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**ALBANIAN AGRICULTURE
COMPETITIVENESS**

ALBANIAN AGRICULTURE COMPETITIVENESS PROGRAM

QUARTERLY REPORT April – June 2009
(Q3, FY 2009)



July 2009

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ACRONYMS

AAC	Albanian Agriculture Competitiveness Program
FY2009	Fiscal Year 2009
KASH	Këshilli i Agrobiznesit Shqiptar (Albanian Agribusiness Council)
MADA	Mountainous Areas Development Agency
MoAFCP	Ministry of Agriculture, Food and Consumer Protection
PSHM	Partneri Shqiptar në Mikrokredi or Opportunity Albania
Q1	First Quarter of a given fiscal year
Q2	Second Quarter of a given fiscal year
RAD	Regional Agricultural Directorates
SNV	The Netherlands Development Organization
TTC	Technology Transfer Centers
SHD	Super High Density (Olive)
IPM	Integrated Pest Management
ALL	Albanian Lek

EXECUTIVE SUMMARY

In the third quarter of fiscal year 2009, AAC continued to build on its new strategic focus by working on trade promotion, entrepreneurial development and facilitation of market linkages. Production interventions focused on the completion of technology trials and the identification of specific production issues constraining competitiveness. Similarly, Market Information interventions focused on the expansion of services through the addition of commodities and the increase in the number of MIS products.

AAC's work under the marketing component took on new dimensions with more staff resources committed to Market Development; within this context on June 1 Javier Mendez-Ruiz joined the team as Marketing and Sales Specialist. In an unprecedented achievement, quarterly sales facilitated by the project surpassed US\$2.2 million. In the same period, Albanian watermelons entered the British retail market, as part of a deal between Bruka Seedling Company and ASDA Supermarkets. Albanian watermelon traders assisted by the project also began supplying the Lithuanian retail industry, as well as fifteen other buyers throughout the Balkan region.

Project clients participated in three trade fairs, including the Berat KASH Fair, Balkan Modus Nutriendi in Tirana, and Sofra Ilire in Fier. Within the context of Balkan Modus Nutriendi, AAC also supported the Albanian Olive Oil Association by sponsoring the National Extra-Virgin Olive Oil Competition, capitalizing on USAID's previous support to this industry. Related to the latter, AAC also delivered an advanced training course on sensory assessment of oil olive to 17 representatives of the oil olive industry and government personnel involved in this subsector.

Activities under the MIS component developed further with a completely refined system for collection, analysis and dissemination of market information; the graduation of the first group of young agribusiness entrepreneurs and the provision of technical support to GreenMarket to design a sophisticated website with up to date price information and analysis pieces.

AAC's grant program started to have an impact in the promotion of Albanian agriculture by addressing strategic issues that until recently constrained the growth of the agricultural value chains. The three grants approved during the reporting period allowed farmers to meet the food safety requirements of the British retail industry, assisted traders to manage market risks and set foot in new and more stringent marketplaces, and enabled AAC's strategic partner, GreenMarket Albania to upgrade its systems for the dissemination of market information.

On June 19, the AAC received approval for its target value chains for year three; the project will conduct value chain assessments in August and September involving short-term international consultants and university interns. The latter will constitute a practical training opportunity for masters' students in agricultural economics.

Value Chain Development: From Theory to Practice

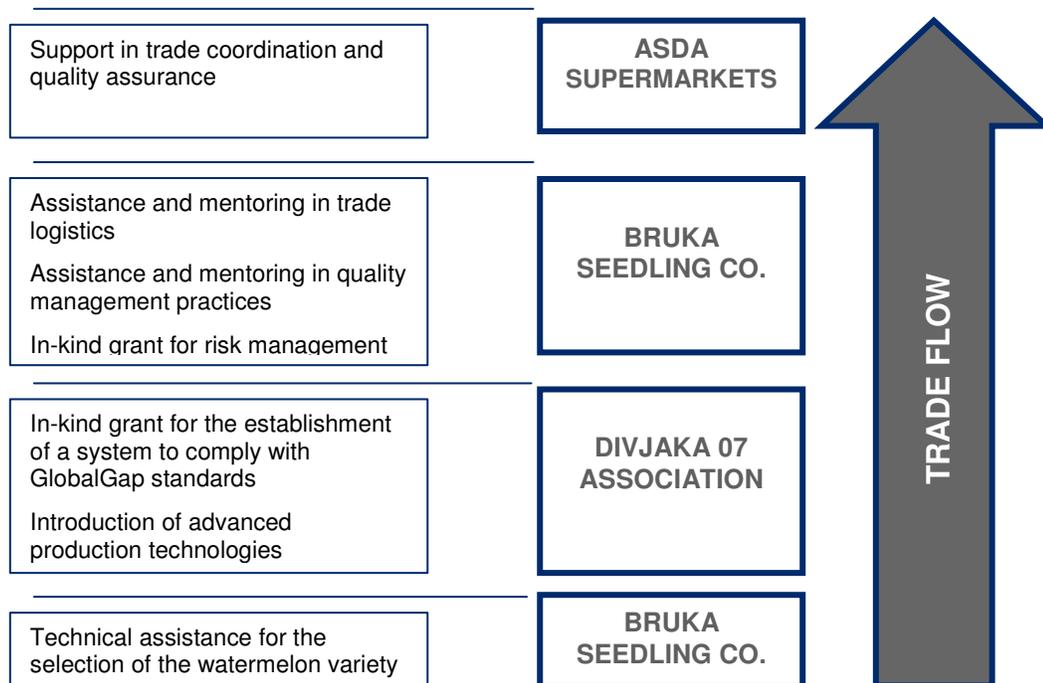
Risk is the ever-present companion of farmers and traders in times of change; the case of Albania is no different. While to the occasional observer it would be difficult to conceive why being next door to one of the world's fastest growing food markets, Albanian traders prefer to supply the domestic and regional markets over the possibility of exporting to the European Union.

The unknowns are so many that they overcome the incentives for market exploration. Grades and standards, packaging requirements and trade logistics are some of the areas in which farmers and traders need assistance in order to reduce the risks inherent to market expansion.

Because of its value chain approach, USAID's Albanian Agriculture Competitiveness Program provides tailor-made business solutions by supporting agribusiness entrepreneurs to perceive and respond to market incentives, while building their capacity to meet buyers' requirements. An example of this was this summer's watermelon exports to the United Kingdom.

In 2008 the AAC program facilitated the link between ASDA Supermarkets, the British subsidiary of Walmart, and Bruka Seedling Company, an Albanian trade firm for the supply of early-season watermelons to the UK market. Transforming this from an idea to a reality required a comprehensive support system as a way to reduce risks and build the capacity of the actors along the value chain to meet market expectations, while ensuring the long-term sustainability of the operation.

AAC's Contribution



As a result of this intervention, as of the end of June 2009 Bruka Seedling had shipped 130 metric tons of watermelons to the UK, with a CIF value of over US\$68,000 and had initiated contractual arrangements for a long-term commitment to supply the global retailer.

COMPONENT I: STRENGTHENING PRODUCER CAPACITY FOR COMPETITIVE COMMERCIAL FARMING

During the reporting period program activities focused on three fundamental areas; technology trials, delivery of practical training sessions to improve productivity, and promotion of quality-enhancing agronomic practices.

APPLE

During the third quarter of 2009, AAC focused on its activities ensuring that farm-level production practices matched the requirements of cold-storage operators, addressing specific quality constraints that affected the profitability of the value chain in 2008.

- Introduced advanced production technologies aimed at improving product quality
 - Introduced farmers and cold-storage operators to cost-effective harvesting methods
 - Introduced farmers to record keeping practices to monitor production costs
-

In order to assist farmers in their efforts to produce high quality apples, AAC organized a series of technology demonstrations and training sessions on crop protection, including integrated pest management, as well as quality enhancing practices, such as summer pruning, and thinning.

As part of its activities in support of the adoption of Integrated Pest Management (IPM) practices, AAC delivered seven practical training sessions in equal number of villages of the Korça region. The main aim of these training sessions was to promote new spraying instruments and help farmers calculate proper pesticide dosages. These activities were held in cooperation with TTC in Korça. Participants included AAC primary and secondary clients, as well as extension specialists from the RAD. In total there were 87 participants with 36 farmers participating for the first time. AAC distributed instructional leaflets prepared by AAC outreach specialists on how to apply the new techniques.

Project staff delivered practical training sessions of summer pruning and thinning in Dvoran, Polene, and Zvirine. AAC specialists used apple trees from 16 farmers as a model to demonstrate the proper way of pruning and thinning. Participants included 49

people, out of whom 36 were farmers. Project staff installed USAID signage in the plots in which these practices were conducted, which will constitute demonstration plots from which AAC will collect production data at the end of the harvest.

AAC staff and the Korça TTC introduced pheromone traps in the orchard of Mehmet Mersinllari in Voskop village. The pheromone trap is used to measure the population of codling moth, *Cydia pomonella*, whose larvae provokes substantial losses in apple groves. The TTC will collect data on insect populations, pre-harvest loses and production.

Apple growers receiving AAC assistance are now equipped with logbooks to record all relevant production data. The purpose of the logbooks is to assist farmers to keep a detailed account of major production issues, while also estimating production costs. The latter will be crucial to determine the profitability of the crop.

ACC staff participated in a meeting organized by MADA to enhance coordination in view of the large number of organizations currently supporting the fruit industry. The members of this group include RAD, TTC, AAC, MADA, SNV, FERT, KASH, Korça University, “Fan S. Noli”, consolidators, seedling producers and farmer associations.

GREENHOUSE VEGETABLES

- Assisted 9 greenhouse vegetable producers to obtain 3.58 million Leke in loans
 - Built the capacity of 115 progressive farmers to adopt advanced in greenhouse management practices
 - Built databases from the inflated greenhouse trials
-

During the reporting period, AAC field staff collected data from the inflated greenhouse trials. Pending on USAID approval, the project will contract the services of a team of Albanian specialists to produce a comprehensive report whose findings will be presented in the fall.

Table 1 below presents the results of a rapid comparison on productivity and sales price using inflated greenhouse technology in three crops, namely melon, tomato and cucumber. At first glance preliminary data shows that the major advantage of this technology is early production, with concomitant effects in sales price and profitability.

The benefit/cost analysis, to be conducted in quarter four, will necessarily take into consideration the useful life of the double-layer, versus single layer greenhouses, and other variables which are relevant in farmers’ decision making process.

Table 1. Preliminary analysis of productivity and revenue variables for melon, tomato and cucumber.

Crop	Experiment No.	Technology	Yield (mt/ha ⁻¹)	Avg sales price (Leke/mt)	Revenue	Change in output (mt)	Change in revenue (Leke)	Avg increase in prod cost (Leke/ha ⁻¹)*
Melon	1	Traditional	75	40,000	3,000,000			13,000
		Inflated GH	72	53,000	3,816,000	-3.00	816,000	
	2	Traditional	72	45,000	3,240,000			13,000
		Inflated GH	72	57,000	4,104,000	0.00	864,000	
Tomato	3	Traditional	105	60,000	6,300,000			
		Inflated GH	112	65,000	7,280,000	7	980,000	
Cucumber	4	Traditional	140	40,000	5,600,000			13,000
		Inflated GH	150	55,000	8,250,000	10	2,650,000	

Considering the economic importance of crop protection and other greenhouse management practices, AAC's practical training sessions for greenhouse vegetable producers included Integrated Pest Management and lighting and airing regimes. Tables 2 and 3 present a summary of participants.

Table 2. 2009 Updated Technology Package "Integrated Pest Management for Greenhouse Vegetables"

LOCATION	DATE (mm/dd/yyyy)	No. OF PARTICIPANTS	NEW PARTICIPANTS
Goriçan	05/09/2009	16	5
Hysgjokaj	05/23/2009	12	3
Velmiş	05/16/2009	11	2
Këmishtaj	06/18/2009	11	6

An interesting fact worthy to underscore is that all participants in the training sessions in Këmishtaj were women whereas in Velmiş there was one additional woman among the participants.

Table 3. 2009 Updated Technology Package "Importance of Light and Airing Regime for Greenhouses":

LOCATION	DATE (mm/dd/yyyy)	No. OF PARTICIPANTS	NEW PARTICIPANTS
Velmiş	04/12/2009	16	5
Goriçan	04/08/2009	16	2
Këmishtaj	05/06/2009	15	14

The AAC Program has been aggressively exploring production options for high-tech greenhouses, considering the limited prospects that these facilities have to compete with traditional greenhouse farms. Within this context, AAC co-sponsored a seminar presented by Israeli experts on May 22. The objectives of the seminar were to introduce practices to improve efficiency—and thereby increase profitability, as well as to provide the participants with alternative cropping options. The activity was implemented in collaboration with KASH. AAC funded the local costs of this activity and promoted the participation of its clients.

As part of the project's efforts to improve farmers' access to financial services, AAC assisted eleven farmers to prepare and submit an equal number of loan applications. As of the date of this report, ten applications had been approved; Credit Union granted nine of these loans, while Opportunity Albania approved one. The total amount of loans received by AAC clients during the reporting period was 3.51 million Leke. All loans were used to expand and/or improve greenhouse farms, a clear indication of the growth tendency of this subsector.

