultivation                    | TIRANE   | 1   | x  |    |    |    |
| 708                                  | 5667      | REXHEP BASTARI        | Rexhep          | Bastari         | U            | Olive cultivation                    | TIRANE   | 1   | x  |    |    |    |
| 709                                  | 5669      | ISLAM DELIU           | Islam           | Deliu           | U            | Olive cultivation                    | TIRANE   | 1   | x  |    |    |    |
| <b>BREAD AND PASTRIES PRODUCTION</b> |           |                       |                 |                 |              |                                      |          |     |    |    |    |    |
| 710                                  | 1019      | HASIME SHATRI         | Hasime          | Shatri          | S            | Bakery Bread Production              | TIRANE   | 4   |    |    | x  |    |
| 711                                  | 1191      | GORREJA Shpk          | Sokrat          | Kuqi            | L            | Flour production & bakery            | LUSHNJE  | 14  |    |    | x  |    |
| 712                                  | 1728      | BEHARI                | Shaniko         | Goxhaj          | L            | Bakery, sweets production            | TIRANE   | 15  |    | x  |    |    |
| 713                                  | 1991      | QAZIM KUCI            | Qazim           | Kuci            | U            | Bread production                     | BERAT    | 5   |    |    | x  |    |
| 714                                  | 2065      | GJINOLLARI            | Tonin           | Gjinollari      | R            | Bakery - Bread Production            | TIRANE   | 13  |    |    | x  |    |
| 715                                  | 2066      | KOZETA SHKEMBI        | Kozeta          | Shkemi          | S            | Bakery                               | TIRANE   | 6   |    |    | x  |    |
| 716                                  | 2434      | SHABANI Shpk          | Shkelqim        | Hoxhaj          | L            | Flour processing                     | FIER     | 19  |    | x  |    | x  |
| 717                                  | 2509      | HEKURAN BREGASI       | Hekuran         | Bregasi         | U            | Wheat processing                     | FIER     | 1   |    |    | x  |    |
| 718                                  | 2823      | SHKELQIM CELA         | Shkelqim        | Cela            | U            | Bakery                               | KRUJE    | 5   |    |    | x  |    |
| 719                                  | 2973      | PASSARELA             | Edlira & Valter | Kozeli          | S            | Bakery - Sweets Production           | TIRANE   | 32  |    |    | x  |    |
| 720                                  | 3571      | NEVZAT HOXHAI         | Nevzat          | Hoxhaj          | U            | Bakery                               | DURRES   | 8   |    |    | x  |    |
| 721                                  | 3572      | SAMI BICI             | Sami            | Bici            | U            | Ice cream production & Pastry        | SHKODER  | 5   |    |    | x  |    |
| 722                                  | 3969      | EVEREST               | Hyqmet          | Shehi           | L            | Dessert maker                        | TIRANE   | 7   |    | x  |    |    |
| 723                                  | 4175      | FATMIR LIKA           | Fatmir          | Lika            | S            | Flour Production                     | KURBIN   | 2   |    |    | x  |    |
| 724                                  | 4816      | IRENA ROJDA           | Irena           | Rojda           | U            | Bread Bakery                         | DURRES   | 2   |    |    | x  |    |
| 725                                  | 4863      | HELIDON CENOLLI       | Helidon         | Cenolli         | U            | Bakery & flour factory               | KORCE    | 4   |    |    | x  |    |
| 726                                  | 4876      | ETLEVA MALAJ          | Etleva          | Malaj           | U            | Pie & picas bakery                   | DURRES   | 1   |    |    | x  |    |
| 727                                  | 4879      | AGIM NASKA            | Agim            | Naska           | U            | Sweets production, Pastry            | TIRANE   | 2   |    |    | x  |    |
| 728                                  | 4881      | DASHNOR AGACI         | Dashnor         | Agaci           | S            | Flour & bread production             | FIER     | 1   |    |    | x  |    |
| 729                                  | 4886      | FAIK SHKALLA          | Faik            | Shkalla         | U            | Bakery                               | LIBRAZHD | 2   |    |    | x  |    |
| 730                                  | 4903      | DURIM SUBASHI         | Durim           | Subashi         | S            | Bread Production(Bakery)             | ELBASAN  | 3   |    |    | x  |    |
| 731                                  | 4928      | HANIFE MERA(MAKISHTI) | Hanife          | Mera (Makishti) | U            | Ice-cream production & confectionery | TIRANE   | 2   |    |    | x  |    |
| 732                                  | 4958      | ALBA-MAJA Shpk        | Ibrahim         | Hoxha           | L            | Yeast productions                    | TIRANE   | 21  |    | x  |    |    |
| 733                                  | 4977      | SOKOL CAHANI          | Sokol           | Cahani          | U            | Bakery & byrek                       | TIRANE   | 3   |    | x  |    |    |
| 734                                  | 4980      | AKROPOL               | Spiro           | Papa            | U            | Dessert maker                        | TIRANE   | 12  |    | x  |    |    |
| 735                                  | 4996      | ARJANIT ILJAZI        | Arjanit         | Iljazi          | S            | Bread Bakery                         | TIRANE   | 4   |    |    | x  |    |
| 736                                  | 5019      | GURIE HAXHILLARI      | Gurie           | Haxhillari      | R            | Bread Production - Bakery            | TIRANE   | 3   |    |    | x  |    |
| 737                                  | 5021      | MIMOZA TABAKU         | Mimoza          | Tabaku          | U            | Bakery - Bread                       | DURRES   | 2   |    |    | x  |    |
| 738                                  | 5030      | LAZE Shpk             | Bashkim         | Laze            | U            | Flour production                     | TIRANE   | 32  |    | x  |    |    |

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| 739                     | 5049      | LAVDIJE RAMAJ    | Lavdije    | Ramaj           | U            | Bread Bakery                            | FIER           | 3   |    |    | x  |    |
| 740                     | 5050      | LEFTER PUCI      | Lefter     | Puci            | U            | Bread Bakery                            | GJIROKASTER    | 3   |    |    | x  |    |
| 741                     | 5180      | ISUFI Shpk       | Bashkim    | Jonuzi          | L            | Food Products manufacturing             | SHKODER        | 9   |    |    |    | x  |
| 742                     | 5185      | ALIZOTI Shpk     | Hasan      | Alizoti         | L            | Bread Production                        | SARANDE        | 7   |    |    |    | x  |
| 743                     | 5196      | GENTIAN HYSENAJ  | Gentian    | Hysenaj         | S            | Production of sweets                    | FIER           | 15  |    |    |    | x  |
| 744                     | 5200      | BEHIJE DOKU      | Behije     | Doku            | S            | Bakery                                  | TIRANE         | 8   |    |    |    | x  |
| 745                     | 5227      | F.A.B.A Shpk     | Brita      | Mihilli (Balla) | L            | Bread & spaghetti                       | TIRANE         | 50  |    |    |    | x  |
| 746                     | 5275      | BACKMAN TIRANE   | Mimoza     | Zenelaku        | S            | Bread bakery and other pastries         | TIRANE         | 11  |    |    | x  |    |
| 747                     | 5350      | FATMIRA BASSU    | Fatmira    | Bassu           | U            | Bakery, Confectionary                   | TIRANE         | 1   |    |    | x  |    |
| 748                     | 5440      | SOVJET MEHMETI   | Sovjet     | Mehmeti         | S            | Bread Production                        | SARANDE        | 2   |    |    | x  |    |
| 749                     | 5504      | PITMOLLA Shpk    | Tonin      | Gjoni           | L            | Croissant, biscuits producer            | LUSHNJE        | 19  |    | x  |    |    |
| 750                     | 5632      | KLODIAN DAVIDHI  | Klodian    | Davidhi         | U            | Bread production - bakery               | TIRANE         | 6   |    |    |    | x  |
| <b>HERBS AND SPICES</b> |           |                  |            |                 |              |   |                |     |    |    |    |    |
| 751                     | 91        | MUCA             | Vasel      | Muca            | L            | Herbs processing                        | SHKODER        | 52  | x  | x  |    |    |
| 752                     | 1023      | PEPA Shpk        | Myslym     | Pepa            | L            | Collection and processing of med. herbs | DURRES         | 4   |    |    | x  |    |
| 753                     | 4961      | EDI G. Shpk      | Fahrie     | Zenelaj         | L            | Herbs and spices                        | MALESI E MADHE | 12  |    | x  |    |    |
| 754                     | 5206      | LUAN DIKO        | Luan       | Diko            | S            | Retailer of Medicinal plants            | POGRADEC       | 2   |    |    |    | x  |
| 755                     | 5693      | GJIN GJOKA       | Gjin       | Gjoka           | U            | Herbs and spices collection             | LEZHE          | 11  | x  |    |    |    |
| <b>MEAT PROCESSING</b>  |           |                  |            |                 |              |   |                |     |    |    |    |    |
| 756                     | 2215      | TONA CO Shpk     | Nikolla    | Tona            | L            | Sausages production                     | KORCE          | 53  |    |    |    | x  |
| 757                     | 2422      | SHENASIM SADIKAJ | Shenasim   | Sadikaj         | S            | Poultry Farm for Meat                   | FIER           | 6   |    | x  |    |    |
| 758                     | 2503      | ZEF NDRECA       | Zef        | Ndreca          | U            | Swinery farm                            | KURBIN         | 8   | x  | x  |    |    |
| 759                     | 2510      | KENEDI Shpk      | Sadete     | Toli            | L            | Production of sausages                  | TIRANE         | 50  | x  |    |    |    |
| 760                     | 3407      | ALSA Shpk        | Aleksander | Kapaj           | L            | Producer of sausages and meat           | VLORE          | 26  |    | x  |    |    |
| 761                     | 4912      | GENTIAN LLESHI   | Gentian    | Lleshi          | R            | Meat processing (salami, shishqebap)    | ELBASAN        | 9   |    |    | x  |    |
| 762                     | 4962      | CLASS            | Ardian     | Mema            | L            | Meat processor                          | TIRANE         | 10  |    | x  |    |    |
| 763                     | 4968      | KORÇA FRESK      | Iliriana   | Kutrolli        | L            | Meat processing (Chicken)               | KORCE          | 7   |    | x  |    |    |
| 764                     | 5202      | NIKOLL NDOJ      | Nikoll     | Ndoj            | S            | Livestock breeding, sausages production | LEZHE          | 13  |    |    |    | x  |
| 765                     | 5205      | ILIR NURCE       | Ilir       | Nurce           | S            | Production and trade of chicken meat    | TIRANE         | 10  |    |    |    | x  |
| 766                     | 5247      | AIBA-KOMPANI     | Elisabeta  | Koci            | U            | Poultry farm                            | TIRANE         | 125 | x  |    |    |    |
| 767                     | 5251      | ALBIDEA          | Katerina   | Reci            | U            | Meat processing                         | TIRANE         | 1   | x  |    |    |    |
| 768                     | 5252      | ALGEN            | Gazmend    | Nanaj           | U            | Meat processing                         | TIRANE         | 1   | x  |    |    |    |
| 769                     | 5385      | NDUE MARACAJ     | Ndue       | Maracaj         | L            | Meat processing (Pig)                   | SHKODER        | 5   |    | x  |    |    |
| 770                     | 5408      | MINELLA NIKOLLA  | Minella    | Nikolla         | U            | Livestock farming & slotted house       | FIER           | 3   |    | x  | x  |    |

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| 771                                    | 5445      | UNIVERS FRIGO DARB | Rifat     | Kopliku       | L            | Meat processing                              | SHKODER     | 26  |    | x  |    |    |
| <b>WATER AND SOFT DRINKS PRODUCERS</b> |           |                    |           |               |              |  |             |     |    |    |    |    |
| 772                                    | 1992      | KLEMOR Shpk        | Tonin     | Kalziqi       | L            | Production of soft drinks                    | DURRES      | 4   |    |    | x  |    |
| 773                                    | 2901      | JETA Shpk          | Kujtim    | Kopliku       | L            | Production of soft drinks                    | SHKODER     | 7   |    | x  |    |    |
| 774                                    | 3516      | AGRON QOKU         | Agron     | Qoku          | S            | Food industry, water producer                | TIRANE      | 3   |    |    | x  |    |
| <b>OTHER AGROBUSINESSES</b>            |           |                    |           |               |              |  |             |     |    |    |    |    |
| 775                                    | 862       | AGIM XHAFA         | Agim      | Xhafa         | U            | Fish   | DURRES      | 5   |    |    |    | x  |
| 776                                    | 1899      | SHEHU Shpk         | Sezai     | Shehu         | L            | Eggs production                              | KORCE       | 17  |    | x  |    |    |
| 777                                    | 2820      | MIHAL KOKEDHIMA    | Mihal     | Kokedhima     | S            | Fish farming                                 | VLORE       | 2   |    |    | x  |    |
| 778                                    | 2825      | SAN MARKO KAFE     | Arbana    | Hyseni (Boci) | S            | Coffee Processing & packaging                | ELBASAN     | 3   |    |    | x  |    |
| 779                                    | 3746      | ASLLAN BASHAJ      | Asllan    | Bashaj        | U            | Fishing                                      | SARANDE     | 4   |    |    | x  |    |
| 780                                    | 3897      | XHEVAT FERHATI     | Xhevat    | Ferhati       | L            | Wheat producer                               | ELBASAN     | 17  |    | x  |    |    |
| 781                                    | 4548      | APOLLON 5          | Mirush    | Bejko         | L            | Packaging of alimentary products             | TIRANE      | 14  |    | x  |    |    |
| 782                                    | 4909      | PAVILLO HITO       | Pavillo   | Hito          | U            | Fishing & Agriculture                        | SARANDE     | 2   |    |    | x  |    |
| 783                                    | 4914      | EMIN ZAGANI        | Emin      | Zagani        | U            | Agriculture (services with tractor)          | SHKODER     | 2   |    |    | x  |    |
| 784                                    | 4918      | SHABAN AVDULI      | Shaban    | Avduli        | U            | Agriculture (corn, wheat)                    | SARANDE     | 4   |    |    | x  |    |
| 785                                    | 4967      | ATLAS 1            | Vasfi     | Haruni        | L            | Ethyl alcohol (and potential sugar) producer | KORCE       | 25  |    | x  |    |    |
| 786                                    | 4985      | LUAN CELAJ         | Luan      | Celaj         | U            | Service with agrimotor, sowing of wheat      | FIER        | 3   |    |    | x  |    |
| 787                                    | 5219      | ALEKO POSHNJARI    | Aleko     | Poshnjari     | U            | Other agrobusiness                           | TIRANE      | 2   | x  |    |    |    |
| 788                                    | 5246      | KLAJDI SHOPI       | Klajdi    | Shopi         | U            | Corn processing                              | ELBASAN     | 9   | x  |    |    |    |
| 789                                    | 5250      | FLORYHEN           | Luan      | Celaj         | U            | Eggs productions                             | DURRES      | 160 | x  |    |    |    |
| 790                                    | 5267      | LULEZIM ZHUPA      | Lulezim   | Zhupa         | U            | Corn, Wheat, maize farming                   | SARANDE     | 1   |    |    | x  |    |
| 791                                    | 5400      | ALUSH TABAKU       | Alush     | Tabaku        | U            | Other agrobusiness                           | LUSHNJE     | 5   |    |    | x  |    |
| 792                                    | 5407      | ARKAD AVDULI       | Arkad     | Avduli        | U            | Agriculture service with agrimotor           | SARANDE     | 1   |    |    | x  |    |
| 793                                    | 5433      | TROFTA LURA Shpk   | Bajram    | Krashi        | L            | Fish growing and trade                       | DIBER       | 5   |    |    |    | x  |
| 794                                    | 5438      | ZISO LOKOSHI       | Ziso      | Lokoshi       | U            | Agriculture                                  | SARANDE     | 2   |    |    | x  |    |
| 795                                    | 5448      | ZENEL LALA         | Zenel     | Lala          | U            | Other agrobusiness                           | SARANDE     | 1   |    |    | x  |    |
| 796                                    | 5594      | EUROFISH Shpk      | Kujtim    | Shkreli       | L            | Fishing processing                           | LEZHE       | 461 |    | x  |    |    |
| 797                                    | 5636      | FIESTA Shpk        | Gezim 2   | Goga          | L            | Products sales (sugar, coffee,oil)           | SHKODER     | 27  |    | x  |    |    |
| 798                                    | 5680      | MARENGLLEN HODO    | Marenglen | Hodo          | U            | Fishing processing                           | MALLAKASTER | 1   | x  |    |    |    |
| <b>WOOD PROCESSING</b>                 |           |                    |           |               |              |  |             |     |    |    |    |    |
| 799                                    | 837       | ERALD Shpk         | Arjan     | Muja          | L            | Production and trading of furniture          | KRUJE       | 30  |    |    | x  |    |
| 800                                    | 841       | RUDI Shpk          | Agim      | Brama         | L            | Furniture production and trading             | KRUJE       | 30  |    |    | x  |    |
| 801                                    | 1859      | 2 A Shpk           | Agim      | Sula          | L            | Wood processing                              | ELBASAN     | 12  |    | x  |    | x  |

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| 802 | 2069      | DASHNOR HYSI              | Dashnor   | Hysi       | S            | Furniture production                      | TIRANE         | 12  |    |    | x  |    |
| 803 | 2227      | SHKELQIM KARAJ            | Shkelqim  | Karaj      | U            | Wood processing                           | KRUJE          | 4   |    |    | x  |    |
| 804 | 2487      | JOSIF LITO                | Josif     | Lito       | S            | Furniture production (bedrooms, kitchens) | TIRANE         | 4   |    |    | x  |    |
| 805 | 2892      | UAN GJERGJI               | Uan       | Gjergji    | S            | Furniture processing (doors, windows)     | FIER           | 7   |    |    | x  |    |
| 806 | 2932      | DANIEL BAKIASI            | Daniel    | Bakiasi    | S            | Wood processing (furniture)               | LUSHNJE        | 8   |    |    |    | x  |
| 807 | 2988      | DILINDA Shpk              | Dushe     | Dulaj      | L            | Manufacturing of wood products            | SHKODER        | 2   |    |    |    | x  |
| 808 | 2994      | KARAFILI Shpk             | Islam     | Karafili   | L            | Production of tables, iron chairs         | POGRADEK       | 31  |    | x  |    | x  |
| 809 | 3074      | FATMIR KULLOLLI           | Fatmir    | Kullolli   | U            | Wood products, windows etc.               | SHKODER        | 12  |    |    | x  |    |
| 810 | 3083      | PAHERO Shpk               | Roland    | Lala       | L            | Wood Processing, Furniture                | DURRES         | 10  |    |    | x  | x  |
| 811 | 3112      | MERIAN MATI               | Merian    | Mati       | S            | Furniture production                      | SHKODER        | 4   |    |    | x  |    |
| 812 | 3371      | PRENG MARDODAJ            | Preng     | Mardodaj   | U            | Wood Processing, doors, windows, etc      | TIRANE         | 1   |    |    | x  |    |
| 813 | 3576      | SOFOKLI 1 SEJDO           | Sofokli 1 | Sejdo      | U            | Furniture production - Joinery            | KORCE          | 2   |    |    | x  |    |
| 814 | 3583      | AGIM BUSHATI              | Agim      | Bushati    | R            | Carpenter (doors & windows)               | MALESI E MADHE | 6   |    |    | x  |    |
| 815 | 4004      | EUROPAN DRURI Shpk        | Kadri     | Kurti      | L            | Furniture processing                      | TIRANE         | 15  |    | x  |    |    |
| 816 | 4793      | ZEF PRECI                 | Zef 1     | Preci      | U            | Wood Processing                           | DURRES         | 2   |    |    | x  |    |
| 817 | 4819      | KRENAR                    | Krenar    | Karasani   | U            | Carpenter for furniture                   | TIRANE         | 1   |    |    | x  |    |
| 818 | 4878      | SELMAN                    | Selman    | Allajbeu   | R            | Carpenter for furniture                   | TIRANE         | 1   |    |    | x  |    |
| 819 | 4882      | NDREKE NDRECA             | Ndreke    | Ndreca     | U            | Carpenter, Furniture production           | SHKODER        | 1   |    |    | x  |    |
| 820 | 4906      | SHAQIR PIRANI             | Shaqir    | Pirani     | U            | Wood Packaging trays                      | SHKODER        | 17  |    |    | x  |    |
| 821 | 4916      | MENSUR DEVOLLI            | Mensur    | Devolli    | U            | Production & trade of wood materials      | ELBASAN        | 2   |    |    | x  |    |
| 822 | 4923      | FILIP BARDHI              | Filip     | Bardhi     | U            | Wood Production (doors & windows)         | DURRES         | 2   |    |    | x  |    |
| 823 | 5011      | GJERGJ ZEFI               | Gjergj    | Zefi       | U            | Furniture Production                      | SHKODER        | 4   |    |    | x  |    |
| 824 | 5014      | SAMI DOKU                 | Sami      | Doku       | U            | Wood Processing (doors & windows)         | KRUJE          | 2   |    |    | x  |    |
| 825 | 5043      | LUFTAR KACORRI            | Luftar    | Kacorri    | U            | Wood Producing (doors, windows, kitchen)  | TIRANE         | 1   |    |    | x  |    |
| 826 | 5183      | FERDINAND-CAMANDIOTI Shpk | Ferdinand | Camandioti | L            | Production and trade of furniture (wood)  | SARANDE        | 24  |    |    |    | x  |
| 827 | 5190      | SHKELQIM GJYMENGA         | Shkelqim  | Gjymenga   | S            | Joinery production and trade (wood)       | DURRES         | 5   |    |    |    | x  |
| 828 | 5194      | PETRIT RRAJA              | Petrit    | Rraja      | S            | Production and trade of furniture         | TIRANE         | 7   |    |    |    | x  |
| 829 | 5348      | LAVDI DEMERXHIU           | Lavdi     | Demerxhiu  | U            | Furniture Production, doors               | KRUJE          | 3   |    |    | x  |    |
| 830 | 5404      | AGIM BOJA                 | Agim      | Boja       | U            | Furniture production (doors, windows)     | TIRANE         | 8   |    |    | x  |    |
| 831 | 5411      | ENGLENA XHELILI           | Englena   | Xhelili    | U            | Furniture Production (bedrooms, kitchens) | TIRANE         | 1   |    |    | x  |    |
| 832 | 5421      | JULIAN MUCO               | Julian    | Muco       | S            | Wood Processing                           | LUSHNJE        | 6   |    |    |    | x  |
| 833 | 5423      | TONIN PALAJ               | Tonin     | Palaj      | S            | Furniture production                      | LEZHE          | 5   |    |    |    | x  |
| 834 | 5432      | GANI DURAKU               | Gani      | Duraku     | S            | Manufacturing and trade of sofas (wood)   | KUKES          | 16  |    |    |    | x  |
| 835 | 5731      | UNIVERSAL BAJRAKTARI SHPK | Astrit    | Bajraktari | L            | Production and trade of wood products     | BERAT          | 10  |    |    |    | x  |

