



Foreign Investors Association of Albania

Supported by the European Union



“Albanian agriculture seen from the everyday farming: *a survey on Albanian farmers and EU exports*”

In the framework of the EU Relay Information for Businesses in Albania,
Foreign Investors Association in Albania – **FIAA**
and
Albanian Savings and Credit Union – **ASC Union**

14 July, 2014
Hotel Tirana International

EU Relay Information for Businesses in Albania

European
Integration
from the point
of view of local
businesses and
market needs



FIAA & the EU Relay Information for Businesses in Albania

EU Relay Information for Businesses in Albania: Five business organizations coordinate the albanian businesses to learn more on opportunities offered from the European Union and to create bridges with businesses in the EU countries.

Objectives of the Network:

- To build up capacities of the albanian businesses through the organization of seminars, workshops, and other public events related to doing business with EU.
- To promote EU-Albania programs of cooperation by providing information on these programs.
- To raise the profile of EU in the country though increasing the visibility of the European Union in Albania.
- To raise awareness of the albanian business on exporting to EU.
- To encourage cooperation between the albanian business community and the business community of EU in Albania.

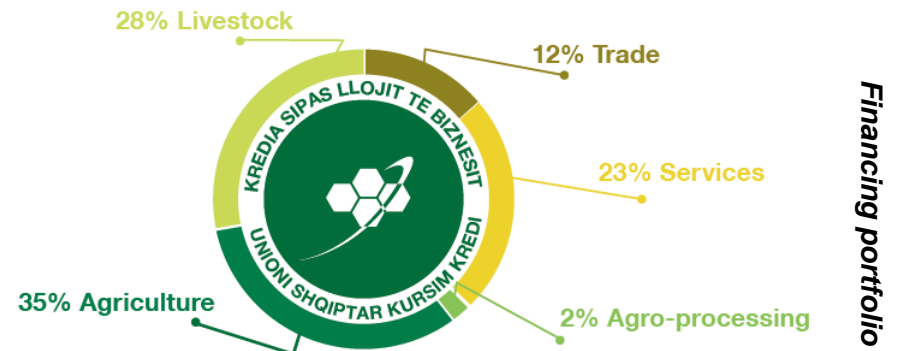
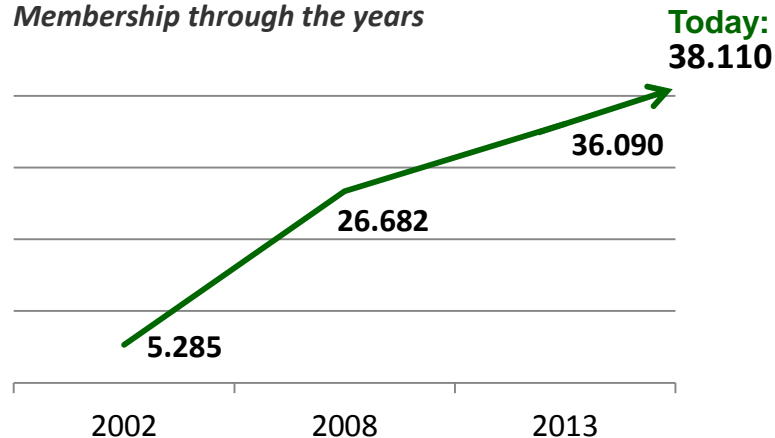
Albanian Savings and Credit Union

Supporting rural development

- 22 years in financing a sustainable agriculture and viable new jobs in rural areas
- The Savings and Credit Associations, the first civil society structures in Albania at village level
- An Albanian financial cooperative fully owned by a membership of 38.000 rural families
- 1.080 villages covered through a network of 784 locally elected community leaders