The total number of individuals receiving short term agriculture training for the first time reached 38, out of which 15 are women. While this shows an increase in the number of clients, there is an action plan in motion to substantially increase the number of clients assisted by the program starting in year three.

AAC organized four field days in the inflated greenhouse trials during the period May 10-30. The purpose of the field days was to facilitate the interaction between first adopters and their peers and present a technological option to benefit from early production. Two sessions were held in Hysgjokaj, one in Goriçan and one in Velmish with a total of 40 participants. This constituted the first step to introduce progressive farmers to the inflated greenhouse technology; the second step will be their participation in the presentation of results of technology trials later in the fall.

WATERMELON

- Facilitated 16 field days on watermelon production technologies for 166 farmers
 - Tested specialty watermelon varieties to supply high-end markets
 - Conducted field trials on new watermelon technologies
 - Built the capacity of Divjaka 07 Association to meet GlobalGap standards
-

Field staff facilitated sixteen field days (Table 4), as a way to expose progressive farmers to advanced production technologies, while taking advantage of existing on-farm technology trials. During the field days, AAC staff distributed technical fact sheets

with basic data about each of the technologies presented and encouraged the dialogue as a way to gain insight about farmers' perceptions.

Table 4. Watermelon Technology Field Days

TECHNOLOGY	LOCATION	DATE (mm/dd)	NR. OF DAYS	NR. OF PARTICIPANTS
Thermal plastic tunnels	Divjaka, Xarra, Samaticë	03/14/ - 04/20	6	60
Grafted seedlings	Divjaka, Xarra, Samaticë	04/15 – 05/15	6	60
Bee pollination	Xarra	04/20 – 05/15	2	14
Watermelon variety tests	Divjaka	06/05 06/16	2	22

At farmers' request, the project repeated grafted seedling and thermal plastic tunnel trials in Divjaka, which also allowed for the comparison of results across seasons.

As part of its efforts to identify new products to supply market niches and thereby assist Albanian farmers to gain competitive edge, the AAC program, in collaboration with Bruka Seedling tested two new watermelon varieties which produce red and yellow-flesh seedless watermelons. The trials were to assess adaptability to the Albanian agro-ecological conditions, productivity and market acceptability. Preliminary results indicate that while these varieties are not as early producing as expected, the yield and the quality of the fruit are superior. AAC sent samples to ASDA supermarkets where they welcomed the idea of trial commercial shipments in the fall of 2009.



AAC Regional Manager presenting a personal-size yellow-flesh seedless watermelon currently being evaluated in Lushnje

Following its comprehensive value chain approach, AAC provided an in-kind grant worth US\$6,000 to the Divjaka 07 Farmer Association as a way to enable members of the association to meet GlobalGap standards. Under this grant, AAC contracted the services of the Albanian Certifying Body (ALCEBO), which trained members of the farmer association in good agricultural practices and food safety standard operating procedures. The latter included the establishment of a Quality Office with detailed records on each farm. AAC supplemented this activity through the provision of support services in market development which enabled members of Divjaka 07 to supply British supermarkets in June 2009.

Following this intervention, British regulators allowed watermelons grown by Divjaka 07 to be distributed in the retail market. However, for the following season, British authorities will require Divjaka 07 to be certified by a third-party agency, most likely from Western Europe. AAC will continue supporting this initiative through technical assistance and a grant to cover part of the cost of certification to ensure the establishment of a robust and sustainable supply chain linking Albanian farmers and global retailers.

Following the example set by Bruka Seedlings, "Vellezrit AK", an Albanian company based in Divjaka planted 27 hectares of late-season watermelons to supply Italfoods, an Italian wholesale company at the end of the summer season. AAC is providing Vellezrit AK with technical assistance in production and post-harvest handling.

OLIVES

- Facilitated a study tour to Spain to introduce Albanian decision makers to super-high density olive production systems
 - Contributed to the establishment of a super-high density olive trial plot
 - Assisted the Orikum Municipality in the preparation of a proposal for the establishment of a 400-hectare super-high density olive farm
-

Given the ubiquitous nature of low-input olive production systems in Albania, AAC is focusing its assistance on the promotion of intensive production models, seeking to engage progressive farmers and policymakers. The latter is important in view of the GOA's plans to promote the expansion of the area grown to this crop through financial incentives.

Within this context, AAC facilitated a study tour to Agromillora, a Spanish specialized supplier



Participants of the study tour visiting a SHD olive orchard in the outskirts of Barcelona

of olive saplings of dwarf cultivars. The participants included Mr. Dhimiter Panajoti, Director of the MOAFCP's Technology Transfer Center in Vlora, and a recognized expert in olive production; Mr. Fatmir Hoxha, commercial farmer and AAC client; Mr. Josif Gorrea, agribusiness entrepreneur, and Mr. Luto Goga, AAC staff.

The group was exposed to nurseries or Arbequina olives, SHD olive production and milling. Among the topics that called the attention of the participants were the degree of mechanization, the density of plants (i.e. 1,500 saplings/ha) and most importantly the imperative of economies of scale to capitalize on the advantages of this production system.

As a result from this study tour, Mr. Panajoti is scheduled to deliver a presentation for the High-Level Olive Subsidy Commission as a way to inform their decision regarding the production systems to support as part of the subsidy program. Mr. Gorrea reached an agreement to become the exclusive distributor of dwarf olive saplings produced by Agromillora, and Mr. Fatmir Hoxha is currently making arrangements to plant one of the first technically planned orchards using the super-high density (SHD) system. The latter is expected to be the first of several SHD olive orchards to be established in the coming season.

While the AAC program is not a proponent of the Olive Subsidy Program, program management will assist the Olive Subsidy Commission in their deliberations regarding the technology models to be supported, as a way to assist in the appropriate use of resources, as part of its policy activities.

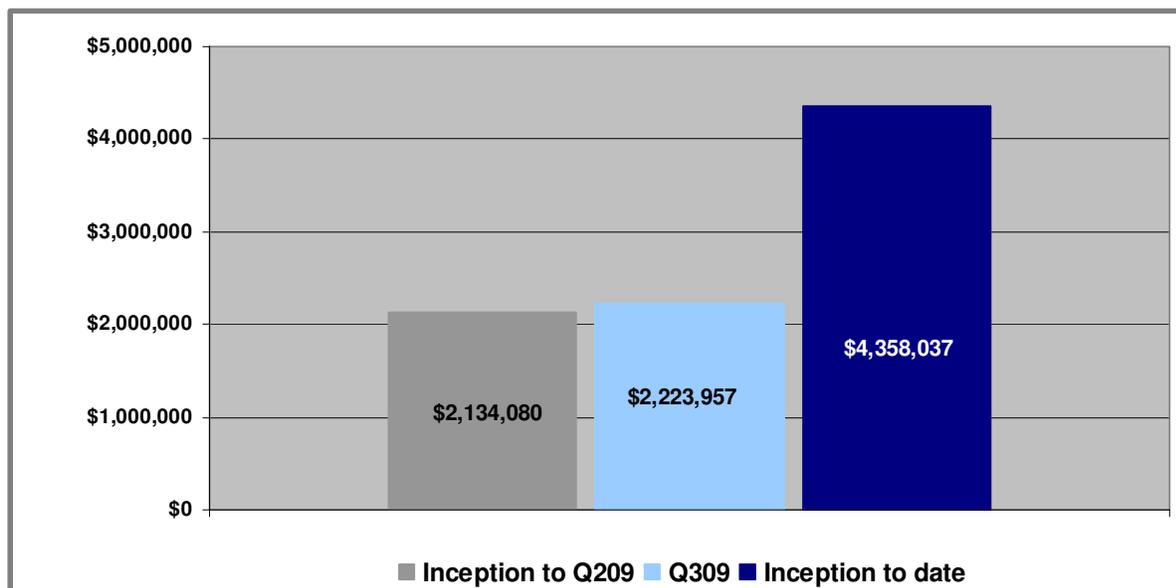
As part of the memorandum of understanding between the MOAFCP and DAI, and a more specific agreement with the MOAFCP's Directorate of Science and Technology, the program funded the establishment of a 0.5 super-high density olive orchard in Vlora's Technology Transfer Center. The orchard will serve a dual purpose generating data regarding the adaptability and productivity of the Arbequina cultivar under super-high density conditions in Albania, while constituting a tool for the dissemination of the technology among farmers in the region.

Program staff assisted the Vlora TTC and the Municipality of Orikum in the preparation of a plan to establish a four hundred hectare SHD olive farm. AAC's contribution consisted in the provision of technical data for the preparation of the proposal. The municipality is currently preparing to submit the proposal to the Olive Subsidy Commission for their consideration.

COMPONENT II: STRENGTHEN CAPABILITY FOR MARKET DEVELOPMENT

AAC recognizes the need to look at the market as the beginning and the end of value chain development interventions. Within this context, during the reporting period the project made a substantial shift towards trade promotion and trade facilitation through the strengthening of the market development team and an aggressive effort to assist farmers and traders to explore new market opportunities. This new strategic focus already resulted in US\$2.2 million in sales¹, the integration of Albanian farmers to the procurement program of the world's largest retailer and the consolidation of deals with regional retail chains. In the area of trade promotion, AAC assisted the development and launching of the new national brand The Taste of Albania, which is being used by progressive traders to identify fruit and vegetables of the highest quality.

Produce Sales



¹ Sales directly facilitated by the project in the period April-June 2009; verified by AAC's M&E Unit.

APPLE

- Continued to build on the value chain link between producers and cold store operators
 - Collaborated to brand apples from Korça region as a first step towards product differentiation
-

The emphasis of AAC's assistance for the development of the apple market focuses on the strengthening of the coordination among farmers and cold storage operators, as well as on the introduction of improvements to enhance the competitiveness of apples in the domestic market.

As part of these efforts, AAC staff facilitated a series of meetings between farmer groups and cold storage companies to focus their efforts in the improvement of fruit quality. As a result of these interactions, the cold storage operators requested the assistance of AAC to draft marketing contracts. The first contracts will be signed in the second half of July, for delivery in September.



New logo for Dvoran cold store operators

As part of the program's efforts to promote Albanian apples AAC assisted Dvoran Cold Storage Company to brand its product. Dvoran will use the new brand name and logo in their packaging materials for the 2009-2010 marketing year.

Recognizing the importance of economic incentives to promote the adoption of technological improvements, AAC facilitated 65 sale transactions of green apples (a byproduct of apple thinning) from project clients in Zvirine, Dvoran and Cangonj. While the thinning practice is expected to result in obvious quality improvements, observable at harvest time, the sale of over 20 metric tons of green apples provided farmers with supplemental income (US \$74/mt) before the harvest. The green apples were sold to a trader that supplies the perfume industry in the EU.

AAC continues to be the strategic ally of the apple industry in the Korça region. As such, the program is supporting new entrants with technical assistance and contacts with financial institutions. Examples of this assistance include:

- A business plan prepared for Mr. Ferdinand Ali for the establishment of the first controlled atmosphere storage unit in southern Albania, the facility will likely be operational for the 2009 campaign.

- Technical data and procurement information provided to Mr. Henrik Mati for the establishment of a traditional (i.e. not controlled atmosphere) cold storage facility, and
- Assistance provided to Mr. Artur Veshi with procurement contacts for the acquisition of refrigeration equipment from Italy.

GREENHOUSE VEGETABLES

- Facilitated domestic sales equivalent to 843 metric tons of vegetables worth US\$533,000
- Facilitated exports of 560 tons of vegetables valued at US\$250,000²
- Co-sponsored 4 promotional events

The new program focus on trade facilitation resulted in significant benefits for AAC clients. Sales of greenhouse vegetables directly facilitated by the program surpassed US\$945,000 in the last quarter alone, with twenty eight percent of the value coming from exports to the Balkan region.

In the promotional front, the program co-sponsored the Balkan Modus Nutriendi International Food Show, which took place in Tirana on May 8-10. The highlight of the event was the launching of The Taste of Albania as the new national brand for high-quality fruit and vegetables. The food show hosted over three thousand visitors who were introduced to a unique array of fresh agricultural products in an effort spearheaded by AAC clients.

AAC co-sponsored two agribusiness fairs organized by the Albanian Agribusiness Council (KASH). During these events in Berat and Fier, farmers and traders promoted their products, which were markedly superior to those presented by non-clients.

Project clients also participated in Sofra Illire, a tourism and trade show that took place on May 30 at the Apollonia archeological site. The activity brought together representatives of fifteen AAC client organizations which exhibited and



**Albanian Deputy Prime Minister, Mr. Genc Pollo
visiting a stand of AAC clients at the Berat KASH
Fair**

² Comparison of average prices between exports and domestic sales requires data on volumes of each commodity, provided in Annex A.