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| 836                 | 5734      | SHKELQIM VRAJA   | Haxhi          | Vraja    | S            | Production of furniture                   | KRUJE       | 32  |    |    | x  |    |
| <b>CONSTRUCTION</b> |           |                  |                |          |              |   |             |     |    |    |    |    |
| 837                 | 1021      | ISMAIL HAXHIU    | Ismail         | Haxhiu   | S            | Production of construction materials.     | TIRANE      | 22  |    |    | x  | x  |
| 838                 | 1039      | SAMI BESHKU      | Sami           | Beshku   | S            | Production of blocks                      | TIRANE      | 8   |    |    | x  |    |
| 839                 | 2007      | BESNIK CENALIA   | Besnik         | Cenalia  | S            | Production of doors, windows duralumin    | TIRANE      | 1   |    |    | x  |    |
| 840                 | 2016      | ARTISTIK Shpk    | Hysen          | Kuqi     | L            | Production of marble, blocks              | KRUJE       | 8   |    |    | x  |    |
| 841                 | 2439      | SHEFQET BRIJA    | Shefqet        | Brija    | U            | Production of inert, blocks, soleta       | TIRANE      | 3   |    |    | x  |    |
| 842                 | 2895      | PRENGE MHILLAJ   | Prenge         | Mhillaj  | U            | Duralumin                                 | SHKODER     | 1   |    |    | x  |    |
| 843                 | 2987      | VITTRA Shpk      | Viktor         | Hila     | L            | Fason Tailoring and construction          | SHKODER     | 13  |    |    |    | x  |
| 844                 | 3066      | MARK MALSHYTI    | Mark           | Malshyti | R            | Tiles Production                          | SHKODER     | 3   |    |    | x  |    |
| 845                 | 3084      | MUSTAFA BEQJA    | Mustafa        | Beqja    | U            | Construction Materials                    | KRUJE       | 3   |    |    | x  |    |
| 846                 | 3193      | IMEL Shpk        | Ismail         | Haroku   | L            | Concrete production                       | TIRANE      | 23  |    |    |    | x  |
| 847                 | 3580      | LULASH MAKA      | Lulash         | Maka     | U            | Concrete production, trading of inert     | DURRES      | 2   |    |    | x  |    |
| 848                 | 3689      | ALPIN Shpk       | Pirro, Naunka, | Qendro   | L            | Duralumin processing and trade            | DURRES      | 35  |    |    |    | x  |
| 849                 | 3751      | FITIMTAR ELMAZI  | Fitimtar       | Elmazi   | L            | Inert Processing (blocks, iron things)    | DELVINE     | 1   |    |    | x  |    |
| 850                 | 3900      | ZEF GJOKA        | Zef            | Gjoka    | S            | Marble production and wood processing     | TIRANE      | 1   |    |    | x  |    |
| 851                 | 3984      | AGIM LLUBANI     | Agim           | Llubani  | U            | Lime Production                           | KRUJE       | 8   |    |    | x  |    |
| 852                 | 3995      | SHKELQIM HILA    | Shkelqim       | Hila     | S            | Production of plastic material, duralumin | DELVINE     | 5   |    |    | x  |    |
| 853                 | 4441      | DAJTI BOKSID     | Maksim         | Sotiri   | L            | Aluminum Minerary Production              | TIRANE      | 6   |    |    | x  |    |
| 854                 | 4821      | ALBERT MARKU     | Albert         | Marku    | U            | Bricks Production, concrete blocks        | KRUJE       | 2   |    |    | x  |    |
| 855                 | 4880      | MUHARREM HAJDARI | Muharrem       | Hajdari  | U            | Duralumin Construction                    | TIRANE      | 1   |    |    | x  |    |
| 856                 | 4883      | GANI MECI        | Gani           | Meci     | U            | Duralumin & Wood Processing               | DURRES      | 1   |    |    | x  |    |
| 857                 | 4884      | QAZIM LAKO       | Qazim          | Lako     | U            | Inert Production                          | SARANDE     | 3   |    |    | x  |    |
| 858                 | 4885      | VLADIMIR XAMO    | Vladimir       | Xamo     | U            | Duralumin Production (doors, windows)     | TIRANE      | 2   |    |    | x  |    |
| 859                 | 4915      | ARENS            | Ardian         | Rroji    | L            | Trade & Processing of iron                | SHKODER     | 8   |    |    | x  |    |
| 860                 | 4982      | BUNA             | Vildan         | Bekteshi | L            | Production of Inert                       | SHKODER     | 5   |    |    | x  |    |
| 861                 | 4986      | ERION BAJRAMI    | Erion          | Bajrami  | U            | Duralumin (doors and windows)             | ELBASAN     | 1   |    |    | x  |    |
| 862                 | 5006      | EUROPA Shpk      | Vangjel        | Rula     | L            | Production of iron works                  | ELBASAN     | 19  |    | x  |    |    |
| 863                 | 5008      | GJOVALIN PRENGA  | Gjovalin       | Prenga   | U            | Production of Inert and Blocks            | TIRANE      | 6   |    |    | x  |    |
| 864                 | 5013      | ENVER LOCI       | Enver          | Loci     | U            | Lime Production                           | KRUJE       | 1   |    |    | x  |    |
| 865                 | 5020      | SALI FERA        | Sali           | Fera     | U            | Duralumin Processing                      | DURRES      | 1   |    |    | x  |    |
| 866                 | 5192      | AGIMI Shpk       | Merita         | Kondo    | L            | Production of bricks, tiles, concrete     | GJIROKASTER | 5   |    |    |    | x  |
| 867                 | 5195      | AGIM YZO         | Agim           | Yzo      | S            | Plaster buildings                         | TIRANE      | 16  |    |    |    | x  |
| 868                 | 5203      | MELA Shpk        | Margarita      | Trashaj  | L            | Construction activity                     | LEZHE       | 23  |    |    |    | x  |

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| 869                                   | 5207      | BAJRAKTARI Shpk  | Sefedin       | Bajraktari | L            | Marble & Granite processing, wholesaler   | TIRANE      | 19  |    |    |    | x  |
| 870                                   | 5226      | EUROTECH CEMENT  | Illia         | Marga      | L            | Construction                              | DURRES      | 34  |    | x  |    |    |
| 871                                   | 5402      | GJIN ULNDREAJ    | Gjin          | Uldreaj    | S            | Duralumin production (doors, windows)     | TIRANE      | 2   |    |    | x  |    |
| 872                                   | 5426      | ALIE-B SHPK      | Andrea, Nesti | Boci       | L            | Quarrying of limestone, decorative stone  | SARANDE     | 4   |    |    |    | x  |
| 873                                   | 5427      | PASHA A          | Arjan         | Zeneli     | L            | Marble processing                         | TIRANE      | 6   |    |    |    | x  |
| 874                                   | 5429      | ANDUENA FEJZULLA | Anduena       | Fejzulla   | U            | Duralumin manufacturing products          | KORCE       | 7   |    |    |    | x  |
| 875                                   | 5434      | EUROAL Shpk      | Fredi         | Berberi    | L            | Duralumin production                      | VLORE       | 4   |    |    |    | x  |
| 876                                   | 5435      | DRITA            | Drita         | Meculi     | U            | Production of concrete blocks             | TIRANE      | 2   |    |    | x  |    |
| 877                                   | 5630      | AVDUL BANI       | Avdul         | Bani       | U            | Production and trade of concrete blocks   | SARANDE     | 2   |    |    | x  |    |
| 878                                   | 5672      | NAIMIR KURTI     | Naimir        | Kurti      | U            | Construction sector                       | TIRANE      | 225 | x  |    |    |    |
| 879                                   | 5679      | ARTAN SHEHU      | Artan         | Shehu      | U            | Construction sector                       | TIRANE      | 7   | x  |    |    |    |
| 880                                   | 5685      | FLAMUR YMERI     | Flamur        | Ymeri      | U            | Construction sector                       | TIRANE      | 10  | x  |    |    |    |
| 881                                   | 5694      | SHPETIM CINGA    | Shpetim       | Cinga      | U            | Construction Sector                       | TIRANE      | 155 | x  |    |    |    |
| 882                                   | 5728      | MAKARESH SHPK    | Makaresh      | Shpk       | L            | Construction materials, bricks, tiles     | KRUJE       | 18  |    |    |    | x  |
| 883                                   | 5729      | REKLAMA GA       | Reklama       | GA         | L            | Duralumin Products                        | ELBASAN     | 12  |    |    |    | x  |
| 884                                   | 5732      | PETRIT SULA      | Petrit        | Sula       | U            | Production of Concrete blocks             | KURBIN      | 2   |    |    | x  |    |
| <b>CARPET PRODUCERS</b>               |           |                  |               |            |              |   |             |     |    |    |    |    |
| 885                                   | 5003      | COTAJ            | Nebije        | Cotaj      | U            | Carpet producer                           | SHKODER     | 17  |    | x  |    |    |
| 886                                   | 5388      | LALO Shpk        | Edmond        | Lalo       | L            | Carpet producer                           | VLORE       | 11  |    | x  |    |    |
| <b>GIFTWARE PRODUCERS</b>             |           |                  |               |            |              |   |             |     |    |    |    |    |
| 887                                   | 2571      | LA LUNA          | Andoneta      | Kolevica   | L            | Ceramics and decorative producer          | KORCE       | 7   |    | x  |    |    |
| 888                                   | 3577      | ARIS GUDA        | Aris          | Guda       | U            | Ceramic products                          | DURRES      | 5   |    |    | x  |    |
| <b>CLOTHING AND TEXTILE PRODUCERS</b> |           |                  |               |            |              |   |             |     |    |    |    |    |
| 889                                   | 76        | INTERNACIONAL    | Jani          | Lluka      | L            | Tailoring                                 | KORCE       | 1   |    |    | x  |    |
| 890                                   | 2980      | FLORIAN V Shpk   | Viktor        | Marku      | S            | Production of towels and napkins          | SHKODER     | 18  |    | x  |    |    |
| 891                                   | 4433      | LORENZO KONF.    | Teufik        | Lesha      | U            | Tailoring                                 | SHKODER     | 1   |    |    | x  |    |
| 892                                   | 4842      | DIANA XHUKA      | Diana         | Xhuka      | U            | Tailoring                                 | KORCE       | 1   |    |    | x  |    |
| 893                                   | 4911      | HANIFE HOXHA     | Hanife        | Hoxha      | U            | Production and trade of curtains,         | ELBASAN     | 1   |    |    | x  |    |
| 894                                   | 5045      | TRESI            | Taxhodin      | Tresi      | U            | Professional Embroidery (sheets, pillows) | SHKODER     | 2   |    |    | x  |    |
| 895                                   | 5181      | RIZA-TEX Shpk    | Agim          | Zeqo       | L            | Trade of Textile materials                | KUCOVE      | 4   |    |    |    | x  |
| 896                                   | 5189      | ABBA TEX Shpk    | Irena         | Shytaj     | L            | Textile manufacturing                     | TIRANE      | 5   |    |    |    | x  |
| 897                                   | 5193      | ALTI SA Shpk     | Niko 1        | Noti       | L            | Tailoring                                 | GJIROKASTER | 114 |    |    |    | x  |
| 898                                   | 5258      | SEZAIRI Shpk     | Besnik        | Kadia      | L            | Clothing product                          | LEZHE       | 8   |    | x  |    |    |
| 899                                   | 5422      | ALFRED KONOMI    | Alfred        | Konomi     | L            | Production of mattresses                  | SARANDE     | 9   |    |    |    | x  |

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| 900                                     | 5430      | MELGUSHI Shpk       | Ferdinand | Melgushi      | L            | Textiles (Tailoring and fason industry)     | SHKODER  | 92  |    |    |    | x  |
| 901                                     | 5431      | ANILA ALIAJ         | Anila     | Aliaj         | S            | Textiles Tailoring                          | FIER     | 1   |    |    |    | x  |
| 902                                     | 5437      | ETLEVA1 MALAJ       | Etleva1   | Malaj         | U            | Tailoring                                   | DURRES   | 2   |    |    | x  |    |
| 903                                     | 5469      | ZAIRA BERBERI NUSHI | Zaira     | Berberi Nushi | U            | Trade & production of underwear             | VLORE    | 5   |    |    | x  |    |
| 904                                     | 5676      | LILJANA SHEHI       | Liljana   | Shehi         | U            | Cloth production                            | TIRANE   | 300 | x  |    |    |    |
| 905                                     | 5635      | ARTFLEX             | Artan     | Salihi        | L            | Mattress production                         | SHKODER  | 14  |    | x  |    |    |
| 906                                     | 5677      | VILMA MAKIN         | Vilma     | Mokin         | U            | Clothing production                         | TIRANE   | 1   | x  |    |    |    |
| 907                                     | 5695      | PENELOPA Shpk       | Elvira    | Ajazi         | L            | Clothing production                         | DURRES   | 74  |    | x  |    |    |
| <b>LEATHER PRODUCTS</b>                 |           |                     |           |               |              |   |          |     |    |    |    |    |
| 908                                     | 488       | GREN SHOE           | Fehmi     | Golemi        | L            | Shoe Factory                                | SHKODER  | 600 |    |    | x  |    |
| 909                                     | 5201      | MALI Shpk           | Alfred    | Mali          | L            | Shoes Production & Trade                    | LEZHE    | 57  |    |    |    | x  |
| 910                                     | 5401      | SHPETIM BILBILI     | Shpetim   | Bilbili       | S            | Production and trade of shoes               | TIRANE   | 5   |    |    | x  |    |
| <b>OTHER NON-AGROBUSINESS PRODUCERS</b> |           |                     |           |               |              |   |          |     |    |    |    |    |
| 911                                     | 840       | DASHI               | Shpetim   | Mehmetaj      | L            | Cosmetics and detergents production         | TIRANE   | 6   |    |    | x  |    |
| 912                                     | 1422      | ZISO SHAZO          | Ziso      | Shazo         | S            | Horticulture, Restaurant, hotel             | KOLONJE  | 3   |    |    | x  |    |
| 913                                     | 2387      | FISHTA SHPK         | Frano     | Kulli         | L            | Printing house                              | LEZHE    | 8   |    |    |    | x  |
| 914                                     | 2649      | BUTRINTI Shpk       | Viktor    | Cela          | L            | Production and bottling of mussels          | DELVINE  | 35  | x  | x  |    |    |
| 915                                     | 3016      | REGASH Shpk         | Shkenca   | Gashi         | L            | Manufacturing of plastic products           | DURRES   | 16  |    |    |    | x  |
| 916                                     | 3057      | AGIM TOPULLI        | Agim      | Topulli       | S            | Manufacturing of electric accessories.      | KORCE    | 6   |    |    |    | x  |
| 917                                     | 3777      | LULA SELAMI         | Lula      | Selami        | U            | Hydro sanitary and furniture production     | TIRANE   | 3   |    |    | x  |    |
| 918                                     | 4181      | LULIETA CELA        | Lulieta   | Cela          | U            | Canopy Production                           | TIRANE   | 2   |    |    | x  |    |
| 919                                     | 4504      | APOLLON Shpk        | Hilmi     | Brace         | L            | Manufacturing and recycling of paper        | FIER     | 100 |    | x  |    |    |
| 920                                     | 4854      | ELTON CACO          | Elton     | Caco          | U            | Production of mattresses, beds              | TIRANE   | 2   |    |    | x  |    |
| 921                                     | 4979      | SELMAN              | Ali       | Selmani       | L            | Water deposits producer                     | TIRANE   | 40  |    | x  |    |    |
| 922                                     | 5015      | ETMOND GJONCARI     | Etmond    | Gjoncari      | U            | Paper production                            | VLORE    | 1   |    |    | x  |    |
| 923                                     | 5179      | PEGI Shpk           | Petrit    | Berhani       | L            | Publishing House                            | TIRANE   | 71  |    |    |    | x  |
| 924                                     | 5182      | FATMIR BEGAJ        | Fatmir    | Begaj         | S            | Duralumin and plastic materials             | BERAT    | 4   |    |    |    | x  |
| 925                                     | 5230      | ALB-UNIVERS Shpk    | Xhevdet   | Morina        | L            | Production and trade of plastic materials   | TIRANE   | 8   |    |    |    | x  |
| 926                                     | 5248      | THELLEZA DERVISHI   | Thelleza  | Dervishi      | U            | Elektrostacionist                           | DURRES   | 1   | x  |    |    |    |
| 927                                     | 5249      | ELVIRA CIKALLESHA   | Elvira    | Cikallesha    | U            | Elektrostacionist                           | DURRES   | 1   | x  |    |    |    |
| 928                                     | 5392      | ILIRJAN ARAPI       | Ilirjan   | Arapi         | U            | Iron works (doors, banisters)               | ELBASAN  | 1   |    |    | x  |    |
| 929                                     | 5424      | NAIM MUCA           | Naim      | Muca          | S            | Production of plastic advertisements        | ELBASAN  | 1   |    |    |    | x  |
| 930                                     | 5428      | HROMODHOMI ALBANIA  | Aristotel | Mindili       | L            | Production, import and wholesaler of paints | KORCE    | 14  |    |    |    | x  |
| 931                                     | 5503      | ETHEM ALIAJ         | Ethem     | Aliaj         | L            | Non-Agribusiness Producer                   | FIER     | 10  |    | x  |    |    |

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| 932                    | 5631      | ELIVESTA HOXHA          | Elivesta  | Hoxha     | U            | Computer, games for children                   | FIER     | 3   |    |    | x  |    |
| 933                    | 5730      | ELISABET SHPK           | Elisabet  | Shpk      | L            | Publishing and wholesaler of paper, napkins    | KORCE    | 38  |    |    |    | x  |
| <b>WHOLESALEERS</b>    |           |                         |           |           |              |  |          |     |    |    |    |    |
| 934                    | 3018      | ELEKTRIK UNIVERSAL Shpk | Vladimir  | Tutulaku  | L            | Wholesaler & retailer of electric materials    | ELBASAN  | 3   |    |    |    | x  |
| 935                    | 4174      | MJESHTRI Shpk           | Isa       | Mjeshtri  | L            | Export of Scrap                                | TIRANE   | 7   |    |    | x  |    |
| 936                    | 5157      | AR-VASILI Shpk          | Petro 1   | Vasili    | L            | Wholesaler                                     | KORCE    | 12  |    |    |    | x  |
| 937                    | 5162      | ROYAL GAS Sh.a          | Bardhyl   | Maliqi    | C            | Wholesaler of Gas, electrical heaters, ovens   | DURRES   | 13  |    |    |    | x  |
| 938                    | 5425      | FERDINAND MALOCAJ       | Ferdinand | Malocaj   | S            | Wholesaler                                     | SHKODER  | 2   |    |    |    | x  |
| 939                    | 5675      | GJERGJI KRESHPANI       | Gjergji   | Kreshpani | U            | Sales person                                   | TIRANE   | 9   | x  |    |    |    |
| 940                    | 5681      | ERMAL KALAJA            | Ermal     | Kalaja    | U            | Marketing for Berrs                            | TIRANE   | 15  | x  |    |    |    |
| <b>RETAILERS</b>       |           |                         |           |           |              |  |          |     |    |    |    |    |
| 941                    | 5215      | XHENTIL SPAILLARI       | Xhentil   | Spaillari | S            | Supermarket                                    | KORCE    | 2   |    |    | x  |    |
| 942                    | 5224      | ARTUR DAJLANI           | Artur     | Dajlani   | S            | Clothes trade                                  | KORCE    | 3   |    |    | x  |    |
| 943                    | 5229      | XHEVIT KADILLARI        | Xhevit    | Kadillari | S            | Retailer Mini-mark & Bread Production          | TIRANE   | 18  |    |    |    | x  |
| 944                    | 5678      | SOKOL JASHARI           | Sokol     | Jashari   | U            | Shop (Market)                                  | TIRANE   | 9   | x  |    |    |    |
| 945                    | 5449      | DHIMITER FUNDO          | Dhimiter  | Fundo     | U            | Clothes Trade                                  | KORCE    | 2   |    |    | x  |    |
| 946                    | 5688      | LIMAN HOXHA             | Liman     | Hoxha     | U            | Market   | TIRANE   | 5   | x  |    |    |    |
| <b>INPUT SUPPLIERS</b> |           |                         |           |           |              |  |          |     |    |    |    |    |
| 947                    | 5097      | KRENAR XHAFERRI         | Krenar    | Xhaferrri | U            | Input supplies                                 | VLORE    | 1   | x  |    |    |    |
| 948                    | 5159      | AGIM MERKAJ             | Agim      | Merkaj    | U            | Input supplies                                 | VLORE    | 1   | x  |    |    |    |
| 949                    | 5160      | PERLAT HYSAJ            | Perlat    | Hysaj     | U            | Input supplies                                 | VLORE    | 1   | x  |    |    |    |
| 950                    | 5199      | MALIQI Shpk             | Jorgo     | Merkuri   | L            | Trader of machineries for construction         | TIRANE   | 7   |    |    |    | x  |
| 951                    | 5592      | AGROBLEND               | Fiqiri    | Ismaili   | L            | Fertilized and other product                   | TIRANE   | 30  |    | x  |    |    |
| <b>SERVICES</b>        |           |                         |           |           |              |  |          |     |    |    |    |    |
| 952                    | 3990      | BUJAR GEGA              | Bujar     | Gega      | S            | Workshop for cutting metal                     | KORCE    | 3   |    |    | x  |    |
| 953                    | 5059      | SKENDER SHKURTAJ        | Skender   | Shkurtaaj | U            | Services                                       | VLORE    | 2   | x  |    |    |    |
| 954                    | 5186      | ELEKTRO SARAH Shpk      | Hasan     | Meta      | L            | Electrical work, fixing and trade of materials | TIRANE   | 14  |    |    |    | x  |
| 955                    | 5187      | MDS Shpk                | Dilaver   | Hoxha     | L            | Fasson activity                                | TIRANE   | 8   |    |    |    | x  |
| 956                    | 5204      | SAJET Shpk              | Kujtim    | Llorja    | L            | Fixed rural telephony services                 | SHKODER  | 7   |    |    |    | x  |
| 957                    | 5228      | SOTIRAQ PLASARI         | Sotiraq   | Plasari   | S            | Auto Service & Spare parts                     | KORCE    | 8   |    |    |    | x  |
| 958                    | 5389      | KRISTAL                 | Arjan     | Stoli     | S            | Bar - Restaurant                               | VLORE    | 20  |    | x  |    |    |
| 959                    | 5673      | ALTIN CENOMERI          | Altin     | Cenomeri  | U            | Restaurant & Bar                               | TIRANE   | 7   | x  |    |    |    |
| 960                    | 5674      | ELA LINZA               | Ela       | Linza     | U            | Bar & Restaurant                               | TIRANE   | 7   | x  |    |    |    |
| 961                    | 5682      | LINA RAMA               | Lina      | Rama      | U            | Hairdresser                                    | TIRANE   | 2   | x  |    |    |    |