Membership through the years



Since 1992

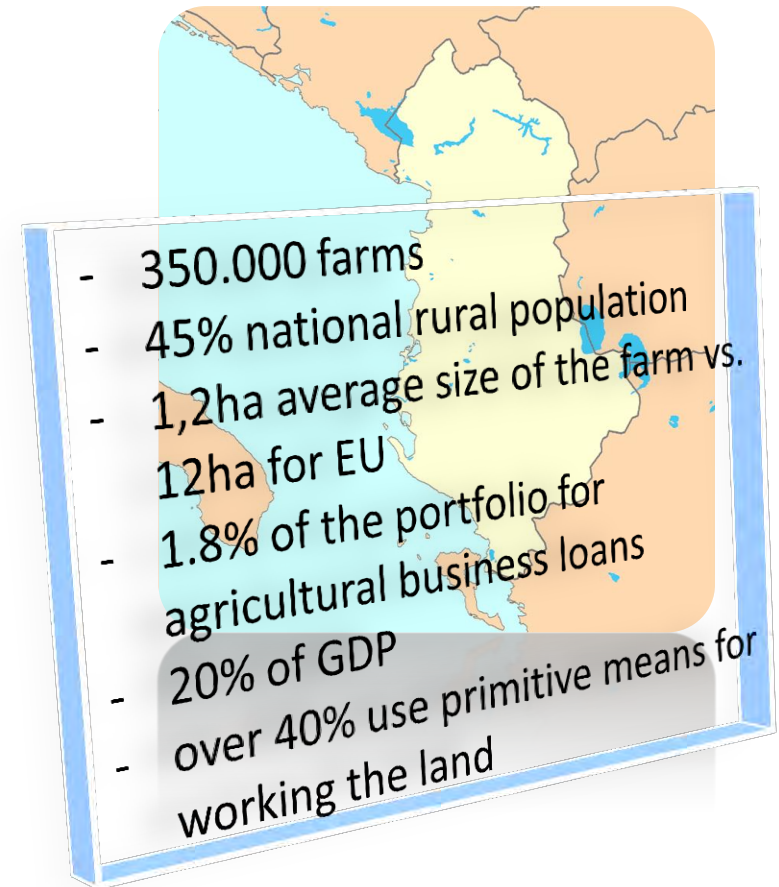
FINANCIAL PARTNER OF ALBANIAN FARMERS

Presentation Plan of the study

- 1. Albanian Farms: what we knew and the initial hypotheses**
- 2. Results of the study**
- 3. Proposals**

The Albanian Farm: What we knew and the initial hypotheses

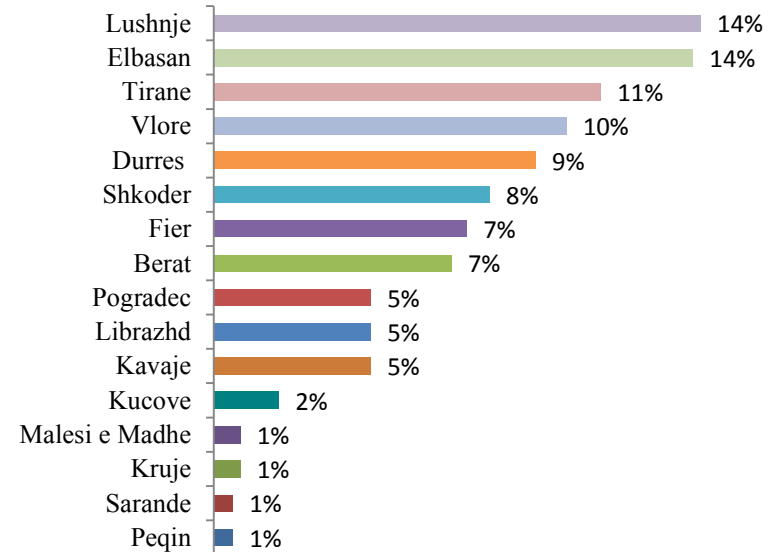
- A geographic range where the farmer = seller
- High informality
- Small family farm
- Refusal of the models of the “agricultural cooperatives”
- Knowledge of grant financial schemes for national and European agriculture



Results of the study

1. Information on EU
2. EU Grant Financial Schemes
3. Informality and networking
4. Trading with EU
5. Agricultural cooperation
6. Farm Direction
7. Standardization of the farm