Albania's new brand name to identify high-value vegetables for high-end consumers



WATERMELON

- Facilitated watermelon sales of 4,583 metric tons worth US\$1.27 million
- Enabled members of the Divjaka 07 Association to enter the British retail market with initial shipment of 130 mt of watermelons worth over US\$68,000
- Assisted AgroKoni to make a trial shipment of 22 metric tons worth US\$13,600 to a retail company in Lithuania, in anticipation of a larger program in the fall
- Continued supporting Albanian traders to increase their market share in the markets of the Balkan region by facilitating sales to 15 new clients

In an unprecedented effort toward entering one of the strictest markets, the AAC program supported the Divjaka 07 Association and Bruka Seedling Company to engage in a trade relationship with ASDA Supermarkets, the British subsidiary of Walmart, the world's largest food retailer.

This effort involved the provision of technical assistance, in the selection of the variety in 2008, mentoring and training in GlobalGap standards, mentoring in quality control, packaging design and trade logistics.

As of the date of submission of this report Bruka Seedling had exported 130 metric tons of early season watermelons and had initiated the discussions for a second wave of shipments in the fall of 2009, with positive prospects for a long-term contract. Below an excerpt of a letter of appreciation sent to AAC by ASDA Supermarkets.

"I would say it is groundbreaking achievement, which puts Albania on the map with a view to long-term business development opportunities for the benefit of both the ASDA customer and the Albanian grower[...]I share the success with you and I recognize that it would not have been possible without USAID support and assistance in Albania. "

Robert Naudzius
ASDA Source Development Manager



Ms. Roberta Mahoney, USAID-Albania Mission Director and Mr. Josif Gorrea of Bruka Seedlings Company sending off the second container of watermelons to ASDA Supermarkets.

In addition to the sales to ASDA Supermarkets, AAC also facilitated sales to other buyers from the Balkan region as a result of the trade mission to Fruit Logistica, in February 2009. Biti & MO, Bruka Seedlings Company and a farmer group from Dobrac village sold to fifteen new buyers from Croatia, Serbia, Bosnia, Macedonia, Montenegro and the Czech Republic³. Watermelon sales directly facilitated by the project totaled 7,009 metric tons, worth US\$1.98 million.

The project also established contact with JOTAGRIS, a company supplying retail chains in Lithuania, Latvia and Estonia. With assistance from the project, AgroKoni sent a trial shipment of 22 metric tons worth US\$13,600 (CIF), which received the compliments of the buyer. The company is currently in conversations with its new Albanian supplier to establish a supply program in upcoming season.

Regarding watermelon inputs, AAC facilitated a market contact between a group of farmers in Kosovo and Bruka Seedling Company. The latter was able to sell an initial 150,000 grafted seedlings. This was the result of a field day hosted by AAC for a group of importers from Kosovo, during which they were introduced to Bruka Seedling Company.

³ List enclosed in Annex under Indicator 3.5

OLIVES

During the period March-June, Market Development activities in support of the olive value chain focused in two main areas: a) development of the capacity of the Albanian Olive Oil Association to recognize and capitalize on quality traits, and b) the promotion of Albanian olive oil.

- Trained 17 Albanian connoisseurs in sensory assessment of oil olives
 - Co-sponsored the National Extra Virgin Olive Oil Competition
 - Co-sponsored the Albanian Olive Oil Day
 - Initiated market contacts with suppliers of the U.S. ethnic foods industry
-

AAC delivered an advanced training course on Olive Oil Sensory Assessment to seventeen participants representing the Ministry of Agriculture, Food and Consumer Protection and the Albanian Olive Oil Association. This activity was led by Miss Nancy Ash, an internationally recognized authority in olive oil assessment and marketing. During the training course, the participants were introduced to the following:

- Review of olive oil attributes (positive and negative) and their causes
- Update on revisions to International Olive Oil Council (IOC) quality regulations and panel procedures
- Attribute intensity comparisons
- Exploration of bitterness and astringency in olive oil
- How tasters' attitudes affect their assessment scores
- Necessary steps towards becoming an IOC recognized panel
- Tasting exercises with a total of 37 oils

The following are the steps necessary for the recognition—and certification of the Albanian Olive Oil Tasting Panel:

- Selection of panel leader
- Selection of panel members
- Establishment of panel administration
- Continued panel training
- Submission of panel result thresholds to IOC
- Successful completion of IOC exam

During the last quarter of FY09 AAC will work with the Albanian Olive Oil Association to assist them in the development of a strategic and business plan. The latter will necessarily integrate a plan to raise funds as a way to contribute to the financial independence of the organization. While the AAC program is committed to support the development of the Albanian Olive Oil industry, the continuation of the assistance will be conditional on the existence of a clear—industry-led plan.

Images from the Award Ceremony of the National Olive Oil Competition



Upper Left: Mr. John Brannaman, USAID-Albania Program Officer delivering his remarks to the audience; Upper right: Mr. Ndoc Faslia, Deputy Minister of Agriculture during his speech; Lower left: Award winners together with Miss Nancy Ash, AAC Consultant (center) and AOA President, Valentina Postoli (left); Lower right: A selection of international chefs during the olive oil tasting offered to the audience.

AAC and the Albanian Olive Oil Association (AOA) hosted the National Olive Oil Competition, with the participation of twenty two companies. The process was closely monitored by AAC and members of the board of the association as a way to ensure its integrity. The process ended with an award ceremony led by Ms. Valentina Postoli, President of the AOA, Mr. Ndoc Fasllia, Deputy Minister of Agriculture and Mr. John Brannaman, Program Officer for USAID/Albania. The event was attended by over eight hundred people and was widely covered by thirteen media outlets, including five television channels.

The winners of the 2009 competition were:

First Prize	Shkalla sh.p.k.
Second Prize	ERMV sh.p.k Company
Third Prize	IVAP sh.p.k Company
Third Prize	Lukova Jone sh.p.k
Third Prize	Skile sh.p.k.
Third Prize	3 Miqte sh.p.k

The AAC program also co-sponsored the National Olive Oil Day, in collaboration with USAID's Local Governance Program for Albania (LGPA), the AOA and the Antique Association. The event took place at the Apollonia Archeological Site on May 30 and it gave visitors the opportunity to sample and buy extra virgin olive oils from twelve companies, as well as fresh vegetables from AAC clients. The event was inaugurated

by Miss Roberta Mahoney, USAID Mission Director for Albania.



AAC clients at Sofra Illire, Apollonia.

As a way to complement the work in the promotion of Albanian olive oil with activities oriented towards the exploration of new markets, AAC distributed oil samples among several suppliers of ethnic food markets in the U.S. Project staff is currently following up on trade leads as a way to enable Albanian oil olive processors to capture a share of that market, with particular emphasis on the Albanian Diaspora.

COMPONENT III: INCREASE ACCESS TO AND USE OF TIMELY AND RELIABLE MARKET INFORMATION

Following the launching of the Market Information System in January 2009, in the last quarter AAC focused its efforts in enriching its coverage, increasing the frequency and particularly improving its reliability, which was complemented by strengthening the capacity of strategic partners to disseminate market information. On the capacity building area, AAC continued to support the development of the new generation of agribusiness entrepreneurs through its RASTI program.

- Expanded the number of commodities covered by the MIS from 5 to 11
- Extended the data collection process from 5 to 7 days per week
- Improved monthly analysis pieces to cover the regional markets
- Assisted GreenMarket Albania to upgrade their web portal
- Installed information boards in six strategic locations throughout the country
- Launched a trader survey in the Tirana Wholesale Market
- Graduated the first class of young agribusiness entrepreneurs



University intern collecting price data in the Tirana market

As of June 30, AAC's SITA (Market Information for Trade and Agribusiness, by its Albanian acronym) expanded the number of commodities to eleven, in anticipation to USAID's approval for the expansion of the number of value chains to be covered after year two. The daily reports, previously produced five days per week are now also covering Saturdays and Sundays, which will allow for a more effective identification and analysis of price patterns. The SITA system is now a fully functional, robust and accurate tool for agribusiness entrepreneurs. In the next quarter the program will launch an aggressive media campaign to promote the use of the SMS component.

The monthly market briefs have also been improved by integrating analyses of regional market trends. This has been well-received by AAC clients, who are now better informed about the relative competitiveness of their products throughout the region.

As a way to strengthen the capacity of strategic partners in the area of market information, AAC funded the upgrade of the GreenMarket Albania website. The new web platform will be directly linked to SITA, allowing for the automatic upload of price data and market reports. The new website will be officially launched at the end of July, 2009.

This was complemented by the provision of support to GreenMarket's weekly television program, which now integrates a market analysis section based on AAC's input and teletext with market prices in the main wholesale markets around the country.

Besides using email, television and SMS, AAC installed market information boards in strategic locations, including the wholesale markets of Tirana, Fier, Korca, Lushnje and Divjaka, as well as in the Commune of Xarra, where AAC has a trade facilitation office. These information boards are updated on daily basis and present daily market prices, weekly market trends and monthly market analyses.

Çmimet mesatare të shumicës për datën 30 Qershor 2009, në Lek/kg
Average Wholesale Prices for June 30th 2009, in ALL/kg

Market	Madhesia*	Tirane			Lushnje			Fier			Korça		
		I	II	III	I	II	III	I	II	III	I	II	III
Molla Apple	Madhesia*												
	Vendi												
Golden Delicious	Import	96			102	90		101	103			92	61
	Vendi												
Starking	Import	100			72	65						69	53
	Vendi												
Idarad	Import							68					26
	Vendi												
Granny Smith	Import	98			75	70		101				72	62
	Vendi												
Domate/Tomatoe	Madhesia*												
	Vendi	58	38		38	28	22	48	38	35	57	50	29
Sere/Greenhouse	Import												
	Vendi												
Fusha/Open Field	Import								57				
	Vendi												
Kastrave/Cucumber	Madhesia*												
	Vendi	44			16			33		28	45		50
I shkurtar/Short size	Import												
	Vendi												
I gjate/long size	Import	45			15			16	43		32	40	
	Vendi												
Speci/Pepper	Madhesia*												
	Vendi	56			50	44		50	49		59	53	
Stargjatur/Long green pepper	Import												
	Vendi	56	25					40		48	47	60	52
	Import												
Mbushur/Bell type	Import												
	Vendi		240						197				
Pa bërthamë/Without seed	Import												
	Vendi	300	250									210	
Mbushur/Stuffed	Import						150					260	
	Vendi												
Karrota/Carrots	Madhesia*												
	Vendi	60			53	55			50		64		52
	Import												
	Vendi												
Lulelakre/Cauliflower	Madhesia*												
	Vendi	275					115					105	
	Import												
	Vendi												
Brokoli/Broccoli	Madhesia*												
	Vendi	117	100	80							145	128	
	Import												
	Vendi												
Lakre/Cabbage	Madhesia*												
	Vendi	52					50					72	
E bardhe/White	Import												
	Vendi	64					70			70		77	
	Import												
	Vendi												
E kuqe/Red	Import												
	Vendi												
Shalqin/Watermelon	Madhesia*												
	Vendi	26					24			25		26	
Me fane/Seedad	Import												
	Vendi												
Pa fane/Seedless	Import												
	Vendi												
Mandarine/Tangerines	Madhesia*												
	Vendi												
Clementina	Import												
	Vendi												
Unshin	Import												
	Vendi												

Molla I = 3-4 kokra/kg, II = 5-6 kokra/kg, III = 8-10 kokra/kg, Domate I = 3-4 kokra/kg, II = 5-6 kokra/kg, III = 8-10 kokra/kg, Speci stergjatur I = 8-10 cope/kg, II = 18-20 cope/kg, III = 30-32 cope/kg, Speci i mbushur I = 6-7 cope/kg, III = 18-20 cope/kg Kastrave I = 6-7 cope/kg, III = 12-14 cope/kg

USAID KONGURRUESHMËRIA E BUJQËSISË SHQIPTARE REPUBLIKA E SHQIPËRISË

View of the new daily price reports, covering eleven commodities. These reports are delivered via email to over 200 subscribers and posted in market information points in strategic locations

In order to provide analysts, policymakers and traders with elements of judgment for decision making, price trends need to be complemented by data on trade volumes. Based on this notion, AAC is currently conducting a trader survey in the Tirana Wholesale market. The survey will allow end users to gain insight about volumes of

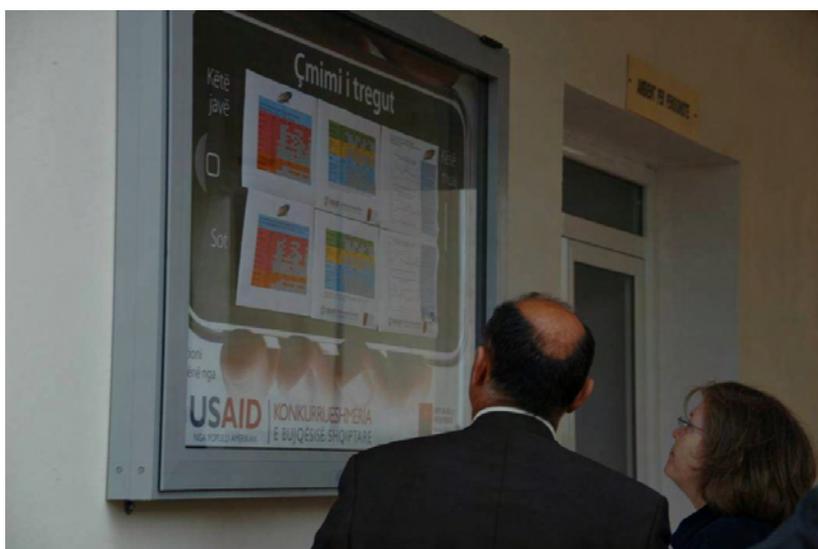
each commodity traded in the market, as well as seasonal consumption patterns and regional trade flows. This survey is being conducted in collaboration with the Tirana Wholesale Traders Association.