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|-----|-----------|----------------|--------|-----------|--------------|-----------------------------|----------|-----|----|----|----|----|
|     |           |                | Name   | Surname   |              |                             |          |     |    |    |    |    |
| 962 | 5686      | QEMAL CAUSHI   | Qemal  | Caushi    | U            | Menager                     | TIRANE   | 38  | x  |    |    |    |
| 963 | 5687      | ANILA RADA     | Anila  | Rada      | U            | Hairdresser                 | TIRANE   | 4   | x  |    |    |    |
| 964 | 5690      | ALMA KASOLLARI | Alma   | Kasollari | U            | Hairdresser                 | TIRANE   | 3   | x  |    |    |    |
| 965 | 4930      | ARDJAN SMAJLAJ | Ardjan | Smajlaj   | U            | Electronically services     | SHKODER  | 2   |    |    | x  |    |
| 966 | 5691      | SONILA XHORAJ  | Sonila | Xhoraj    | U            | Services                    | TIRANE   | 38  | x  |    |    |    |
| 967 | 5735      | AGRON NERGJONI | Agron  | Nergjoni  | S            | Trade and repair auto tires | ELBASAN  | 1   |    |    | x  |    |

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**KEY**


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**FTE** Full Time Equivalent

**TR** Training

**AP** Action Plan

**SM** SME Loan (PSHM)

**SB** SBCA Loan (BKT)

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# **ANNEX 3**

SBCA CLIENTS RECEIVING DIRECT TECHNICAL ASSISTANCE

**ANNEX 3 – SBCA Clients Receiving Direct Technical Assistance**

## FRUIT AND VEGETABLES CULTIVATION AND PROCESSING

|                          |   |                        |               |
|--------------------------|---|------------------------|---------------|
| <b>1</b>                 | <b>Company Name:</b> SYDNEY, BERAT                  | <b>SBCA Client ID:</b> | 143           |
|                          | <b>Type of Activity:</b> Fruits Conservation        |                        |               |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>              |                        | <b>Status</b> |
| 111                      | Sourcing of Equipment                               |                        | Completed     |
| 132                      | Introducing & developing new products               |                        | Completed     |
| 316                      | Obtaining and implementing bar coding               |                        | Completed     |
| 325                      | Finding market for existing products in new markets |                        | Completed     |
| 328                      | Searching for marketing information and/or partners |                        | Completed     |
| 333                      | Design and publishing websites                      |                        | Completed     |

|                          |   |                        |               |
|--------------------------|---|------------------------|---------------|
| <b>2</b>                 | <b>Company Name:</b> AGOLLI, LUSHNJE                                | <b>SBCA Client ID:</b> | 581           |
|                          | <b>Type of Activity:</b> Tomatoes farming                           |                        |               |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              |                        | <b>Status</b> |
| 133                      | Implementing new techniques to increase productivity and/or quality |                        | Completed     |
| 245                      | EUREPGAP practices  |                        | Completed     |

|                          |   |                        |               |
|--------------------------|---|------------------------|---------------|
| <b>3</b>                 | <b>Company Name:</b> RESHIT HOXHA, TIRANE                                 | <b>SBCA Client ID:</b> | 899           |
|                          | <b>Type of Activity:</b> Greenhouse, vegetables                           |                        |               |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    |                        | <b>Status</b> |
| 113                      | Sourcing raw materials and other inputs                                   |                        | Completed     |
| 122                      | Improving production procedures   |                        | Completed     |
| 131                      | Introducing new agricultural products                                     |                        | Completed     |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) |                        | Completed     |
| 328                      | Searching for marketing information and/or partners                       |                        | Completed     |

|                          |   |                        |               |
|--------------------------|---|------------------------|---------------|
| <b>4</b>                 | <b>Company Name:</b> LIMOZ MYRTAJ, VLORE                  | <b>SBCA Client ID:</b> | 1171          |
|                          | <b>Type of Activity:</b> Fruit and vegetables cultivation |                        |               |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                    |                        | <b>Status</b> |
| 131                      | Introducing new agricultural products                     |                        | Ongoing       |
| 135                      | Introducing new techniques to extend the selling season   |                        | Ongoing       |
| 324                      | Finding market for existing products in existing markets  |                        | Ongoing       |
| 324                      | Finding market for existing products in existing markets  |                        | Ongoing       |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>5</b>                 | <b>Company Name:</b> QANI BRAHUSHAJ, FIER                           | <b>SBCA Client ID:</b> 1879 |
|                          | <b>Type of Activity:</b> Vegetables production                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>6</b>                 | <b>Company Name:</b> VASILI Shpk, TIRANE   | <b>SBCA Client ID:</b> 2570 |
|                          | <b>Type of Activity:</b> Fruits and vegetable processing                                     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>   | <b>Status</b>               |
| 215                      | Preparing financial management (balance sheet, income statement, cash flow, inventory, etc.) | Ongoing                     |
| 216                      | Introducing loan application procedures  | Completed                   |
| 316                      | Obtaining and implementing bar coding  | Completed                   |
| 322                      | Developing and improving marketing strategies  | Completed                   |
| 331                      | Implementing sales analysis  | Completed                   |
| 333                      | Design and publishing websites   | Completed                   |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.                                   | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>7</b>                 | <b>Company Name:</b> HYSEN GISHTI, BERAT                            | <b>SBCA Client ID:</b> 2694 |
|                          | <b>Type of Activity:</b> Fruits and vegetables cultivation          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 313                      | Introducing new packaging   | Ongoing                     |
| 325                      | Finding market for existing products in new markets                 | Ongoing                     |
| 328                      | Searching for marketing information and/or partners                 | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>8</b>                 | <b>Company Name:</b> ANDREA THOMAI, LUSHNJ.                               | <b>SBCA Client ID:</b> 2922 |
|                          | <b>Type of Activity:</b> Greenhouse                                       |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 313                      | Introducing new packaging   | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>9</b>                 | <b>Company Name:</b> LLAQI MILETI, FIER                                   | <b>SBCA Client ID:</b> 3378 |
|                          | <b>Type of Activity:</b> Fruit and vegetables cultivation and processing  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 313                      | Introducing new packaging   | Completed                   |
| 325                      | Finding market for existing products in new markets                       | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>10</b>                | <b>Company Name:</b> ADIL JAHU, BERAT                                     | <b>SBCA Client ID:</b> 3876 |
|                          | <b>Type of Activity:</b> Fruits and vegetables cultivation                |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Ongoing                     |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 325                      | Finding market for existing products in new markets                       | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>11</b>                | <b>Company Name:</b> ALFA ROMEO, DURRES           | <b>SBCA Client ID:</b> 4010 |
|                          | <b>Type of Activity:</b> Greenhouse (vegetables)  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>            | <b>Status</b>               |
| 121                      | Installing computerized production control system | Completed                   |
| 217                      | Introducing computerized accounting system        | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>12</b>                | <b>Company Name:</b> MIRI Shpk, BERAT                    | <b>SBCA Client ID:</b> 4224 |
|                          | <b>Type of Activity:</b> Fruit and vegetables processing |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                   | <b>Status</b>               |
| 212                      | Training accounting staff                                | Ongoing                     |
| 322                      | Developing and improving marketing strategies            | Ongoing                     |
| 325                      | Finding market for existing products in new markets      | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>13</b>                | <b>Company Name:</b> PERIKLI GEGA, VLORE                            | <b>SBCA Client ID:</b> 4274 |
|                          | <b>Type of Activity:</b> Fruit producer (peach)                     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 131                      | Introducing new agricultural products                               | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>14</b>                | <b>Company Name:</b> ARIF QATO, BERAT                               | <b>SBCA Client ID:</b> 4406 |
|                          | <b>Type of Activity:</b> Fig and grape cultivation                  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 313                      | Introducing new packaging   | Ongoing                     |
| 325                      | Finding market for existing products in new markets                 | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>15</b>                | <b>Company Name:</b> HABA BALLKAN, KORÇE                  | <b>SBCA Client ID:</b> 4696 |
|                          | <b>Type of Activity:</b> Fruits and vegetables processing |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                    | <b>Status</b>               |
| 112                      | Building laboratory facilities                            | Completed                   |
| 114                      | Training in the use of equipment                          | Completed                   |
| 211                      | Preparing opening accounts statement                      | Ongoing                     |
| 247                      | STASH practices   | Completed                   |
| 314                      | Improving existing packaging & labeling                   | Ongoing                     |
| 316                      | Obtaining and implementing bar coding                     | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>16</b>                | <b>Company Name:</b> FANI FOOD, SHKODER                             | <b>SBCA Client ID:</b> 4847 |
|                          | <b>Type of Activity:</b> Sauce production                           |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Ongoing                     |
| 321                      | Conducting market research  | Ongoing                     |
| 322                      | Developing and improving marketing strategies                       | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>17</b>                | <b>Company Name:</b> SABRI ZELA, TIRANE                             | <b>SBCA Client ID:</b> 2894 |
|                          | <b>Type of Activity:</b> Fruit Cultivation                          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 122                      | Improving production procedures                                     | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>18</b>                | <b>Company Name:</b> FRUT LLAK, VLORE                                     | <b>SBCA Client ID:</b> 4939 |
|                          | <b>Type of Activity:</b> Fruit producer                                   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 131                      | Introducing new agricultural products                                     | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality       | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality       | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality       | Ongoing                     |
| 135                      | Introducing new techniques to extend the selling season                   | Completed                   |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>19</b>                | <b>Company Name:</b> SERAT ÇIBUKU, BERAT                                  | <b>SBCA Client ID:</b> 4944 |
|                          | <b>Type of Activity:</b> Greenhouse                                       |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Ongoing                     |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 325                      | Finding market for existing products in new markets                       | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>20</b>                | <b>Company Name:</b> BASHKESIA KAJO, BERAT                          | <b>SBCA Client ID:</b> 4945 |
|                          | <b>Type of Activity:</b> Fruits and vegetables cultivation          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 325                      | Finding market for existing products in new markets                 | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>21</b>                | <b>Company Name:</b> QEVANI Shpk, BERAT                                  | <b>SBCA Client ID:</b> 4951 |
|                          | <b>Type of Activity:</b> Fruit and vegetables cultivation and processing |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                   | <b>Status</b>               |
| 212                      | Training accounting staff  | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)           | Completed                   |
| 313                      | Introducing new packaging  | Completed                   |
| 325                      | Finding market for existing products in new markets                      | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>22</b>                | <b>Company Name:</b> SOKRAT METANI, LUSHNJ.                              | <b>SBCA Client ID:</b> 4952 |
|                          | <b>Type of Activity:</b> Fruit and vegetables cultivation and processing |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                   | <b>Status</b>               |
| 313                      | Introducing new packaging  | Ongoing                     |
| 325                      | Finding market for existing products in new markets                      | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>23</b>                | <b>Company Name:</b> NEXHIP GJOSHI, FIER                                 | <b>SBCA Client ID:</b> 4953 |
|                          | <b>Type of Activity:</b> Fruit and vegetables cultivation and processing |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                   | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality      | Completed                   |
| 313                      | Introducing new packaging  | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>24</b>                | <b>Company Name:</b> YLSI LAZE, VLORE                               | <b>SBCA Client ID:</b> 4954 |
|                          | <b>Type of Activity:</b> Fruit producer (peach)                     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 332                      | Delivering selling techniques training                              | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>25</b>                | <b>Company Name:</b> TRIFON GJINI, LUSHNJE                                | <b>SBCA Client ID:</b> 4957 |
|                          | <b>Type of Activity:</b> Greenhouse                                       |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 313                      | Introducing new packaging   | Completed                   |
| 325                      | Finding market for existing products in new markets                       | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>26</b>                | <b>Company Name:</b> VRAPI, TIRANE                                       | <b>SBCA Client ID:</b> 4963 |
|                          | <b>Type of Activity:</b> Fruit and vegetables cultivation and processing |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                   | <b>Status</b>               |
| 111                      | Sourcing of equipment  | Completed                   |
| 219                      | Costing and pricing analysis   | Completed                   |
| 322                      | Developing and improving marketing strategies                            | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>27</b>                | <b>Company Name:</b> BASHKESIA HOXHAI, BER.                         | <b>SBCA Client ID:</b> 4972 |
|                          | <b>Type of Activity:</b> Greenhouse vegetable cultivation           |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 325                      | Finding market for existing products in new markets                 | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>28</b>                | <b>Company Name:</b> NEXHAT MULLALLI, KOR.                          | <b>SBCA Client ID:</b> 5164 |
|                          | <b>Type of Activity:</b> Fruit (apple)                              |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 134                      | Introducing & implementing new storage techniques                   | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Ongoing                     |
| 332                      | Delivering selling techniques training                              | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>29</b>                | <b>Company Name:</b> DASHAMIR CAUSHI, POGR.                         | <b>SBCA Client ID:</b> 5171 |
|                          | <b>Type of Activity:</b> Fruit                                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 134                      | Introducing & implementing new storage techniques                   | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Ongoing                     |
| 332                      | Delivering selling techniques training                              | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>30</b>                | <b>Company Name:</b> ASTRIT KADILLI, KORCE                          | <b>SBCA Client ID:</b> 5263 |
|                          | <b>Type of Activity:</b> Fruit and vegetables farming               |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 134                      | Introducing & implementing new storage techniques                   | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Ongoing                     |
| 332                      | Delivering selling techniques training                              | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>31</b>                | <b>Company Name:</b> Agro-Green Life Assoc., Berat | <b>SBCA Client ID:</b> 5293 |
|                          | <b>Type of Activity:</b> Vegetables                |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>             | <b>Status</b>               |
| 333                      | Design and publishing websites                     | Ongoing                     |
| 333                      | Design and publishing websites                     | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>32</b>                | <b>Company Name:</b> LEOPARD Shpk, KORCE | <b>SBCA Client ID:</b> 5365 |
|                          | <b>Type of Activity:</b> Vegetables      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>   | <b>Status</b>               |
| 112                      | Building laboratory facilities           | Ongoing                     |
| 113                      | Sourcing raw materials and other inputs  | Ongoing                     |
| 114                      | Training in the use of equipment         | Ongoing                     |
| 316                      | Obtaining and implementing bar coding    | Ongoing                     |
| 321                      | Conducting market research               | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>33</b>                | <b>Company Name:</b> DIAMANTI, DURRES                               | <b>SBCA Client ID:</b> 5394 |
|                          | <b>Type of Activity:</b> Greenhouse vegetables production           |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>34</b>                | <b>Company Name:</b> Kombinati Ushqimor Mallak.   | <b>SBCA Client ID:</b> 5502 |
|                          | <b>Type of Activity:</b> Vegetables processing and canning                                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Ongoing                     |
| 113                      | Sourcing raw materials and other inputs   | Completed                   |
| 215                      | Preparing financial management<br>(balance sheet, income statement, cash flow, inventory, etc.) | Completed                   |
| 322                      | Developing and improving marketing strategies   | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>35</b>                | <b>Company Name:</b> ASTRIT HOXHA, KORCE                            | <b>SBCA Client ID:</b> 5609 |
|                          | <b>Type of Activity:</b> Fruit cultivation (apple)                  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 134                      | Introducing & implementing new storage techniques                   | Ongoing                     |
| 332                      | Delivering selling techniques training                              | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>36</b>                | <b>Company Name:</b> MELSI BEGOLLI, KORCE                           | <b>SBCA Client ID:</b> 5610 |
|                          | <b>Type of Activity:</b> Fruit producer (Apple)                     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 134                      | Introducing & implementing new storage techniques                   | Ongoing                     |
| 332                      | Delivering selling techniques training                              | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>37</b>                | <b>Company Name:</b> VANEST Shpk , KORCE                       | <b>SBCA Client ID:</b> 5611 |
|                          | <b>Type of Activity:</b> Different products cultivation        |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 112                      | Building laboratory facilities                                 | Ongoing                     |
| 234                      | Recruiting and retaining staff                                 | Ongoing                     |
| 243                      | HACCAP practices   | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |
| 316                      | Obtaining and implementing bar coding                          | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>38</b>                | <b>Company Name:</b> ALCRED CO, TIRANE                              | <b>SBCA Client ID:</b> 5726 |
|                          | <b>Type of Activity:</b> Frozen fruits and vegetables processing    |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | implementing new techniques to increase productivity and/or quality | Ongoing                     |

#### CUT FLOWERS, SEEDLINGS AND ORNAMENTAL PLANTS

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>39</b>                | <b>Company Name:</b> GJELBERIMI 2000 Shpk, VL                       | <b>SBCA Client ID:</b> 4024 |
|                          | <b>Type of Activity:</b> Cut flowers, seedlings, ornamental plants  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 122                      | Improving production procedures                                     | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>40</b>                | <b>Company Name:</b> FIDAL, LEZHE   | <b>SBCA Client ID:</b> 4960 |
|                          | <b>Type of Activity:</b> Seedling production                              |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Completed                   |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)            | Completed                   |
| 313                      | Introducing new packaging   | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>41</b>                | <b>Company Name:</b> BLLAMA Shpk, KAVAJE      | <b>SBCA Client ID:</b> 4964 |
|                          | <b>Type of Activity:</b> Apple seedlings      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>        | <b>Status</b>               |
| 122                      | Improving production procedures               | Completed                   |
| 246                      | GMP practices                                 | Completed                   |
| 322                      | Developing and improving marketing strategies | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>42</b>                | <b>Company Name:</b> AGROVET, KORCE                                   | <b>SBCA Client ID:</b> 4969 |
|                          | <b>Type of Activity:</b> Cut flowers, seedlings and ornamental plants |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                | <b>Status</b>               |
| 324                      | Finding market for existing products in existing markets              | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>43</b>                | <b>Company Name:</b> HYSNI HUSHI, KRUJE                               | <b>SBCA Client ID:</b> 5031 |
|                          | <b>Type of Activity:</b> Cut flowers, seedlings and ornamental plants |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality   | Completed                   |
| 220                      | Preparing investment plan/feasibility study                           | Completed                   |
| 322                      | Developing and improving marketing strategies                         | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>44</b>                | <b>Company Name:</b> ZARIF ZENELI, VLORE                            | <b>SBCA Client ID:</b> 5178 |
|                          | <b>Type of Activity:</b> Fruit seedlings producer                   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 131                      | Introducing new agricultural products                               | Completed                   |
| 131                      | Introducing new agricultural products                               | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