Cities where interviews were accomplished

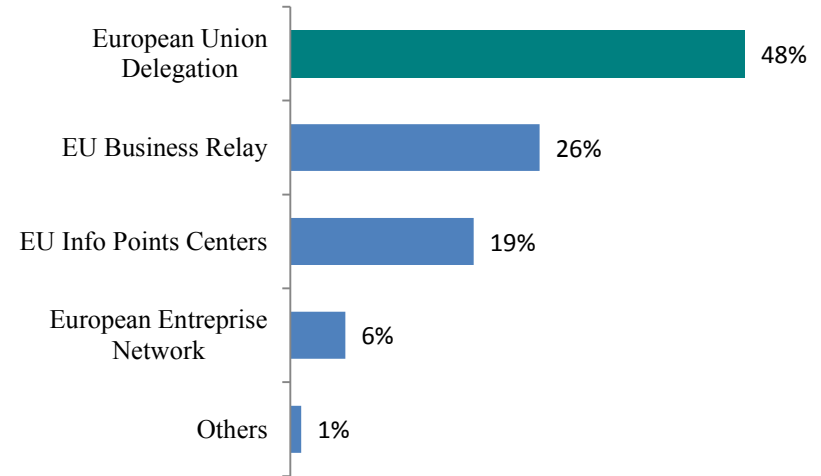


1. Information on EU

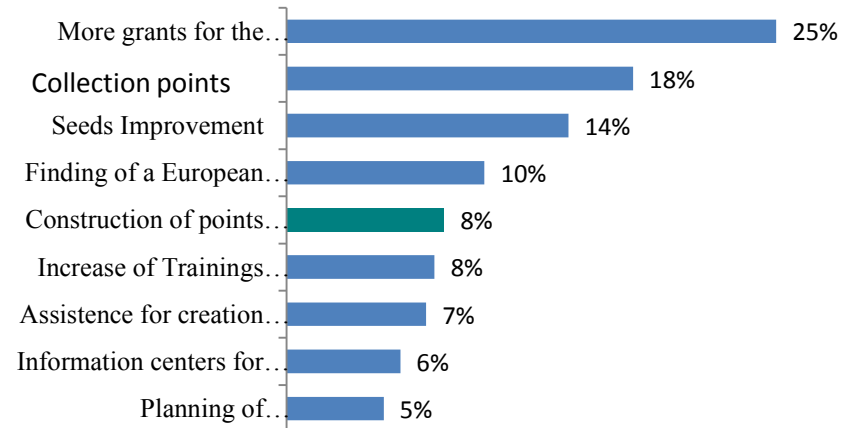
Results of the study show that only 26% of the interviewed have information on the EU Business Relay in Albania.

- **25%** of the interviewed farmers expect assistance from EU to benefit agricultural grants
- **18%** of the interviewed expect assistance to create collection points

Which of the EU Institutions that operate in Albania do you know?



What kind of assistance do you expect from the EU?

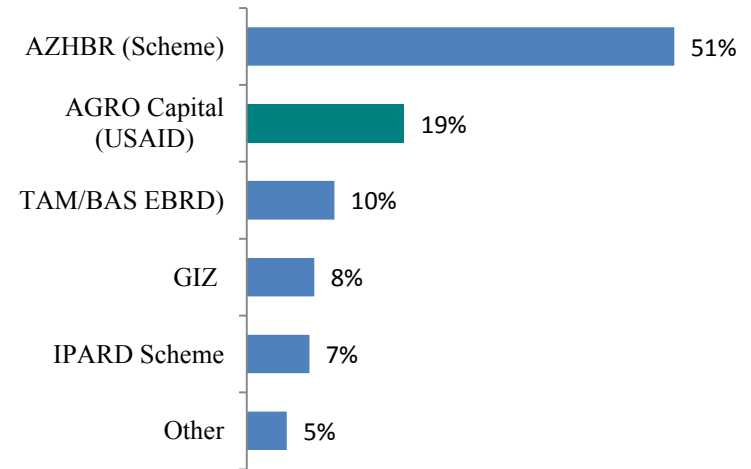


2. Grant Financial Schemes of EU

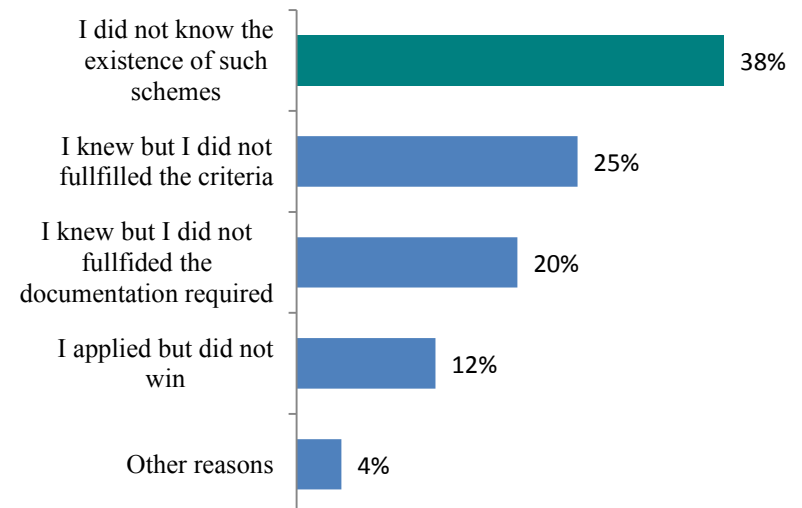
Farmers have great financial needs and are not sufficiently informed on the existence and procedures of the agricultural grants.