On June 5th, representatives of USAID, the Ministry of Agriculture and the Agricultural University of Tirana (AUT) celebrated the graduation of the first group of forty three AAC's Young Agribusiness Entrepreneurs Program (RASTI for its Albanian acronym). The group completed over 160 hours of training in

entrepreneurship, market research and business planning.

The group was composed of 18 women and 25 men.

The program was qualified by the Regional Director of the AUT as a success in the promotion of agriculture in the XXI Century. Representatives of the students and their parents eloquently expressed their satisfaction and appreciation for the opportunity to discover the true potential of agriculture. AAC is currently seeking to identify a local organization to continue implementing the program, in order to extend it to other regions of the country. The Ministry of Education has—in principle, expressed its interest in integrating the program to its high school curriculum, which would ensure the sustainability of this contribution.



Head of the Commune of Xarra, in southern Albania and the USAID Mission Director observing a price information board.

Images from RASTI graduation



Dr. Kristaq Jorgji, USAID COTR presenting a completion certificate to a RASTI graduate. In the background Denalda Kuzumi RASTI Coordinator



A partial view of RASTI graduates

PROJECT MANAGEMENT

On June 1st Javier Mendez-Ruiz joined the AAC program as Marketing Specialist; Mr. Mendez-Ruiz will be managing Component II, with particular emphasis in the promotion of sales. Mr. Mendez-Ruiz comes to pursue development work after twenty years in the produce business; his expertise already resulted in a substantial increase in sales during his first month in Albania.

On June 8-10 AAC held an all-staff planning workshop in Vlora. The event allowed the Chief of Party to share the vision and implementation strategy for year three, with subsequent input from field staff. Below the project's vision and core values.



The new emphasis in market development has resulted in the transformation of AAC's regional branches from agricultural extension outlets to trade facilitation offices. As such, it is likely that the program will undergo staff changes in the next few months.

On June 19, AAC received USAID approval for the new value chains to be integrated to its core activities. They include citrus, crucifer crops, onions and herbs and spices. From year three onwards the commodities will be integrated in four major groups:

- Tree crops
- Open field vegetables
- Greenhouse vegetables
- Herbs and Spices

As part of the management efforts to contribute to the professional improvement of project staff, AAC assisted Ms. Denalda Kuzumi, MIS Specialist in the data collection process for her Master's Thesis titled "Innovation Factors in the Agriculture Sector in Albania", as part of her studies at Vienna Economic University. Her work will also

contribute to the goals of the project by shedding light on a topic of concern to development practitioners.

ACTIVITIES FOR THE FOURTH QUARTER

- **Dissemination of advanced production technologies**
 - Presentation of results of technology trials
 - Field days
 - Round Table II for the Apple industry
 - GlobalGap certification of Divjaka 07
- **Value chain assessments for crucifer crops and onions, citrus crops and herbs and spices**
- **Facilitation of trade deals with regional and international food retailers**
- **Bolstering grading and packaging standards of Albanian apples**
 - Short-term technical assistance in quality control and cold storage management
 - Assistance for the increase of their market share with emphasis in supermarket chains
- **Exploration of new markets for citrus, crucifer crops, vegetables and herbs and spices---trial shipments**
 - Balkan Region
 - European Union
 - Middle East
- **Expansion and consolidation of the Market Information System**
 - Establishment of trade facilitation offices in two wholesale markets
 - Integration of the KASH newspaper as a medium for the dissemination of market information
 - Launching of the GreenMarket website
 - Launching promotional campaign for SITA
- **Policy interventions**
 - Presentation on SHD olive production to the Olive Subsidy Commission
 - Completion and presentation of the study on the “The Free Trade Agreement with Macedonia and its Implications for the Albanian Apple Industry”
 - Presentation of the Priorities of the Albanian Olive oil Industry to the MOAFCP

PROGRAM ELEMENT LEVEL INDICATORS (OUTPUTS)

Indicator		Actual FY 2008	Q ₁ FY 2009	Q ₂ FY 2009	Q ₃ FY 2009	Q ₄ FY 2009	Actual inception to date
Enabling environment							
2.1	Number of public and private institutions undertaking capacity/competency strengthening	16	0	3	2		21
2.2	Number of individuals who have received short-term agricultural enabling environment training	153	16	58	3		230
2.3	Number of policy reforms implemented	1	0	0	0		1
2.4	Number of producers/processors who have received credit	57	2	10	9		78
2.6	Number of producers and traders trained in the use of market information for strategic planning, farm management and business decision making	31	0	51	0		82
Agricultural Productivity							
3.1	Number of additional hectares under improved technologies or management practices	208.6	26.3	15.2	103.5		353.6
3.2	Number of producer organizations, trade and business associations assisted	17	0	2	5		24
3.3	Number of individuals who have received short-term agricultural productivity training	505	25	156	85		771
3.4	Number of agriculture-related firms benefitting directly from AAC assistance	11	5	3	7		26
3.5	Number of new markets identified (geographical areas, new products and new buyers)	11	11	6	22		50
3.6	Number of transactions completed (contracts signed and/or repeated sales)	358	159	33	576		1126
3.7	Numbers of farmers/firms applying new environmental sound technologies that enhance productivity, production, quality	144	0	4	41		189
3.8	Number of additional functioning post-harvest handling facilities in country	6	2	2	3		13

APPENDIX

Supporting Documents

Supporting Document			
Indicator # 2.1: Number of public and private institutions undertaking capacity/competency strengthening			
AAC Location	Name of Institution	AAC Contribution	Nr. Of Institutions
Tirana	Tirana Agricultural University	Practical training in value chain analysis to fifteen Master's students.	1
Lushnja	ORIKUM municipality	AAC assisted the Oriku Municipality in drafting an agreement for planting 400 ha with SHD Arbequina olives	1
Total Number			2

Supporting Document					
Indicator 2.2: Number of individuals who have received short-term agricultural enabling environment training					
AAC Location	Nr.	Name of Individual Trained	Training Event	Address	Tel
Tirana					
Lushnja	1	Bardhyl Hoxha	Visit Agromilora company in Spain	Fier shegan /Lushnje	692915298
	2	Lumir Osoja	Visit Agromilora company in Spain	Berat	682029422
	3	Dhimiter Panajoti	Visit Agromilora company in Spain	Vlore	694061650
Korca					
Total Number	3				

Supporting Document

Indicator 2.4: Number of producers/processors who have received credit

Nr	Date of Loan Issue	Name of Client	Financial Institution	Value in ALL	Type of Loan	Business Purpose	Gender
1	4/30/2009	Arta Luli	Credit Union	250,000	Agriculture	Greenhouse investment	
2	5/20/2009	Dajlan Hoxha	Credit Union	300,000	Agriculture	Greenhouse extention	Male
3	5/20/2009	Xhevahir Calameni	Credit Union	500,000	Agriculture	Greenhouse investment	Male
4	5/20/2009	Kadri Hoxha	Credit Union	370,000	Agriculture	Greenhouse investment	Male
5	5/20/2009	Sami Dashi	Credit Union	120,000	Agriculture	Greenhouse investment	Male
6	5/29/2009	Muharrem Domi	Credit Union	500,000	Agriculture	Greenhouse investment	Male
7	5/29/2009	Petrit Toska	Credit Union	370,000	Agriculture	Greenhouse investment	Male
8	6/14/2009	Ridvana Vrapu	Credit Union	500,000	Agriculture	Greenhouse investment	Female
9	6/14/2009	Roland Vrapu	Credit Union	500,000	Agriculture	Greenhouse investment	Male
				3,410,000			

Supporting Document

Indicator 3.1: Number of additional hectares under improved technologies or management practices (pg.1)

AAC Location	Name of Client	Nr. Of Hectares Under Improved Technology/ Practice	Location	Type of Technology/Practice
Tirana				
Lushnja	Aleks Buzuqi	5	Xarre /Sarande	Bee pollination
	Divjaka 07& TTC Lushnja	6	Divjake	Personal size water melon "guliver"
	Bruka Seedling	0.5	Divjake	Demonstrative plot with 14 new watermelon varieties
	Bardhyl Hoxha	0.6	Fier shegan/ Lushnje	Dripping irrigation system for Arbequino olive orchard
	Shkelqim Bajrami	15	Samatice	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
Korca	Myrteza Oshafi	5	Samatice	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
	Kujtim Satka	5	Samatice	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
	Nurce Oshafi	6	Samatice	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
	Flamur Oshafi	10	Samatice	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
	Xhevahir Troka	5	Frakull/Kafaraj	Grafted seedling
	Nebi Ferra	5	Frakull/Kafaraj	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
	Ilir Navaku	4.5	Dobrac/Shkoder	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
	Artur Navaku	4	Dobrac/Shkoder	Grafted seedling, thermo plastic tunnels and double dripping irrigation.
	Kico Dudo	0.9	Polene	Pruning
	Niko Manci	0.8	Polene	Fertilization
	Koco Manci	1.1	Polene	Pruning/Fertilization
	Hysen Dilka	0.4	Voskop	Pruning
	Agron Mersinllari	2	Voskop	Pruning/Fertilization
Jetnor Mersinllari	1.2	Voskop	Pruning/Fertilization	

Supporting Document

Indicator 3.1: Number of additional hectares under improved technologies or management practices (pg.1)

AAC Location	Name of Client	Nr. Of Hectares Under Improved Technology/ Practice	Location	Type of Technology/Practice
Korca	Ramadan Cicko	0.5	Dvoran	Pruning
	Altin Cezma	0.3	Dvoran	Pruning
	Ardjan Shkempi	0.4	Dvoran	Pruning
	Mitat Mustafa	0.3	Dvoran	Pruning
	Astrit Kadilli	2	Bulgarec	Pruning/Fertilization
	Driton Xhuti	2.5	Zvezde	Pruning/Fertilization
	Nexhat Mullalli	1	Zemblak	Pruning
	Shahin Hoxhallri	0.5	Biranj	Pruning/Fertilization
	Gurtali Kulla	0.5	Zemblak	Pruning/Fertilization
	Selami Mullalli	1	Zemblak	Fertilization
	Jonus Dervishi	1.5	Cangonj	Pruning/Fertilization
	Rakip Muso	4	Macurisht	Pruning/Fertilization
	Bujar Rusi	1	Macurisht	Pruning
	Adriatik Becolli	2	Vranisht	Pruning/Fertilization
	Gezim Karoli	1.5	Vranisht	Pruning/Fertilization
	Urim Gegolli	1	Vranisht	Fertilization
	Bilal Bylykbashi	2	Vranisht	Fertilization
	Agim Hoxha	1	Baban	Pruning
	Sabri Turabi	1	Hocisht	Fertilization
	Melsi Begolli	1	Verlen	Pruning
Astrit Manelli	0.5	Kapshtice	Fertilization	

Supporting Document			
Indicator # 3.2 Number of producer organizations, trade and business associations assisted			
AAC Location	Name of Organization/Group	AAC Contribution	Number
Tirana	Tirana Fruit and Vegetable Wholesalers Association	Training in market information systems	1
Lushnja	ARIS	AAC provided input supply information and establishing linkages with Bruka Seedling about input exports.	1
	EDI PACK	AAC linked up this company with Bruka Seedling and farmer groups, provided guidance in terms of packaging requirements, and ensured manufacturing standards were maintained.	1
	Fier Fruit and Vegetable Wholesalers Association	Training in market information systems	1
	I.L. LEONESHA SH.P.K.	This company based in Zhame produces pallets. AAC assisted by creating links with farmer groups and other businesses that provide inputs. AAC also guided the company in terms of model for the boxes, market requirements and quality.	1
Korca			
Total Number			5

Supporting Document					
Indicator 3.3: Number of individuals who have received short-term agricultural productivity training (Pg.1)					
AAC Location	Nr.	Name of Individual Trained	Training Event	Address	Gender
Tirana					
Lushnja	1	Sokol Vesho	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Gorican	Male
	2	Besim Tafa	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Gorican	Male
	3	Ardian Golemi	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Velmish	Male
	4	Demir Tabaku	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Velmish	Male
	5	Rrapi Tabaku	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Velmish	Male
	6	Nizam Tomorri	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Velmish	male
	7	Lulezim Daja	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Velmish	Male
	8	Dhoksi Pupi	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Gradisht	Female
	9	Violeta Bica	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Mertish	Female
	10	Drita Ndoni	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Mertish	Female
	11	Ndine Gjini	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Mertish	Female
	12	Marie Qorri	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Kemishtaj	Female
	13	Vera Bitri	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Kemishtaj	Female
	14	Lefteri Kola	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Lumth	Female
	15	Engjellushe Kasa	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Lumth	Female
	16	Mariana Kristo	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Lumth	Female
	17	Miranda Allkanjari	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Lumth	Female
	18	Violeta Petro	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Kemishtaj	Female
	19	Mrgarita Petro	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Kemishtaj	Female