#### BEE PRODUCTS AND PROCESSING

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>45</b>                | <b>Company Name:</b> LESKAJ, VLORE                             | <b>SBCA Client ID:</b> 4119 |
|                          | <b>Type of Activity:</b> Beekeeping                            |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |
| 313                      | Introducing new packaging                                      | Ongoing                     |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |

|                          |  |                            |
|--------------------------|--|----------------------------|
| <b>46</b>                | <b>Company Name:</b> BOVA Shpk, ELBASAN                      | <b>SBCA Client ID:</b> 693 |
|                          | <b>Type of Activity:</b> Entrepreneur in the honey business. |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                       | <b>Status</b>              |
| 113                      | Sourcing raw materials and other inputs                      | Ongoing                    |
| 113                      | Sourcing raw materials and other inputs                      | Completed                  |
| 211                      | Preparing opening accounts statement                         | Ongoing                    |
| 247                      | STASH practices  | Completed                  |
| 314                      | Improving existing packaging & labeling                      | Ongoing                    |
| 322                      | Developing and improving marketing strategies                | Ongoing                    |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>47</b>                | <b>Company Name:</b> Pandeli Karapanxha, Korçe                      | <b>SBCA Client ID:</b> 2458 |
|                          | <b>Type of Activity:</b> Beekeeping and bee products                |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 313                      | Introducing new packaging   | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>48</b>                | <b>Company Name:</b> BLETARIA VLORA, VLORE                     | <b>SBCA Client ID:</b> 2501 |
|                          | <b>Type of Activity:</b> Bee keeping                           |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Completed                   |
| 246                      | GMP practices  | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 313                      | Introducing new packaging                                      | Completed                   |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>49</b>                | <b>Company Name:</b> Shoqata Bletareve, Kukes                  | <b>SBCA Client ID:</b> 4955 |
|                          | <b>Type of Activity:</b> Bee products                          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 313                      | Introducing new packaging                                      | Completed                   |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.     | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>50</b>                | <b>Company Name:</b> MEHDI HORANLLI, KORCE                          | <b>SBCA Client ID:</b> 4976 |
|                          | <b>Type of Activity:</b> Bee keeping and bee products               |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 313                      | Introducing new packaging   | Ongoing                     |

## LIVESTOCK FARMING

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>51</b>                | <b>Company Name:</b> BAJRAM UKU, TIRANE                             | <b>SBCA Client ID:</b> 1077 |
|                          | <b>Type of Activity:</b> Pig farming                                |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>52</b>                | <b>Company Name:</b> ELMIGVAN, TIRANE                               | <b>SBCA Client ID:</b> 2010 |
|                          | <b>Type of Activity:</b> Pigs Farming                               |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 122                      | Improving production procedures                                     | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>53</b>                | <b>Company Name:</b> ALBIDEA Shpk, DURRES                           | <b>SBCA Client ID:</b> 4013 |
|                          | <b>Type of Activity:</b> Pig Food Processing                        |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 138                      | Techniques on reducing production costs                             | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>54</b>                | <b>Company Name:</b> FIQIRI MEMA, VLORE                             | <b>SBCA Client ID:</b> 5146 |
|                          | <b>Type of Activity:</b> Live stock farming                         |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

## GRAPES CULTIVATION AND PROCESSING

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>55</b>                | <b>Company Name:</b> VRESHTARI, KUCOVE                              | <b>SBCA Client ID:</b> 4948 |
|                          | <b>Type of Activity:</b> Grapes cultivation and processing          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 212                      | Training accounting staff   | Completed                   |
| 325                      | Finding market for existing products in new markets                 | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>56</b>                | <b>Company Name:</b> SHAQIR HANI, TIRANE                            | <b>SBCA Client ID:</b> 4978 |
|                          | <b>Type of Activity:</b> Grapes cultivation                         |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>57</b>                | <b>Company Name:</b> NELSON XHAFERRI, VLORE                         | <b>SBCA Client ID:</b> 5055 |
|                          | <b>Type of Activity:</b> Grapes cultivation                         |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>58</b>                | <b>Company Name:</b> ARBEN MEMA, DURRES                             | <b>SBCA Client ID:</b> 5442 |
|                          | <b>Type of Activity:</b> Grape cultivation                          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |

## DAIRY PRODUCTS

|                          |  |                            |
|--------------------------|--|----------------------------|
| <b>59</b>                | <b>Company Name:</b> MIRELI, DURRES      | <b>SBCA Client ID:</b> 215 |
|                          | <b>Type of Activity:</b> Milk processing |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>   | <b>Status</b>              |
| 112                      | Building laboratory facilities           | Completed                  |

|                          |   |                            |
|--------------------------|---|----------------------------|
| <b>60</b>                | <b>Company Name:</b> LUSHKJA, KAVAJE    | <b>SBCA Client ID:</b> 227 |
|                          | <b>Type of Activity:</b> Dairy products |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>              |
| 111                      | Sourcing of Equipment                   | Completed                  |
| 132                      | Introducing & developing new products   | Completed                  |
| 314                      | Improving existing packaging & labeling | Ongoing                    |

|                          |   |                            |
|--------------------------|---|----------------------------|
| <b>61</b>                | <b>Company Name:</b> SHAMETI, VLORE                                 | <b>SBCA Client ID:</b> 232 |
|                          | <b>Type of Activity:</b> Dairy products                             |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>              |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                    |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Ongoing                    |
| 313                      | Introducing new packaging   | Ongoing                    |
| 325                      | Finding market for existing products in new markets                 | Ongoing                    |

|                          |  |                            |
|--------------------------|--|----------------------------|
| <b>62</b>                | <b>Company Name:</b> ARBI, TIRANE                              | <b>SBCA Client ID:</b> 235 |
|                          | <b>Type of Activity:</b> Milk processing                       |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>              |
| 132                      | Introducing & developing new products                          | Completed                  |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                  |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                  |

|                          |   |                            |
|--------------------------|---|----------------------------|
| <b>63</b>                | <b>Company Name:</b> GREAL, KORCE   | <b>SBCA Client ID:</b> 283 |
|                          | <b>Type of Activity:</b> Milk processing  |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>              |
| 132                      | Introducing & developing new products   | Ongoing                    |
| 215                      | Preparing financial management<br>(balance sheet, income statement, cash flow, inventory, etc.) | Ongoing                    |
| 232                      | Preparing job descriptions & responsibilities   | Ongoing                    |
| 333                      | Design and publishing websites  | Ongoing                    |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.                                      | Ongoing                    |

|                          |  |                            |
|--------------------------|--|----------------------------|
| <b>64</b>                | <b>Company Name:</b> LAMA, KURBIN        | <b>SBCA Client ID:</b> 309 |
|                          | <b>Type of Activity:</b> Milk processing |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>   | <b>Status</b>              |
| 132                      | Introducing & developing new products    | Completed                  |

|                          |   |                            |
|--------------------------|---|----------------------------|
| <b>65</b>                | <b>Company Name:</b> NETI, KAVAJE                                   | <b>SBCA Client ID:</b> 324 |
|                          | <b>Type of Activity:</b> Dairy products                             |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>              |
| 132                      | Introducing & developing new products                               | Ongoing                    |
| 132                      | Introducing & developing new products                               | Completed                  |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                  |
| 314                      | Improving existing packaging & labeling                             | Ongoing                    |

|                          |   |                            |
|--------------------------|---|----------------------------|
| <b>66</b>                | <b>Company Name:</b> ALBAMILK, SHKODER  | <b>SBCA Client ID:</b> 350 |
|                          | <b>Type of Activity:</b> Dairy products (pizza cheese & other sub products of milk) |                            |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>              |
| 132                      | Introducing & developing new products   | Ongoing                    |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>67</b>                | <b>Company Name:</b> NIKOLINO, SHKODER                         | <b>SBCA Client ID:</b> 2496 |
|                          | <b>Type of Activity:</b> Dairy producer                        |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Completed                   |
| 111                      | Sourcing of Equipment  | Completed                   |
| 111                      | Sourcing of Equipment  | Completed                   |
| 132                      | Introducing & developing new products                          | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>68</b>                | <b>Company Name:</b> TOME SHELQETJA, SHKODER                        | <b>SBCA Client ID:</b> 3336 |
|                          | <b>Type of Activity:</b> Dairy products                             |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>69</b>                | <b>Company Name:</b> TEIST Shpk, FIER                               | <b>SBCA Client ID:</b> 3733 |
|                          | <b>Type of Activity:</b> Milk Processing                            |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 114                      | Training in the use of equipment                                    | Completed                   |
| 132                      | Introducing & developing new products                               | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Not completed               |
| 212                      | Training accounting staff   | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Ongoing                     |
| 316                      | Obtaining and implementing bar coding                               | Completed                   |
| 322                      | Developing and improving marketing strategies                       | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>70</b>                | <b>Company Name:</b> AKPER QATIPI, ELBASAN    | <b>SBCA Client ID:</b> 3848 |
|                          | <b>Type of Activity:</b> Milk processing      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>        | <b>Status</b>               |
| 111                      | Sourcing of Equipment                         | Ongoing                     |
| 132                      | Introducing & developing new products         | Ongoing                     |
| 211                      | Preparing opening accounts statement          | Ongoing                     |
| 314                      | Improving existing packaging & labeling       | Ongoing                     |
| 322                      | Developing and improving marketing strategies | Completed                   |
| 331                      | Implementing sales analysis                   | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>71</b>                | <b>Company Name:</b> BARDHI BALLA, VLORE                            | <b>SBCA Client ID:</b> 4940 |
|                          | <b>Type of Activity:</b> Dairy products                             |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Completed                   |
| 322                      | Developing and improving marketing strategies                       | Completed                   |
| 325                      | Finding market for existing products in new markets                 | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>72</b>                | <b>Company Name:</b> PELLUMB HOXHA, DURRES               | <b>SBCA Client ID:</b> 5257 |
|                          | <b>Type of Activity:</b> Dairy product                   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                   | <b>Status</b>               |
| 122                      | Improving production procedures                          | Completed                   |
| 122                      | Improving production procedures                          | Completed                   |
| 324                      | Finding market for existing products in existing markets | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>73</b>                | <b>Company Name:</b> EGDI - GRAMA , TIRANE    | <b>SBCA Client ID:</b> 5343 |
|                          | <b>Type of Activity:</b> Milk processing      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>        | <b>Status</b>               |
| 218                      | Preparing business plan                       | Completed                   |
| 232                      | Preparing job descriptions & responsibilities | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>74</b>                | <b>Company Name:</b> FERLAT Shpk, TIRANE                   | <b>SBCA Client ID:</b> 5351 |
|                          | <b>Type of Activity:</b> Milk processor                    |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                     | <b>Status</b>               |
| 316                      | Obtaining and implementing bar coding                      | Completed                   |
| 322                      | Developing and improving marketing strategies              | Completed                   |
| 323                      | Testing products in Consumer Focus groups & Retailer group | Completed                   |
| 325                      | Finding market for existing products in new markets        | Completed                   |

#### OLIVE CULTIVATION AND PROCESSING

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>75</b>                | <b>Company Name:</b> VESAF MUSAI, VLORE                        | <b>SBCA Client ID:</b> 1168 |
|                          | <b>Type of Activity:</b> Olive tree seedling                   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 322                      | Developing and improving marketing strategies                  | Completed                   |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |
| 333                      | Design and publishing websites                                 | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>76</b>                | <b>Company Name:</b> PELLUMB ALIRAJ, VLORE                     | <b>SBCA Client ID:</b> 1181 |
|                          | <b>Type of Activity:</b> Olive processing                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Ongoing                     |
| 131                      | Introducing new agricultural products                          | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 322                      | Developing and improving marketing strategies                  | Completed                   |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>77</b>                | <b>Company Name:</b> SABIN, VLORE                              | <b>SBCA Client ID:</b> 1182 |
|                          | <b>Type of Activity:</b> Olive processing                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 246                      | GMP practices  | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 322                      | Developing and improving marketing strategies                  | Completed                   |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>78</b>                | <b>Company Name:</b> SHKALLA Shpk, TIRANE   | <b>SBCA Client ID:</b> 3934 |
|                          | <b>Type of Activity:</b> Olive processing   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Completed                   |
| 126                      | Installing new technology line  | Completed                   |
| 136                      | Introducing and facilitating agreements with new new suppliers                                  | Completed                   |
| 136                      | Introducing and facilitating agreements with new new suppliers                                  | Completed                   |
| 215                      | Preparing financial management<br>(balance sheet, income statement, cash flow, inventory, etc.) | Completed                   |
| 246                      | GMP practices   | Completed                   |
| 246                      | GMP practices   | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)                                  | Completed                   |
| 317                      | Introducing Product Code  | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>79</b>                | <b>Company Name:</b> NIKOLIN GJIKONDI, SAR.                    | <b>SBCA Client ID:</b> 5245 |
|                          | <b>Type of Activity:</b> Olive processing                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 241                      | Obtaining product certification                                | Ongoing                     |
| 246                      | GMP practices  | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 322                      | Developing and improving marketing strategies                  | Completed                   |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |
| 333                      | Design and publishing websites                                 | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>80</b>                | <b>Company Name:</b> TRAD.EL.SKILJA , ELBASAN | <b>SBCA Client ID:</b> 5600 |
|                          | <b>Type of Activity:</b> Olive processing     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>        | <b>Status</b>               |
| 316                      | Obtaining and implementing bar coding         | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>81</b>                | <b>Company Name:</b> TAJAR ALIAJ , FIER    | <b>SBCA Client ID:</b> 5602 |
|                          | <b>Type of Activity:</b> Olive cultivation |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>     | <b>Status</b>               |
| 218                      | Preparing business plan                    | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>82</b>                | <b>Company Name:</b> PIKU Shpk, ELBASAN                        | <b>SBCA Client ID:</b> 5608 |
|                          | <b>Type of Activity:</b> Oil producer                          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Ongoing                     |
| 218                      | Preparing business plan  | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |

## BREAD AND PASTRIES PRODUCTION

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>83</b>                | <b>Company Name:</b> BEHARI, TIRANE                        | <b>SBCA Client ID:</b> 1728 |
|                          | <b>Type of Activity:</b> Bakery, sweets production         |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                     | <b>Status</b>               |
| 217                      | Introducing computerized accounting system                 | Ongoing                     |
| 334                      | Designing , reproducing company catalogues, leaflets, etc. | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>84</b>                | <b>Company Name:</b> SHABANI Shpk, FIER   | <b>SBCA Client ID:</b> 2434 |
|                          | <b>Type of Activity:</b> Flour processing and trade of corn, farina, potatoes, yeast, starch production |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>85</b>                | <b>Company Name:</b> EVEREST, TIRANE                       | <b>SBCA Client ID:</b> 3969 |
|                          | <b>Type of Activity:</b> Dessert maker                     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                     | <b>Status</b>               |
| 218                      | Preparing business plan                                    | Completed                   |
| 246                      | GMP practices  | Completed                   |
| 314                      | Improving existing packaging & labeling                    | Ongoing                     |
| 332                      | Delivering selling techniques training                     | Completed                   |
| 334                      | Designing , reproducing company catalogues, leaflets, etc. | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>86</b>                | <b>Company Name:</b> ALBA-MAJA Shpk, TIRANE                         | <b>SBCA Client ID:</b> 4958 |
|                          | <b>Type of Activity:</b> Yeast productions                          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 122                      | Improving production procedures                                     | Completed                   |
| 122                      | Improving production procedures                                     | Completed                   |
| 123                      | Organizing and managing the production process                      | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Completed                   |
| 313                      | Introducing new packaging   | Completed                   |
| 325                      | Finding market for existing products in new markets                 | Ongoing                     |
| 333                      | Design and publishing websites                                      | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>87</b>                | <b>Company Name:</b> LAZE Shpk, TIRANE                              | <b>SBCA Client ID:</b> 5030 |
|                          | <b>Type of Activity:</b> Flour production                           |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 219                      | Costing & Pricing analysis  | Completed                   |
| 322                      | Developing and improving marketing strategies                       | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>88</b>                | <b>Company Name:</b> PITMOLLA Shpk, LUSHNJE            | <b>SBCA Client ID:</b> 5504 |
|                          | <b>Type of Activity:</b> Croissant, biscutits producer |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                 | <b>Status</b>               |
| 113                      | Sourcing raw materials and other inputs                | Ongoing                     |

## HERBS AND SPICES

|                          |   |                           |
|--------------------------|---|---------------------------|
| <b>89</b>                | <b>Company Name:</b> MUCA, SHKODER  | <b>SBCA Client ID:</b> 91 |
|                          | <b>Type of Activity:</b> Herbs processing                                 |                           |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>             |
| 132                      | Introducing & developing new products                                     | Ongoing                   |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Ongoing                   |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Ongoing                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)            | Ongoing                   |
| 333                      | Design and publishing websites  | Ongoing                   |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.                | Ongoing                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>90</b>                | <b>Company Name:</b> EDI G. Shpk, M. E MADHE                        | <b>SBCA Client ID:</b> 4961 |
|                          | <b>Type of Activity:</b> Herbs and spices                           |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 131                      | Introducing new agricultural products                               | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

## MEAT PROCESSING

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>91</b>                | <b>Company Name:</b> SHENASIM SADIKAJ, FIER                         | <b>SBCA Client ID:</b> 2422 |
|                          | <b>Type of Activity:</b> Poultry Farm for Meat                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 111                      | Sourcing of Equipment   | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 313                      | Introducing new packaging   | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>92</b>                | <b>Company Name:</b> ZEF NDRECA, KURBIN                             | <b>SBCA Client ID:</b> 2503 |
|                          | <b>Type of Activity:</b> Swinery farm                               |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>93</b>                | <b>Company Name:</b> ALSA Shpk, VLORE                          | <b>SBCA Client ID:</b> 3407 |
|                          | <b>Type of Activity:</b> Producer of sausages and meat         |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 242                      | Introducing & implementing quality management systems          | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |
| 322                      | Developing and improving marketing strategies                  | Ongoing                     |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>94</b>                | <b>Company Name:</b> CLASS, TIRANE            | <b>SBCA Client ID:</b> 4962 |
|                          | <b>Type of Activity:</b> Meat processor       |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>        | <b>Status</b>               |
| 246                      | GMP practices                                 | Completed                   |
| 246                      | GMP practices                                 | Completed                   |
| 249                      | Improving hygiene standards                   | Completed                   |
| 322                      | Developing and improving marketing strategies | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>95</b>                | <b>Company Name:</b> KORÇA FRESK, KORCE                        | <b>SBCA Client ID:</b> 4968 |
|                          | <b>Type of Activity:</b> Meat processing (Chicken)             |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 231                      | Preparing on organization chart/organogram                     | Completed                   |
| 243                      | HACCAP practices   | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 316                      | Obtaining and implementing bar coding                          | Ongoing                     |
| 322                      | Developing and improving marketing strategies                  | Ongoing                     |
| 322                      | Developing and improving marketing strategies                  | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>96</b>                | <b>Company Name:</b> NDUE MARACAJ, SHKODER                          | <b>SBCA Client ID:</b> 5385 |
|                          | <b>Type of Activity:</b> Meat processing (Pig)                      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |
| 133                      | Implementing new techniques to increase productivity and/or quality | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>97</b>                | <b>Company Name:</b> MINELLA NIKOLLA, FIER                   | <b>SBCA Client ID:</b> 5408 |
|                          | <b>Type of Activity:</b> Livestock farming & slaughter house |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                       | <b>Status</b>               |
| 246                      | GMP practices  | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>98</b>                | <b>Company Name:</b> Univeris Frigo Darb, Shkoder                   | <b>SBCA Client ID:</b> 5445 |
|                          | <b>Type of Activity:</b> Meat processing                            |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 217                      | Introducing computerized accounting system                          | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)      | Ongoing                     |

## WATER AND SOFT DRINKS PRODUCERS

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>99</b>                | <b>Company Name:</b> JETA Shpk, SHKODER   | <b>SBCA Client ID:</b> 2901 |
|                          | <b>Type of Activity:</b> Production of soft drinks  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>               |
| 215                      | Preparing financial management<br>(balance sheet, income statement, cash flow, inventory, etc.) | Ongoing                     |
| 215                      | Preparing financial management<br>(balance sheet, income statement, cash flow, inventory, etc.) | Completed                   |
| 218                      | Preparing business plan   | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)                                  | Completed                   |
| 316                      | Obtaining and implementing bar coding   | Ongoing                     |

## OTHER AGRIBUSINESSES

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>100</b>               | <b>Company Name:</b> SHEHU Shpk, KORCE                         | <b>SBCA Client ID:</b> 1899 |
|                          | <b>Type of Activity:</b> Eggs production                       |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 316                      | Obtaining and implementing bar coding                          | Completed                   |
| 322                      | Developing and improving marketing strategies                  | Completed                   |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>101</b>               | <b>Company Name:</b> XHEVAT FERHATI, ELBASAN  | <b>SBCA Client ID:</b> 3897 |
|                          | <b>Type of Activity:</b> Wheat producer   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>               |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.)                       | Completed                   |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.)                       | Completed                   |
| 215                      | Preparing financial management<br>(balance sheet, income statement, cash flow, inventory, etc.) | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>102</b>               | <b>Company Name:</b> APOLLON 5, TIRANE                         | <b>SBCA Client ID:</b> 4548 |
|                          | <b>Type of Activity:</b> Packaging of alimentary products      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 136                      | Introducing and facilitating agreements with new new suppliers | Ongoing                     |
| 136                      | Introducing and facilitating agreements with new new suppliers | Ongoing                     |
| 324                      | Finding market for existing products in existing markets       | Ongoing                     |
| 324                      | Finding market for existing products in existing markets       | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>103</b>               | <b>Company Name:</b> ATLAS 1, KORCE                                   | <b>SBCA Client ID:</b> 4967 |
|                          | <b>Type of Activity:</b> Ethyl alcohol (and potential sugar) producer |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                | <b>Status</b>               |
| 220                      | Preparing investment plan/feasibility study                           | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>104</b>               | <b>Company Name:</b> EUROFISH Shpk, LEZHE                           | <b>SBCA Client ID:</b> 5594 |
|                          | <b>Type of Activity:</b> Fishing processing                         |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                              | <b>Status</b>               |
| 122                      | Improving production procedures                                     | Ongoing                     |
| 133                      | Implementing new techniques to increase productivity and/or quality | Ongoing                     |
| 219                      | Costing & Pricing analysis  | Ongoing                     |
| 314                      | Improving existing packaging & labeling                             | Ongoing                     |
| 321                      | Conducting market research  | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>105</b>               | <b>Company Name:</b> FIESTA Shpk , SHKODER                     | <b>SBCA Client ID:</b> 5636 |
|                          | <b>Type of Activity:</b> Products sales (sugar, coffee, oil)   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |

## WOOD PROCESSING

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>106</b>               | <b>Company Name:</b> 2 A Shpk, ELBASAN                   | <b>SBCA Client ID:</b> 1859 |
|                          | <b>Type of Activity:</b> Wood processing                 |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                   | <b>Status</b>               |
| 214                      | Introducing production costing system                    | Ongoing                     |
| 231                      | Preparing on organization chart/organogram               | Completed                   |
| 324                      | Finding market for existing products in existing markets | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>107</b>               | <b>Company Name:</b> KARAFILI Shpk, POGRADEC                   | <b>SBCA Client ID:</b> 2994 |
|                          | <b>Type of Activity:</b> Production of tables, iron chairs     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 213                      | Preparing sales analyses                                       | Ongoing                     |
| 217                      | Introducing computerized accounting system                     | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>108</b>               | <b>Company Name:</b> EUROPAN DRURI Shpk, TIRANE | <b>SBCA Client ID:</b> 4004 |
|                          | <b>Type of Activity:</b> Furniture processing   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>          | <b>Status</b>               |
| 213                      | Preparing sales analyses                        | Completed                   |
| 232                      | Preparing job descriptions & responsibilities   | Completed                   |
| 322                      | Developing and improving marketing strategies   | Completed                   |

## CONSTRUCTION

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>109</b>               | <b>Company Name:</b> EUROPA Shpk, ELBASAN                      | <b>SBCA Client ID:</b> 5006 |
|                          | <b>Type of Activity:</b> Production of metallic components     |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Ongoing                     |
| 122                      | Improving production procedures                                | Ongoing                     |
| 211                      | Preparing opening accounts statement                           | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>110</b>               | <b>Company Name:</b> EUROTECH CEMENT,<br>DURRESS  | <b>SBCA Client ID:</b> 5226 |
|                          | <b>Type of Activity:</b> Construction   |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>               |
| 215                      | Preparing financial management<br>(balance sheet, income statement, cash flow, inventory, etc.) | Completed                   |

## CARPET PRODUCERS

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>111</b>               | <b>Company Name:</b> COTAJ, SHKODER                                       | <b>SBCA Client ID:</b> 5003 |
|                          | <b>Type of Activity:</b> Carpet producer                                  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)            | Ongoing                     |
| 325                      | Finding market for existing products in new markets                       | Ongoing                     |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.                | Ongoing                     |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.                | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>112</b>               | <b>Company Name:</b> LALO Shpk, VLORE                          | <b>SBCA Client ID:</b> 5388 |
|                          | <b>Type of Activity:</b> Carpet producer                       |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |
| 322                      | Developing and improving marketing strategies                  | Ongoing                     |
| 325                      | Finding market for existing products in new markets            | Ongoing                     |

## GIFTWARE PRODUCERS

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>113</b>               | <b>Company Name:</b> LA LUNA, KORCE   | <b>SBCA Client ID:</b> 2571 |
|                          | <b>Type of Activity:</b> Traditional ceramics and decorative objects producer |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>  | <b>Status</b>               |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)                | Completed                   |
| 322                      | Developing and improving marketing strategies                                 | Ongoing                     |
| 324                      | Finding market for existing products in existing markets                      | Ongoing                     |
| 332                      | Delivering selling techniques training  | Ongoing                     |

## CLOTHING AND TEXTILE PRODUCERS

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>114</b>               | <b>Company Name:</b> FLORIAN V Shpk, SHKODER                   | <b>SBCA Client ID:</b> 2980 |
|                          | <b>Type of Activity:</b> Production of towels and napkins      |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Completed                   |
| 121                      | Installing computerized production control system              | Completed                   |
| 246                      | GMP practices  | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Completed                   |
| 333                      | Design and publishing websites                                 | Completed                   |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.     | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>115</b>               | <b>Company Name:</b> SEZAIRI Shpk, LEZHE                                  | <b>SBCA Client ID:</b> 5258 |
|                          | <b>Type of Activity:</b> Clothing product                                 |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                                    | <b>Status</b>               |
| 137                      | Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.) | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)            | Ongoing                     |
| 325                      | Finding market for existing products in new markets                       | Completed                   |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.                | Ongoing                     |
| 334                      | Designing , reproducing company catalogues, leaflets, etc.                | Ongoing                     |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>116</b>               | <b>Company Name:</b> ARTFLEX , SHKODER                     | <b>SBCA Client ID:</b> 5635 |
|                          | <b>Type of Activity:</b> Mattress production               |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                     | <b>Status</b>               |
| 111                      | Sourcing of Equipment                                      | Ongoing                     |
| 213                      | Preparing sales analyses                                   | Ongoing                     |
| 246                      | GMP practices  | Ongoing                     |
| 334                      | Designing , reproducing company catalogues, leaflets, etc. | Ongoing                     |

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>117</b>               | <b>Company Name:</b> PENELOPA Shpk , DURRES   | <b>SBCA Client ID:</b> 5695 |
|                          | <b>Type of Activity:</b> Clothing production  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>        | <b>Status</b>               |
| 212                      | Training accounting staff                     | Ongoing                     |
| 217                      | Introducing computerized accounting system    | Ongoing                     |
| 232                      | Preparing job descriptions & responsibilities | Ongoing                     |

## OTHER NON-AGRIBUSINESS PRODUCERS

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>118</b>               | <b>Company Name:</b> BUTRINTI Shpk, DELVINE  | <b>SBCA Client ID:</b> 2649 |
|                          | <b>Type of Activity:</b> Production and bottling of mussels                                  |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>   | <b>Status</b>               |
| 122                      | Improving production procedures  | Completed                   |
| 215                      | Preparing financial management (balance sheet, income statement, cash flow, inventory, etc.) | Completed                   |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.)                               | Completed                   |
| 314                      | Improving existing packaging & labeling  | Completed                   |
| 315                      | Providing information on trademark registration  | Completed                   |
| 316                      | Obtaining and implementing bar coding  | Completed                   |
| 325                      | Finding market for existing products in new markets  | Completed                   |
| 325                      | Finding market for existing products in new markets  | Completed                   |
| 333                      | Design and publishing websites   | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>119</b>               | <b>Company Name:</b> APOLLON Shpk, FIER  | <b>SBCA Client ID:</b> 4504 |
|                          | <b>Type of Activity:</b> Manufacturing and recycling of paper                                |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>   | <b>Status</b>               |
| 111                      | Sourcing of Equipment  | Completed                   |
| 215                      | Preparing financial management (balance sheet, income statement, cash flow, inventory, etc.) | Completed                   |
| 316                      | Obtaining and implementing bar coding  | Completed                   |
| 322                      | Developing and improving marketing strategies  | Ongoing                     |
| 331                      | Implementing sales analysis  | Ongoing                     |
| 332                      | Delivering selling techniques training   | Completed                   |
| 333                      | Design and publishing websites   | Completed                   |

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>120</b>               | <b>Company Name:</b> ETHEM ALIAJ, FIER                     | <b>SBCA Client ID:</b> 5503 |
|                          | <b>Type of Activity:</b> Other non-agribusinesses producer |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                     | <b>Status</b>               |
| 136                      | Introducing and facilitating agreements with new suppliers | Completed                   |
| 313                      | Introducing new packaging                                  | Completed                   |
| 331                      | Implementing sales analysis                                | Ongoing                     |

## INPUT SUPPLIERS

|                          |  |                             |
|--------------------------|--|-----------------------------|
| <b>121</b>               | <b>Company Name:</b> AGROBLEND , TIRANE                        | <b>SBCA Client ID:</b> 5592 |
|                          | <b>Type of Activity:</b> Fertilized and other product          |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>                         | <b>Status</b>               |
| 218                      | Preparing business plan  | Ongoing                     |
| 245                      | EUREPGAP practices   | Ongoing                     |
| 311                      | Building new corporate brand (logos, stationery, labels, etc.) | Ongoing                     |

## SERVICES

|                          |   |                             |
|--------------------------|---|-----------------------------|
| <b>122</b>               | <b>Company Name:</b> KRISTAL, VLORE       | <b>SBCA Client ID:</b> 5389 |
|                          | <b>Type of Activity:</b> Bar - Restaurant |                             |
| <b>SBCA Service Ref.</b> | <b>SBCA Technical Assistance Units</b>    | <b>Status</b>               |
| 212                      | Training accounting staff                 | Ongoing                     |

# **ANNEX 4**

**SUMMARY OF THE TYPES OF SERVICES OFFERED  
TO SBCA CLIENTS DURING PHASE 2**

## ANNEX 4 - Summary of the Types of Services Offered to SBCA Clients during Phase 2

| Types of Assistance Provided to Clients  | Number of Businesses Assisted |
|--|-------------------------------|
| <b>Knowledge Increased in New Technology</b>   |                               |
| 111 - Sourcing of Equipment  | 23                            |
| 112 - Building laboratory facilities   | 4                             |
| 113 - Sourcing raw materials and other inputs  | 5                             |
| 114 - Training in the use of equipment   | 3                             |
| 121 - Installing computerized production control system  | 2                             |
| 122 - Improving production procedures  | 10                            |
| 123 - Organizing and managing the production process   | 1                             |
| 126 - Installing new technology line   | 1                             |
| 131 - Introducing new agricultural products  | 7                             |
| 132 - Introducing & developing new products  | 11                            |
| 133 - Introducing & implementing new techniques to increase productivity and/or quality            | 45                            |
| 134 - Introducing & implementing new storage techniques  | 5                             |
| 135 - Introducing new techniques to extend the selling season                                      | 2                             |
| 136 - Introducing and facilitating agreements with new new suppliers                               | 3                             |
| 137 - Selecting and using adequate inputs (seeds, seedlings, fertilizers, etc.)                    | 12                            |
| 138 - Techniques on reducing production costs  | 1                             |
| <b>Knowledge Increased in Good Management</b>  |                               |
| 211 - Preparing opening accounts statement   | 4                             |
| 212 - Training accounting staff  | 6                             |
| 213 - Preparing sales analyses   | 3                             |
| 214 - Introducing production costing system  | 1                             |
| 215 - Preparing financial management (balance sheet, income statement, cash flow, inventory, etc.) | 9                             |
| 216 - Introducing loan application procedures  | 1                             |
| 217 - Introducing computerized accounting system   | 5                             |
| 218 - Preparing business plan  | 6                             |
| 219 - Costing & Pricing analysis   | 3                             |
| 220 - Preparing investment plan/feasibility study  | 2                             |
| 231 - Preparing on organization chart/organogram   | 2                             |
| 232 - Preparing job descriptions & responsibilities  | 4                             |
| 234 - Recruiting and retaining staff   | 1                             |
| 241 - Obtaining product certification  | 1                             |
| 242 - Introducing & implementing quality management systems  | 1                             |
| 243 - HACCP practices  | 2                             |
| 245 - EUREPGAP practices   | 2                             |
| 246 - GMP practices  | 10                            |
| 247 - SSH practices  | 2                             |
| 249 - Improving hygiene standards  | 1                             |
| <b>Knowledge Increased in Marketing Strategies</b>   |                               |
| 311 - Building new corporate brand (logos, stationery, labels, etc.)                               | 38                            |
| 313 - Introducing new packaging  | 18                            |
| 314 - Improving existing packaging & labeling  | 8                             |
| 315 - Providing information on trademark registration  | 1                             |
| 316 - Obtaining and implementing bar coding  | 13                            |
| 317 - Introducing Product Code   | 1                             |
| 321 - Conducting market research   | 3                             |
| 322 - Developing and improving marketing strategies  | 26                            |

| <b>Types of Assistance Provided to Clients</b>                   | <b>Number of Businesses Assisted</b> |
|--|--------------------------------------|
| 323 - Testing products in Consumer Focus groups & Retailer group | 1                                    |
| 324 - Finding market for existing products in existing markets   | 6                                    |
| 325 - Finding market for existing products in new markets        | 29                                   |
| 328 - Searching for marketing information and/or partners        | 3                                    |
| 331 - Implementing sales analysis                                | 4                                    |
| 332 - Delivering selling techniques training                     | 9                                    |
| 333 - Design and publishing websites                             | 11                                   |
| 334 - Designing , reproducing company catalogues, leaflets, etc. | 10                                   |

# **ANNEX 5**

## **TABLE OF DISAGGREGATED PMP INDICATORS**

## ANNEX 5 – Table of Disaggregated PMP Indicators

| SO 1.3 GROWTH OF SELF - SUSTAINING PRIVATE ENTERPRISES IN TARGET SECTORS |             |           |           |           |           |  |   |  |  |  |   |   |   |  |   |   |  |  |
|--|-------------|-----------|-----------|-----------|-----------|--|---|--|--|--|---|---|---|--|---|---|--|--|
| PMP Indicator:<br><br>Disaggregated by:                                  | Indicator 1 | SO. 1.3.1 | SO. 1.3.2 | SO. 1.3.3 | SO. 1.3.4 | IR 1 Competitiveness Capacity of Assisted Enterprises Strengthened |   |  |  |  |   |   |   | IR 2 Access of Assisted Enterprises to Financial Resources Increased |   |   |  |  |
|  |             |           |           |           |           | IR 1.1   | Sub-IR 1.1.1  | Sub-IR 1.1.2                                 | IR 1.2   | Sub-IR 1.2.1   | Sub-IR 1.2.2                                | IR 1.3  | Sub-IR 1.3.1  | Sub-IR 1.3.2   | Sub IR 2.1  | Sub IR 2.2  | Sub IR 2.3   | Sub IR 2.4   |
|  |             |           |           |           |           | Number of assisted enterprises applying new technology             | Number of assisted enterprises receiving training in new technologies | Number of people trained in new technologies | Number of assisted enterprises applying management practices | Number of assisted enterprises receiving training in good management | Number of people trained in good management | Number of assisted enterprises applying marketing strategy, which enhance competitiveness | Number of assisted enterprises receiving training in marketing strategies | Number of people trained in marketing strategies                     | Number of loans to assisted enterprises from commercial banks | Number of loans to assisted enterprises from non-bank sources | Value of loans (USD) granted to assisted enterprises from commercial banks | Value of loans (USD) granted to assisted enterprises from non-bank sources banks |
| 1. Sector  | √           | √         | √         | √         | √         | √  | √   | √  | √  | √  | √   | √   | √   | √  | √   | √   | √  | √  |
| 2. Agribusiness and Non-Agribusiness                                     | √           | √         | √         | √         | √         | √  | √   | √  | √  | √  | √   | √   | √   | √  | √   | √   | √  | √  |
| 3. Prefectures and Districts   | √           | √         | √         | √         | √         | √  | √   | √  | √  | √  | √   | √   | √   | √  | √   | √   | √  | √  |
| 4. Registered and not registered   |             | √         | √         | √         | √         | √  | √   | √  | √  | √  | √   | √   | √   | √  | √   | √   | √  | √  |
| 5. Company size as def. by the Albanian SME law                          |             | √         | √         | √         | √         | √  | √   | √  | √  | √  | √   | √   | √   | √  | √   | √   | √  | √  |
| 6. Gender  | √           | √         | √         | √         | √         | √  | √   | √  | √  | √  | √   | √   | √   | √  | √   | √   | √  | √  |
| 7. Full time, Part Time and Seasonal                                     | √           |           |           |           |           |  |   |  |  |  |   |   |   |  |   |   |  |  |
| 8. Use of loan (working capital or investment)                           |             |           |           |           |           |  |   |  |  |  |   |   |   |  | √   | √   | √  | √  |
| 9. Loan amount by client   |             |           |           |           |           |  |   |  |  |  |   |   |   |  | √   | √   | √  | √  |
| 10. Loan tenure  |             |           |           |           |           |  |   |  |  |  |   |   |   |  | √   | √   | √  | √  |

# **ANNEX 6**

REPORT ON SALES

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## ANNEX 6 – Report on Initial Systems Analysis



# INITIAL SALES SYSTEMS ANALYSIS

## ALBANIA SMALL BUSINESS CREDIT AND ASSISTANCE PROJECT



**March 2006**

This publication was produced for review by the United States Agency for International Development. It was prepared by Chemonics International Inc. It was prepared by the SBCA project team of Chemonics International Inc. based on a Final Report prepared by Short Term Technical Advisors, Antonio Calzada and Shannon Sanquist.

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# INITIAL SALES SYSTEMS ANALYSIS

## ALBANIA SMALL BUSINESS CREDIT AND ASSISTANCE PROJECT

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Albania Small Business and Credit Assistance project, Initial Sales Analysis,  
Contract No. 182-C-00-02-00102-00

This report submitted by Chemonics International Inc. / March, 2006.

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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## PURPOSE OF ASSIGNMENT

The overall purpose of the assignment was to provide client assistance at the firm level for business owners in systemizing their collection and recording of sales data. This activity was viewed as to kick-start the record keeping process in order to install a sales and marketing program and to follow a strategic business plan. This short-term consultancy provided tailored assistance for client firms in order to further build their capacities. It involved working with the clients in compiling spreadsheets and records that would verify their historic sales performance. The work included analyzing products, prices, market segments, discounts and commissions, wholesale and retail clients, etc. The information collected will be an integral part of the clients' business plans and will form the basis for developing the clients' marketing strategies. Clients were also coached in how to prepare sales invoices.

\*\*\*\*\*

## BACKGROUND

The Albanian Small Business Credit Assistance Program (SBCA), which started in March 2002, is managed by Chemonics International Inc., in partnership with the sub-contractors Partneri Shqiptar ne Mikrokredi (PSHM), Banka Kombetare Tregtare (BKT) and nine local Albanian business service providers (BSPs). The first three-year phase of the project ended in February 2005 from which date SBCA started its phase 2. During phase 1 SBCA provided loans, training and/or counseling to more than 4,000 individual enterprises.

During phase 2 the focus of the project changed from targeting large numbers of SMEs to working more intensively with a smaller number of enterprises with the overall objective of increasing jobs through increased sales. SBCA, as other USAID Economic Growth SO Projects, operate under USAID's Performance Management Plan (PMP), using a series of indicators based upon strategic objectives (SOs), intermediate results (IRs) and Sub IRs. SBCA has designed developed and implemented systems that allow for the collection and monitoring of all of these indicators.

Since March 2005, SBCA has gained considerable experience in counseling clients and a number of patterns of needs are emerging. One major cause for concern is the inadequate recording of sales. Even medium-sized clients do not keep any systematic sales records. In discussions with the new Hypermart in Tirana, their buyers complain because their suppliers have difficulty in preparing a commercial sales invoice.

\*\*\*\*\*

## FIELD ACTIVITIES TO ACHIEVE PURPOSES

The activities included in this assignment included the following:

- Initial revision at SBCA offices of previous work conducted by the project's staff with the client companies.
  - Individual work plans developed for each company in mutual agreement between SBCA's Chief of Party (COP) and the business owners.

- Each company's general baseline and particular challenges as previously identified by the COP and his staff.
- Individualized visits to each company in different cities of Albania
- Individualized presentations to each business owner, their sales staff and/or their economic advisors.
- Collection of sales data from each business owner with assistance from SBCA staff.
- Development of spreadsheet templates to facilitate future data analysis for SBCA staff and the client companies.

The following SBCA client businesses were visited by Antonio Calzada or Shannon Sanquist:

- Florjan-V (towels) – Shkodra
- Apollon (paper products) - Fier
- Fuqi (processed foods) - Tirana
- Ferlat (dairy processing) – Tirana
- Jeta (soft drinks and bottled water) – Shkodra
- Mielle Tirana (flour and bran mill) – Tirana
- Shehu (egg producer) – Korca
- Karafilii (tables and chairs, barstools manufacturer) - Pogradec

\*\*\*\*\*

## TASK FINDINGS AND SIGNIFICANT ISSUES

Below is an overview of general challenges and significant issues that face Albanian businesses, based on key findings from individualized visits, sales data and analysis. Firm profiles provide greater detail on the results from our initial assessment, individualized technical assistance, interviews and discussions, and data analysis with each firm including 1) company synopsis; 2) specific findings and analysis and; 3) recommendations for follow-up activities by SBCA staff.

## OVERVIEW

The following cross-cutting issues were observed during the activity. These are presented as a general illustration aimed to support current and future efforts to further support the business community in Albania.

*Trust.* Trust is an important issue. Business owners don't usually trust anyone outside their immediate family and exercise a noticeable patriarchal society. Therefore, getting a professional team/staff to help business owners – viewed as an extremely important task – is a major challenge. For example, a company owner we visited trusts his wife to supervise the production line and his brother and son to lead the sales efforts. He has preference for trusting men. On the other hand, the highest trained member of his family is his daughter, a teacher by day and his business organizer by night and weekends. She is the main person working with the computer and helps organize the business. The owner only talks about his son and brother and fails to mention his wife and daughter outside of his factory.

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*Lack of sales records.* Sales records are not prevalent, companies keep track of production, inventories and product movement. New sales structures are being developed in each business and documentation is primarily utilized to account for volume of products sold, number of clients and money collected. Main focus is on production and throughput, not efficiency or record keeping.

Too many records seem to scare business owners due to having to pay too many taxes, or being fined, or forced to bribe government inspectors; a common occurrence that seems to affect companies. Records that are kept are not currently useful for integration into a marketing strategy as the records only track sales through their distributors or wholesalers rather than to final consumer or type of consumer. In addition, no emphasis has been placed on tracking/matching product characteristics with customer preferences.

*Inventories, production and sales.* Controlling and maintaining appropriate inventories of primary inputs as is a common problem among businesses. All of these businesses are obsessed with maintaining high inventories of raw materials (e.g., vegetables for food processing all purchased at once for the year, two large purchases of cotton per year for towels and stocking a three-year supply of used paper to recycle) and finished product (e.g., all annual production in processed foods prepared in 2-3 months). Furthermore, some companies have difficulty in predicting how much inventory of final product should be kept on hand as they do not systematically compare production goals with historic sales figures from previous years/months.