- **13%** of the interviewed farmers have benefitted from agricultural grants
- **84%** of the interviewed have taken loans to support their production

From the followings which options do you know for financial support?



If you have never benefitted from any agricultural grants, for which reasons?

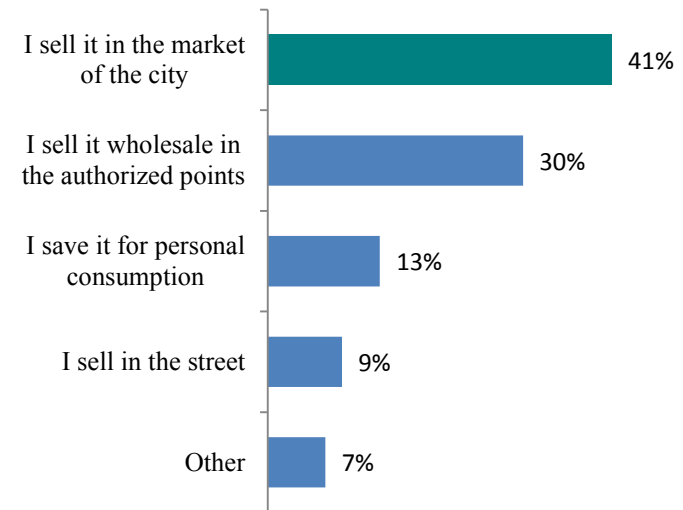


3. Informality and networking

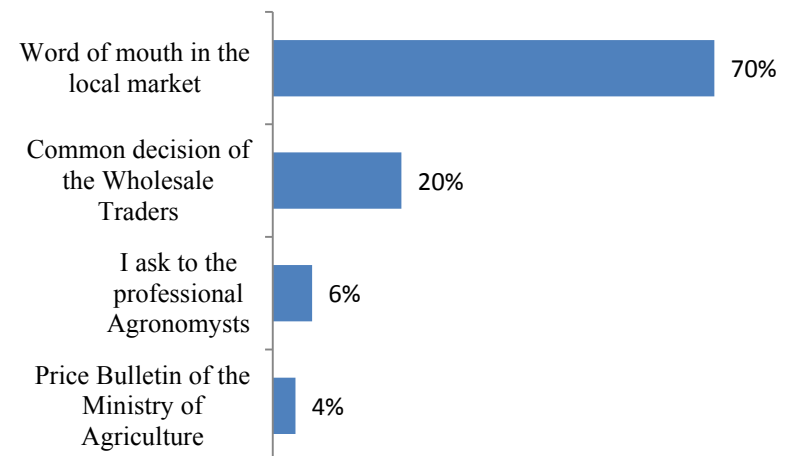
Rural economy has a relatively high informality and it is not sufficiently integrated in the agricultural market

- **88%** of the interviewed farmers do not have NIPT(National Tax ID Number)
- **32%** of them are registered at the Directory of Agriculture (Farmers code)

How do you market your product?



Where do you base for setting the sale's price?