Supporting Document					
Indicator 3.3: Number of individuals who have received short-term agricultural productivity training (Pg.2)					
AAC Location	Nr.	Name of Individual Trained	Training Event	Address	Gender
Lushnja	20	Ermira Lushi	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Fier-Seman	Female
	21	Shkendi Shani	2009 updated technology " The effect of light and airing regime on vegetables in the greenhouse"	Fier- Seman	Female
	22	Bledar Vrapci	2009 updated technology " Integrated Pest management in the greenhouse"	Gorican	Male
	23	Yzedin Kashari	2009 updated technology " Integrated Pest management in the greenhouse"	Gorican	Male
	24	Enver Tafa	2009 updated technology " Integrated Pest management in the greenhouse"	Gorican	Male
	25	Sherif Vesho	2009 updated technology " Integrated Pest management in the greenhouse"	Gorican	Male
	26	Bujar Goga	2009 updated technology " Integrated Pest management in the greenhouse"	Gorican	Male
	27	Luan Ahmetaj	2009 updated technology of vegetables in the Israelite greenhouses	Tirane	Male
	28	Vangjel Pjetri	2009 updated technology of vegetables in the Israelite greenhouses	Kemishtaj	Male
	29	Luftar Elmazi	2009 updated technology of vegetables in the Israelite greenhouses	Mallakaster	Male
	30	Shkendi Dingozi	2009 updated technology " Integrated Pest management in the greenhouse"	Kurtine/ Hysgjokaj	Female
	31	Ervin Xhepexhiu	2009 updated technology " Integrated Pest management in the greenhouse"	Hysgjokaj	Male
	32	Reshit Leka	2009 updated technology " Integrated Pest management in the greenhouse"	Hysgjokaj	Male
	33	Ladi Cela	2009 updated technology " Integrated Pest management in the greenhouse"	Karburnare	Male
	34	Koli Prifti	2009 updated technology " Integrated Pest management in the greenhouse"	Senez	Male
	35	Arben Melishte	2009 updated technology " Integrated Pest management in the greenhouse"	Kemishtaj	Male
	36	Kujtim Lika	2009 updated technology " Integrated Pest management in the greenhouse"	Remas	Male
	37	Fadil Hazizi	2009 updated technology " Integrated Pest management in the greenhouse"	Spolate	Male
38	Ladi Hatia	2009 updated technology " Integrated Pest management in the greenhouse"	Remas	Male	

Supporting Document					
Indicator 3.3: Number of individuals who have received short-term agricultural productivity training (Pg.3)					
AAC Location	Nr.	Name of Individual Trained	Training Event	Address	Gender
Korca	1	Rexhep Vija	Spraying / IPM	Dvoran	Male
	2	Muharem Selimi	Spraying / IPM	Dvoran	Male
	3	Mithat Mustafa	Spraying / IPM	Dvoran	Male
	4	Fatmir Muharemi	Spraying / IPM	Dvoran	Male
	5	Adriatik Shkempi	Spraying / IPM	Dvoran	Male
	6	Ali Ali	Spraying / IPM	Dvoran	Male
	7	Rexhep Ali	Spraying / IPM	Dvoran	Male
	8	Landi Xhaferi	Spraying / IPM	Dvoran	Male
	9	Valter Mustafaj	Spraying / IPM	Dvoran	Male
	10	Fisnik Selimi	Spraying / IPM	Dvoran	Male
	11	Adrian Selimi	Spraying / IPM	Dvoran	Male
	12	Artur Hysolli	Spraying / IPM	Dvoran	Male
	13	Jetnor Mersinllari	Spraying / IPM	Voskop	Male
	14	Shahin Goleshi	Spraying / IPM	Voskop	Male
	15	Zenel Dilka	Spraying / IPM	Voskop	Male
	16	Oli Shaholli	Spraying / IPM	Voskop	Male
	17	Hysen Gjoll	Spraying / IPM	Voskop	Male
	18	Ylli Gjoll	Spraying / IPM	Voskop	Male
	19	Haki Leska	Spraying / IPM	Voskop	Male
	20	Baki Myredinasi	Spraying / IPM	Voskop	Male
	21	Adi Sula	Spraying / IPM	Voskop	Male
	22	Paro Demirasi	Spraying / IPM	Voskop	Male
	23	Durim Dilka	Spraying / IPM	Voskop	Male
	24	Josif Miti	Spraying / IPM	Zvirine	Male
	25	Nisi Vangjeli	Spraying / IPM	Zvirine	Male
	26	Tago Cobani	Spraying / IPM	Zvirine	Male
	27	Gjergji Vangjeli	Spraying / IPM	Zvirine	Male
	28	Vasil Taci	Spraying / IPM	Zvirine	Male
	29	Raqi Dhimitri	Spraying / IPM	Zvirine	Male
	30	Koco Rota	Spraying / IPM	Zvirine	Male
	31	Tosun Pllaha	Thinning	Dvoran	Male
	32	Tikun Shkempi	Thinning	Dvoran	Male
	33	Jonus Firaj	Thinning	Dvoran	Male
	34	Nanti Neziri	Thinning	Dvoran	Male
	35	Arben Bacelli	Thinning	Dvoran	Male
	36	Bashkim Zhura	Thinning	Dvoran	Male
	37	Refik Burimi	Thinning	Dvoran	Male
	38	Edi Shkempi	Thinning	Dvoran	Male
	39	Fredi Bregu	Thinning	Dvoran	Male
	40	Adil Bregu	Thinning	Dvoran	Male
	41	Gazmor Bacelli	Thinning	Dvoran	Male
	42	Daniel Sulejmani	Thinning	Dvoran	Male
	43	Sali Demiri	Thinning	Polene	Male
	44	Nazarko Zako	Thinning	Polene	Male
	45	Fari Merolli	Thinning	Polene	Male
	46	Fredi Hoxhalli	Thinning	Zvirine	Male
	47	Niko Karapanxho	Thinning	Zvirine	Male

Supporting Document

Indicator 3.4: Number of agriculture-related firms benefiting directly from AAC assistance

AAC Location	Benefiting Firm	Location	Number
Lushnje	ARIS sh.p.k	Sarande	1
	EDI Pack	Durres	1
	Pallet Producer Zhame (Luan Ismaili)	Zhame/Lushnje	1
Korce	Ismail Xhaja	Pogradec	1
	Ali Sari	Zvirine	1
	Muharem Selimi	Dvoran	1
	Riza Shaholli	Cangonj	1
Total			7

Supporting Document

Indicator 3.5: Number of new markets identified (geographic areas, new products and new buyers)

AAC Location	Seller	New Market	Location	Number
Lushnje	Bruka	Mandarinko	Croatia	1
		AMB-N/I D.O.O.	Serbia	2
		Mateo Cakcak	Czhec Repulic	3
		Interfruikt Sr. O-	Serbia	4
		Kerpik D.O.O	Serbia	5
	Biti&MO	Central Company	Serbia	6
		Dragan Mimic	Serbia	7
		Elkos Group	Kosova	8
		Zvanast D.O.O.	Serbia	9
		D Jursic Sasa	Bosnia	10
		Raselta Velko	Serbia	11
		Bruka	International Produce (ASDA)	England
	Biti&MO	Frukta Unipron	Macedoni	13
		D.O.O Rafi	Serbia	14
	Lika Sh.P.K.	Hungary	ASTERO	15
		Polan	Mersin Lika	16
		Bullgari	Mersin Lika	17
		Rumania	Mersin Lika	18
Korce		Ismail Xhaja	Pogradec	19
			Pogradec	20
		Riza Shaholli	Zvirine	21
		Ali Sari	Cangonj	22

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE LUSHNJE (Pg. 1)											
Buyer	Destination		Date	Seller	Volume in Ton	1 Ton=1000 kg	Volume in kg	Price in lek/kg	# of trans	commodity	Value in ALL/kg
Xholi Komerc	Struge, Macedonia	EXP	4/14/2009	Biti&MO	7	1000	7000	14	1	cabbage	98000
Xholi Komerc	Struge, Macedonia	EXP	4/14/2009	Biti&MO	2	1000	2000	60		cucumber	120000
Xholi Komerc	Struge, Macedonia	EXP	4/14/2009	Biti&MO	1	1000	1000	11		leek	11000
Xholi Komerc	Struge, Macedonia	EXP	4/27/2009	Biti&MO	5	1000	5000	72	1	cucumber	360000
Xholi Komerc	Struge, Macedonia	EXP	4/27/2009	Biti&MO	3.5	1000	3500	10		leek	35000
Votim Komerc	Macedonia	EXP	4/28/2009	Biti&MO	3	1000	3000	16	1	cabbage	48000
Votim Komerc	Macedonia	EXP	4/28/2009	Biti&MO	1	1000	1000	53		carrot	53000
Votim Komerc	Macedonia	EXP	5/3/2009	Biti&MO	2	1000	2000	16	1	cabbage	32000
Votim Komerc	Macedonia	EXP	5/3/2009	Biti&MO	2	1000	2000	53		carrot	106000
Votim Komerc	Macedonia	EXP	5/3/2009	Biti&MO	1	1000	1000	85		tomato	85000
Xholi Komerc	Macedonia	EXP	5/4/2009	Biti&MO	3	1000	3000	17	1	cabbage	51000
Xholi Komerc	Macedonia	EXP	5/4/2009	Biti&MO	3	1000	3000	70		carrot	210000
Xholi Komerc	Macedonia	EXP	5/4/2009	Biti&MO	2.3	1000	2300	71		cucumber	163300
Xholi Komerc	Macedonia	EXP	5/6/2009	Biti&MO	3	1000	3000	17	1	cabbage	51000
Xholi Komerc	Macedonia	EXP	5/6/2009	Biti&MO	2	1000	2000	81		tomato	162000
Xholi Komerc	Macedonia	EXP	5/6/2009	Biti&MO	1.7	1000	1700	72		cucumber	122400
Votim Komerc	Macedonia	EXP	5/7/2009	Biti&MO	1	1000	1000	17	1	cabbage	17000
Votim Komerc	Macedonia	EXP	5/7/2009	Biti&MO	3	1000	3000	70		carrot	210000
Votim Komerc	Macedonia	EXP	5/7/2009	Biti&MO	1	1000	1000	73		tomato	73000
Votim Komerc	Macedonia	EXP	5/7/2009	Biti&MO	1.3	1000	1300	51	1	cucumber	66300
Xholi Komerc	Macedonia	EXP	5/10/2009	Biti&MO	2	1000	2000	17		cabbage	34000
Xholi Komerc	Macedonia	EXP	5/10/2009	Biti&MO	2	1000	2000	70		carrot	140000
Xholi Komerc	Macedonia	EXP	5/10/2009	Biti&MO	2	1000	2000	79	1	tomato	158000
Xholi Komerc	Macedonia	EXP	5/10/2009	Biti&MO	1.5	1000	1500	32		cucumber	48000
Votim Komerc	Macedonia	EXP	5/11/2009	Biti&MO	1	1000	1000	18		cabbage	18000
Votim Komerc	Macedonia	EXP	5/11/2009	Biti&MO	1	1000	1000	71	1	carrot	71000
Votim Komerc	Macedonia	EXP	5/11/2009	Biti&MO	2	1000	2000	79		tomato	158000
Votim Komerc	Macedonia	EXP	5/11/2009	Biti&MO	1.3	1000	1300	32		cucumber	41600
Votim Komerc	Macedonia	EXP	5/17/2009	Biti&MO	2	1000	2000	40	1	cabbage	80000
Votim Komerc	Macedonia	EXP	5/17/2009	Biti&MO	1.5	1000	1500	84		carrot	126000
Votim Komerc	Macedonia	EXP	5/17/2009	Biti&MO	2	1000	2000	76		tomato	152000
Votim Komerc	Macedonia	EXP	5/17/2009	Biti&MO	1.3	1000	1300	20	1	cucumber	26000
Xholi Komerc	Macedonia	EXP	5/17/2009	Biti&MO	2	1000	2000	40		cabbage	80000
Xholi Komerc	Macedonia	EXP	5/17/2009	Biti&MO	1.5	1000	1500	84		carrot	126000
Xholi Komerc	Macedonia	EXP	5/17/2009	Biti&MO	2	1000	2000	76	1	tomato	152000
Xholi Komerc	Macedonia	EXP	5/17/2009	Biti&MO	1.5	1000	1500	20		cucumber	30000
Xholi Komerc	Macedonia	EXP	5/21/2009	Biti&MO	2	1000	2000	43		cabbage	86000
Xholi Komerc	Macedonia	EXP	5/21/2009	Biti&MO	2	1000	2000	47	1	tomato	94000
Xholi Komerc	Macedonia	EXP	5/21/2009	Biti&MO	2	1000	2000	84		carrot	168000
Xholi Komerc	Macedonia	EXP	5/21/2009	Biti&MO	2	1000	2000	18		cucumber	36000