A general assumption among business owners is that if they have more products the market will buy more. Everyone is proud of his product and thinks that their product is the best and will sell itself. This is not necessarily linked to a growing market or to higher product demand, and leads businesses to invest in bigger and better production equipment—even if product quality is not an issue and production is/was below capacity.

*Lack of understanding of business as a whole and how separate functions are interrelated.* Companies see production, accounting, human resource management, sales records, pricing, sales structures and marketing as separate functions. Until each business owner begins to see how sales records, sales structures, pricing strategies, product profitability and marketing are related, the businesses run the risk of developing a specific strategy that is at odds with other aspects of the business. This is a core underlining theme that greatly influences how the businesses are run.

The challenge for Albanian businesses is to develop an understanding of how to manage production to maximize efficiency and control costs, to develop pricing strategies that are consistent with sales structures and profitability (and that are not merely attempts to under-price the competition) and to develop a comprehensive marketing plan that is targeted the final consumer and accurately communicates the values of the product to this consumer.

## Firm profiles

### Florjan-V

#### Company Synopsis

Located in the northern city of Shkodra, “Florjan-V” manufactures different kinds, sizes, designs and colors of cotton towels and napkins. Its owner, Viktor Marku, imports the yarn from a firm in Damascus. Syria also supplied the equipment for the former Textile State

---

Enterprise - privatized by Mr. Marku as Florjan-V Sh.p.k. Currently, Florjan-V is the only towel producer in Albania.

Viktor Marku is an outstanding entrepreneur with an excellent service orientation and focused on growth. SBCA financial support and technical assistance have been critical for the company. Loans received from the project allowed Mr. Marku to increase production by expanding his facility with improved work areas and additional equipment. Direct project assistance on sales promotion provided the company with additional clientele, generating increased sales. The company exports towels to Kosovo and Montenegro and has domestic clients (wholesalers and retailers) in Shkodra, Durres, Tirana, Fushe-Kruje, Fier, Vlora and Elbasan. Mr. Marku forecasts a 67% increase in sales for 2006 (from 120,000 in 2005 to 200,000 in 2006) and aims to expand his export sales in Montenegro and Kosovo and enter the Macedonia market.

SBCA services included a revamped image (towel design, new logo, product label, business cards, envelopes, and letterhead), procurement support (manufacturing and computer equipment), a computerized system (training personnel on software programs for production management and internet for improved communications with clients) and quality standards (facilitated training for a company representative on ISO Quality Management).

In 2005, the company employed 12 people (mainly women). In addition to their general production line, the company also produces a line of custom-made towels by weaving letters into the towels and napkins and applies printed designs on the towels. Preliminary estimations indicate that Florjan-V accounts for a quarter of the domestic market and has a growing presence abroad. In eight years, the business doubled in size.

## Specific findings and analysis

### Records

Discussions with Viktor Marku provided insightful information about his operation and highlighted the fundamental need to sensitize him about the importance of keeping accurate records. It was clear that his lack of information prevented him from knowing his exact costs (production and operations). For instance, he was gladly surprised to learn formulas to calculate his break even point during a costing exercise conducted by the SBCA project director.

### Production

According to the business owner, increasing production is not a simple task for his company. Although more equipment has been purchased and the factory is prepared for additional output, Mr. Marku continues to perceive the need to continue expanding his production capacity in order to enhance throughput. We suggested increasing production by adding extra shifts, but he mentioned that workers (mainly women) in Shkodra only work during daylight hours, due to cultural beliefs and traditions. With his explanation, it seems that only the summer months, with extra daylight, could be advantageous to maximize his current capacity. This period can expand to 3-4 months where it is viable to have two shifts.

The company has been producing approximately 15,000 towels per month with one shift, and net production amounts to the equivalent of eight full months due to maintenance, repairs, vacations, etc. In 2005, they produced 15 different products. Their estimated cost for raw materials during the year was \$95,000 USD.

### Inventories

Deficient record-keeping affect the company's ability to better forecast seasons of high-demand. There is no designed/specific storage area for finished product, since the current

room serves also as the factory's main office and it is unorganized (packaged towels of different sizes, colors and designs are piled together). The owner does not really know the composition and total amount of his inventories.

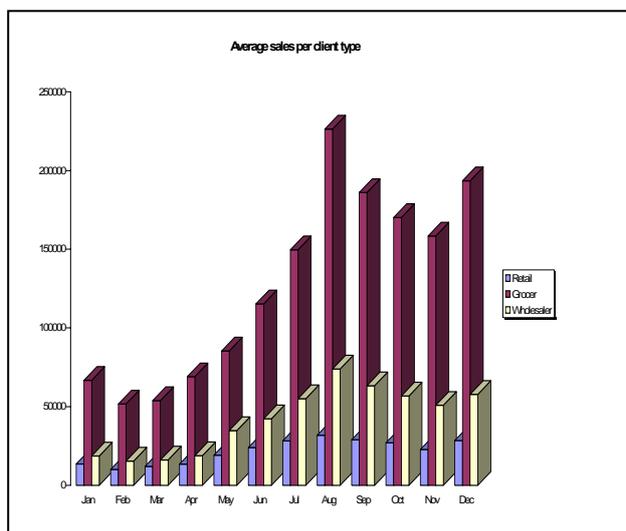
Raw materials are imported from Syria and it takes two months to receive an order and one month to manufacture the towels. In general, it takes three months between the time materials are ordered and the final product reaches the market. A percentage of final products are substandard (they do not meet quality standards) and amount to 4% of total production. There are two types, including the product with least quality (rags) that are sold to clean machines and do rough work and amount to 2.5%. The second type has minor defects (runs in the fabric, etc.), is sold to regular clients at a discount and amounts to 1.5%.

### Sales

General information was provided by Viktor Marku during the interviews and the following are the figures for 2005:

- Total sales = \$237,043 USD
  - Imported towels
    - Total sales = \$65,233 USD
    - Domestic market = \$45,233 USD
    - Re-exported to Montenegro = \$20,000 USD
  - Own production
    - Total sales = \$171,810 USD

The company provided us with partial sales data, since it included total monthly sales by client (name and type of client) per city for 2005. All the data received was organized in a template that will serve as a tactical sales management tool for the company. With additional assistance from SBCA, this template can be filled completely and allow the company to maintain accurate records and plan ahead. The full file with the information was delivered to SBCA offices. It includes several charts that illustrate the company's sales performance.



Our preliminary analysis showed that most sales in any Albanian city are made to one or two clients and the rest are spread among a dozen more. Wholesalers, retailers and grocers are the three types of clients serviced by Florjan-V. The latter represent about 70% of total sales in any city (as illustrated in the graph). No records have been kept systematically to demonstrate the type of products purchased per client, their buying frequency or prices paid per product. No detailed information has been provided on their export sales. In the past, the company's production decisions (quantity and product type) have been based client orders plus additional random and

unsystematic estimations made by the owner. In addition, information provided to us included the following:

- Generic purchasing frequency - clients usually place orders 4-5 times per month.
- Individual average volume purchased by wholesale clients = \$800 to \$1400 USD/month
- Payment terms include cash on delivery (COD) and 7-day credit (first order is paid when second order is delivered)

- 
- Retail shops amount to 40% of clients (80% COD and 20% 7-day credit)
  - Wholesalers amount to 60% of clients (60% COD and 40% 7-day credit)

#### Update sales targets

A previous assessment by SBCA to Florjan-V established monthly sales targets of \$10,165 USD from March to December, 2006. But data provided by the company owner for 2005 showed average monthly sales of \$19,753.60 USD, including \$14,317.50 from its own production. The discrepancy is the result of the company's deficient record-keeping abilities and the fact that its officers usually provide verbal or hand-written notes (prepared only in preparation of a meeting) and different "versions" are provided most of the time. We detected the difference during a lengthy discussion where every detail of information provided by Viktor Marku and his sales manager (his brother Alberto) was recorded on a flip-chart in full view. Simple comparisons and confirming earlier comments unveiled the inconsistencies.

#### Market information

According to Viktor, production for 2005 was not enough to satisfy his market opportunities, "the market asked for more and there is an unfulfilled market void." The population in Albania amounts to three million people and Mr. Marku estimates that at least two people purchase a towel every year and he wants to cover 10% of that demand. That is where he arrived at his current goal to manufacture and sell 200,000 towels in 2006. This perception of market share illustrates another discrepancy from earlier estimates about the company's presence in the domestic market (25% share) indicated in the previous section.

With this perception, Mr. Marku is gearing-up to increase his production, but does not mention any further preparation on sales and marketing. As a result, the company has hired additional trained staff and now has 20 employees in the production line. But he is conscious that he needs to have more clients in order to sell the additional 80,000 towels in 2006. Viktor, Alberto (his brother) and Florencio (his son) plan to find new clients by visiting more cities in additional local markets. While his initial approach may be on the right track, no specific plan has been outlined to qualify potential clients, to conduct a successful prospecting campaign or to service future clients. They plan to continue taking purchase orders from clients, delivering products, invoicing and collecting payments. During the last meeting, a detailed explanation was provided to Viktor and Alberto about prospecting clients to assist them with their future plans.

Since Tirana represents his biggest market (32% of total sales), Viktor is planning to open a warehouse – "factory outlet" – to be located in a common place where buyers from the capital and surrounding cities shop. He views the location as the best in the country, a central market, and a strategic sales point to further penetrate the retail market in Tirana. As discussed with him, this option can provide an opportunity to sell towels to final consumers; thus, maximizing profits and maintaining an active cash flow.

An additional idea presented to Florjan-V to maximize sales included pursuing large end-users (hotels, clinics and restaurants, military, hospitals, schools, multi-family apartments, boats/ships – cruise ships and sports teams). Mr. Marku was very interested in pursuing new clients and expressed concern about the market demand surpassing his production capacity. On the other hand, he has the ability to import product and offset purchase orders. Testing new markets with imported products could allow him to plan his production and exercise a demand-driven approach; rather than a production-oriented method.

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## Recommendations for follow-up activities

The initial recommendation is for SBCA to continue working with Viktor Marku and his staff. They are in a growing and successful trend now, but require a lot of support and assistance to implement management practices to reap the benefits of the domestic market and to improve their competitiveness.

Record-keeping continues to be a weak area and a simple (easy to use) system should be installed and implemented. Initially, it is important for the business owner and his staff to understand and apply the system and develop systematic habits to record everything. A computerized approach would be ideal, but may not be the most effective initial approach; since the business owner may not be computer-literate at this time and systems in his company are usually implemented from the top-down.

This would allow them to improve their business knowledge to better manage their costs, inventories, sales data, production needs, client files, etc. Random and unsystematic estimations should become a far memory for this company, since they are engaged in a very competitive market. While this may not seem to be the current situation, their upcoming sales and marketing efforts can pave the road for enhanced competition.

The sales and marketing team should receive further training to begin understanding a market approach and to enhance their profitability. Current sales can increase, but emphasis should also be placed on income maximization by training them on effective techniques to monitor markets and to learn customer purchasing habits, decisions and preferences. They still view their product as a commodity that will satisfy a basic need and they are really manufacturing differentiated goods that merit a higher return. An array of marketing and product ideas and approaches will come to Mr. Marku and his staff (gifts for special occasions, baby towels, etc.) as they receive additional consultancies, training and technical assistance. Most importantly, they need to understand basic marketing concepts and perceive their products as satisfiers, and plan their production based on their product demand

## Apollon

### Company Synopsis

Located in the city of Fier, "Apollon" is engaged in the production of paper products, including toilet paper, kitchen rolls and napkins. The vast majority of its production is based on renovating resources (paper). Through SBCA support, they started producing higher quality products. In order to improve their paper quality, Apollon has been importing paper and cellulose to enhance color and texture and target consumers at higher economic levels.

Hilmi Braçe, the company owner, is an entrepreneur with the desire to make his business grow by over 100% in sales this year (from 7.3 to 15.03 million Lek between 2005 and 2006 in gross sales). He is introducing several products in 2006. He has a financial background and trade expertise as a former beverage distributor. The latter provides him a service orientation towards consumers, as he possesses significant knowledge about potential sales locations, distribution routes, and services required by customers.

### Highlights

- Hilmi Braçe privatized the paper company in 2000
- With support from SBCA, he is developing brands, packaging designs and final products to service market segments and cities in Albania.

- Produces toilet paper and napkins from recycled paper and cellulose and processes imported paper to produce kitchen towels.
- Reuses 3.5 tons of paper every production day, collects over 1,000 tons of used paper per year and generates over 750 tons of reusable goods.
- Average monthly sales per client range from 1,000 to 100 packages. (Shkodra – 1,000, Korec – 825, Kruse – 450, and Tirana – 430)
- Annual sales per city range from 31,000 to 2,400 packages (Tirana – 31,000, Korec – 20,000, Fier – 16,000, Durrsi – 13,000, and Shkodra – 12,000)
- Percentage of monthly sales per client (Shkodra – 19%, Tirana and Kruse, with 8% each, and Kavaja, Fier and Berat, with 5% each.
- Apollon plans to open a factory outlet in Tirana to maintain an active cash flow and maximize sales.

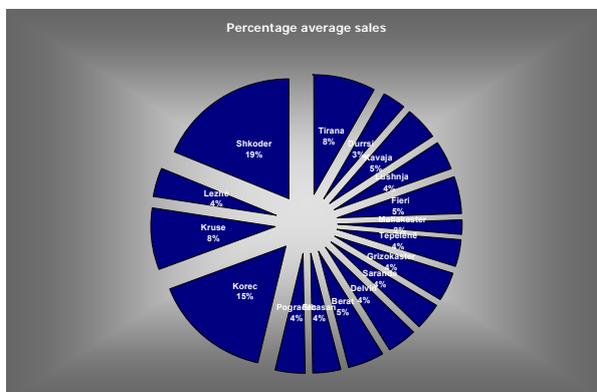
## Specific findings and analysis

The company has 100 employees and its own production includes recycled paper transformed into large rolls of paper, where the product is further cut into toilet paper rolls, napkins and kitchen rolls (paper towels). This is the only company in Albania engaged in the production of paper products from recycled paper. In 2005, they had three products with a single quality (from recycled paper). Now, with the importation of Rumanian paper, the company has six products: the three originals and three similar ones with higher quality. Production capacity (from recycled paper) is 3.6 tons every 24 hours and decisions for final product manufacturing are based on purchase orders from clients. Since last November the company added a new cutting machine for the higher quality products.

### Market and sales

According to Mr. Braçe, 60% to 80% of the population in Albania is poor and they are the target consumers for recycled products, since these are economical. The company has 10% to 15% share of the market now and ten years ago the product wasn't known in the market. The reason to engage in producing a higher quality product is to target a segment that is currently dominated by imports.

In comparison with 2005, Apollon plans to increase sales by over 100% in 2006. A simple mathematical calculation was utilized by Mr. Braçe to calculate an increase in revenues based on the same product prices and no plan has been designed to enhance the company's profits by catering to higher-paying clients (i.e., retailers, institutions or end users). Volume has been calculated using the same simple approach, but no written strategy has been developed to provide a roadmap to achieve their targets.



The company provided us with partial sales data, including only annual sales per city, number of clients per city and average monthly sales. We are aware that production at the factory has a limited capacity, but also recognize that monthly sales for most products in any given market are rarely flat. Sales of napkins and kitchen rolls, for example, are greatly affected by special cultural celebrations in certain months.

After discussing this issue with the owner,

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he opened up and mentioned that toilet paper sales fluctuate during the year. Sales drop in January, February, October and November, while they increase in March, April, May, August and September, and demonstrate a peak in sales during December.

All the data received was organized in a template that will serve as a tactical sales management tool for the company. With additional assistance from SBCA, this template can be filled completely and allow the company to maintain accurate records and plan ahead. The full file with the information was delivered to SBCA offices. It includes simple charts that confirm, at this point, the general information shared by Apollon. It will be crucial to include new data in order to better illustrate the company's sales performance.

Monthly average sales in 2005

- July to October, \$70,000 USD
- November, \$65,000 USD
- December, \$90,000 to \$100,000 USD

Net production and sales in 2005

- Total = 742.5 tons of finished products
- Toilet paper = 90% = 668.25 tons
  - 134,461 packages @ 500 Lek/package = 67,230,250 Lek = \$672,302.50 USD
- Napkins = 10% = 74.25 tons
  - 8,227 packages @ 200 Lek/package = 1,645,200 Lek = \$16,452 USD

The owner commented that increased sales at the end of 2005 were due to increased production, since sales per client grew and there were no new clients. This exemplifies Mr. Braçe's production orientation, where he strongly believes that having more available product makes his clients purchase more from him. He does not seem to have a clear idea of the market demand for his products.

Mr. Braçe's sales plans for 2006 include a 150% growth in monthly revenues from \$60,000 to \$150,000 USD between 2005 and 2006, respectively. The sales team, on the other hand, mentioned their expected growth sales to reach a 30% increase. Communication must be improved within the Apollon team and a detailed analysis (based on 2005 data) is needed on buyers/clients per city, including individual purchasing frequency and volume.

A commission structure is planned for 2006, where sales managers, warehouse managers and delivery drivers will receive commission payments after each person concretizes the sale, provides market information to the owner and meets volume projections. In this case no specific goals were shared with us.

There is a continuous problem with marketing, particularly since the owner perceives that in order to penetrate markets he has to decrease his prices. This is a particularly important issue that will need additional SBCA support and assistance for Mr. Braçe and his sales team. Sacrificing profits without a clear production and operation costs is extremely risky; especially since there does not seem to be a need to slash prices to enhance sales. Previous market assistance has focused on improving the company's image (logos, product branding, bar codes, etc.) and such added values merit higher, not lower prices. While all these efforts are necessary and valuable additions for the company's products, the basic marketing concepts have not been addressed: to move away from a commodity into a finished product (satisfier) approach.

#### Pricing and costs

Although the company has gathered pricing information from competitors, it has a difficult time pricing its new products. Price-slashing is a common practice in Albania and the most

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common strategy is to enter a new market with extremely low prices to beat the competition. Such approach is not usually the most beneficial, since profit maximization is not contemplated or exercised and because low (cheap) prices end up being associated with lower quality by direct clients and end-users.

While the owner calculates his sales prices based on cost plus profit, his costing calculations are deficient because he does not have accurate records and fails to consider important costs. Storing raw materials, for example, represent an important space issue and should be incorporated in their cost. The company constantly procures paper through a network of paper collectors (people) in Tirana and has enough paper to supply its production needs for the next three years. The owner continues to include his cost for raw materials based only on his collection and transportation costs without considering storage costs. As one can assess, the company has excessive inventories of raw material and also represents an important fire hazard to the factory and its neighbors.

Along with paper collection, the company has been gathering and exporting used cardboard to Bulgaria since 2004. Proceeds from that operation are not clearly recorded and are only considered a sort of subsidy (partial payment) to cover a portion of the cost for imported paper. Both examples illustrate a costing distortion that precludes Mr. Braçe from knowing his actual production costs and to develop, in a consistent basis, a balance sheet and a profit/loss statement. Needless to say, it will be extremely difficult to calculate adequate prices under the current practices. Much needed help is on its way, according to the owner, since he is supposed to be hiring someone to be in charge of finance, production and marketing in the near future.

Finished product, on the other hand, moves quickly through the warehouses and there is little to no inventory kept. It is clear that demand surpasses current supply. While prices may not be too elastic for toilet paper, there seems to be an important opportunity to maximize profits.

General toilet paper prices include the following:

- Retail price – imported product (10 rolls/bag) = 200 Lek
  - Unit price = 20 Lek/roll
- Retail price – recycled product (8 rolls/bag) = 80 Lek
  - Unit price = 10 Lek/roll

Additional information shared by the owner includes the following:

- Focus on finished products
  - In 2003 the company was selling a portion of its recycled paper to other producers as raw materials. But those clients engaged in direct competition with Apollon at the wholesale and retail level. They were even using his brand name for their finished products. Now, the company doesn't sell any more recycled paper; only finished products.
- More wholesale clients and move to retail
  - In November, 2005, sales were destined mainly to wholesalers. But interest in market growth, penetration and profit maximization led the owner to begin visiting retailers in Fier and Tirana, finding that some retailers were not serviced properly (product was missing at retail establishments) by wholesalers. As a result, the company opened its warehouses in Fier (factory location) and Tirana to service retailers. In Fier, the company prefers for nearby retailers to purchase and pick-up their orders directly.
  - Still, the company is working to recruit at least one wholesaler in every city in Albania.
- Increase distribution fleet

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- At the end of January, 2006, the owner was in the process of purchasing four more distribution vehicles (mini-vans) to service retailers directly.

### Pricing policies

The minimum wholesale order for toilet paper is 250 packages, but sometimes wholesalers purchase lower amounts for the same “wholesale” price. The pricing policy should be strict to maintain the volume estimates, avoid drastic reductions in purchase orders and maintain revenue projections.

The current pricing policy represents a 3% to 4% profit margin for wholesalers when they sell to retailers. These margins can grow to 5% or 6% when wholesalers meet a certain volume and the business owner grants them an additional discount.

### New concepts

Two important concepts were presented to Mr. Braçe during our last discussion: prospecting clients and profit maximization.

The concept of prospecting, as means to gain new clients, was explained with special emphasis on the critical times when prospecting is most effective. This was further discussed by providing examples to illustrate how to gain additional clients; finding new clients when the market is at higher demand and where most suppliers have a difficult time servicing clients properly. Under these conditions, it is easier to gain additional clients. Since all existing clients are under-serviced, it is possible to make further cuts to the deliveries of existing clients and separate a certain amount of products for new clients. This would provide the same volume as if all products were sold to existing clients, but the additional clients will provide to be helpful when demand decreases overall and the volume from new clients can make up the difference in decrease volume from existing clients.