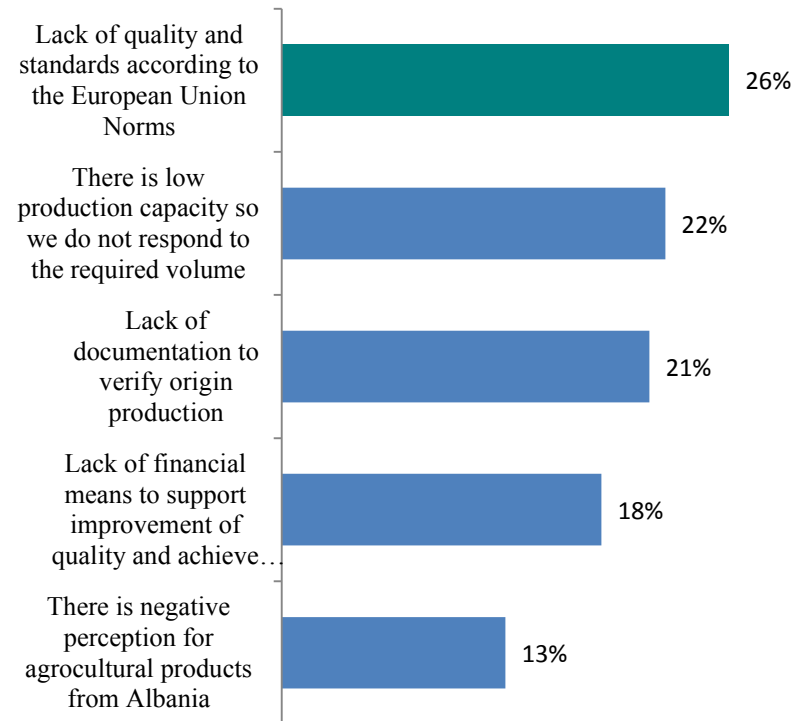


4. Trading with EU

Farmers have very limited business contacts with importers or European businesses, and those having contacts are mainly related with importers /traders from the region

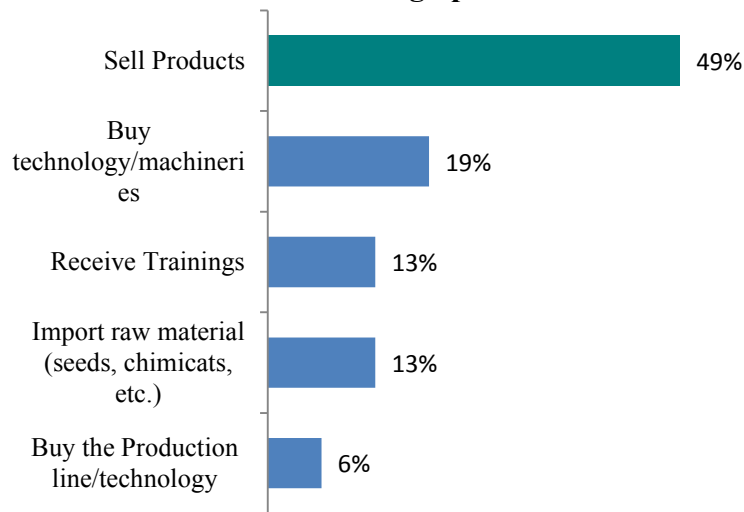
- 14% of the interviewed farmers do export, of whom:
 - 10% through wholesalers
 - 73% of exports to Balkans

Which are the challenges you have encountered in case you export towards the European Union?

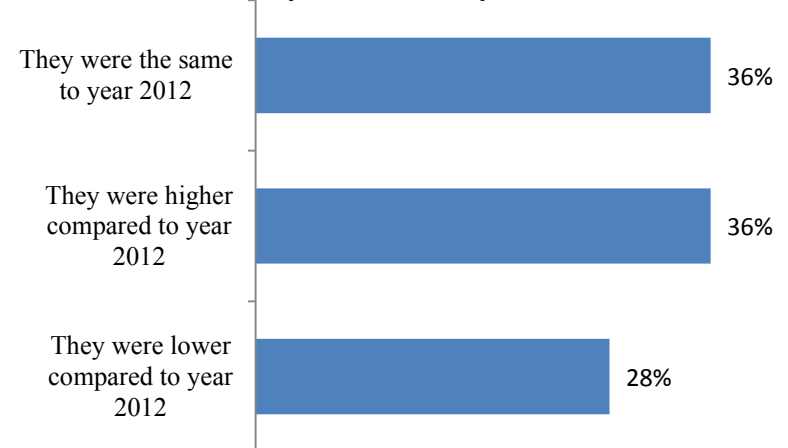


4. Trading with EU

If yes, what kind of cooperation you have with foreign partners?