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE LUSHNJE (Pg. 2)											
Buyer	Destination		Date	Seller	Volume in Ton	1 Ton=1000 kg	Volume in kg	Price in lek/kg	# of trans	commodity	Value in ALL/kg
Votim Komerc	Macedonia	EXP	5/25/2009	Biti&MO	1	1000	1000	40	1	cabbage	40000
Votim Komerc	Macedonia	EXP	5/25/2009	Biti&MO	2	1000	2000	92		carrot	184000
Votim Komerc	Macedonia	EXP	5/25/2009	Biti&MO	3.3	1000	3300	64		tomato	211200
Votim Komerc	Macedonia	EXP	5/25/2009	Biti&MO	2	1000	2000	18	1	cucumber	36000
Safet Asllani	Macedonia	EXP	5/25/2009	Biti&MO	4	1000	4000	64		tomato	256000
Safet Asllani	Macedonia	EXP	5/25/2009	Biti&MO	2.1	1000	2100	18	1	cucumber	37800
Votim Komerc	Macedonia	EXP	5/31/2009	Biti&MO	7	1000	7000	48		tomato	336000
Votim Komerc	Macedonia	EXP	5/31/2009	Biti&MO	3.5	1000	3500	14		cucumber	49000
Xholi Komerc	Macedonia	EXP	6/1/2009	Biti&MO	6	1000	6000	41	1	tomato	246000
Xholi Komerc	Macedonia	EXP	6/1/2009	Biti&MO	2.5	1000	2500	11		cucumber	27500
Central Company(W melon)	Serbia	EXP	6/13/2009	Biti&MO	8.5	1000	8500	24	1	Watermelon	204000
Zen Fruit (Neat Demiri)	Skopje	EXP	6/2/2009	Biti&MO	11.5	1000	11500	56	1	Watermelon	644000
Votim Komerc	Skopje	EXP	6/3/2009	Biti&MO	10.5	1000	10500	52	1	watermelon	546000
Xholi Komerc	Skopje	EXP	6/4/2009	Biti&MO	6	1000	6000	50	1	watermelon	300000
Xholi Komerc	Skopje	EXP	6/4/2009	Biti&MO	2	1000	2000	77	1	melon	154000
Xholi Komerc	Skopje	EXP	6/7/2009	Biti&MO	22.1	1000	22100	48	1	watermelon	1060800
Frukta Fruta (Xhezmi Ibrahimovski	Scopje	EXP	6/7/2009	Biti&MO	12.8	1000	12800	48	1	watermelon	614400
Gurosan 93 (Avni Selimi)	Scopje	EXP	6/7/2009	Biti&MO	22.9	1000	22900	48	1	watermelon	1099200
Votim Komerc	Scopje	EXP	6/7/2009	Biti&MO	10.5	1000	10500	48	1	watermelon	504000
Zen Fruit (Sabedin Demiri)	Skopje	EXP	6/9/2009	Biti&MO	21.3	1000	21300	39	1	watermelon	830700
Dragon Mimic	Serbia	EXP	6/9/2009	Biti&MO	25	1000	25000	39	1	watermelon	975000
Xholi Komerc	Serbia	EXP	6/9/2009	Biti&MO	24	1000	24000	39	1	watermelon	936000
Elkos Group	Peje Kosove	EXP	6/10/2009	Biti&MO	22	1000	22000	25	1	watermelon	550000
Frukta Uniprom	Scopje	EXP	6/10/2009	Biti&MO	19.2	1000	19200	25	1	watermelon	480000
Votim Komerc	Scopje	EXP	6/10/2009	Biti&MO	11	1000	11000	25	1	watermelon	275000
Zvonast D.00	Serbia	EXP	6/10/2009	Biti&MO	24.75	1000	24750	25	1	watermelon	618750
Pole prom Kosovska 152 Surcin	Serbia	EXP	6/10/2009	Biti&MO	23.82	1000	23820	25	1	watermelon	595500
Fruit Antalia	Scopje	EXP	6/10/2009	Biti&MO	16.76	1000	16760	25	1	watermelon	419000
Central Company	Serbia	EXP	6/11/2009	Biti&MO	24.16	1000	24160	24	1	watermelon	579840
Neta D.G.O	Monte negro	EXP	6/11/2009	Biti&MO	14.46	1000	14460	24	1	watermelon	347040
Central Company	Serbia	EXP	6/11/2009	Biti&MO	24.8	1000	24800	24	1	watermelon	595200
Fruit Antalia	Scopje	EXP	6/11/2009	Biti&MO	18.06	1000	18060	24	1	watermelon	433440
Nikolla Kovacevic	Serbia	EXP	6/11/2009	Biti&MO	24.5	1000	24500	24	1	watermelon	588000
Mega Koop	Macedonia	EXP	6/11/2009	Biti&MO	22	1000	22000	24	1	watermelon	528000
Xholi Komerc	Macedonia	EXP	6/11/2009	Biti&MO	21.92	1000	21920	24	1	watermelon	526080
Central Komp	Serbia	EXP	6/12/2009	Biti&MO	25.04	1000	25040	24	1	watermelon	600960
Central Komp	Serbia	EXP	6/12/2009	Biti&MO	24.63	1000	24630	24	1	watermelon	591120
Pole prom Kosovska 152 Surcin	Serbia	EXP	6/12/2009	Biti&MO	24.5	1000	24500	24	1	watermelon	588000
D.00 Lenada	Serbia	EXP	6/12/2009	Biti&MO	24.8	1000	24800	24	1	watermelon	595200
Mega Koop	Macedonia	EXP	6/12/2009	Biti&MO	19.9	1000	19900	24	1	watermelon	477600
Zoranic Avdulla	Serbia	EXP	6/13/2009	Biti&MO	24.69	1000	24690	24	1	watermelon	592560

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE LUSHNJE (Pg. 3)											
Buyer	Destination		Date	Seller	Volume in Ton	1 Ton=1000 kg	Volume in kg	Price in lek/kg	# of trans	commodity	Value in ALL/kg
Erovic Enes	Serbia	EXP	6/13/2009	Biti&MO	25.7	1000	25700	24	1	watermelon	616800
D Jursic Sasa	Bosnia	EXP	6/13/2009	Biti&MO	14	1000	14000	24	1	watermelon	336000
Raseta Velko	Serbia	EXP	6/13/2009	Biti&MO	22.25	1000	22250	24	1	watermelon	534000
Central Company	Serbia	EXP	6/13/2009	Biti&MO	25.32	1000	25320	24	1	watermelon	607680
Xholi Komerc	Serbia	EXP	6/14/2009	Biti&MO	23.5	1000	23500	24	1	watermelon	564000
Fruit Antalia	Serbia	EXP	6/14/2009	Biti&MO	18.05	1000	18050	24	1	watermelon	433200
Frukta Uniprom	Macedonia	EXP	6/14/2009	Biti&MO	18.71	1000	18710	24	1	watermelon	449040
Central Company	Macedonia	EXP	6/14/2009	Biti&MO	24.71	1000	24710	24	1	watermelon	593040
Central Company	Macedonia	EXP	6/14/2009	Biti&MO	23.3	1000	23300	24	1	watermelon	559200
Elkos Group	Macedonia	EXP	6/14/2009	Biti&MO	21.45	1000	21450	24	1	watermelon	514800
D.O.O Rafi	Serbia	EXP	6/15/2009	Biti&MO	23.36	1000	23360	20	1	watermelon	467200
Votim Komerc	Serbia	EXP	6/15/2009	Biti&MO	10.7	1000	10700	20	1	watermelon	214000
Zvonast D.O.O	Serbia	EXP	6/15/2009	Biti&MO	25	1000	25000	20	1	watermelon	500000
Xholi Komerc	Serbia	EXP	6/16/2009	Biti&MO	20.83	1000	20830	21	1	watermelon	437430
Pole prom Kosovska 152 Surcin	Serbia	EXP	6/16/2009	Biti&MO	24.1	1000	24100	21	1	watermelon	506100
Fruit Antalia	Serbia	EXP	6/16/2009	Biti&MO	20.6	1000	20600	21	1	watermelon	432600
D.O.O Matia Komerc	Bosnia	EXP	6/16/2009	Biti&MO	21.76	1000	21760	21	1	watermelon	456960
D.O.O Matia Komerc	Bosnia	EXP	6/16/2009	Biti&MO	23.18	1000	23180	21	1	watermelon	486780
Frukta Uniprom	Bosnia	EXP	6/16/2009	Biti&MO	20.24	1000	20240	21	1	watermelon	425040
Xholi Komerc	Serbia	EXP	6/17/2009	Biti&MO	22.7	1000	22700	22	1	watermelon	499400
Votim Komerc	Serbia	EXP	6/18/2009	Biti&MO	10.8	1000	10800	22	1	watermelon	237600
D.O.O Lenada	Serbia	EXP	6/18/2009	Biti&MO	24.85	1000	24850	22	1	watermelon	546700
Poleprom	Serbia	EXP	6/19/2009	Biti&MO	24.7	1000	24700	22	1	watermelon	543400
Hajredin Mujaxhi	Serbia & Montenegro	EXP	6/1-25/2009	Biti&MO	325	1000	325000	33	35	watermelon	10725000
Arti Kuka	Serbia & Bosnia	EXP	6/5-25/2009	Biti&MO	460	1000	460000	29	23	watermelon	13340000
D.O.O Lenada	Serbia & Bosnia	EXP	6/19/2009	Biti&MO	25	1000	25000	22	1	watermelon	550000
Jovan Kom	Macedonia	EXP	6/1/2009	Bruka seedling	11.62	1000	11620	60	1	watermelon	697200
Jovan Kom	Macedonia	EXP	6/3/2009	Bruka seedling	17.64	1000	17640	60	1	watermelon	1058400
Culiqi	Shkoder (Montenegro)	EXP	6/4/2009	Bruka seedling	5	1000	5000	50	1	watermelon	250000
Mandarinko	Croatia	EXP	6/6/2009	Bruka seedling	21.8	1000	21800	50	1	watermelon	1090000
Mandarinko	Croatia	EXP	6/6/2009	Bruka seedling	2.64	1000	2640	77	1	melon	203280
Jovan Kom	Macedonia	EXP	6/8/2009	Bruka seedling	11	1000	11000	47	1	watermelon	517000
Mandarinko	Croatia	EXP	6/8/2009	Bruka seedling	23.45	1000	23450	47	1	watermelon	1102150
International produce	England	EXP	6/9/2009	Bruka seedling	20	1000	20000	39	1	watermelon	780000
Mateo- Cacak	Serbia	EXP	6/9/2009	Bruka seedling	23.86	1000	23860	39	1	watermelon	930540
Mateo- Cacak	Serbia	EXP	6/9/2009	Bruka seedling	0.45	1000	450	62	1	melon	27900
As Komerc	Monte negro	EXP	6/9/2009	Bruka seedling	10.1	1000	10100	39	1	watermelon	393900
As Komerc	Monte negro	EXP	6/9/2009	Bruka seedling	0.92	1000	920	62	1	melon	57040
Mandarinko	Croatia	EXP	6/10/2009	Bruka seedling	22.84	1000	22840	25	1	watermelon	571000
Mandarinko	Croatia	EXP	6/10/2009	Bruka seedling	2.72	1000	2720	62	1	melon	168640
Fruti podujeva	Kosovo	EXP	6/10/2009	Bruka seedling	21.27	1000	21270	25	1	watermelon	531750