Maximizing profits was also discussed and examples were provided. It was easy for Mr. Braçe to appreciate this concept, particularly since he is currently working on expanding his client base with emphasis on retailers (i.e., moving up the profit ladder). Through this exercise, we were able to focus on the potential to increase profit per unit sold and not only view increased revenues as a result of higher volume sold.

## Recommendations for follow-up activities

The first recommendation is for SBCA to continue working with Hilmi Braçe and his staff. They are geared to grow and have included additional equipment to increase their production but require a lot of support and assistance to implement management practices, to benefit from market opportunities and improve their competitiveness.

Attention to detail will be crucial for Apollon as they begin expanding their client base. Improving record-keeping is inherent for the company to have a clear perspective on costs and be able to make accurate projections and forecasts. Most importantly, it will allow them to consider actual costs and make precise profit estimates. As in other cases, it will be essential to provide them with a simple (easy to use) system to be used and become an every-day activity. It will be important, first, for the owner to buy into the idea and pass along the concept to his staff, since procedures are implemented from the top-down and Mr. Braçe will be the right person to understand and make sure the system is implemented.

Sales and marketing should become a core focus. Further assistance and training will be necessary to establish a firm marketing foundation for the company in order for the owner and his staff to begin understanding a market approach. Income maximization and client service concepts and techniques should be enhanced to facilitate sales growth and

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profitability. As previously mentioned they still view their product as a commodity that will satisfy a basic need and they are producing a final product with improved quality; thus, deserves a higher return. Understanding and implementing marketing concepts will increase their incomes.

## Fuqi

### Company Synopsis

Located along the industrial section of Tirana, Fuqi is a company dedicated to processing ethnic foods for domestic and foreign markets. It began operations under the current management in May, 2005. Spiro Fuqi, the owner, has ample experience in the preparation and processing of pickled, baked and cooked products. He was previously involved in a similar business with several partners and opted to work alone. While his operation began in May, it was in August that he started keeping some records on his business, including some sales data.

Mr. Fuqi is very oriented towards production and cares about his product quality. When he started production on his own he immediately targeted the export market due to his appreciation for Albanians and Greeks who live abroad, value ethnic foods and do not necessarily have access to make these foods in their current location; he basically sought the nostalgic market in Switzerland. He also learned to appreciate the domestic market through SBCA support, since the project's staff understand today's households in Albania where people's disposable time is scarce, both parents work and opportunities to cook traditional meals are limited. Today, the domestic market makes-up 80% of the company's sales.

Fuqi manufactures a variety of processed, ready-to-eat, ethnic food products; including sauces with peppers, dairy curd, pickled or baked spices. All products are packaged in glass jars to maintain original flavors, consistency and wholesomeness. Food safety is embedded in Spiro's processing culture and he is careful in the entire preparation of all products; from input procurement and selection to processing and packaging.

### Specific findings and analysis

#### Production orientation

Production is the main concern in Spiro's mind. He is particularly careful about the quality of his products and constantly seeks to increase his volume. Constant improvements are evident when visiting his plant and it is common to see recently acquired (sometimes new) machinery that will enhance the company's production capabilities. In our visit, he mentioned a recent purchase of six Italian machines to increase his production capacity.

Since the current facility is leased, Mr. Fuqi plans to fully own his building (a common goal amongst Albanian businessmen) and plans to move to a larger and better facility in 2007. He foresees a complete quality-enhanced production facility that will comply with foreign and domestic markets.

The business owner continues to be skeptical about providing sales information and only delivers partial information to SBCA. Sales estimations are currently incomplete and will remain as such until detailed information is both kept and provided to the project.

#### Cost estimations and inventories

Cost estimates are feeble, since the company does not keep records of actual costs for raw materials. Their main purchases are based on seasonal production of vegetables and spices. Although their final products are shelf-stable with a minimum estimated shelf-life of two years, the majority of their annual production inputs are purchased within a two-to-three month span (when crops are locally harvested). Needless to say, this places an important cash crunch on the company's resources and curtails sales opportunities when inventories of final goods diminish prior to replenishing production inputs.

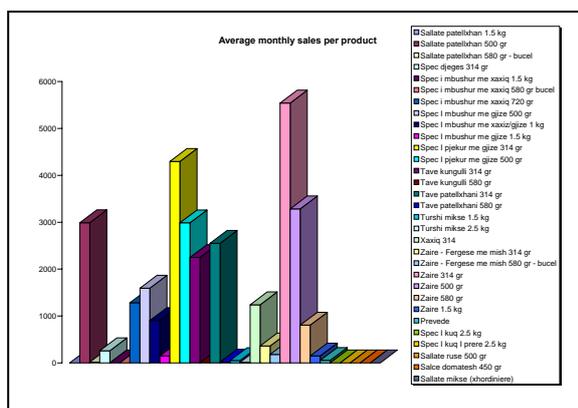
Product procurement has never been addressed in a manageable approach, since there is no current information about harvest times, quality, growers and options from producers in other areas (neighboring or even remote countries where high quality produce can be available in months when Albania is not harvesting vegetables). This represents a crucial cost factor, particularly since purchasing inputs throughout the year could spread out his production costs when sales revenues could provide the needed resources to replenish raw inputs. Mr. Fuqi does not realize that he processes high-value products and his costs for raw products are not directly associated with the food items he provides to his final customers.

Major production endeavors, including pickling produce, is usually done in a short timeframe; usually two months because of enhanced purchasing activities carried out during the agronomic harvest period. The company manufactures finished products throughout the year to finish preparing all food items, but processing endeavors diminish during this time and focus on finishing and packaging products. In addition, the production process requires for packaged foods to settle/age for three months prior to distribution and sales. This process could use some assistance from SBCA to help Mr. Fuqi plan his entire production and provide needed efficiencies to his current duties.

Inventories for finished goods fluctuate due to the availability of inputs, since Albanian harvest happens only once a year and product sales are conducted every month. As exemplified in the next section, sales increase and decrease based on product availability and not necessarily on market demand. The presence and availability of company products in the domestic market has been extremely limited at this time and represents an important factor. Major swings in inventory should not remain if one seeks to promote market presence and sustainable growth for the company.

## Sales

- Sales in the last quarter of 2005 showed an important, continuous increase from 33,000 to 48,000 to 80,000 jars between October, November and December, respectively.
- Sales for January 2006, on the other hand, experienced a drastic reduction to 3,400 jars. This was mainly due to limited inventories of finished product.



The company provided us with partial sales data. It included very detailed information about product sales (jars per month) from August to December, 2005. No client information was provided (See product orientation above). All the data received was organized in combination with SBCA staff and the corresponding template that will serve as a tactical sales management tool is located in the project office. SBCA staff is currently working with the client to track and compile detailed data in order to provide further

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assistance and help Fuqi maintain accurate records and plan ahead. The information received includes several charts that illustrate the company's sales performance in that brief time period.

Spiro aims to increase his export sales and enhance his sales in the Swiss market as well as to begin exporting to the US market. This is based on the previous assumption on the nostalgic market composed of Albanians and Greeks who reside in these countries.

#### Cash flow

Exports to Switzerland are characterized by granting one-month credit. On the other hand, domestic sales are usually performed on a cash basis. Purchases for inputs, including raw produce, are also carried out in the spot market (to take advantage of low, rural, prices). Up to October 8, domestic sales accounted for 2.6 million lek (sales on credit represented less than 15%). Current exports (Switzerland) represent 3.9 million lek per sale and four sales are conducted per year.

#### More products

According to our preliminary analysis, the current product list includes 15 products, where dairy curd products lead the sales quadrant. The owner is not fully aware about his current champion products. An additional six products are being developed with assistance from a Dutch specialist. These are baby food products that are perceived as a high-end market but the business owner fails to see the liability involved in producing baby foods and is focused on the perceived profit potential.

#### Internal support and analysis

SBCA suggested for Mr. Fuqi to hire an economist to continue working with him and facilitate his record-keeping tasks. Although he hired a financial/accounting specialist, he continues to do most everything himself. A major discussion prevails between the two about costs and product prices. His financier recommends to hike prices in order to make a profit and Spiro is set – at this time – to maintain low prices; even if that means sacrificing profits or incurring losses.

A product analysis must be done to determine leading products in sales (invoices), volume and profitability. Although certain products generate the majority of profits, the owner continues to focus on all products and is very interested in creating new ones; without a clear indication of expected profits or results. He does not seem to fully understand the current product mix as it relates to profits and revenues.

The ongoing assistance plan from SBCA includes the following things to accomplish:

- i. Work with client to update his records to January, 2006.
- ii. Check his inventory on both raw and semi-processed inputs
- iii. Keep records to document sales by client
- iv. Record sales by product
- v. List all products being processed and sold, since there is a current list of 15 possible products; since the production stock has introduced 12 new products since last May (2005).

#### Pricing and markets

The company experiences a transformation where decisions are planned to develop a new pricing strategy. Until now, the company is characterized by offering low-priced products. Spiro usually decides to promote products at accessible prices. Slashing prices, as in other cases, characterizes Fuqi's pricing strategy; particularly to enter new markets or to introduce new products. A 40% price difference is Mr. Fuqi's preferred strategy without paying much attention to his costs.

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The general assumption for this price setting is based on the rationale that a necessary price difference lies in the 33% import tax paid by importers and an assumed 15% profit margin. Thus, the imported product would be approximately 48% higher than (non-existent) domestic products. Based on undisclosed production costs, the Albanian product would enjoy at least a 20% profit margin and could still be positioned at Spiro's suggested prices.

Another assumption is that if local products were priced closer to imported products the consumers would always purchase the imported goods; since the latter are perceived as safer and better. Spiro mentioned that if he priced his products 20% lower he couldn't compete. His assumption is that as market penetration "happens," price will increase. This is not correctly stated, since market penetration does not just happen. It needs to be supported through a marketing strategy, coupled by a detailed tracking mechanism to evaluate market performance. As the product is appreciated by consumers and demand for products increases, demand and supply re-evaluate product value and the price consumers are willing to pay for the product is enhanced.

Due to the local practice of selling to wholesalers who make the final decision on price paid to producers/processors, the perceived increase in profit margins would likely remain at the wholesale and retail level. Therefore, Fuqi may not reap the economic benefits of enhanced demand if his prices for new and existing products are not revisited to reflect their value.

According to Spiro, the market demand is growing for his products. Is this true, or is it that his products are barely being recognized in the few markets where he has made them available? The latter could be the real answer, since his products are part of the popular array of ethnic foods and he is now supplying a variety of products that make life easier (in food preparation) for housewives. This does not take away from the attention to quality and detail that he places on his products, rather, his commitment is what has given him an upper hand in the market.

## Recommendations for follow-up activities

As in other cases, the initial recommendation is for SBCA to continue supporting Spiro Fuqi and his staff. The company seems to focus on increasing production. But current procurement and pre-processing practices place the firm at an economic disadvantage and a serious economic crunch. Financial management advise and counseling is recommended.

The company needs to learn to keep efficient records and to begin pricing their products profitably and efficiently In order to begin reaping market benefits from domestic and international markets.

Production orientation may not be a bad thing, especially if a counterbalance is in place that enhances a market orientation that will provide necessary means to service clients effectively and maximize profits. There is no established sales and marketing team within the company. SBCA should provide sales and marketing training and assistance to facilitate the creation of a market-led team that will support the company's growth. Eventually, understanding a market approach will allow Mr. Fuqi to enhance his profitability, increase sales and enhance his income. Monitoring and understanding markets would be an important complement for this company, since there has been no previous comprehension of markets, client preferences or needs.

A simple, easy to use, system should be incorporated into the company's daily activities to begin keeping records of all transactions; including all purchases, sales, expenses, costs, etc. The owner and his staff need to understand and apply a systematic approach to track

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their daily operations and be able to make adequate planning decisions. As indicated above, there is a current interest to continue purchasing additional equipment and relocate to another facility. This decision could be premature given the newness of the current company (started operations last May).

Spiro Fuqi exercises a top-down decision-making approach and should be the first one to learn and be convinced about new concepts, systems and management methods. This may not be an easy task with this client, but a necessary one. Such training and technical assistance by SBCA staff and consultants would allow Spiro to improve his business knowledge to better manage costs, inventories, sales data, production needs, client files, etc.

Spiro needs to understand and realize the value of his products, promote such value and obtain the benefits associated with his differentiated expertise.

## Ferlat sh.p.k

### Company Synopsis

Ferlat is a dairy processor that sources milk from producers, processes it in their Rrogozhina plant and sells primarily in Tirana. Their main product is milk, but they also produce butter, cheese, yoghurt, yoghurt sauce (similar to sour cream). They recently adopted, with assistance from Tetra Pak, ultra-high temperature (UHT) aseptic processing technology in their plant and are the first company in Albania to produce UHT milk. UHT processing rapidly heats raw milk for a very short period of time—around 4 seconds—killing microbes and bacteria. Once the temperature has been rapidly cooled to room temperature it is transferred into Tetra Pak cartons and can then safely be stored without refrigeration for up to 9 months.

Introduced into the Albanian market in November 2005, the UHT milk, called FAST milk, is Ferlat's best-selling product. It's other core product, fresh (unpasteurized) milk, had a very short shelf-life and the company has not prominently displayed the Ferlat name on their new UHT line due in part to issues of quality with their fresh milk. Faced with the rapid growth of the UHT line, Ferlat approached SBCA for technical assistance with marketing for the UHT line and also broached the subject of HR issues by requesting assistance putting together an organizational chart and job descriptions for staff.

Interviews reveal that previous to the introduction of FAST milk, the company had been running in near complete loss for an indefinite period [note that the "near complete" loss recognizes that the losses do not appear to be something that the company could have recovered from, and the extent of the losses was unknown as sales records were kept, but accounts weren't reviewed on a regular basis and do not seem to have been kept separately from the other two businesses of this owner]. During this consultancy and the concurrent development of marketing strategies, which we were told were to be for the FAST milk product only, we discovered that new equipment to produce yogurt had already been ordered and was en route. Historic sales of yogurt have been of marginal importance to the company and questions remain as to why there has been such significant investment into a product that has not done well historically.

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## Specific findings and analysis.

### Financials.

The accountant, employed since around the introduction of the FAST milk product, has been working diligently to try to bring accounts up to date in the new accounting system. He has implemented better tracking of transactions and more frequent reconciliation of transactions with general ledger accounts. Within the quarter he aims to have current accounts up to date and also to have closed out the two previous years. The company seems to be making strides to separate Ferlat from the other businesses and become self-sufficient. However, the following are concerns.

*Off-balance sheet items.* Several items appear to be missing from the balance sheet that bring into question the true profitability of the products and their pricing. Some of the items that appear to be missing from the balance sheet are: executive salaries (notably payouts to the owner and financial advisor); and liabilities, specifically the investments in new van lines and associated costs as well as debt assets/interest payments, specifically for the purchase of yogurt equipment. Marketing expenditures seem extremely low.

*Costs and pricing.* The list of product costs and their pricing is of some concern. In particular, the costs are outdated as they were based on indirect costs that did not include the significant investments in distribution lines and new equipment and other items as noted above. Additionally, the pricing shows raw milk purchase at 12-13 lek per liter less than the actual market costs of raw milk. The explanation given is that the 12-13 lek per liter represents the value of the milk fat that is extracted during processing to maintain a 1.5% fat ratio. The profit margin of UHT milk is not enough to offset the value of the milk fat removed, and there are no records on the price and costs of the butter, or what volume of sales would be necessary to breakeven on the value that has been extracted from the raw milk.

*Lack of strategic plan for growth through end of year.* The rapid growth of the company remains unchecked. In the absence of a larger profitability plan that shows allows the company to better plan for current and future expenditures and plans for payoff of debts, they run the risk of insolvency. Within the year Tetrapak expects to support one to two new market entrants for UHT milk products. Ferlat is well positioned now, but the competition will be difficult to weather, and the unchecked growth combined with the costs and pricing issues may put the company in an untenable debt situation.

### Management.

Overall, there are some difficulties with the management structure. Key staff such as the accountant and the marketing director have been with the company only since the introduction of FAST milk—a period of much growth at the company. All staff seem to report directly to the owner and his wife, and sometimes to the director of the company. Accounting and sales tracking systems are very new. Staff are not fully informed of executive-level decisions regarding new investments, staff, etc. which makes it very difficult for them to plan marketing, direct sales strategies and conduct necessary financial analysis on profitability. As part of this exercise, the company was provided with a draft organizational plan outlining ideal lines of responsibility among staff.

### Sales Recording and Analysis.

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Sales analysis is only for UHT milk<sup>1</sup>

**Aggregated Table of Tirana, December Sales**

| Categories       | No. of entities | Total Sales (liters) | Aver. Sales per entity | Proportion in % |
|------------------|-----------------|----------------------|------------------------|-----------------|
| Minimarket       | 183             | 5721                 | 31.3                   | 55.3            |
| Bakery           | 27              | 1388                 | 51.4                   | 13.4            |
| Patisserie       | 3               | 1016                 | 338.7                  | 9.8             |
| Supermarket*     | 14              | 689                  | 49.2                   | 6.7             |
| Bars             | 17              | 640                  | 37.6                   | 6.2             |
| School           | 1               | 328                  | 328.0                  | 3.2             |
| Birra Tirana     | 1               | 300                  | 300.0                  | 2.9             |
| Restaurant       | 2               | 65                   | 32.5                   | 0.6             |
| Letra me Vlere   | 1               | 62                   | 62.0                   | 0.6             |
| Hakiu i Triumfit | 1               | 48                   | 48.0                   | 0.5             |
| Wholesaler       | 1               | 24                   | 24.0                   | 0.2             |
| Emb.Greke        | 1               | 12                   | 12.0                   | 0.1             |
| Hotel            | 2               | 60                   | 30.0                   | 0.6             |
| <b>Total</b>     | <b>254</b>      | <b>10353</b>         | <b>40.8</b>            | <b>100.0</b>    |

\* Including EXTRA Market and Real Market

There have been inconsistencies between the sales records produced by the accounting department and those produced by the marketing department and there is no consistency between historic sales and sales projections. In some instances the sales are measured by liter cartons, in others by boxes (12 cartons of 1 liter) and in others by paletas (60 boxes). The analysis listed above should be considered a good start, but incomplete as the company has added 6-7 additional vans concentrating on Fast Milk sales that were not in the previous analysis and we have no information about how they have divided routes. Importantly, the January sales figures for sales analysis provided by the marketing director did not match the sales figures used by the accounting department. Gross profits for Dec and Jan are at around \$ 9,000,000 lek per month—though balance sheets show inconsistencies.

While minimarkets comprise the most significant sales market, the largest sale volumes are generated by patisseries and high-volume restaurants like that of the Birra Tirana factory and local schools. Given the inconsistencies mentioned above as well as the additional vans and routes brought on over the last few weeks, it is difficult to come to any significant conclusions with these figures. However, the company should expect to see the sales per route drop as they continue to add distribution lines.

**Distribution.**

Using the sales analysis, routes can be managed to maximize sales and minimize trips: for example, giving those types of clients that only need weekly or monthly products to one route will allow that driver to spend the additional time seeking out other sales outlets. Additionally, as Ferlat increases its own distribution lines, it should expect to see sales to its wholesale clients drop, as Ferlat is essentially overtaking this market and offering better prices to retailers and final markets than the wholesalers are likely offering.

**Production and Supplies.**

Production of UHT milk is currently under capacity. The company produces around 92,000 liters of milk a month, around 70% of which is UHT milk. Factory capacity is approximately 660,000 liters a month, assuming a 5 day workweek at one 8 hour shift per day. Issues in increasing production capacity are: suppliers of quality raw milk; and capacity of transporting tank. The company currently has only one transporting tank with a capacity of

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<sup>1</sup> Additional detailed information is available at SBCA project office, particularly data combining December 2005 and January 2006.

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4,200 liters of raw milk, which is more or less the quantity they produce per day currently. Thorough analysis would need to be done in order to bring raw milk supply, transportation and production in line with the anticipated sales projections for the year in order for the company to make the necessary investments in new supplier relationships and cooling tanks to meet the sales growth.

*Fresh milk and other product sales.* The continued sales of fresh milk are a concern as the product is volatile, and quality is hard to control. The company made a good move to distance itself from the Ferlat name so that any health or quality concerns stemming from sales of fresh milk would not taint the Fast Milk reputation. However, the company should evaluate the costs and benefits of continuing to sell fresh milk, and the additional line of cheeses, yogurts and butter. Several of these items appear to be sold under cost and all of the products together appear to comprise only 34% of the company's total sales.

## Recommendations for follow-up activities

*Assistance with financial management.* We recommend one of the certified accountants to sit down with Ferlat's accountant to discuss in more detail the pricing, and how best to cost and price the butter. Additionally, it will be discussed with the owner the necessity of including all items in the balance sheet both for cost and pricing, accurate calculation of profitability, etc.

*Assistance developing sales analysis into targeted sales and distribution strategy.* From the completed invoices, sales information should be entered daily into a spreadsheet or database. Clients should be organized by type, and all products should be tracked and analyzed monthly. Products that are not performing or clients who buy only products other than Fast milk should be eliminated as additional clients with high monthly or weekly sales volumes should be pursued (for example, adding 1-3 more patisseries to the client list would increase sales by 9000 liters per month; while Ferlat would need to add 18 mini markets to get the same amount). From this detailed sales analysis, plan for expansion into new regions can be targeted.

*Assistance in supply chain linkages.* SBCA is helping Ferlat to identify more farms that produce quality milk and have a cooling tank of adequate size in which to store milk between pick-ups. These additional farms mean that Ferlat's transportation tank will have to make more trips, but the company should calculate at what point increases in sales necessitate additional suppliers and another transportation tank and plan for those expenditures.