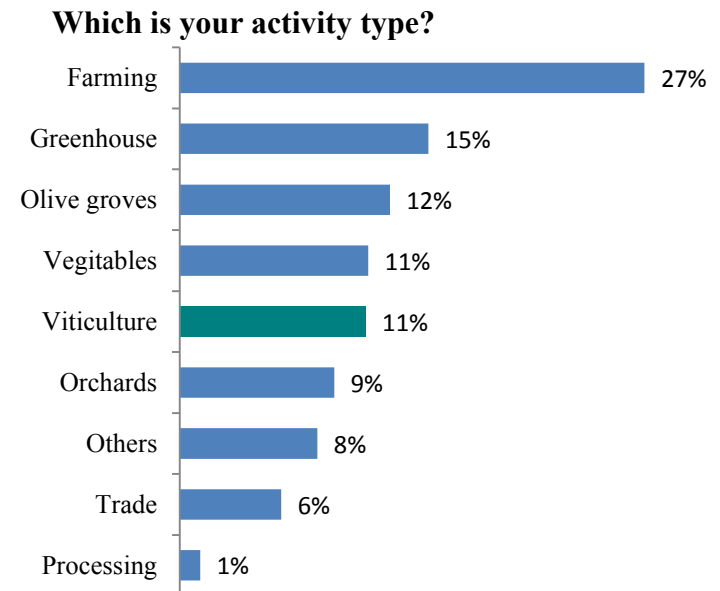
In case you export to the European Union countries your sales for year 2013, were



5. Agricultural Cooperation

Rural businessmen and farmers are willing to collaborate among them in order to increase production and create scale economy

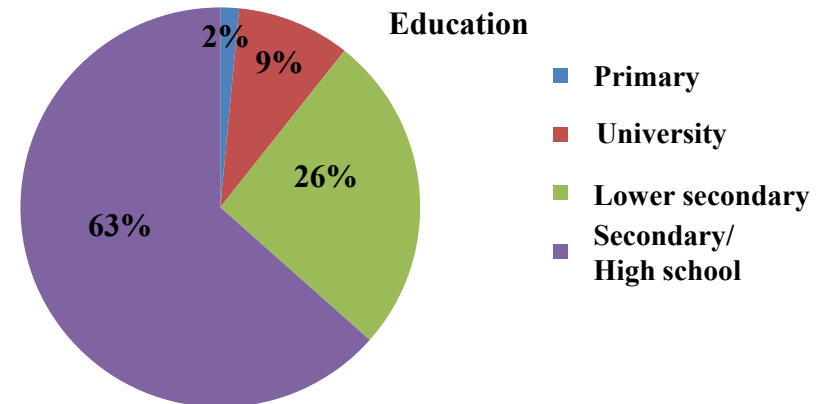
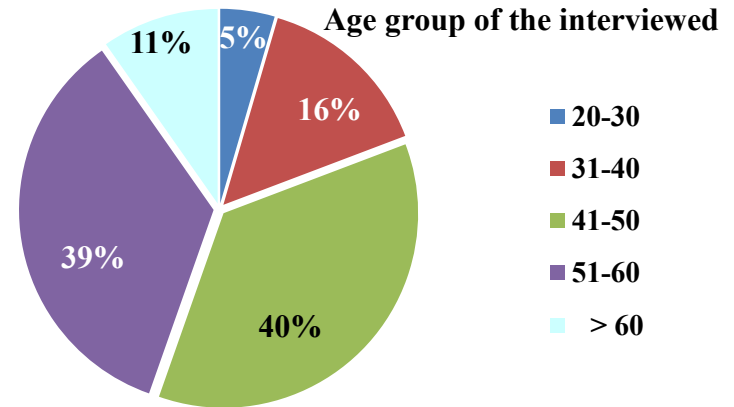
- **79%** of the farmers are ready to sale their product with other farmers
- **57%** are ready to produce together with other farmers



6. Farm direction

The farm is a familiar structure, where the juveniles are less engaged and do not benefit from the existing opportunities and to add value

- **93%** of the farmers engage members of the family in their farming works and **24%** engage also individuals outside the family
- **82%** exploit land for 12 months of the year
- **94%** do not have a production line