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE LUSHNJE (Pg. 4)											
Buyer	Destination		Date	Seller	Volume in Ton	1 Ton=1000 kg	Volume in kg	Price in lek/kg	# of trans	commodity	Value in ALL/kg
Jovan Kom	Macedonia	EXP	6/10/2009	Bruka seedling	22.9	1000	22900	25	1	watermelon	572500
AMB- N/L D.O.O	Serbia	EXP	6/11/2009	Bruka seedling	21.49	1000	21490	24	1	watermelon	515760
Jovan Kom	Macedonia	EXP	6/11/2009	Bruka seedling	13	1000	13000	24	1	watermelon	312000
Mateo- Cacak	Serbia	EXP	6/11/2009	Bruka seedling	18.16	1000	18160	24	1	watermelon	435840
Mateo- Cacak	Serbia	EXP	6/11/2009	Bruka seedling	3.5	1000	3500	62	1	melon	217000
Mandarinko	Croatia	EXP	6/12/2009	Bruka seedling	23.89	1000	23890	24	1	watermelon	573360
Interfrukt Sr.O	Check Republic	EXP	6/12/2009	Bruka seedling	21.54	1000	21540	24	1	watermelon	516960
Mandarinko	Croatia	EXP	6/13/2009	Bruka seedling	18.75	1000	18750	24	1	watermelon	450000
Mandarinko	Croatia	EXP	6/13/2009	Bruka seedling	3.27	1000	3270	62	1	melon	202740
Mandarinko	Croatia	EXP	6/13/2009	Bruka seedling	23.45	1000	23450	24	1	Watermelon	562800
Mandarinko	Croatia	EXP	6/14/2009	Bruka seedling	23.5	1000	23500	22	1	Watermelon	517000
Mateo- Cacak	Serbia	EXP	6/14/2009	Bruka seedling	24.3	1000	24300	22	1	Watermelon	534600
Mandarinko	Croatia	EXP	6/14/2009	Bruka seedling	18.8	1000	18800	22	1	watermelon	413600
Mandarinko	Croatia	EXP	6/14/2009	Bruka seedling	4.43	1000	4430	60	1	melon	265800
Jovan Kom	Macedonia	EXP	6/14/2009	Bruka seedling	21	1000	21000	22	1	Watermelon	462000
Mandarinko	Croatia	EXP	6/15/2009	Bruka seedling	23.19	1000	23190	20	1	Watermelon	463800
International produce	England	EXP	6/16/2009	Bruka seedling	20	1000	20000	21	1	Watermelon	420000
Mateo- Cacak	Serbia	EXP	6/16/2009	Bruka seedling	22	1000	22000	21	1	Watermelon	462000
Jakuba Company	Monte Negro	EXP	6/17/2009	Bruka seedling	21	1000	21000	22	1	watermelon	462000
Jakuba Company	Monte Negro	EXP	6/17/2009	Bruka seedling	1	1000	1000	60	1	melon	60000
Jovan Kom	Macedonia	EXP	6/17/2009	Bruka seedling	20.2	1000	20200	22	1	Watermelon	444400
Mateo- Cacak	Serbia	EXP	6/18/2009	Bruka seedling	23.63	1000	23630	22	1	Watermelon	519860
Intenational Produce	England	EXP	6/18/2009	Bruka seedling	20	1000	20000	22	1	Watermelon	440000
Mateo- Cacak	Serbia	EXP	6/18/2009	Bruka seedling	22.6	1000	22600	22	1	Watermelon	497200
Mateo- Cacak	Serbia	EXP	6/20/2009	Bruka seedling	23.84	1000	23840	24	1	Watermelon	572160
Mandarinko	Croatia	EXP	6/21/2009	Bruka seedling	18	1000	18000	24	1	watermelon	432000
Mandarinko	Croatia	EXP	6/21/2009	Bruka seedling	5.22	1000	5220	60	1	melon	313200
Kerpik D.O.O	Serbia	EXP	6/22/2009	Bruka seedling	22.54	1000	22540	24	1	Watermelon	540960
International produce	England	EXP	6/22/2009	Bruka seedling	20	1000	20000	24	1	Watermelon	480000
Bosnian middle man	Hungary	EXP	4/1-15/2009	Mersin Lika	72	1000	72000	100	4	Salad	7200000
Bosnia middle man	Hungary	EXP	4/10-30/2009	Mersin Lika	265	1000	265000	17	15	cabbage	4505000
Bosnia middle man	Bosnia	EXP	6/10-20/2009	Mersin Lika	44	1000	44000	23	2	watermelon	1012000
Bosnia middle man	Hungary	EXP	6/10-20/2009	Mersin Lika	45	1000	45000	23	2	watermelon	1035000
Bosnia middle man	Rumania	EXP	6/15-22/2009	Mersin Lika	23	1000	23000	22	1	watermelon	506000
Bosnia middle man	Poland	EXP	6/19/2009	Mersin Lika	23	1000	23000	22	1	watermelon	506000
Bosnia middle man	Bulgaria	EXP	6/17/2009	Mersin Lika	15	1000	15000	58	1	pepper	870000
Bosnia middle man	Bosnia	EXP	6/10-20/2009	Mersin Lika	45	1000	45000	113	15	pepper	5085000
Dashamir Domi	Kosovo	EXP	6/18/2009	Murat Emuni	27	1000	27000	22	1	watermelon	594000
Besim Amulaj	Bosnia	EXP	6/18/2009	Lefter Buzuqi	45	1000	45000	22	2	watermelon	990000
Besim Amulaj	Bosnia	EXP	6/18/2009	Aleks Buzuqi	22	1000	22000	22	1	watermelon	484000
Qemal Guri/ Pashko Pipaj	Shkoder	DOM	6/11-24/2009	xarra wat growers	249.1	1000	249100	23	10	Watermelon	5729300

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE LUSHNJE (Pg. 5)										
Buyer	Destination		Date	Seller	Volume in Ton	1 Ton=1000 kg	Volume in kg	Price in lek/kg	# of trans	commodity
Altin Meca	Lezhe	DOM	6/11-24/2009	xarra wat growers	25.4	1000	25400	23	1	watermelon
Agim Gjonaj,Albert Kanemi, Adriatik Mersini, Mark Mazniku	Tirane	DOM	6/11-24/2009	xarra wat growers	87.1	1000	87100	23	6	watermelon
Tirana buyers	Durres	DOM	6/11-24/2009	xarra wat growers	25.1	1000	25100	23	2	watermelon
Shkodra buyer/ Tonin	Kavaie	DOM	6/11-24/2009	xarra wat growers	77.7	1000	77700	23	3	watermelon
Agim Ahmetaj / Melsi Bogdani/ Besim Meshka/	Fier	DOM	6/11-24/2009	xarra wat growers	100.1	1000	100100	23	4	watermelon
Riza Dracka	Korca	DOM	6/11-24/2009	xarra wat growers	66.2	1000	66200	23	10	watermelon
Hajdar Veliu/Kola Muraj	Pogradeci	DOM	6/11-24/2009	xarra wat growers	26.7	1000	26700	23	4	watermelon
Artan Griko/Jani Ndreu	Gjirokaster	DOM	6/11-24/2009	xarra wat growers	53.6	1000	53600	23	10	watermelon
Bedri	Kosovo	EXP	6/11-20/2009	Nurce Oshafi	140	1000	140000	22	7	watermelon
Blerim	Kosovo	EXP	6/11-20/2009	Flamur Oshafi	80	1000	80000	22	4	watermelon
Blerimi	Kosovo	EXP	6/11-20/2009	Myrteza Oshafi	100	1000	100000	22	5	watermelon
Petrit Mane	Kosovo	EXP	6/11-20/2009	Shkelqim Bajrami	160	1000	160000	22	8	watermelon
Adnani	Kosovo	EXP	6/11-20/2009	Flamur Oshafi	140	1000	140000	22	7	watermelon
Ymeri	Kosovo	EXP	6/11-20/2009	Alush Tafa	160	1000	160000	22	8	watermelon
Ridvan Prita	Korce	DOM	6/11-20/2009	Kuitim Satka	50	1000	50000	22	4	watermelon
Ymeri	Kosovo	EXP	6/21-25/2009	Nurce Oshafi	40	1000	40000	25	2	watermelon
Adnani	Kosovo	EXP	6/21-25/2009	Flamur Oshafi	40	1000	40000	25	2	watermelon
Ymeri	Kosovo	EXP	6/21-25/2009	Alush Tafa	40	1000	40000	25	2	watermelon
Blerim Gerbeshi	Kosovo	EXP	6/21-25/2009	Myrteza Oshafi	20	1000	20000	25	1	watermelon
Misir Gjozi	Tirane	DOM	6/21-25/2009	Alush Tafa	20	1000	20000	25	3	watermelon
Misir Gjozi	Tirane	DOM	1-15 may	Hortigor	80	1000	80000	78	15	Tomato
Misir Gjozi	Tirane	DOM	1-15 may	Hortigor	20	1000	20000	40		Cucumber
Misir Gjozi	Tirane	DOM	16-31May	Hortigor	100	1000	100000	61	16	Tomato
Misir Gjozi	Tirane	DOM	16-31May	Hortigor	28	1000	28000	18		Cucumber
Bedri	Kosovo	EXP	16-31 may	Hortigor	125	1000	125000	61	7	Tomato
Bedri	Kosovo	EXP	16-31 may	Hortigor	25	1000	25000	18		Cucumber
Ymeri	Kosovo	EXP	16-31 May	Hortigor	48	1000	48000	61	3	Tomato
Ymeri	Kosovo	EXP	16-31 May	Hortigor	12	1000	12000	18		Cucumber
Misir Gjozi	Tirane	DOM	1-15 June	Hortigor	100	1000	100000	62	15	Tomato
Misir Gjozi	Tirane	DOM	1-15 June	Hortigor	20	1000	20000	20		Cucumber
Mersin Lika	Kosove	EXP	1-15 June	Hortigor	50	1000	50000	62	3	Tomato
Misir Gjozi	Tirana	DOM	16-25 June	Hortigor	60	1000	60000	42	10	Tomato
Misir Gjozi	Tirana	DOM	16-25 June	Hortigor	20	1000	20000	15		Cucumber
Ruzhdi KONI	Tirana	DOM	1-15 march	FFM	2	1000	2000	189	5	Cucumber
Ruzhdi KONI	Tirana	DOM	15-31 march	FFM	6.8	1000	6800	124	7	Cucumber
Ruzhdi KONI	Tirana	DOM	1-5 April	FFM	8	1000	8000	120	3	Cucumber
Ruzhdi KONI	Tirana	DOM	6-10 April	FFM	10	1000	10000	113	3	Cucumber
Ruzhdi KONI	Tirana	DOM	11-15 April	FFM	9	1000	9000	60	3	Cucumber
Ruzhdi KONI	Tirana	DOM	16-20 April	FFM	10	1000	10000	65	3	Cucumber
Ruzhdi KONI	Tirana	DOM	21-30 April	FFM	14.4	1000	14400	71	5	Cucumber

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE LUSHNJE (Pg. 6)										
Buyer	Destination		Date	Seller	Volume in Ton	1 Ton=1000 kg	Volume in kg	Price in lek/kg	# of trans	commodity
Ruzhdi KONI	Tirana	DOM	1-5 May	FFM	2	1000	2000	84	5	Tomato
Ruzhdi KONI	Tirana	DOM	1-5 May	FFM	13	1000	13000	72		Cucumber
Ruzhdi KONI	Tirana	DOM	6-10 May	FFM	4.5	1000	4500	78	5	Tomato
Ruzhdi KONI	Tirana	DOM	6-10 May	FFM	10.5	1000	10500	52		Cucumber
Ruzhdi KONI	Tirana	DOM	11-15 May	FFM	3	1000	3000	76	5	Tomato
Ruzhdi KONI	Tirana	DOM	11-15 May	FFM	10	1000	10000	21		Cucumber
Ruzhdi KONI	Tirana	DOM	11-15 May	FFM	2	1000	2000	117		Pepper
Ruzhdi KONI	Tirana	DOM	16-20 May	FFM	6	1000	6000	65	5	Tomato
Ruzhdi KONI	Tirana	DOM	16-20 May	FFM	10	1000	10000	18		Cucumber
Ruzhdi KONI	Tirana	DOM	16-20 May	FFM	4	1000	4000	108		Pepper
Ruzhdi KONI	Tirana	DOM	21-25 May	FFM	7	1000	7000	60	5	Tomato
Ruzhdi KONI	Tirana	DOM	21-25 May	FFM	9	1000	9000	19		Cucumber
Ruzhdi KONI	Tirana	DOM	21-25 May	FFM	4	1000	4000	101		Pepper
Ruzhdi KONI	Tirana	DOM	26-31 May	FFM	12	1000	12000	60	5	Tomato
Ruzhdi KONI	Tirana	DOM	26-31 May	FFM	5	1000	5000	16		Cucumber
Ruzhdi KONI	Tirana	DOM	26-31 May	FFM	2.2	1000	2200	88		Pepper
Ruzhdi KONI	Tirana	DOM	26-31 May	FFM	1	1000	1000	75		Eggplant
Ruzhdi KONI	Tirana	DOM	1-5 June	FFM	10	1000	10000	43	3	Tomato
Ruzhdi KONI	Tirana	DOM	1-5 June	FFM	3	1000	3000	61		Pepper
Ruzhdi KONI	Tirana	DOM	1-5 June	FFM	2	1000	2000	66		Eggplant
Ruzhdi KONI	Tirana	DOM	6-10 June	FFM	10	1000	10000	64	3	Tomato
Ruzhdi KONI	Tirana	DOM	6-10 June	FFM	3	1000	3000	68		Pepper
Ruzhdi KONI	Tirana	DOM	6-10 June	FFM	2	1000	2000	61		Eggplant
Ruzhdi KONI	Tirana	DOM	11-25 June	FFM	7	1000	7000	54	3	Tomato
Ruzhdi KONI	Tirana	DOM	11-25 June	FFM	1.5	1000	1500	59		Pepper
Ruzhdi KONI	Tirana	DOM	11-25 June	FFM	1.5	1000	1500	60		Eggplant
Bilbil LEKA	Tirana	DOM	8-15 March	Hysgjokaj group	5	1000	5000	189	3	Cucumber
Bilbil LEKA	Tirana	DOM	15-30 March	Hysgjokaj group	10	1000	10000	124	3	Cucumber
Bilbil LEKA	Tirana	DOM	1-10 April	Hysgjokaj group	15	1000	15000	117	3	Cucumber
Bilbil LEKA	Tirana	DOM	11-20 April	Hysgjokaj group	15	1000	15000	63	3	Cucumber
Bilbil LEKA	Tirana	DOM	21-30 April	Hysgjokaj group	15	1000	15000	71	3	Cucumber
Bilbil LEKA	Tirana	DOM	1-5 May	Hysgjokaj group	15	1000	15000	72	3	Cucumber
Bilbil LEKA	Tirana	DOM	6-10 May	Hysgjokaj group	1	1000	1000	78	3	Tomato
Bilbil LEKA	Tirana	DOM	6-10 May	Hysgjokaj group	13	1000	13000	52		Cucumber
Bilbil LEKA	Tirana	DOM	6-10 May	Hysgjokaj group	1	1000	1000	139		Pepper
Bilbil LEKA	Tirana	DOM	11-16 May	Hysgjokaj group	3	1000	3000	76	3	Tomato
Bilbil LEKA	Tirana	DOM	11-16 May	Hysgjokaj group	10	1000	10000	21		Cucumber
Bilbil LEKA	Tirana	DOM	11-16 May	Hysgjokaj group	2	1000	2000	117		Pepper
Bilbil LEKA	Tirana	DOM	16-20 May	Hysgjokaj group	5	1000	5000	65	3	Tomato
Bilbil LEKA	Tirana	DOM	16-20 May	Hysgjokaj group	8	1000	8000	18		Cucumber
Bilbil LEKA	Tirana	DOM	16-20 May	Hysgjokaj group	2	1000	2000	108		Pepper

