



HELPING KOSOVO HORTICULTURAL AGRIBUSINESSES

BECOME MORE COMPETITIVE





INTRODUCTION

A tool to encourage innovation in the horticultural sector.

The CFI is a creative tool aimed at improving the level of competitiveness of the horticultural sector in Kosovo. It is about creating an incentive for businesses to test with new ways of working, which if successful, could be replicated by others on a larger scale and become an example of best practice in Kosovo.

The CFI is implemented by Horticultural Promotion in Kosovo - a project operated by Intercooperation, a Swiss Foundation for Cooperation and International Development jointly financed by the Swiss and Danish governments.



CFI'S MISSION AND GOALS

CFI'S MISSION

The mission of the Competitive Fund for Innovation (CFI) is: "To improve the competitiveness of Kosovo's horticulture supporting industry-led innovation which helps to contribute to job creation and economic growth in Kosovo".

The general definition of innovation in the CFI approach is:

- **New products:** new crops, new processing products, etc.
- **New technologies:** new cultivation methods, new processes to add value, new equipment in order to increase the competitiveness of the whole horticulture value chain, etc.
- **New markets:** new domestic market development, new export markets, new methods of accessing both the domestic and export markets, etc.
- **New associations:** new associations in the horticulture value chain such as producers associations, horticulture "inter-profession" groups, etc.
- **New strategic partnerships:** new joint ventures among producers and traders, new partnerships between retailers and wholesalers, etc.
- **New marketing approach:** new promotion campaigns, new labels of quality, new product presentations (new packaging), etc.

CFI'S SPECIFIC GOALS

- Assisting the technological development of all levels of the horticultural value chains.
- Supporting access to domestic and international markets.
- Supporting the development of new products which would have a positive effect on the demand of fresh horticultural products.
- Encouraging the development of decision making tools such as Market Information Systems and business planning.
- Helping the emergence of new viable businesses which offer services to stakeholders in the horticultural value chain.
- Supporting the creation of sustainable associative structures which develop the horticultural profession and those who work throughout the levels of the chain.





HOW DOES IT WORK?

FIRST STEP: THE CONCEPT NOTE

First, it is obligatory that the applicants discuss their project/ idea with CFI officers prior to writing the proposals. In this context, it is asked that the applicants prepare a short concept note (1-2 pages) in which the project is described. A concept note form can be downloaded from the **Horticultural Promotion in Kosovo (HPK)** webpage: www.intercoopkos.org

Once the concept note is written, it must be sent via e-mail to: cfi@intercoopkos.org

In the five business days following the reception of the concept note, an officer of CFI will contact the applicant in order to make an appointment to discuss the project/ idea.

Individuals, companies and groups who are interested in submitting a concept note to the CFI should do it in the framework of the application rounds which will happen three times in 2009:

ROUND	CONCEPT NOTE APPLICATION DEADLINE
1	February 16
2	May 11
3	September 21

Concept note could be in English, Albanian, and Serbian.

SECOND STEP: THE FULL APPLICATION

After discussing the concept note with CFI officers and the project is judged potentially admissible, the applicant may write the proposal and deliver it to the HPK project according to the application deadline dates. Furthermore, the applicant must follow the full application format which is available on the HPK Webpage. The application form provides instructions for writing a proposal and gives useful examples.

The applications should be written in English.





THIRD STEP: THE ANSWER

In the days following the application deadlines, the different proposals are evaluated internally by the **CFI Technical Committee**. Afterwards, the recommendations are given to the **CFI Management Committee** which has the power to make a final decision. A written response is sent to the applicants shortly after the **CFI Management Committee** meets. The expected delay in receiving an answer is estimated at six weeks or less.

CRITERIA

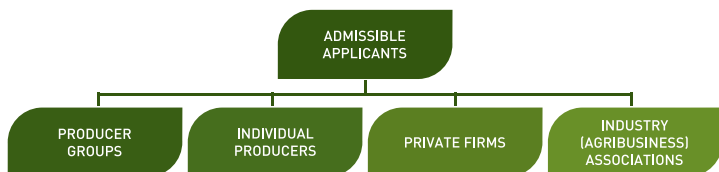
It is fundamental that the applicants show in their proposals that their project responds to a series of criteria which are:

- Links with CFI goals.
- Economic impacts on the horticulture sector and financial profitability.
- Sustainability.
- Technical ability of the applicant (s).
- Innovation.
- Environmental protection, women and minorities.

These criteria are shown in the full application form (second step) and specific guidelines are provided as well.

WHO CAN APPLY?

There are four categories of applicants who can propose projects to the CFI. They are:





GEOGRAPHIC DISTRIBUTION OF THE CFI

Horticultural Promotion in Kosovo (HPK) would like its interventions to be spread equitably throughout Kosovo. However, the criteria associated to the allocation of the CFI grants are not linked with the geographical aspect and consequently, the grant allocations will not take into account the geographic distribution.

MONETARY VALUE OF THE GRANTS PROVIDED BY THE CFI

The maximum grant of the CFI is 40,000 Euros/project and the minimum grant is fixed at 5,000 Euros/project. The grants are also not intended to cover all the costs and risks associated with the project. Cost sharing (including financial, human, and material resources) is expected from all grant holders. However, the value of the land and the buildings used for the proposed projects are not admissible as cost sharing elements.

The maximum contribution of the CFI is fixed at 70% of the total cost of the proposed project.

PROJECTS WHICH MAY NOT RECEIVE CFI GRANTS

The projects listed below cannot qualify for the attribution of grants through the CFI:

- Purchase of tractors or agricultural equipment which is currently used and already available widely in Kosovo.
- Organization of seminars, symposiums, workshops.
- Short-term consultancies unless they are part of a larger project with clear and measurable market development objectives.
- Any projects whose impact would be essentially/principally to the benefit of the applicant.

For more details, please visit the Horticultural Promotion in Kosovo webpage:

www.intercoopkos.org



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Project implemented by:

inter
cooperation

Natural Resource Management
Rural Economy
Local Governance and Civil Society

**Competitive Fund for Innovation
Att: Horticultural Promotion
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