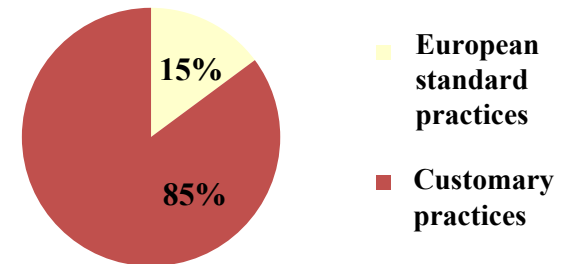


7. Standardization of the Farm

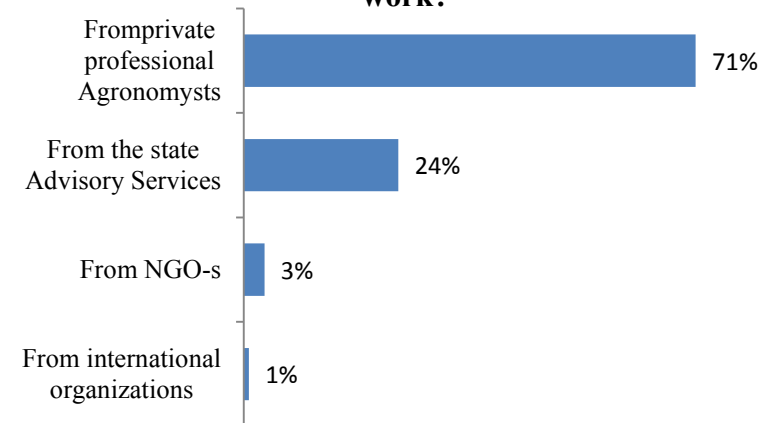
The standards' growth has raised the awareness of farmers, but their application in the production process still remains low

- **90%** do not regularly accomplish the agricultural land analyses
- **87%** do not wrap their products
- **66%** ask for technical assistance in their work

Which methods do you use to control the diseases and pests?

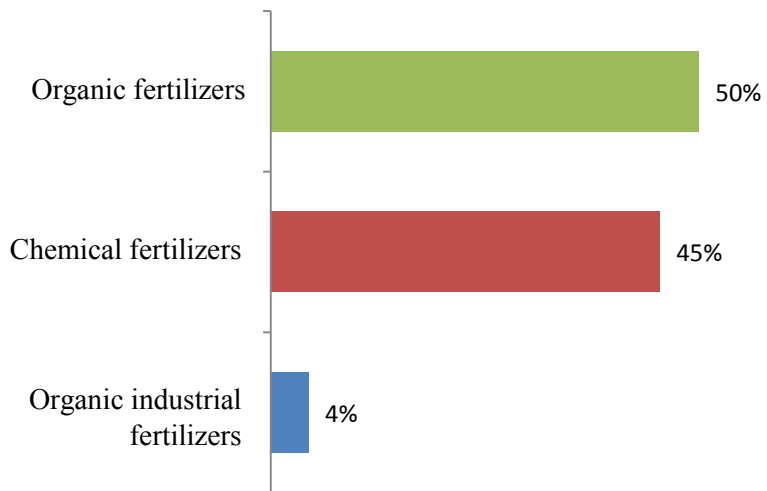


If yes, who assists you technically in your work?

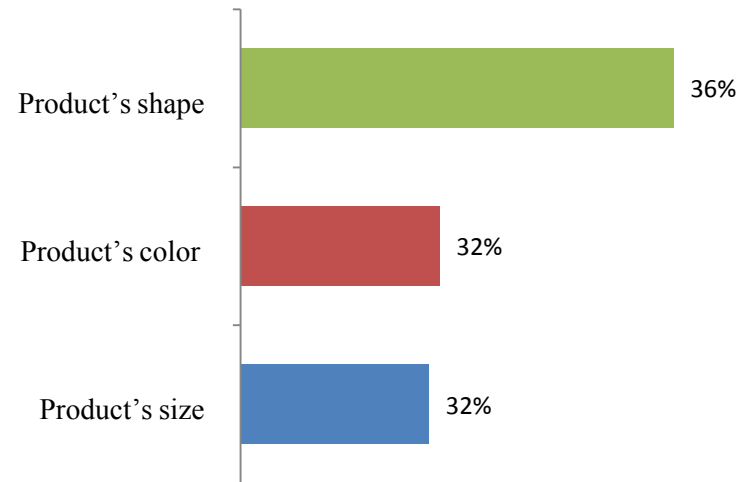


7. Standardization of the Farm

What do you use to fertilize?



Do you respect European standards for



Proposals

EDUCATION

- Increasing the information of the farmers on public and European grants
- Promoting at large the European standards
- Approaching and educating the new generation for the direction of farms

ENLARGEMENT

- Encouraging farmers to collaborate more with each-other in the form of agricultural or financial cooperatives based on the EU standards
- Assisting for the creation and increase of the collection points for agricultural products
- Assisting for the creation of contacts with traders/dealers and food production lines from EU Countries
- Improving the mediation role of financing cooperatives for agriculture

FORMALIZATION

- Encouraging the farmers with incentives of various kinds that have to do with the registration nearby the Agricultural Directory (Farmers code) and NCR.

Please contact us...

Thank you for your kind attention!

Contacts:

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