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE LUSHNJE (Pg. 7)												
Buyer	Destination		Date	Seller	Volume in Ton	1 Ton=1000 kg	Volume in kg	Price in lek/kg	# of trans	commodity	Value in ALL/kg	
Bilbil LEKA	Tirana	DOM	21-25 May	Hysgjokaj group	5	1000	5000	60	3	Tomato	300000	
Bilbil LEKA	Tirana	DOM	21-25 May	Hysgjokaj group	6	1000	6000	19		Cucumber	114000	
Bilbil LEKA	Tirana	DOM	21-25 May	Hysgjokaj group	2	1000	2000	101		Pepper	202000	
Bilbil LEKA	Tirana	DOM	21-25 May	Hysgjokaj group	2	1000	2000	80		Melon	160000	
Bilbil LEKA	Tirana	DOM	26-31 May	Hysgjokaj group	6	1000	6000	60	3	Tomato	360000	
Bilbil LEKA	Tirana	DOM	26-31 May	Hysgjokaj group	5	1000	5000	16		Cucumber	80000	
Bilbil LEKA	Tirana	DOM	26-31 May	Hysgjokaj group	2	1000	2000	88		Pepper	176000	
Bilbil LEKA	Tirana	DOM	26-31 May	Hysgjokaj group	2	1000	2000	70		Melon	140000	
Bilbil LEKA	Tirana	DOM	1-10 June	Hysgjokaj group	8	1000	8000	53	4	Tomato	424000	
Bilbil LEKA	Tirana	DOM	1-10 June	Hysgjokaj group	2	1000	2000	21		Cucumber	42000	
Bilbil LEKA	Tirana	DOM	1-10 June	Hysgjokaj group	3	1000	3000	64		Pepper	192000	
Bilbil LEKA	Tirana	DOM	1-10 June	Hysgjokaj group	4	1000	4000	65		Melon	260000	
Bilbil LEKA	Tirana	DOM	1-10 June	Hysgjokaj group	3	1000	3000	63	4	Eggplant	189000	
Bilbil LEKA	Tirana	DOM	11-20 June	Hysgjokaj group	12	1000	12000	63		Tomato	756000	
Bilbil LEKA	Tirana	DOM	11-20 June	Hysgjokaj group	4	1000	4000	64		Pepper	256000	
Bilbil LEKA	Tirana	DOM	11-20 June	Hysgjokaj group	4	1000	4000	60		Eggplant	240000	
Bilbil LEKA	Tirana	DOM	11-20 June	Hysgjokaj group	5	1000	5000	40	3	Melon	200000	
Bilbil LEKA	Tirana	DOM	21-25 June	Hysgjokaj group	8	1000	8000	36		Tomato	288000	
Bilbil LEKA	Tirana	DOM	21-25 June	Hysgjokaj group	3	1000	3000	51		Pepper	153000	
Bilbil LEKA	Tirana	DOM	21-25 June	Hysgjokaj group	2	1000	2000	40		Melon	80000	
Bilbil LEKA	Tirana	DOM	21-25 June	Hysgjokaj group	2	1000	2000	50	3	Eggplant	100000	
				Divjaka farmers							0	
Arti Vrushi	Fier	DOM	5/25-/30/09	Gjergji Todi	40	1000	40000	80		2	watermelon	3200000
Arti Vrushi	Fier	DOM	6/16-25/09	Jorgji Kruti	10	1000	10000	23		2	watermelon	230000
Arti Vrushi	Fier	DOM	6/16-25/09	Fredi Monce	15	1000	15000	23	3	watermelon	345000	
Shygyri Kadraviq	Monte Negro	EXP	6/18-25/09	Shkodra farmers	50	1000	50000	24	2	watermelon	1200000	
TOTAL					6270.61				511		211065500	

Supporting Document. Indicator 3.6: Number of transactions completed (contracts signed and/or repeated sales)

LISTA E TRANSAKSIONEVE KORCE (Pg. 8)									
Seller	Destination		Date	Buyer	Volume Ton	Price in lek/kg	# of trans	commodity	Value
Dhimitraq Taci	Pogradec		6/10/2009		0.5	12	2	Green apple	6.0
			6/22/2009					Green apple	
Thoma Cobani			6/13/2009		0.7	12	3	Green apple	8.4
			6/18/2009					Green apple	
			6/22/2009					Green apple	
Pandi Taci			6/10/2009		0.4	12	2	Green apple	4.8
			6/16/2009					Green apple	
Jorgaq Taci			6/13/2009		0.4	12	2	Green apple	4.8
			6/22/2006					Green apple	
Vasil Qeleshi			6/13/2009		0.5	10	2	Green apple	5.0
			6/18/2009					Green apple	
Sotiraq Dhimitri			13/6/2009, 18/6/2009		0.4	12	2	Green apple	4.8
Belul Sari			6/22/2009	Ismail Xhaja	0.5	10	2	Green apple	5.0
			6/28/2009					Green apple	
Llambi Ropi			6/25/2009		0.4	10	2	Green apple	4.0
			6/30/2009					Green apple	
Gjergji Baruti			6/22/2009		0.25	12	1	Green apple	3.0
Gjergji Vangjeli			6/25/2009		0.4	10	1	Green apple	4.0
Jovan Vangjeli			6/25/2009		0.3	10	1	Green apple	3.0
Pandi Miti			6/16/2009		0.45	12	2	Green apple	5.0
			6/22/2009					10	
Vasil Naska			6/16/2009		0.5	10	2	Green apple	5.0
			6/30/2009					Green apple	
Gjergji Kolvani			6/30/2009		0.3	10	1	Green apple	3.0
Koco Rota			6/18/2009		0.6	10	2	Green apple	6.0
			6/28/2009					Green apple	
Dhimiter Cobani			6/28/2009		0.4	10	1	Green apple	4.0
Vasil Vangjeli	Zvirine		15/6/2009		0.5	12	2	Green apple	6.0
			6/20/2009					Green apple	
Panajot Vangjeli			6/20/2009	Ali Sari	0.55	10	2	Green apple	5.5
			6/29/2009					Green apple	
Dhimitraq Taci			6/30/2009		0.35	10	1	Green apple	3.5
Thoma Cobani			6/30/2009		0.4	10	1	Green apple	4.0
Sotiraq Dhimitri			6/30/2009		0.5	10	1	Green apple	5.0
Jorgaq Taci			6/17/2009		0.6	12	2	Green apple	6.6
			6/29/2009					10	
Gjergji Vangjeli			6/17/2009		0.5	12	1	Green apple	6.0
Jovan Vangjeli			6/15/2009		0.6	12	2	Green apple	6.6
			6/29/2009					10	
Adrian Selimi	Dvoran		6/14/2009	Muharem Selimi	0.5	8	2	Green apple	4.0
			6/20/2009					Green apple	
Hekuran Baku			6/17/2009		0.5	8	1	Green apple	4.0
Fisnik Selimi			6/14/2009		0.4	8	1	Green apple	3.2
Wilson Baku			6/14/2009		0.35	8	2	Green apple	2.8
			6/29/2009					Green apple	
Muharrem Selimi			6/29/2009		0.35	8	1	Green apple	2.8
Zeqiri Burimi			6/17/2009		0.45	8	1	Green apple	3.6
Artan Shkemb			6/20/2009		0.5	8	2	Green apple	4.0
			6/28/2009					Green apple	
Kudret Sali			6/16/2009		0.5	8	1	Green apple	4.0
Adnand Neziri			6/19/2009		0.4	8	1	Green apple	3.2
Rami Shkemb			6/16/2009		0.8	8	3	Green apple	6.4
			6/25/2009					Green apple	
			6/30/2009					Green apple	
Urim Gegolli			6/10/2009		0.4	8	1	Green apple	3.2
Bujar Rusi			6/10/2009	Riza Shaholli	0.5	8	1	Green apple	4.0
Fredi Myteberi			6/15/2009		0.5	8	1	Green apple	4.0
Ridvan Aqolli			6/23/2009		0.6	8	1	Green apple	4.8
Ylli Myteberi			6/30/2009		0.7	8	1	Green apple	5.4
Agim Hoxha			6/15/2009		0.5	8	1	Green apple	4.0
Rakip Muso			6/10/2009		3.5	8	4	Green apple	28.0
			6/15/2009					Green apple	
			6/23/2009					Green apple	
			6/30/2009					Green apple	
Total					22.45	428	65		210400

**Supporting Document. Indicator 3.6: Number of transactions completed
(contracts signed and/or repeated sales)**

	LUSHNJA (Pg.9)		
	Domestic	Exports	Total
Quantity in kg	1,689,400	4,581,210	6,270,610
Value in ALL	72,313,700	138,751,800	211,065,500
Value in US\$	761,197	1,460,545	2,221,742
Number of transactions	232	279	511
	KORCA		
	Domestic	Exports	Total
Quantity in kg	22,450	0	22,450
Value in ALL/kg	210,400		210,400
Value in US\$	2,215	0	2,215
Number of transactions	65		65
	Lushnja and Korca		
	Domestic	Exports	Total
Quantity in kg	1,711,850	4,581,210	6,293,060
Value in ALL/kg	72,524,100	138,751,800	211,275,900
Value in US\$	763,412	1,460,545	2,223,957
Number of transactions	297	279	576

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Indicator 3.7: Number of farmers/firms applying new environmentally sound technologies that enhance productivity, production, quality

AAC Location	Nr.	Name of Farmer/Firm	Location	Technology Applied
Tirana	1	TTC	Vlore	Arbequino demonstration plot and dripping irrigation system
Lushnja	2	Jorgji Kruti	Divjake	Watermelon thermo plastic tunnel
	3	Kujtim Satka	Samatice	Water melon grafted seedlings
	4	Bardhyl Hoxha	Fiershegan	"Arbequino" olive double dripping irrigation system.
	5	Nebi Ferra	Kafaraj/ Frakull	Watermelon grafted seedlings
Korca	6	Rexhep Vija	Dvoran	IPM
	7	Muharem Selimi	Dvoran	IPM
	8	Mithat Mustafa	Dvoran	IPM
	9	Fatmir Muharemi	Dvoran	IPM
	10	Adriatik Shkempi	Dvoran	IPM
	11	Ali Ali	Dvoran	IPM
	12	Rexhep Ali	Dvoran	IPM
	13	Landi Xhaferi	Dvoran	IPM
	14	Valter Mustafaj	Dvoran	IPM
	15	Fisnik Selimi	Dvoran	IPM
	16	Adrian Selimi	Dvoran	IPM
	17	Artur Hysolli	Dvoran	IPM
	18	Jetnor Mersinllari	Voskop	IPM
	19	Shahin Goleshi	Voskop	IPM
	20	Zenel Dilka	Voskop	IPM
	21	Oli Shaholli	Voskop	IPM
	22	Hysen Gjollli	Voskop	IPM
	23	Ylli Gjollli	Voskop	IPM
	24	Haki Leska	Voskop	IPM
	25	Baki Myredinasi	Voskop	IPM
	26	Adi Sula	Voskop	IPM
	27	Paro Demirasi	Voskop	IPM
	28	Durim Dilka	Voskop	IPM
	29	Josif Miti	Zvirine	IPM
	30	Nisi Vangjeli	Zvirine	IPM
	31	Taqo Cobani	Zvirine	IPM
	32	Gjergji Vangjeli	Zvirine	IPM
	33	Vasil Taci	Zvirine	IPM
	34	Raqi Dhimitri	Zvirine	IPM
	35	Koco Rota	Zvirine	IPM
	36	Mehmet Mersinllari	Voskop	Pheromone trap
	37	Arben Bacelli	Dvoran	IPM
	38	Fredi Bregu	Dvoran	IPM
	39	Nazarko Zako	Polene	IPM
	40	Kostandin Ropi	Zvirine	IPM
	41	Daniel Sulejmani	Dvoran	IPM

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Indicator 3.8: Number of additional functioning post-harvest handling facilities in country

AAC Location	Name of Facility/Client	Location	Nr of Facilities
Lushnje	Mersin Lika (Cool store)	Gose/Kavaje	1
	Biti & Mo (Cool store)	Divjake	1
Korce	Artur Veshi	Korce	1