*Assistance in accurate long-term planning.* Ferlat needs a strategic plan to focus its activities over the next few years and move from a reactionary growth phase to a proactive one. However given the rapid rate of expansion, lack of communication at the executive level, off-balance sheet items and inconsistencies in sales figures, I would recommend that the project have a frank conversation about the findings and challenges and plan on further assistance once the growth rate has reached a certain plateau. As it stands now, the growth rate far outpaces the value of the analysis that can be done with the information available.

## Jeta sh.p.k

### Company Synopsis

Jeta is a juice, soft drink and mineral water producer in Shkodra. The company has around 18 products that he produces and is looking to re-enter the mineral water market.

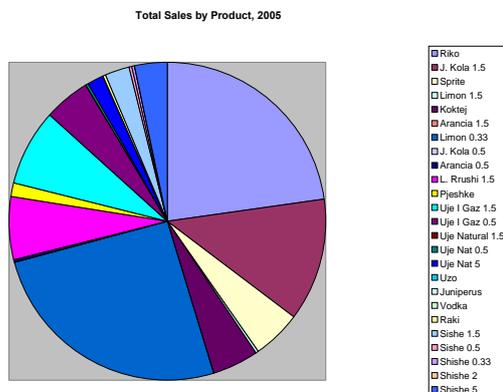
Previously, the company used to sell mineral water with and without gas, but exited the market because illegitimate companies or individuals were re-using his packaging and labels to sell untreated tap water and ruining the image of his product. At the time of exit from this market, the owner of Jeta, Kujtim Koplicu, claims that the water was the best-selling and most profitable product.

Mr. Koplicu claims to track monthly sales by product and by “client”—but the clients that are tracked are a mixture of final retailers, distributors and wholesalers. He directs some of the strategy for the distributors and follows up on some of them to be sure that they are maintaining the quality and integrity of the product. Of the retailers he sells directly to, bars and mini-markets in Shkodra seem to make up the bulk of his clientele. Other products that seem to sell well are lemonade in .33 liter bottles, mostly to bars, and 1.5 liter fruit juices in markets. He seems confident that his main customers for the water are families.

He has no accountant currently and is solely responsible for tracking sales, clients and accounts—which greatly limits his ability to implement any of the recommendations made by the team. However, he has some ideas of his good wholesalers and distributors and geographic coverage, and has a general idea of how many units he needs to sell to make a profit. However, this figure does not take into account the differences in production costs for different products—it is only based on average costs and average prices and is very imprecise.

## Specific findings and analysis

Sales data for the previous two years is incomplete—the company closes down for months at a time to avoid tax authorities, and the primary product the company would like to launch in the market has been introduced sporadically last year. However, there is a consistent



market for two of Jeta’s current product line; riko, a carbonated, sweetened peach and orange juice sold in 1.5 liters and sweetened, carbonated lemonade sold in .33 liter bottles. He has no plans to try to increase sales for either of these products, but will not take them off of the market as they are his primary income while he launches the line of treated waters. Additionally, revenues remain at similar levels at around \$140,000 lek per year. Most popular sales months seem to be over the fall—but the company often shut

down during spring or summer when sales were showing steady increases and it is difficult to determine how much sales revenue is lost during these periodic shut downs. Conservative estimates would be in the range of \$15,000 to \$20,000 lek per month.

Sales data is not available disaggregated by client or type of client, therefore it is difficult to determine whether or not Mr. Koplicu’s assumptions about his client base are correct, and even more difficult to determine whether or not he can cross-sell new products to the same clients he currently serves. The most current and detailed sales information for the company’s performance on 2005 is available at SBCA project offices.

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## Recommendations for follow-up activities

We encouraged Mr. Koplicu to begin to try to track his sales through to the end user by type of retailer and disaggregate by product instead of relying on distributors and wholesalers in order to be able to be more strategic about where and how to focus his marketing efforts.

We reinforced the idea of knowing the market by giving an example—if he knew that his primary client for fruit juices of 1.5 liters and his target client for mineral water of 1.5 liter were families that shop at their closest market, we could introduce the water by giving it free with the purchase of fruit juice and prominently placing the company name on each so that customers begin to associate one successful product with the new product. This further reinforced the difficulty in his reliance on wholesalers and distributors in that he cannot be certain that his instructions for this promotion were followed and is suspicious that the distributors might just sell the water and pocket the money.

We also explained how we would build a price for the subsequent new products he would like to introduce—based on analysis of costs and breakeven rates by product, and how this information could be used with the sales information to give discounts for entering new markets. His original idea was to set very low prices and attempt to raise them. Our idea was to set realistic prices and offer deep discounts based on targeted markets where the product was to be introduced.

He also says that lemonade in .33 liter sizes was popular with bars, and we encouraged him to find out why. For example, if it was popular because it was used to make mixed drinks, he might consider offering the lemonade in larger sizes. We also explained how he could direct the wholesalers and/or distributors to find more bars to sell to and encourage them to also buy water. We also recommended placing the company name more prominently on all of his products so that customers would begin associating the products with each other and that marketing efforts for one would reinforce the others.

We spoke extensively about the heavy competition in bottled waters and about marketing strategies. In the future he will conduct further sales analysis on types of clients and the types of products that are most popular there which he will use to better direct the distributors he works with. He will set goals for the distributors to identify new clients and introduce new or other products. He will raise brand awareness by placing the company name more prominently on all of his products so that clients will begin associating one with the other.

## Miell Tirana

### Company Synopsis

Mielle Tirana, or Tirana Flour, produces pretty high-quality flour, of different radius for different purposes—mainly sweets, pizza, breads and phyllo. The owner is very concerned about quality control and is trying to build his staff to take care of this and is also looking to invest in some equipment that will help him to better his product. The flour production is a bit labor-intensive, as it has to be mixed carefully—it seems he currently has to load and unload the mill periodically to get the right quality and type balance to produce each type of flour. The flour is sold in three sizes—primarily in bags of 25 and 50 kilograms for bakeries, and he is trying to introduce 1 kg bags to the market. A by-product of the main flour, bran, is also sold. Wheat for the flour is primarily sourced from abroad, though he is buying some quantities of wheat from the local market.

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He has recently invested in equipment to change from re-usable plastic bag packaging to paper bag packaging, mostly because there was some fraud with the distributors refilling the bags with cheaper, lesser quality flour and reselling it. With the paper packaging, the company expanded its product line to include 1 kilogram bags of flour, but faces heavy competition in this market from Greek and other flour imports.

He has recently hired a Marketing Director and is in the process of training him about the business. He has a good idea of his breakeven and has priced his products according to some fairly strong estimates of his costs and even rough estimates of his cash flow. He tracks sales by distributor and organizes this by geographic area—and he also tracks sales by type of flour sold, but has not aggregated the two to get a more detailed idea of which types of flour sell best in what area, by what distributor.

He also has some plans to use a vacant building that he owns in an area where there is very little flour sales and convert this into a bakery—he essentially wants to corner the market by selling the bread at or below cost. His idea was to, over the long term, was to start up bakeries anywhere there weren't strong flour sales.

Essentially his control of and knowledge of the product sales begins and ends with the distributors. He has tried some incentive schemes in the past—offering cash bonuses to distributors with high sales, but they have taken advantage of this by “selling” large quantities to themselves one month and then reporting much lower sales to the company the next months as they used the following months to dump the stock they bought to earn the bonus.

The owner realizes that his management capacity is stretched a bit thin, however, he is dedicated to training staff below him to take on more responsibilities and was very open during meetings, inviting other staff in to the meetings during which the employees felt comfortable speaking freely. These are all very good signs for the future of the business.

## Specific findings and analysis

Mielle Tirana's highest and most consistent sales are from the Korca route, while the first Vlore route, the third Durres route, the second Shkodra route and the first Tirana route, are the most significant in terms of sales volumes and offer relatively consistent purchasing patterns. Conversely, Berat, a nameless route in the Jugu region, Kucove, Fier shegan, Patos, Lezhe and the second Lac routes all have total sales of less than 200 lek. Why certain routes have drastically more sales than others within the same district or region and how to guide those distributors to clients that generate greater sales volumes is the main question that cannot be answered with the information available. This issue is one that underlines the importance of tracking sales through as closely as possible to the final consumer or type of consumer.

For example, bakeries are the main and obvious client for flour and bran, but there may be additional, unexamined markets—food processors or other industrial producers of commercial goods that use flour or bran as an input that may be untapped. Additionally, some mini markets or corner stores may prefer to buy flour in large sacks to distribute in smaller quantities to household consumers. Approaching these smaller markets and offering 50 kg bags of flour along with the small 1 kg bags for them to resale might be a viable option.

In terms of tracking systems, Mielle Tirana needs to be able to gather and analyze more information on its sales. As data is already collected by region, the company also needs to track sales data by type of flour (pizza, baking, layers, and for pastisseries) so that it can

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accurately predict and meet the demand for any given final client or, at least for specific routes.

## Recommendations for follow-up activities

*Brand Image.* Mielle Tirana has come to be associated with quality—bakeries use his flour to mix with other flours to get the quality they need for their products. Since he has a reputation for quality flour and would like to expand his client base we recommended seeking out those high-quality bakeries and patisseries to not only purchase more, but use branded bags and signs. Over the long term, the company will invest in equipment that will extend the life of the product without additives that might affect the quality as well as equipment that will increase their ability to produce the desired mixes of flour. [Certain types of flour require a mix of radius sizes, which currently have to be done by hand, which is an arduous process.]

*Better tracking of final consumers.* Currently, the company is unable to track sales adequately enough to be able to target their desired markets. They believe that 70% of their sales end up in bakeries, but this is mostly information from the product they sell directly and from feedback from distributors and wholesalers. In order to expand his tracking capacities, we suggested that he use project assistance to enhance the reporting capabilities of his current accounting systems to be able to track sales by distributor and by type of flour on a regular basis. We also recommended asking the distributors to track better the final consumers by type of store sold and also by type of flour so that he can more accurately predict the demand by final consumer and by type of flour. Over the long term this will enable him to better direct the distributors to the clients that generate the most sales, more accurately gear production to the desired products and have these available for the appropriate distributors. SBCA staff are looking into the feasibility of adding this capability to the software package that Mielle Tirana currently uses so that this type of analysis can be easily accomplished by generating a report.

*Targeting quality bakeries to build market for home users of 1kg.* Until recently, Mielle Tirana only sold flour in 25 and 50 kilogram bags. They now would like to expand to sell bags of 1 kg primarily for use in the home. He has invested in paper bags based on the Italian style of flour sales—the bags resemble those used for quality coffee and teas. In order to capitalize on the image of quality that the company already has with bakeries, we have suggested that they begin in Tirana identifying their client bakeries and patisseries that have quality products and a production area that is separate from the sales area and ask them to begin to promote and display both the Mielle Tirana brand name and the 1 Kg bags of flour for home use. Identifying these bakeries with separate sales areas is key to maintaining the integrity of the flour.

*Targeting additional bakeries to expand market.* We emphasized that increasing sales does not rely so much on identifying additional wholesalers or distributors that might compete against each other and split the market instead of increasing it, but in providing more guidance to the wholesalers and distributors the company already has and in working together with them to target additional clients in the geographic regions with the highest sales. The marketing director should work closely with the distributors with whom the company has the highest level of trust and cooperation to increase the number of clients in that area.

*Building own distribution line from current independent distributors.* The company has begun identifying distributors that are trustworthy and responsive to begin developing its own distribution. This, combined with better guidance and management of independent distributors and wholesalers, is the long term strategy to overcome several issues with wholesalers/distributors. The first issue is that of productivity—incentive plans were

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introduced to wholesalers/distributors, however, they resulted in sharp purchases of product during certain months and severe drops of sales by distributors who received incentives in the subsequent months. The second issue is that of price and quality controls—the company’s ability to control both the retail prices and the quality of the product currently end at the wholesaler/distributor and the company is called only when there are issues of quality. In situations of quality problems by consumers the company cannot be certain whether or not it is because of production or distribution or delays in distribution.

## Shehu sh.p.k

### Company Synopsis

Shehu, the company that produces fresh brown eggs produced by Lohmann Brown chickens, is related to Korca Fresk, the company that produces chickens for consumption. Korca Fresk is currently not operational because of a recent avian flu scare that the owner is convinced has reduced the market for chicken. Shehu is in its 12<sup>th</sup> year of egg production. It was previously locked out of the Tirana region as a competing egg producer was owned by a prominent politician and he is in the process of introducing distribution in Tirana through SBCA’s sales promoters. The factory is producing under its capacity—primarily because his product has a short shelf-life. Sales are not at the desired levels. Sales are tracked, but outside of Korca, where they manage their own distribution, the sales are only tracked through to the wholesalers or distributors. Though higher sales volumes may be through restaurants, the owner claims that he is focusing on the general household consumer as they are “more concerned about quality and freshness.” I argued that it takes more distribution outlets to reach the household consumer than he might get through targeting restaurants, patisseries, and bakeries. He didn’t concede the point to me. He only recently, through project assistance, began introducing packaging in quantities of 6 or 12 eggs as his previous packaging was only in flats of 36 or more, which is beyond the level of weekly household consumption as families primarily consume less than 36 eggs per week.

Overall, he defined his market by region rather than by final consumer and I argued that increasing sales within a region either depended on current consumers consuming more eggs or on increasing sales with each wholesaler. He conceded the point. He added that he might also increase his wholesalers or distributors—but that the wholesalers and distributors had different sub-regions. He claims to control and coordinate with his wholesalers and distributors, to control both quality and prices, and at the same time argued that he was unconcerned with what the wholesalers or distributors did in terms of pricing or sales after he sold to them, so long as they sold the product and there was no concern for quality. After some argument about whether or not the market was the final consumer or the wholesaler, or a specific geographic region, he conceded that it might be a good idea to begin tracking sales past the point of the distributor or wholesaler. I suggested a simple form that categorized the sales of the distributor/wholesaler by point of sale, ie market, mini-market, restaurant, patisserie, other, and begin directing the wholesalers/distributors to target those that had the highest turnover.

### Specific findings and analysis

Unfortunately, the owner of the business had a family emergency and had to rush to Macedonia early the next morning. As a result, sales data was not made available to the consultant on this company. Needless to say, at this point historic sales analysis was not possible and could not discuss sales tracking and recording systems with Shehu any further.

### Recommendations for follow-up activities

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The SBCA project, through its sales promoters, will be assisting Shehu in acquiring the distribution in Tirana that was previously denied him. The business promoter that will be responsible for getting Shehu egg sales in Tirana will be keeping track of egg sales by type of client and be providing this information back to Shehu so that the sales strategy for other distributors can be more actively and accurately guided by the company. Shehu might be very surprised by the types of clients that have the highest sales volumes and those that are the most concerned about “quality and freshness.”

Additional assistance that would benefit Shehu is to, once a few months of sales history has been established; go over sales data directly with the company so that the company begins to be aware of their final consumers. Once the recommendation to track sales through to the final consumer has been reinforced by the sales data from the business promoters, the project should move to assist Shehu in integrating this sales tracking and analysis capability into its accounting software.

The owner of Shehu might benefit from following along with the SBCA sales promoter and speaking with those markets, restaurants, patisseries that buy and use his eggs and gathering qualitative data on why each does so. This will enable him to make better decisions about how to package his product best and how to direct and guide the distributors he uses to more high-volume clients to increase sales in his current distribution areas without causing the undue competition created by contracting two distributors with the same geographic coverage.

## Karafili sh.p.k

### Company Synopsis

Karafili manufactures modern chairs and tables. Metal frames and in some cases wood backings are imported from Greece, assembled to order and delivered to the consumer within 3-5 days. As items are made to order, they have the ability to customize, offering upwards of twenty colors for seat coverings, and several different shades of varnish, in both natural wood finish as well as color finishes. The quality of the furniture is the equivalent of what might be found in European or US markets. They currently distribute directly from the factory and in some of the larger districts through 3-5 shops where they have made arrangements with the owners. They are currently focusing in on just 3 shops as they have had issues with the other shops not collecting or remitting final payments (some is paid in advance to place the order). They focus on restaurants and bars—primarily because the quantities the inputs have to be ordered in and the custom production make it less cost effective to put into production a small order. They also believe that the modern design elements would not be popular with families.

### Specific findings and analysis

Since the beginning of her tenure as “economist” four years ago, the accountant has kept meticulous sales and financial records. Unfortunately, these are all kept by hand in a series of ledgers. To the degree possible, the records are used to project sales, eliminate unpopular designs, decrease costs in anticipation of low sales periods, direct sales and solicit repeat sales. They have an informal referral system and have maintained good relations with the three shops that they use and are very conscious of maintaining this relationship by coordinating, rather than competing with the retail pricing. Sales direct from the factory are priced higher than those offered by the shops but shipping is included to offer additional value to the customer. The accountant is doing some very sophisticated product

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pricing that calculates not only the differences in raw materials on a product-by-product basis, but also takes into account approximate differences in direct and indirect production and operational costs—again on an item-by-item basis.



The company is careful to coordinate closely with their wholesale shops. They charge slightly higher prices from their factory (but include delivery free of charge) so as to not compete with their wholesale shops. The shops have some warehouse space that could be, but is not currently used to keep popular stock on hand—this would be very useful for the family market. However, most of the furniture is based on a four person table—Albanian family size is an average family size of five.

The company achieved a 10% or so increase in gross sales over last year at \$ 51,804,445 lek. Roughly half of their sales are direct from the factory, while half are generated by the three shops they wholesale to in Tirana, Durrës and Fier. Sales records by product of last year's sales were provided in electronic copy and basic analysis reveals August as the highest sales month, closely followed by Sept, Oct and May.

Sales by client by product for last year were not accessible (require aggregated data from different ledgers). Lowest sales are recorded in January and February. For chairs, the highest sales are realized for the designs with the lowest price and also for wood and metal designs. Price is less important for bar chairs, and preferences are for padded seats rather than wood ones. Highest sales of short tables were also for the lowest priced designs. Prices were not noted for the most popular counter-size tables and analysis could not be done.

## Recommendations for follow-up activities

SBCA is currently assisting Karafili in installing an integrated inventory management and accounting software system and training staff in its use. Once the management information system has been installed and the accountant has been trained, they can do more thorough analysis on sales and production and should be able to consider and calculate the costs of pre-fabricating popular designs and trying to meet the family market and/or eliminate the delay between order and delivery. They will also be able to do follow-up sales to clients (all client information is on file in ledgers) and begin targeting additional bars and restaurants on a more regular basis and tying these target marketing efforts to sales goals for the year. Essentially, taking the basic sales projections and marketing efforts they currently do to a greater level of sophistication. Karafili is considering expanding sales through SBCA's sales promoters for areas where they do not currently have shops.

Once the system has been installed and has been in use for a month or so, I recommend a follow-up visit to further assist the accountant in developing pricing skills and more thoroughly examining and learning how to control cash-flow. Cash-flow management is difficult, as is accurately calculating product costs and setting prices. As the accountant already understands the concepts well efforts should be made to help her enhance these skills.

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The company is also being assisted with a new catalog. As opposed to the old catalog, I have recommended that they better highlight their customization capabilities and available color choices, include height and width information for the models and show, when possible, the products in a more realistic environment. I suggested including prices, however, to avoid scrutiny by tax authorities, they will not include price information on the catalog. With these tools, they should be able to develop a thorough and detailed business plan that includes a long-term marketing strategy.

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## CONCLUSIONS AND RECOMMENDATIONS FOR FOLLOW-ON ACTIVITIES

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A series of specific recommendations have been provided on a case-by-case basis in the previous section. Each company assessment makes particular improvement and assistance suggestions. However, there are several overarching themes that seem to afflict all companies; as identified in the general overview (See page 2).

The following comments complement the aforementioned section, as well as the individual recommendations provided for each company:

*Sound management.* Building a management team around the entrepreneur is an important priority to professionalize each business, especially since it will be crucial for each business to keep records in order to analyze performance and to forecast sales, production, etc. Hands-on management training workshops should be considered that allow entrepreneurs to develop better management practices.

*Tracking sales, inventories and accounts.* Since there is no current connection between documents used to track product movement and internal accounting records with sales, markets and planning, it will be important to provide direct guidance to business owners and their staff. The discipline to keep accurate records in a systematic way should become an important target in order to build business competitiveness among Albanian businesses. SBCA could become a record keeper for businesses while the training is maintained and before a transition is made for businesses to be totally self-managed. Clients are characterized as clever, but their business knowledge is unsophisticated. They require continuous support to be able to analyze data and to make informed decisions. SBCA should take the lead in showing clients the analysis and decision making process so that the clients can begin to see all of the elements that should be taken into consideration when planning, hiring and making plans for investment that will fuel future growth.

*Skills-based personnel selections.* Personnel selection will be an important task, particularly since business owners have relied on their internal “gut” feeling and family members as trusted staff members. SBCA should be involved in personnel selection and training, showing businesses how to write job descriptions and objectively make personnel selections based on skills, qualifications and experience.

The exercises above should be repeated with other clients to sensitize them about the importance of record-keeping and sound business management practices, particularly with increased competition. This will also contribute to a demonstration effect that businesses will want to follow as it proves itself to be successful.

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*Value chain analysis.* Finally, it is recommended to review and analyze the business environment in Albania to further identify additional gaps in the value chain. As assessed in this consultancy, each company is engaged in a myriad of activities (procurement, processing/manufacturing, transportation, distribution, sales and marketing, etc.) that most likely represent important economic opportunities for the companies as well as for others within related sub-sectors. As the project enters its final year, addressing value-chain gaps may well generate more significant and far-reaching results than would be achieved through direct, firm-level assistance with client businesses. Given the depth and breadth of the technical assistance needs of the clients and the amount of time it takes to develop the trust necessary to provide that assistance, and the limited time remaining to assist the businesses, higher-impact activities should be examined.